

THIS IS THE 1,291st ISSUE OF

# CANADIAN GROCER

PUBLISHED WEEKLY BY  
THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVI

PUBLICATION OFFICE: TORONTO, SEPTEMBER 6, 1912

No. 36

## "REGAL" SALT

Will stay dry and free  
running at all seasons  
of the year.

*"Regal" Salt*  
*will stop all*  
*Salt "Kicks"*  
*Bro. Grocer.*

"REGAL" Salt will put you in right with your customers. You'll never have a complaint about salt getting damp or soggy—after you start to sell "Regal" Salt. This is the very finest grain of the famous WINDSOR TABLE SALT with a small percentage of Magnesium Carbonate added, to make the salt free running and dry at all times. Better still, we put up "Regal" Salt in airtight, germproof, parafin-coated pure wood fibre cartons, which protect the salt from dust, moisture and odors. Be the first in your town to sell "Regal" Salt, and get all this fine trade. Write for prices.



The Canadian Salt Co., Limited

Windsor, Ontario

THE CANADIAN GROCER

### Three Essential Points

Quality—Value—Popularity

## Imperial Products

Comprise the Three



### MacLAREN'S PEANUT BUTTER

Is becoming more popular every day.



Both the Children and their Mothers sampled it, and will want more.

See you have it for them.

## THE CENTRE OF ATTRACTION

Our demonstrators at the Exhibition report that

### PIMENTO CHEESE

was quite the rage.



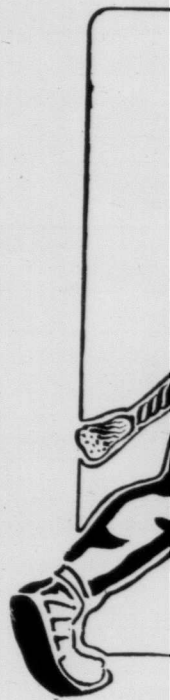
See you have it in stock to meet the demand of the thousands who sampled it.



Order through your Jobber or Provision Merchant.

## MacLAREN IMPERIAL CHEESE CO., Limited

Offices: TORONTO MONTREAL CALGARY DETROIT, MICH.  
Factories: WOODSTOCK WELLESLEY BANCROFT, MICH.



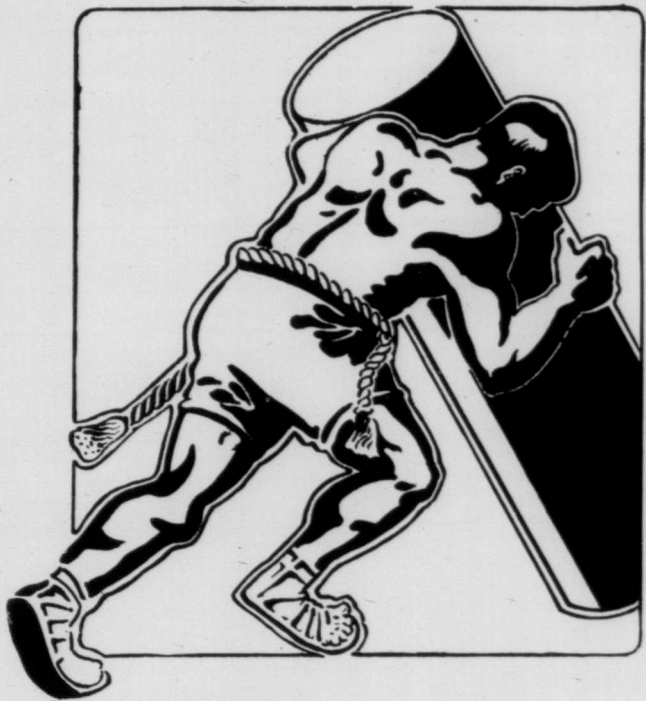
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SKE

Dried and  
High Quality  
Energy  
if You Buy  
Griffin T

ARTHUR

MONTREAL



## WASTING YOUR ENERGIES?

If it pays to push an article, it pays to push it to some purpose and to push more with an object of gaining permanent trade than of temporary profit. If the demand for any article stops when you stop pushing it, 95 per cent. of your energy has been wasted.

You waste no energy whatever in advocating the sale of products we represent, because they have stood the test. People who buy them once will buy them again and again. Briefly the intrinsic merit of these articles backs up the highest praise you can give them.

## GRIFFIN & SKELLEY'S

Dried and Canned Fruits are High Quality Goods. Your Energy Will Not be Wasted if You Push Goods with the Griffin Trademark.

*ARTHUR P. TIPPET & CO.*

AGENTS

MONTREAL

TORONTO

### DRIED FRUITS

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

Selected with the greatest care and shipped in original boxes right from the Vineyards and Orchards on the Pacific Coast.

Look for the "Griffin" trade mark before you buy

### CANNED FRUITS

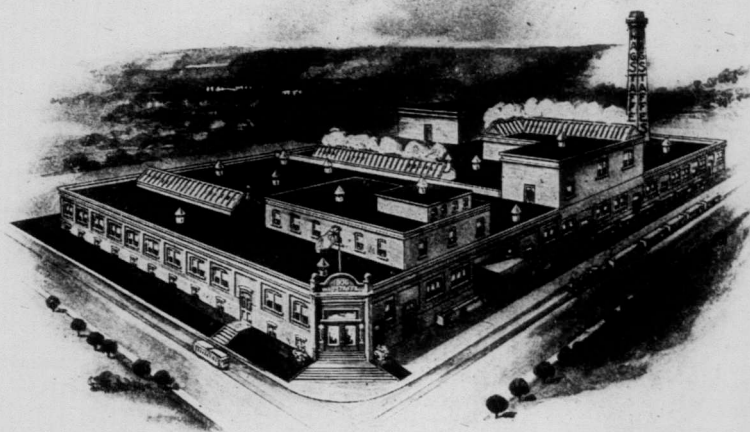
Griffin & Skelley's Pure Canned Goods, picked by skillful hands, chosen by ever watchful eyes, packed in the Factory of Precision—the best that Dollars and Cents and Brains and Sense can offer particular folks.

Canned Apricots, Peaches, Plums, Pears, Cherries, Asparagus, and other wanted table fruits. Quality Goods.

# WAGSTAFFE'S

*Fine Old English*

Prepared  
in  
Copper Kettles  
boiled  
in  
Silver  
Pans



Packed  
in  
Gold  
Lined  
Pails

FINEST FRUIT PRESERVING PLANT  
IN CANADA

Pure Jams 1912, Strawberry, Raspberry, Black Currant, Red Currant Jelly, Black Currant Jelly, Raspberry and Gooseberry, and Red Currant Jam, etc.

ALL READY FOR DELIVERY

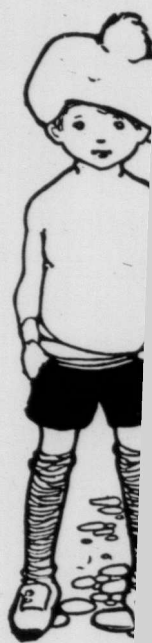
## WAGSTAFFE LIMITED

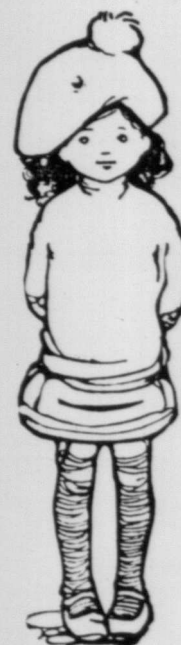
Pure Fruit Preservers

Hamilton

- - - -

Ontario





The Original and Leading Brand  
Since 1857

**C**HILDREN of all nations flourish on the BORDEN BRANDS of Milk products, the wholesomeness, purity and the nutritious qualities of these lines are unsurpassable. This makes one of the best talking points to your patrons and the best recommendation to you to stock and feature

## BORDEN'S PRODUCTS

Only the richest full cream milk is used in the scientific, careful and perfect condensing in a clean sanitary plant.

You know our brands, your customers know them because they are widely advertised for you to your customers, in newspapers, on billboards the country over and a large exhibit at the Toronto Exhibition. It's easy to sell Borden's Brands, and one sale ensures another, and that means money for you.

## BORDEN MILK CO.

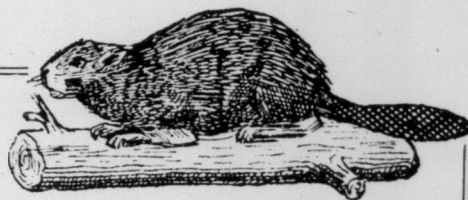
LIMITED

"Leaders of Quality"

Montreal

Branch Office: No. 2 Arcade Building, Vancouver





**Two Brands of  
RAISINS with  
An Unequalled Reputation**  
"BEAVER" "W. ABEL"  
**VALENCIAS**

These brands—"Beaver", the fancy quality—and "W. Abel", the standard—you probably know well by their unequalled reputation.

They are yearly increasing in favor with the grocery trade of Canada because of their uniform high quality. Shipped by Mahiques, Domenech & Co., Denia, Spain.



TRADE MARK

**This Name---**

**Jose Segalerva** MALAGA SPAIN

**Means Perfect**

**Quality and Packing in Malaga  
Table Raisins**

Users of table raisins, and they are constantly increasing, know and appreciate this brand of Malaga Table Raisins. Jose Segalerva name is the guarantee of perfect fruit, perfectly packed.

*Your wholesaler can supply you.*



**Rose & Laflamme  
Limited  
Montreal - Toronto**





## Sell Your Customer a Full Case of "SIMCOE" BAKED BEANS

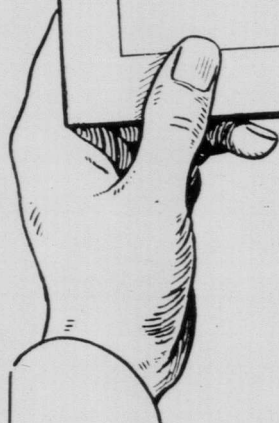
Suggest to your customers to buy "Simcoe" Baked Beans by the case. They will at once appreciate the saving they can make in buying the larger quantity. Tell them how much cheaper "SIMCOE" Brand Baked Beans are than other brands. Tell them how we bought in advance when beans were only \$1.80 per bushel and now when the market quotations for White Beans are \$3.00 per bushel we still sell the family size at the same low price. This will help reduce the high cost of living and will mean a rapid and large turnover for you.

Feature the 3's Family size.

"A larger tin at a smaller price."

**DOMINION CANNERS LIMITED**  
HAMILTON, CANADA

**"Canada First"  
Milk is Three  
Times Richer in  
Butter Fat and  
Solids Than  
Ordinary Milk**



You can offer to your customers with confidence "Canada First" Condensed Milk, because the quality is unsurpassable.

Your customer also knows that his source of milk supply is always sure, ready and reliable.

Canada First Milk (Sweetened and Unsweetened) is manufactured and guaranteed by Canadians, is of superior quality and perfectly sterilized and pure.

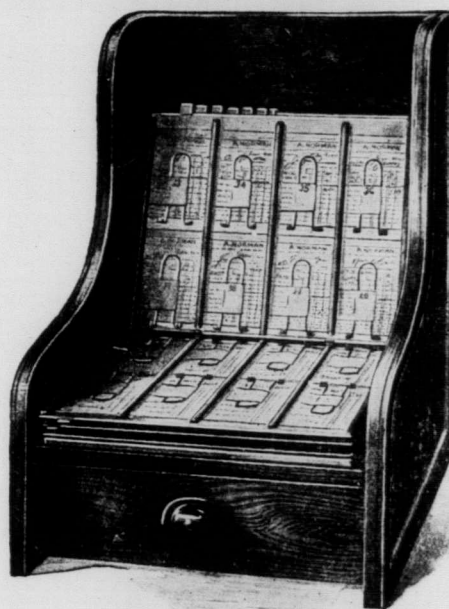
It sells easily and rapidly.

**The Aylmer Condensed Milk Co.,**

Limited

Factory: AYLMER, ONT.

Business Offices: HAMILTON.



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

## The ULLMAN Account Register

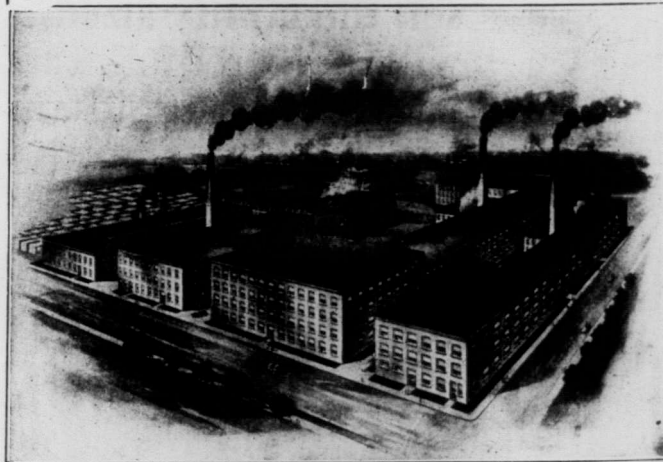
is the safest, simplest, quickest, surest to charge and most satisfactory of any system on the market. It satisfies the customer as well as the merchant. There is a decided advantage to the grocer who uses an Ullman Account Register. The customer knows, every time he makes a purchase, how much he owes,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

Send for illustrated booklet or ask for demonstration.

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

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

Hamilton, Ontario



FACTORY AT HAMILTON

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# Clark's Pork and Beans

## Your Own Experience.

Mr Grocer, is usually your safest guide in the selection of your stock in trade.

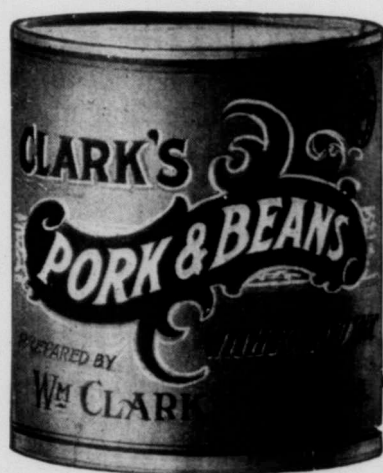
Upon YOUR OWN EXPERIENCE, Clark's are prepared to rely, confident in the assurance that you have always found CLARK'S PORK & BEANS to be a valuable adjunct to your business.

CLARK'S IDEAS are that PURITY and HIGH QUALITY are the most necessary attributes of prepared foodstuffs and that a well organized system of ADVERTISING is appreciated by the dealer as a material help to his trade.

CLARK'S EXPERIENCE is that careful attention to these essentials has resulted in a rapidly and ever increasing demand for CLARK'S PORK & BEANS.

Does your own experience coincide with Clark's?

We leave it to you to decide.



WM.  
**CLARK**  
MONTREAL





Agents for Western Canada: J. J. GILMOR & CO., WINNIPEG.

Agents for Montreal: HEDLEY M. SUCKLING & CO.

Agents for Ottawa: W. R. BARNARD & CO,

## Enlarged Size of Package

The popular 25c pail of **Soclean** has been enlarged, and the higher priced 50c and \$1.00 pails have been reduced to 40c and 75c respectively.

We always aim to give the best possible value, and as the quality of the product had reached the acme of perfection, it was impossible to give better quality, so we decided to give more quantity.

YOUR CUSTOMERS are returning home from their summer vacations now and will begin at once to clean up the dust and dirt that has accumulated during their absence. While now, as fall advances, all of your customers' minds will be turned to thoughts of cleaning, it is to every dealer's benefit to stock and recommend "**SOCLEAN**" (the Dustless Sweeping Compound). Tell your patrons of its dust absorbing qualities, the way it cleans floors, brightens carpets, kills moths and leaves a clean, fresh odor after sweeping. Soclean gives good profit and makes satisfied customers.

Order from your jobber or direct.

### SOCLEAN LIMITED

" The Originators of Dustless Sweeping "

TORONTO

PRICES AND SAMPLE ON APPLICATION.

AGEN

PEE

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

32 Prize Medals

21 Royal Appointments

# PEEK, FREAN'S GOLDEN PUFF



PRICES AND SAMPLE ON APPLICATION.

ILLUSTRATED ALBUM ON APPLICATION.

"YOU HAVE YOURS WITH JAM AND I'LL HAVE  
MINE WITH CHEESE"

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

# TETLEY'S



Look for the elephant on every package—the guarantee of quality and excellence.

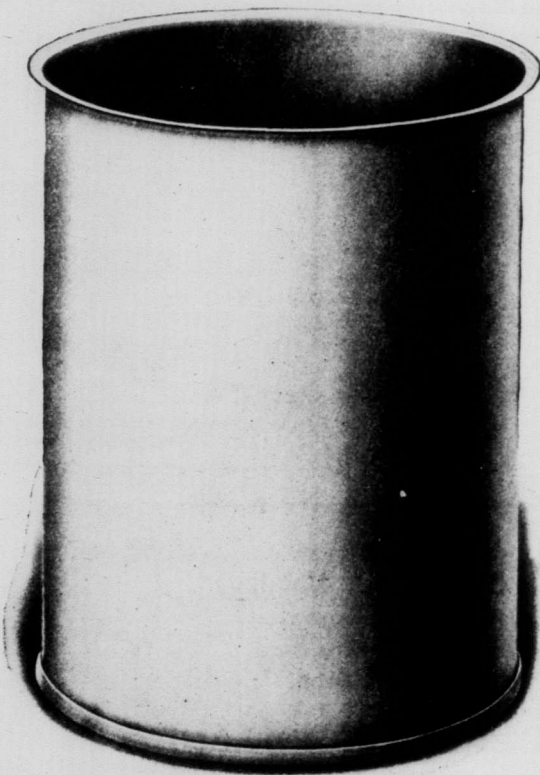
Beware of Imitations

has no rival. It is in a class by itself. There is always one by which the rest are measured. In the tea market that one has always been, and is to-day, **TETLEY'S**. Ask the particular buyer of good tea, and the answer is invariably **TETLEY'S**.

Put up to sell at \$1.00, 75c, 60c, 50c, 40c.


**JOSEPH TETLEY & CO., LIMITED**

110 JAMES STREET - WINNIPEG, MAN.



## Sanitary Cans

*"The Can of Quality"*

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

**Sanitary Can Co., Ltd.,**

NIAGARA FALLS, ONT.

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Nothing But The Best  
The One Inflexible Rule For  
**DOMOLCO**

Every package of Molasses bearing this registered label must contain the BEST, nothing but the BEST, nothing but Molasses.

Offered as superior for table use to any other Molasses on the Canadian Market.

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

Every family on your list of customers should use Molasses, and the majority of them will purchase it regularly after trying

**DOMOLCO**

Show them quality plus modern package, and note the repeat orders.

THE  
**DOMINION MOLASSES CO.,**  
LIMITED  
**Halifax, - - Nova Scotia**

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THE CANADIAN GROCER

# A RECORD

has been created by

## White-Cottell's Malt Vinegar

The building up of a large Vinegar Business generally takes many decades. Our immense turnover has been reached in a very few years.

### THE REASON

is that our Vinegar gives the utmost satisfaction both sides of the counter i.e., when it is a question of quality and prices we win fairly and squarely. Put us into competition, and see for yourself.

*Write us to-day for samples and prices.*

**CANADIAN AGENTS:**

W. L. Mackenzie & Co.,  
306 Ross Ave., Winnipeg.

L. A. Gastonquay, 60  
Bedford Row, Halifax,  
N.S.

Schofield & Beer,  
St. John, N.B.

**CANADIAN AGENTS:**

Standard Brokerage Co.,  
1640 First Ave., West,  
Vancouver, B.C.

W. L. Mackenzie & Co.  
606a Centre St., Calgary.

**WHITE-COTTELL'S  
MALT VINEGAR**

**CAMBERWELL, LONDON, ENG**

**WHITE-COTTELL'S  
MALT VINEGAR**

Strength

Your

Purity

guarantee of profit lies in

## "COW BRAND" Baking Soda



because of its popularity with the  
housewife!

Order from your jobber.

**CHURCH & DWIGHT**  
LIMITED

Manufacturers

Uniformity

MONTREAL

Reliability

## GRAY'S JAMS

Contain neither glucose  
nor preservatives.

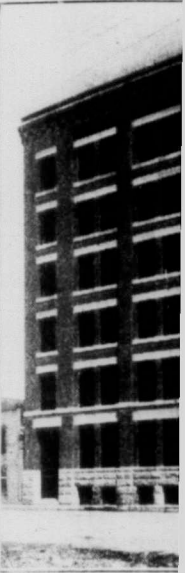
Our guarantee of purity  
is on every jar.

Samples and prices from

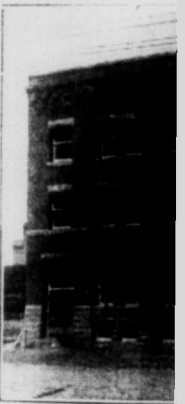
Maritime Provinces, Quebec, Mani-  
toba, Saskatchewan and Alberta, W.  
H. Dunn, 396 St. Paul Street, Mont-  
real; Toronto, Lind Brokerage Co.,  
73 Front Street East; Ottawa, E. M.  
Larner & Sons, 11 York Street; Brit-  
ish Columbia and Yukon, Kirkland  
& Rose, 312 Water Street, Van-  
couver.

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

# TEE



WINNIPEG



SASKATOON



CALGARY

# TEES & PERSSE LIMITED

**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,"

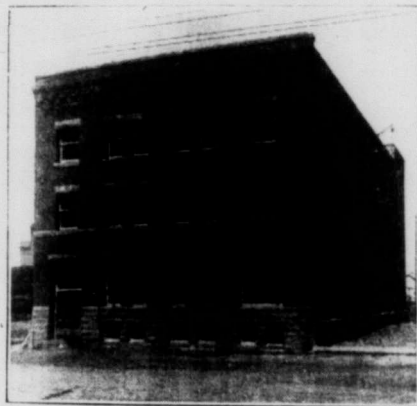
**The E. B. Eddy Co., Limited  
Hull, Canada**

**TEES & PERSSE LIMITED  
WINNIPEG**

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



WINNIPEG WAREHOUSE



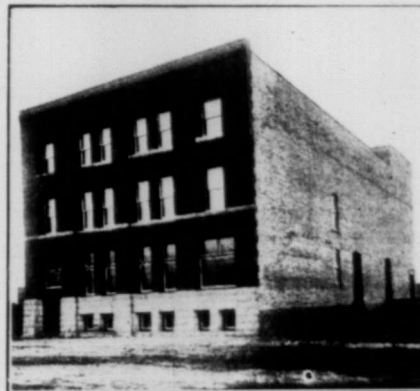
SASKATOON WAREHOUSE



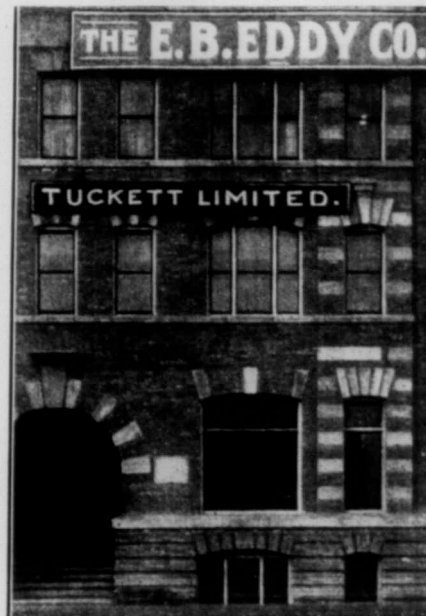
CALGARY WAREHOUSE



REGINA WAREHOUSE



MOOSE JAW WAREHOUSE



EDMONTON WAREHOUSE

**DRIED FRUIT OF QUALITY**

**This Mark**



**on every Box  
Insures the Best**

Place Order Now for  
Fall Delivery

All First-class Jobbers Handle

**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

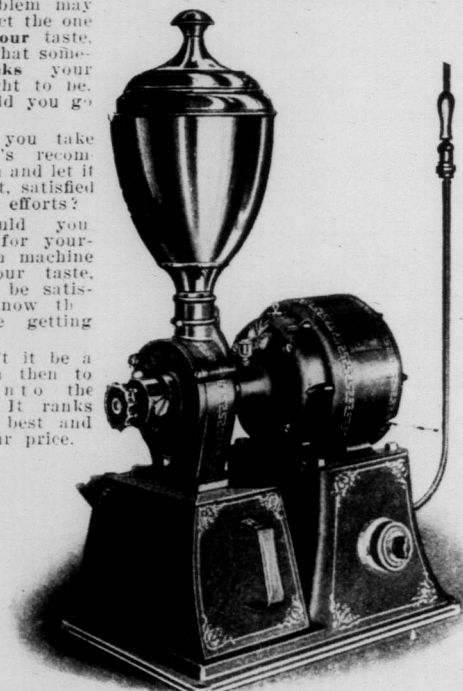
**How Would You Solve This Problem?**

There are, say, half a dozen makes of electric coffee mills. They are of all types and sizes and of all prices. Your problem may be to select the one to suit your taste, and not what someone thinks your taste ought to be. How would you go about it?

Would you take somebody's recommendation and let it go at that, satisfied with your efforts?

Or would you find out for yourself which machine suited your taste, and then be satisfied to know that you were getting the best.

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



**COLES MFG. CO., Philadelphia, Pa.**

AGENTS—Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Eby, Blain, Limited, Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburne & Co., Calgary, Alta.



**Certainly You Have**

seen our cartoon advertisements emphasizing 2 in 1 Shoe Polish to the consumer. If you are not already in on this you should be. 2 in 1 will polish wet or oil boots and will not soil clothes.

**The F. F. DALLEY CO.  
LIMITED**

Hamilton, Canada

Buffalo, U.S.A.

TO

All the P  
Tins, Cor  
Boxes, C  
etc., sho  
this illus  
are Specir  
work act  
done o  
LOVELL  
chines.

LOVELL'S





THE CANADIAN GROCER

# TO EVERY LARGE PACKER

All the Packets, Tins, Composite Boxes, Cartons, etc., shown in this illustration are Specimens of work actually done on the LOVELL Machines.



Bag and Carton Making, Packeting, Wrapping, Tin and Packet Lining and Labelling, Etc., Etc.

Send us samples for quotations.

LOVELL'S BAG and PACKET MACHINERY Limited,

LONDON, Eng.

\$ \$ \$ \$ \$ \$ \$ \$ \$ \$

## ANTI-DUST

would not enjoy the popularity it does to-day if there was not merit with it, nor would dealers keep doubling their orders if they were not satisfied that it is the fastest selling and most reliable *sweeping compound* on the market.

**Sure death to germs, etc.**  
**Makes old carpets like new.**

Anti-Dust in the Green and White Tin has the housewife's attention. Are you getting your share of the trade?

### SAPHO MFG. CO., Ltd., Montreal

Ontario Agents: MacLaren Imperial Cheese Co., Toronto

\$ \$ \$ \$ \$ \$ \$ \$ \$ \$

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

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

Canned Vegetables, Fruits and Salmon, Syrup, Etc.

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

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

All orders shipped same day as received.

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

**CHESWRIGHT & NICHOLLS, Limited**

Norway Wharf, Commercial Road East  
LONDON E., ENGLAND

Manufacturers of Tea Lead, Silver Brand Metal, and Argentoid (paper-backed foil) for

**Tea Packing**

also Pure Tin and Composition Tin Foils for wrapping all kinds of Confectionery, Soaps,  
Tobacco, Cigarettes, etc.

Agents in St. John, N. B.:  
THE SMITH BROKERAGE CO., Limited

Agent in Toronto  
MR. CHAS. H. ANDERSON,  
50 Front Street East

**MR. GROCER!**

Don't let the hot weather interfere with profits.  
Investigate the merits of the new

**"WALKER"**  
**Refrigerator Counter**

IT is just what you need for the economical handling  
of cooked meats, fancy dairy goods, fresh fruit, vege-  
tables and seasonable delicacies.

IT combines perfect sanitation with economical refrig-  
eration, and so temptingly displays your goods that cus-  
tomers will crowd around this counter to buy.

IT will boost your sales, win public confidence,  
individualize your store, and quickly pay for itself in  
a saving of waste alone.

Let us tell you more about it. Drop us a card for par-  
ticulars and we will immediately get in touch with you.  
We manufacture the best in modern grocery fixtures—  
"Walker Bins."

Write for Illustrated Catalogue and Estimates.

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

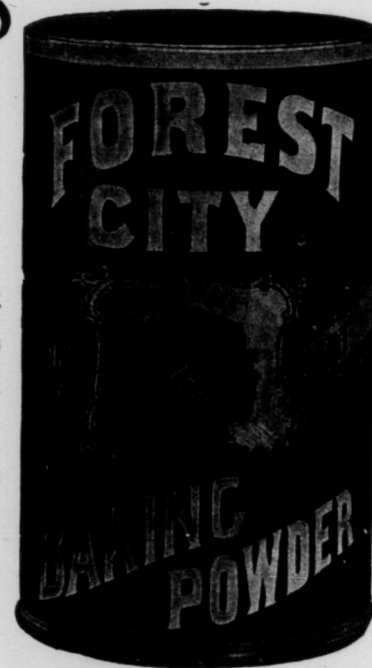
REPRESENTATIVES:—

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

Berlin, Ontario

Thousands  
Are Doing  
It

Why are you not in  
with the thousands of  
aggressive retailers  
who are profiting by  
selling the popular  
FOREST CITY  
BAKING POW-  
DER? For 25 years  
the standard, selling  
on its exclusive mer-  
its. Your customers  
want the kind they  
can rely on. Sell  
them Forest City  
Baking.



**GORMAN, ECKERT & CO.**  
LIMITED

LONDON

ONTARIO

Western Selling Agents  
**MASON & HICKEY** WINNIPEG

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H. J.

When you are selling sugar for fine preserves give your customers the BEST.

*St. Lawrence*  
**Granulated**

is made from Pure Cane raws and contains 100% of Cane Sugar.

## SYMINGTON'S COFFEE ESSENCE



is the standard of quality and excellence. There is no other Coffee Essence! to equal it. Made by the most expert coffee-cooks who devote their whole time and attention to the manufacture of Coffee Essence. The demand—fostered by continuous up-to-date advertising—is constant, and discriminating housewives everywhere insist upon having the premier brand.

GET FULL PARTICULARS, SHOWCARDS AND PRICES 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.



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

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

**HEINZ 57 VARIETIES**

**Pure Food Products**

ever fail to please in any way. They have confidence in the goods, and that's why the demand for Heinz's foods is constantly increasing.

Did you ever stop to think how much you benefit by that established demand?

**H. J. HEINZ COMPANY**



It is to the advantage of the individual user of Paper Bags to study carefully the Bag situation. By close comparison of the important features of Paper Bags of different makes, you will be convinced that the

**Continental Germ  
Proof Grocery  
Bags**

(with reinforced Automatic Opening Square Bottoms) are without equal. Send a trial order to the nearest Distributor.

Satisfaction guaranteed by the Manufacturers:

**THE CONTINENTAL BAG & PAPER  
COMPANY, LIMITED**

OTTAWA

ONTARIO

DISTRIBUTORS:

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

Maritime Provinces: Mr. Thomas Flanagan, Halifax, N.S.  
Manitoba, Alberta and Saskatchewan: Walter Woods & Co., Winnipeg.

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# FURUYA & NISHIMURA

are receiving shipments of

## JAPAN TEAS

every week. Ask their Brokers for samples.



'NUFF SED

Canadian Coconut Co., Montreal

## 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



"As nearly perfect as you could make them"—This is what one of the largest dealers said a few days ago with reference to the polished handles on our

## Klondike and Jubilee Brooms

The finest corn, high-class workmanship and a perfect handle will produce a Broom easy to sell and on which a good profit can be made.

Now is the time to order a supply.

**Stevens-Hepner Co., Limited**  
PORT ELGIN - - - ONTARIO

## Tea Hints for Retailers

By JOHN H. BLAKE

Q This book, written by a practical tea man, contains information which will be of great value to every grocer. There are ten chapters, one being devoted to each of the following subjects :—

- The Tea Gardens of the World*
- Tea from Seed to Leaf*
- Tea from Leaf to Cup*
- The Tea Marts of the Orient*
- How to Test Teas*
- Where to Buy Teas*
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- Bulk versus Package Teas*
- How to Establish a Tea Trade*
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(275 pages)

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## A SUGGESTION

A good many Red Rose Tea coupons obtained at the Toronto Exhibition will probably be handed in to you by your customers.

We served the 40c quality at the Exhibition—why not suggest to your customers when they present the coupons that they try a package of the 40c this time, mentioning that that was the tea they drank when they obtained the coupon.

It seems to us a good chance to change some of your tea trade from the 30 to 40c. We hope the suggestion may prove of some worth to you.

T. H. ESTABROOKS CO., LIMITED

7 Front Street East  
TORONTO



## Every Household Has Use for Arrowroot!

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

## ST. VINCENT ARROWROOT

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

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

Write the Secretary for information and samples.

**ST. VINCENT ARROWROOT GROWERS' AND EXPORTERS' ASS'N**

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

AGENTS: Wallace Anderson, 49 Wellington Street, Toronto. L. H. Millen, Hamilton, Canada

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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.

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Successors to W. H. ESCOTT CO.

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Covering Manitoba, Saskatchewan and Alberta. We can give special attention to a few more first class lines. Domestic and Foreign agencies solicited.

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P.O. Box 1812.

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Correspondence solicited on domestic and foreign lines.

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Trade Established 12 Years.  
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and  
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**CURRENTS**

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Toronto

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Manufacturers' Agents  
and  
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**W. G. A. LAMBE & CO.**

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Grocery Brokers and Agents.

Established 1885.

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**MacLaren Imperial Cheese**

Co. Limited

DEPARTMENT AGENCY

Agents for Grocers' Specialties and Wholesale Grocery Brokers

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Secure our prices for  
Fine FILIATRA CURRANTS,  
Greek cleaned, in half cases,  
before purchasing

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67 Dundas St., LONDON, ONT.  
Wholesale Grocery Brokers. Fully equipped to act as agents for British, American and Canadian grocery lines. WRITE US.

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HALIFAX NOVA SCOTIA  
First-class frost-proof storage facilities.  
Correspondence solicited on Domestic and Foreign lines.

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ST. JOHN, N. B.  
Open for a few more first-class lines.

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Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references.  
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Can give strict attention to Grocery Agencies

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Correspondence or manufacturers representative.  
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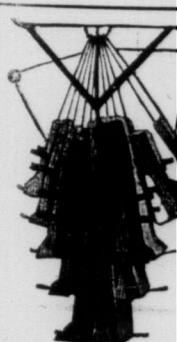
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# Manufacturers' Agents and Brokers' Directory

(Continued.)

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Manufacturers' Agents and Wholesale  
Commission Agents  
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Can give strict attention to a few first-class  
Grocery Agencies. Highest References.

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## L. EMILE GABOURY

Manufacturers' Agent and Commission Merchant  
235 St. John St., QUEBEC, CAN.  
Correspondence solicited with brokers  
or manufacturers looking for a reliable  
representative. Can furnish best of  
references.

## L. H. MAJOR and J. SOUBLIERE, Limited

Wholesale Brokers and  
Manufacturers' Agents  
Canadian, British and Foreign Agencies  
Solicited  
Sussex Street, Ottawa, Canada

## O. E. Robinson & Co.

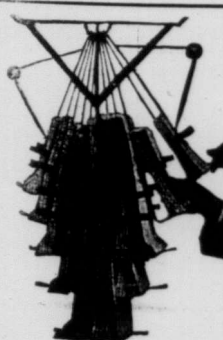
Manufacturers and Buyers of Dried,  
Evaporated and Canned Apples.  
Ingersoll, - - - - - Ontario  
Established 1886.



*No Odor*

It arises them up **Common Sense**  
**KILLS** { *Roaches and Bed-Bugs*  
*Rats and Mice*

All Dealers and 381 Queen St. W., Toronto, Ont.  
Dealers find Common Sense a very good seller, for  
the reason that it gives general satisfaction and each  
customer tells others about same. Write for prices.



The **BROWN** is the  
only convenient  
**Bag Holder**

Occupies no counter  
space. The bags are  
held in position by  
gravity—no perfora-  
tion of bags neces-  
sary. Handy, Saves  
Time. Will last a life-  
time. For sale by  
jobbers everywhere.  
Ask your jobber or  
write

The Brown Mfg. Co.  
Creston, Iowa, U.S.A.

## Mathieu's Nervine Powders



are a simple but effective remedy  
in all forms of headaches—a reme-  
dy which every merchant can re-  
commend as a quick and sure cure.

Try *Mathieu's Nervine Powders*  
yourself at our expense as per cou-  
pon attached, if you don't know  
them and are a sufferer from head-  
aches.

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

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

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

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

## Grocery Advertising

By Wm. Borsodi

It contains suggestions for  
special sales, bargain sales,  
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catch lines or window  
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the preparation of live ad-  
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of short talks, advertising  
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used by the most success-  
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PRICE \$2.00

ALL ORDERS PAYABLE  
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Offices Throughout the Civilized World

OFFICES IN CANADA:

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

**THOMAS C. IRVING,** GENERAL MANAGER  
WESTERN CANADA  
TORONTO

## 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 thou-  
sands of miles apart.

The "want ad." is the great force  
in the small affairs and incidents of  
daily life.

# Buyers' Guide

## YOUR TOBACCO DEPARTMENT

will look a great deal better if you have our travellers call and suggest some re-arrangement.

PIPES CIGARS TOBACCOS

CANADIAN LEAF TOBACCO (Specialty)  
J. A. FOREST, 189 Amherst St., Montreal.

## WRAPPING PAPER

has advanced. You know that, eh? Have you got the best at the price? Perhaps not. We can supply it, though.

Paper Bags—A Specialty.  
Courtesy. Satisfaction.

COUVRETTE & SAURIOL - Montreal

## I

have a number of good propositions for grocers and clerks. Stores well located, good profitable business. Do you want to open up in Canada's leading city? If so, write me.

V. de la RONDE, 14-16 McGill College Ave.  
Montreal.

## AUTO ROACH KILLER

means awe to every class of insect, because where this powder is sprinkled no insect or vermin can possibly exist. There are other preparations on the market, but this one is positively guaranteed. We want representation.

AUTO ROACH KILLER CO. - Montreal.

## COON SHOE POLISH FAVORITE STOVE POLISH

are lines of unequalled merit and should be investigated by you. We positively are ready to money-back our goods if any complaint is made, but we know that dissatisfaction is impossible. Agents, write.

Uncle Sam Dressing Co., - Lanoraie, P.Q.

## CLAY PIPES

The best in the world are made by

**McDOUGALLS**

Insist upon this make.

D. McDOUGALL & CO., LTD., GLASGOW, SCOTLAND

## WRITE TO

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

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

if you are interested in Irish trade.

## WHEN COMTE'S COFFEE

was first marketed it "took" because of its unequalled flavor. It has been "taking" ever since. Have you tried it yet? If not, do it now. Write

AUGUSTIN COMTE & CIE - Montreal

## VOL-PEEK

No necessity to throw away pots or pans or any agaware when Vol-Peek is at hand. Mends surely in 2 minutes. Just fancy the sale!

Fine Proposition for Western Agent.  
Agents, write us about selling rights for Western Canada.

H. NAGLE & CO. - - - Montreal.

## SULTANA (Brand) TURKISH DELIGHT

is the big confectionery seller to-day. The real thing, the most delicious of confections. Write

ORIENTAL PRODUCE CO. - Montreal.

Ontario and Northwestern Agents,  
MacLaren Imperial Cheese Co. Ld, Toronto

## OLYMPIA AND BEN BEY CIGARS

Ed. Youngheart & Co., Limited  
Montreal, P.Q.

## BOURQUE'S PICKLES

have an enormous sale. There's a good reason. You can guess why.

H. BOURQUE & FILS - - - Montreal.

## Sanola Disinfecting Fluid.

Domophone, a perfect cleanser.

Insecticide Fluid, the modern bug killer.

Green Sweeping Powder, the leader.

Don't overlook these lines. Write to-day.

MONTREAL GERMICIDE,

220 Colonial Ave., - - - Montreal

## SUCHARD'S COCOA

You want Quality Cocoa all the time, Mr. Grocer. It will not pay you to sell a tin on which you cannot rely. We can prove beyond a doubt the high quality of Suchard's. Remember:—

Suchard's. Suchard's. Suchard's.  
FRANK L. BENEDICT & CO., Montreal  
Agents.

## AGENTS

If you want to handle three lines with a reputation, ask us about:

SISTER'S STARCH  
CHINESE LIQUID BLUE  
COOK'S PRIDE BAKING POWDER

Do It Now.

H. F. PACAUD & CO. (Reg.) Montreal.

## SHOWCASES

Attractive, Finest Workmanship,

Prompt Attention.

Don't pass us when in need.

S. Meunier & Fils, - Maisonneuve, P.Q.

## RIGA WATER

Tell your customers that a bottle of Riga in the home will prove thoroughly useful. Cures constipation and allays all stomach troubles, besides being a healthful and pleasant beverage.

RIGA WATER CO. - MONTREAL.

## QUALITY

is the keyword as far as our

**Biscuits and Confectionery**

are concerned. Are you interested?

AETNA BISCUIT CO., LTD., MONTREAL

## EXO—RATS—EXO

Must eat Exo once they smell it, but that's the end of them. Instant death and NO ODOR. Cats or dogs won't touch it, though. Have it at hand for your warehouse and customers. We have an interesting proposition for a large wholesaler.

EXTERMINO CHEMICAL CO.

P. O. Box 774 - - - - Montreal.

## A STEEL SECTIONAL BAKE OVEN

will bake your own goods and increase your GENERAL TRADE. You can have the best goods and obtain all the profit. No expressage or delivery charges for Bread, Bolls, etc. You can do what others are doing. Write for our Complete Catalogue.

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

Your card in our MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY pages will keep you in touch with every manufacturer at home and abroad, who is looking for agents to represent him in Canada.

Many of the best British and foreign agencies in Canada have been secured through the cards on these pages.

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

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**A NEW STANDARD  
THAT CREATES NEW  
CUSTOM.**

**I**F you could follow the making of "GIPSY," inspect the different materials and varied processes, right down to the last flick of paste upon the label, you would easily discover the reason for the growing popularity of

**GIPSY  
STOVE GLOSS**

—why it has set up a new standard of Stove Polish quality, and why that quality will create and hold custom for you.

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

**EWING'S SPICES**  
PRINCE OF WALES BRAND



Positively no doubt about it, and the reason—only experts pack them, only experts are allowed a place in our Spice Mill. That's good enough, eh?

**PURE SPICES**

will make the housewife pleased with her pickling, impure will make her discontented and sore with you.

**YOU WANT THE PURE**

So Write

**S. H. Ewing & Sons, Montreal**

**MEADOW CREAM  
SODAS**



are known this country over as a reliable and wholly satisfactory soda. The factory in Kingston is known for its cleanliness and modern methods. Only the choicest ingredients are allowed in the manufacture of **Meadow Cream Sodas** — hence the extra choice quality.

They satisfy—they bring them back—and they give you a good margin on each sale.

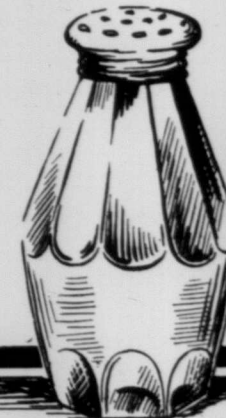
**SEND FOR PRICES TO-DAY**

**THE  
W. J. CROTHERS CO.  
KINGSTON, ONT.**

**CENTURY  
SALT**

**BUILD AN  
HONEST BUSINESS**

To build a business honestly you must sell pure food products. Century salt is **PURE** refined salt from the crude product. It is not adulterated and is the same pure white crystals from one year end to the other. Excellent for table, cooking or dairy — you can satisfy every customer with Century Salt.



**THE DOMINION SALT CO. LIMITED  
SARNIA ONTARIO**

# How Many of Your Customers Know the Flavor of Real Vanilla?

Literally thousands of people do not know the flavor of real vanilla extract—

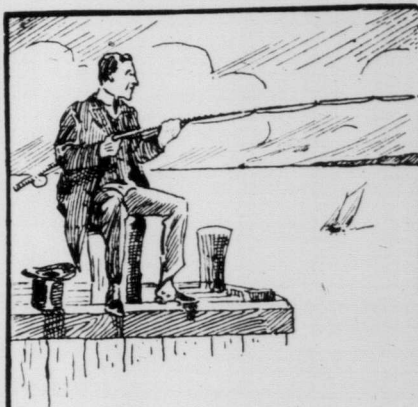
## Shirriff's True Vanilla



They have simply been buying vanilla in name only. They have not known that a bottle with a vanilla label might contain a chemical imitation of the real thing. Lately, many progressive grocers have been pointing this fact out to their customers, and telling them the advantages of using the real vanilla extract of Mexican Vanilla beans. Housewives always feel under an obligation to grocers who show them how to improve their cooking. And Shirriff's True Vanilla certainly does improve the flavor of puddings, cakes and sauces, much to the housewives' delight.

There is good profit for grocers in getting their customers to use true vanilla extract. A list of selling points that have proved successful in increasing the retail sales of Shirriff's True Vanilla will be sent to you on request.

**Imperial Extract Co.**  
TORONTO, ONT.



Lawrason's Snowflake (Perfumed) and (Antiseptic) Bath Powder and Water Softener, a new addition to the high quality moderate priced Lawrason lines.



The public have long been looking for this line, and every dealer who promotes this new toilet necessity will make money. Neatly packed in green and red lithographed tin with a nicked screw top.

Write at once.

**S. F. LAWRASON & COMPANY**

LONDON ONTARIO



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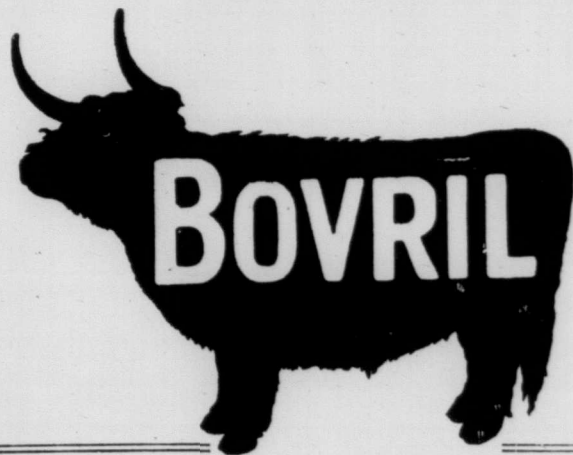
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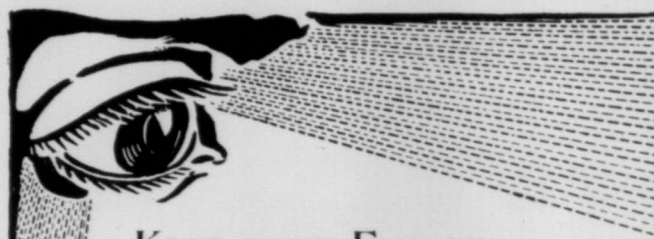
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**Get Some Attractive  
Store Decorations**

of the real, attractive, sale-pulling variety that entices people to buy—it is free to every store. You will get profitable business in this favorite household commodity from all classes of your trade. A supply of cards will be sent prepaid on receipt of a request.

**Bovril Limited, Montreal**



**Keep your Eye on  
'CAMP'**

'CAMP' Coffee grows in favour every day. So easy to make—so delicious when made—so economical—and so sure to give satisfaction,

Besides, the profit is alright too. 'CAMP' customers are *pleased* customers—the kind you want.

Ask your Wholesale House about supplies.

**'CAMP  
COFFEE**

*R. Paterson & Sons, Coffee Specialists, Glasgow*



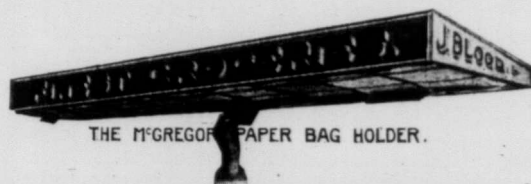
**Cook's Friend Baking Powder**

is made in Canada from the purest of Grape Cream Tartar and is equal to the best imported, selling at half the price.

PURER THAN THE LAW DEMANDS

**NO ALUM!**

**NEVER WAS!**



THE MCGREGOR PAPER BAG HOLDER.

**Better Service Means More Trade**

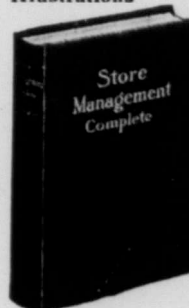
THE MCGREGOR PATENT BAG HOLDER is the biggest step to quick service of your customers, and quick service is probably the remaining thought of every trader to your store. Make it a favorable one.

**KILGOUR BROS.**

21-23 Wellington St. West, TORONTO

**STORE MANAGEMENT—COMPLETE**

16 Full-Page  
Illustrations



272 Pages  
Bound in Cloth

ANOTHER NEW BOOK

By FRANK FARRINGTON

A Companion book to **Retail Advertising Complete**

**\$1.00 POSTPAID**

"Store Management—Complete" tells all about the management of a store so that not only the greatest sales but the largest profit may be realized.

**THIRTEEN CHAPTERS**

Here is a sample:

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

**ABSOLUTELY NEW**

**JUST PUBLISHED**

Send us \$1.00. Keep the book ten days and if it isn't worth the price return it and get your money back.

**TECHNICAL BOOK DEPARTMENT**  
143-149 University Ave., - Toronto, Canada.



*Doesn't  
This Strike  
You as a  
Good Soap  
Proposition*

You don't have to think twice to realize that Morton's Soap is going to make quick sales and reap good profits. We have a soap proposition that is worth your investigation.

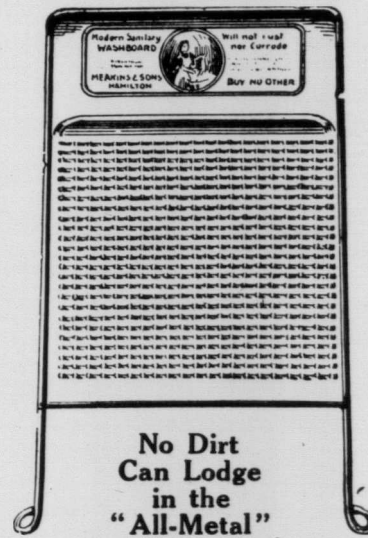
## *N.P. Bar Soap*

is simply an honest piece of soap with no fake or fad connected with it. It gives the consumer by far the best value for the money, both as regards quality and quantity, of any soap on the market to-day. Show it to your customers, test it on the scales, ask them to try a bar; if they are not perfectly satisfied with it, you have our authority to refund their money.

It is sure to please—the profits are good.

**David Morton &  
Sons, Limited**

*Victor Soap Works, Hamilton, Ont.*



**No Dirt  
Can Lodge  
in the  
"All-Metal"**

## **It Stands to Reason**

that an all-metal washboard made in one piece will outwear the old-fashioned wooden kind many times. Then, if this is a fact, the all-metal washboard is the most economical. This feature alone is one that prompts the housewife to buy the MEAKINS' SANITARY WASHBOARD when she sees it in the store. There can be no doubt about the superiority of an all-metal board over the old-fashioned wooden kind. Its practicability and sanitary construction, and dirt-resisting qualities **commend** it at once to the buyer and to the dealer as **the** line to handle.

**Meakins & Sons  
Hamilton - Ontario**

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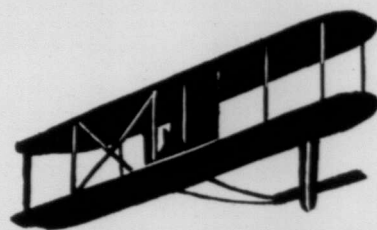
## The Appreciation of Your Customers Is Worth Something

"E.D.S." Jams, Preserves, Marmalades, etc., are appreciated by the customer who enjoys their delicious flavor and knows that he is eating the finest selected fruit, free from any preservatives or coloring matter. They please the grocer, who, by featuring them, builds up a trade among regular customers and assures himself a big preserve business and a good margin of profit. Look for the trademark.

Made only by

**E. D. SMITH**  
WINONA, :: ONT.

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



## UP IN THE AIR

Are you up in the air in regard to your credit accounts—accounts that you have allowed to over-run, charges that were forgotten, misunderstandings, etc.? And if you allow such conditions to continue, your business will be up in the air next.

Why not save all this time, worry, loss and prospects of bankruptcy by installing the **McCaskey Account Register System**. Only one writing is necessary; this keeps your accounts totalled to date, eliminates forgotten charges, facilitates collection, checks over-crediting, and takes care of numerous other details that are so often neglected and overlooked.

We also manufacture the famous "SURETY" duplicating salesbook and every style and size of single carbon pads.

Manufacturers of the McCaskey Account System

**The Dominion Register Co.**  
LIMITED

TORONTO - ONTARIO

Trafford Park, Manchester, Eng.





## HAVE YOU NEGLECTED—

to send for a sample and prices of KIT COFFEE? Perhaps you were busy and it slipped your memory, but—DO IT NOW. There is money in it for you.

**KIT COFFEE CO. GOVAN, GLASGOW**

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**FREDERICK E. ROBSON & CO. TORONTO**

### A GENUINE PROPOSITION

## Quinquinol Quinquinol

Canada's A1 Stock Food. Recommended by Minister of Agriculture. Packed in neat three-color tins. Cannot suffer from vermin or moisture. Has won three diplomas.

### Only One Dealer Sold in Each Town

An opportunity of a lifetime for one live dealer in each town. Farmers will come for this when they would not call for anything else. Take a tip. \$4 per doz. gal. tins. Retails at \$6 per doz.

WRITE NOW

## Quinquinol Stock Food Co.

69 St. Timothee St., Montreal

# ENERGETIC CLERKS

who are willing to work after hours can add substantially to their salary by joining the MacLean Circulation Organization, the largest and most efficient in America.

There are already over 400 circulation salesmen getting subscriptions for MacLean's Magazine, but there is scope for more. If you will take up the work in your district you will find it will pay you well.

**Get started now—Don't wait.**

WRITE FOR PARTICULARS TO

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

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# TO THE RETAIL GROCER

## SOMETHING NEW Direct-to-you

Here is something new, unique and practical in the line of premiums — a woman's stocking in every 25c package of *Santa Claus Rolled Oats*, other 25c packages will contain handsome pieces of decorated china. We also have a small package without premium to retail at 10c.



The "quality" of this product is absolutely guaranteed. Manufactured by the most modern and scientific milling process—Santa Claus Rolled Oats stand in a class by themselves when it comes to "quality."

This line is sold direct to the retailer, who makes the extra profit of the jobber.

Watch for remarkable prices to the trade in next week's issue.

**MORROW CEREAL Company**  
**Toronto - - - Canada**

## At Your Service—

**DURING**  
The

# CANADIAN NATIONAL EXHIBITION

AUG. 26th to  
SEPT. 7th.

We invite you to make our Warehouse your headquarters, our entire staff are at your disposal.

We have some advance samples of NEW FALL LINES that we should be glad to show you—lines that will help trade and make you some money.

**COME IN—LET'S GET ACQUAINTED.**

# EBY-BLAIN, LIMITED

Front & Scott Sts.

WHOLESALE GROCERS

Toronto

## Not an Enterprise for the "Quitter"

"If there is one enterprise on earth," says John Wanamaker, "that a 'quitter' should leave severely alone, it is advertising. To make a success of advertising one must be prepared to stick like a barnacle on a boat's bottom.

"He must know before he begins it that he must spend money—lots of it.

"Somebody must tell him that he cannot hope to reap results commensurate with his expenditure early in the game.

"Advertising does not jerk; it pulls. It begins very gently at first, but the pull is steady. It increases day by day and year by year, until it exerts an irresistible power."

## ADS AND SALES

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

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**An Invaluable Book for the Manufacturer,  
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This is the first book which has attempted to apply the principles of Scientific Management to the Problems of Sales and Advertising.

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THE CANADIAN GROCER



## 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.

### THE "SALADA" TEA COMPANY

TORONTO

London, Eng. 41 Eastcheap

MONTREAL

## The Acme Of Perfection

in the production of Jams, Jellies, Marmalades, has been reached in every sense by **Alexander Cairns & Sons, Paisley, Scotland.**

### The Reason

From the picking of the fresh fruit until it is shipped from our factory quality is preserved with a special degree of carefulness that asserts itself to the users—AND BRINGS THEM BACK WITHOUT FAIL.



### The Reward

No higher tribute could be paid our products than the fact that WE HAVE JUST BEEN APPOINTED PURVEYERS TO HIS MAJESTY KING GEORGE, while the quality of the goods also secured them preference on the table of THE LATE QUEEN VICTORIA AND KING EDWARD VII.

**Alexander Cairns & Sons, Paisley, Scotland**

Canadian Agents: SNOWDON & EBBITT, Montreal, Que.



## The Food for Young and Old

NUTRITIOUS AND HEALTHFUL

### Robinson's "Patent" Barley

is especially good for children up to nine years of age. It is prepared from the finest fully matured barley.

### Robinson's "Patent" Groats

a specially prepared food made from the best oats is a great favorite with the older folk and is for children over the age of nine months. These two foods are well known and used extensively by the better trade.

Stock up to-day on Robinson's "Patent" Barley and "Patent" Groats.

## MAGOR, SON & CO.

403 St. Paul Street, MONTREAL.

30 Church Street, TORONTO

AGENTS FOR THE DOMINION OF CANADA



EVERY Woman Who Enters Your Store is a  
Prospective Purchaser of

## BENSON'S PREPARED CORN

\* Because Benson's is the purest and finest Corn Starch obtainable, and is indispensable in the modern kitchen.

\* Because Benson's is unequalled for baking, pastry making, thickening gravies and sauces, making custards, ice cream, blanc mange, etc., and is especially desirable for children, old people and convalescents.

YOU CAN RECOMMEND BENSON'S UNHESITATINGLY.

\* Because it cannot fail to give satisfaction. It creates a permanent demand, and will prove a steady source of profit to you.

YOUR ORDER WILL RECEIVE IMMEDIATE ATTENTION.

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



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Much has been in recent times. ests of the co something of it instances of po ions have been But New Onta rapidly so far stores are conce shown herewith. bary and illust of A. J. Carson attractively arra considered a go many to be fou tions of Old On size.

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Interior view of a bright New Ontario store. A. J. Carson, the proprietor, aims to eliminate waste motions.

## The Policy of Reducing Waste Motions

A New Ontario Dealer Who Works for Arrangement of Stock That Will Assist in Quick Service—No Curves to Turn—Makes Counters and Shelving Sell Goods—A Believer in Value of an Attractive Store and Modern Equipment.

Much has been heard of New Ontario in recent times. The commercial interests of the country have discovered something of its vast possibilities, and instances of political and trade invasions have been by no means few.

But New Ontario is also going ahead rapidly so far at the character of her stores are concerned. A good example is shown herewith. It comes from Haileybury and illustrates the grocery store of A. J. Carson. For a bright-looking, attractively arranged store, it must be considered a good deal in advance of many to be found in long settled portions of Old Ontario centres of similar size.

### Prompt Service a Chief Object.

One of the chief aims of Mr. Carson is to arrange his stock so as to permit customers to be served with as much promptness as possible. The needless running about to get this and that is

reduced greatly by systematic placing of the stock. As the proprietor, himself, stated recently, "the store is so equipped as to eliminate the 'curves' or needless running to serve customers."

### Gives Attention to Shelving

This is a subject recently given publicity in *The Grocer*. It is an important one for the retailer to consider, because at busy hours and on Saturdays he should conserve movements and serve his customers promptly and properly. With the goods easy of access there is little waste motion. This allows more patrons to be served in a given time and creates a good impression in favor of the store.

The neatly arranged shelves of the Carson store indicate special care in interior display. On the right are seen seven pyramids of canned goods placed so that the label shows prominently. Owing to the fact that the picture did

not include the entire shelving, six pyramids nearer the front cannot be seen.

Mr. Carson is aware of the splendid selling value of a counter display. Receptacles for spices, biscuits, nuts, etc., are in prominence. These, together with goods shown on the opposite side on tables and shelves help to create demand, and therefore increase sales and profits. In this store a great many lines are shown on the counters which are ordinarily out of sight in other stores. Articles that can be depended upon and that permit a fair profit are featured in this way.

### Employs Several Selling Helps.

In addition to the bin fixtures in Mr. Carson's store he has additional fixtures and equipment which aid in attracting trade, handling goods with greater facility and selling more goods. In the above illustration may be seen a metal ceiling, cash register, cheese display-

stand, computing scale, and refrigerator. On the left toward the front is an attractive array of fruit where all entering must see it. In fact the entire interior is such as to induce customers to

purchase goods not thought of before entering as well as to attract custom the store did not have before.

If New Ontario, as it develops, emulates the policy of Mr. Carson in con-

ducting a sanitary and attractive store, one can easily predict that mail order houses will not make the same inroads into the business of retail merchants there as they have done in other places.

## Business to Go After During September

**Opportunities That Lie Before the Dealer at Present Time—Preserving and Pickling Season in Full Swing—Fish and Oysters Need Attention—More Fly Destroyers Will be Required in Many Homes—Window Displays are Splendid Aid.**

"Don't sit down in the meadow and wait for the cow to back up and be milked—go after the cow." This advice of Elbert Hubbard is well worth some study by the grocer. If he gives it some consideration he should be able to translate it into a message which if followed will, without doubt, mean more business.

September, the month upon which we have now entered is rich in opportunities. The grocer who sits down and waits for those opportunities to transfer themselves into extra business will, however, be greatly disappointed. Efforts on his part are essential if extra business is to be created. In other words he must "go after the cow."

### The Time to Act.

As aforesaid there is a good deal of business to be secured during September and considerable business which like the farmer's crops will not wait to be harvested. It must be harvested now or all hopes of securing gain from it given up. In this particular might be mentioned the trade in pickling and preserving necessities which is now present but which will in a short time be gone. Now is the time to go after this business.

### Waning of Preserving Season.

Late fruits, such as peaches, plums and pears are now coming forward and in such quantities and at such prices as to make them available for preserving purposes. It is for the grocer to carefully follow these lines and pick out the time when it is best to push them strongly for preserving. Handling of fruit has several advantageous features, one of which is that the housewife who purchases her fruit at a certain store is also likely to want sugar, jars, rings and other associated lines.

When fruit is sold, the dealer should not let the opportunity pass of mentioning these other lines. If possible it would be well to have them all combined in a window display. The dealer should be able to work out some attractive and appealing trims with these combined lines. Something that will catch the eye is desirable.

### A Display Suggestion.

A shelf of good fruit is the housewife's pride. This is quite true and was the subject of a preserving window by one dealer last year. At the rear of the window a shelf was constructed and filled with fruit in jars. Below this in the centre was a tempting display of peaches in baskets. On one side were fruit jars and on the other a pyramid of sugar. In the centre and towards the front were the words, "A good combination," worked out with sealer rings. Show cards proclaimed the reliability of each line shown in the display. The window brought business.

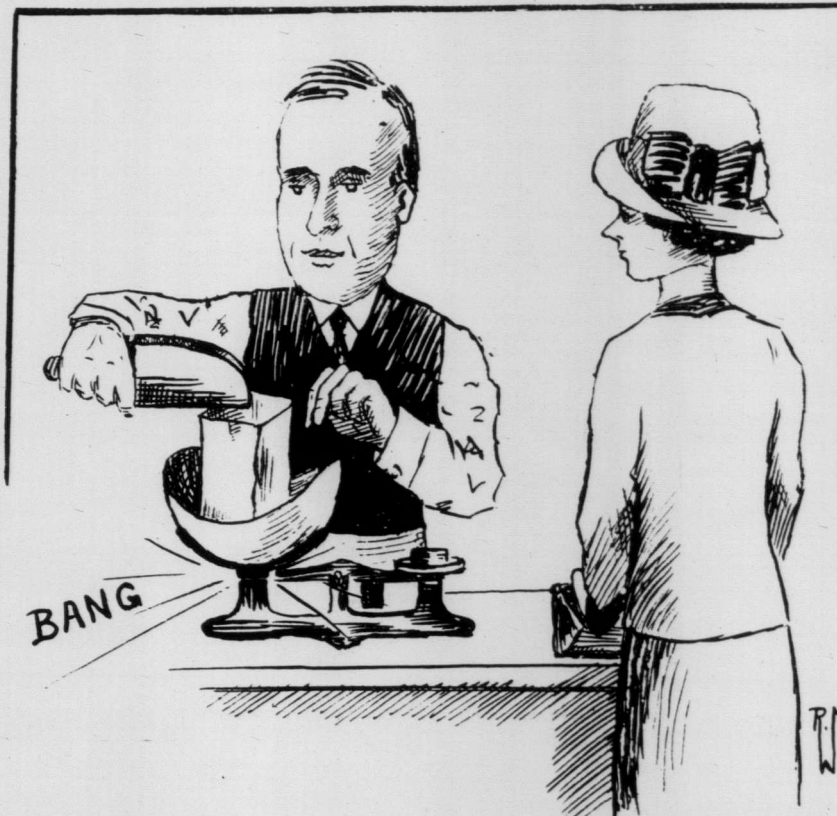
Pickling is another work which the busy housewife now has on her hands. This will not be with us for a great time and it behooves the dealer to get

after this business at once. Besides it must be remembered that the earlier business is generally the cream and is most desirable. Spices and vinegar should now be swung into prominence and pushed in every manner possible.

### The Drug Store Competition.

Here, it is perhaps most desirable that some advertising be done. Drug stores generally give considerable printer's ink to spices during the pickling season and if the grocer is to maintain his share of this business, he too must do some advertising. As pointed out before, quality in this line as well as in vinegar should be made a strong point in advertising as well as in personal talks.

Another avenue of endeavor which with the opening of September begins



Some clerks and dealers are too ready to grab the bag off the scale as soon as a substantial "bang" is heard. They do not stop to think the overweight the "bang" means. The scale should balance.

to loom up large is the fish department. In the past few months conducive to this supplies or extension. This will begin the opportunity of w able trade in fish. This month ushers season and here should bring good always on the "the season" in a made good use of of oysters. An a started early is the ple coming to the they will probab during the whole is worth consider ing dealer.

### Cereals in F

Trade in heavy been lagging durin for during the w not so much inclin fast foods. With beginning to ease lines will gradual the grocer should gard by suggest window and pers

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**Meeting at Tor Philadelphia—W That Grocery D**

Toronto, Ont., convention of the Trimmers' Assoc on Wednesday. day of last week. tendance. Some hand but the num ed to those prese particularly the d fort will be made ery window trim association. It is is a great field fo ming.

One of the feat was an address by Jerome A. Koerber, Clothier, Philadel known window tr Mr. Koerber r dow trimming as professions. Art to it, as well as compensation for selves. Many su merchandise men, proprietors.

"A natural les a strong determin are among the f

to loom up large in the eye of the grocer is the fish department. During the past few months weather has not been conducive to this trade, nor were large supplies or extensive varieties available. This will begin to change now and the opportunity of working up an appreciable trade in fish now becomes possible. This month ushers in another oyster season and here some efforts put forth should bring good results. People are always on the lookout for "the first of the season" in any line and this can be made good use of in promoting the sale of oysters. An added feature to getting started early is that if one gets the people coming to the store for these goods, they will probably continue to do so during the whole season. This feature is worth consideration by the enterprising dealer.

#### Cereals in Prominence Again.

Trade in heavy varieties of cereals has been lagging during the past few months for during the warm weather people are not so much inclined to eat heavy breakfast foods. With the temperature now beginning to ease off, appetites for these lines will gradually be coaxed back and the grocer should do his part in this regard by suggestion in advertisement, window and personal talks. Now is the

time when it would be well to give over a window to cereals. This line is such as to allow of some good windows being arranged and the dealer should use a display to start off the fall business.

#### Feature Fly Destroyers.

When the warm weather came a few months ago it brought with it a deluge of flies and a corresponding call for fly destroyers. The change to cooler weather which will soon be noticed is not going to cause that demand to fade away. In fact, it is going to prove of assistance, for the cooler weather drives the flies indoors and the housewife will need renew her campaign of fly destruction. Unlike human beings, flies have a great staying power and will not be driven from the house by harsh words. The housewife will need a supply of fly destroyers, and the grocer should still keep them in prominence.

The country is showing marked prosperity, money is quite free, as shown above September is not lacking in live opportunities and the grocer who puts forth the necessary efforts should be able to keep the cash register ringing merrily during all of the coming month. However, he must remember that it lies with himself and he must "go after the cow."

## Canadian Window Trimmers Convention

Meeting at Toronto is Well Attended—An Address by Jerome A. Koerber, of Philadelphia—Window Decorating Lauded as an Art—It Has Been Suggested That Grocery Dealers Organize.

Toronto, Ont., Sept. 3.—The annual convention of the Canadian Window Trimmers' Association was held here on Wednesday, Thursday and Friday of last week. There was a good attendance. Some few grocers were on hand but the number was small compared to those present from other trades, particularly the dry goods men. An effort will be made in future to get grocery window trimmers interested in the association. It is recognized that there is a great field for grocery window trimming.

One of the features of the convention was an address on Thursday night by Jerome A. Koerber, of Strawbridge & Clothier, Philadelphia, one of the best known window trimmers in America.

Mr. Koerber regards store and window trimming as one of the greatest professions. Art and skill are essential to it, as well as great possibilities of compensation for men who apply themselves. Many such have advanced to merchandise men, general managers and proprietors.

"A natural leaning or aptness with a strong determination for the business are among the first principles," said

Mr. Koerber, "but once satisfied that he would be happy in no other line, a young man ought to go about the decorating business as one would go about studying any other profession where tact, ability, taste, etc., are needed and developed. If a young man is going to study law he gets law books and works alongside men who know. He is alert, developing in himself a power to reason, to come to conclusions to make decisions and all the things that go with the business.

One of the first things is—gather a general knowledge of merchandise. To know the various lines of goods, the qualities and uses of same. This means, when he handles goods of any description, the trimmer knows what they are and their uses. A man is at sea if he does not learn the general quality and uses of goods.

#### A Word for Beginners.

"The beginner has always had a warm place in my heart and I suppose it is because I have had the privilege of starting out so many in the business and because I started at the bottom of the ladder myself, and with a desire

to learn well from A to Z. It was not like Topsy in Uncle Tom. She had no origin, but just sprung up without any fierce battles or hard work. Some are that way. They do not need the A.B.C. of the business.

"I decided to learn the business, and this, coupled with a person's natural inclination, will produce success. There are many good men in the business, and many openings. The business has risen to a place next the sister craft of advertising, only with many advantages.

"So I would advise young learners to get beside a man who is sure of what he is doing, who has a good scope of experience and will be able to guide you aright.

"To the man coming up. If thus far you have had the privilege of working alongside experienced practical men, you have learned well the first principle. Now make for better information, using all the various channels of to-day so that you will continue well. Be always alert, ready to learn more, rise higher.

"And now a word of the men who have the responsibility to-day of managing a decorating department. May we not enlist your best efforts to raise our calling to the higher plane of efficiency, that we may commend ourselves more highly to merchants whether large or small.

"Let it be manifest that all selfishness is buried and that as we march on winning laurels reaching higher attainments, we are also ready to help the man coming up."

The convention proceedings were livened up by a number of demonstrations of decorating and window trimming. A number of practical addresses were heard. Altogether, those who attended had an excellent opportunity to pick up a great deal of valuable information and helpful suggestions.

#### A Grocery Association.

It has been suggested that the grocery window trimmers either form an association or join the C.W.T.A. There are many hundred grocery dealers in Canada who are deeply interested in the subject, and it is felt that an organization would result in the dissemination of much information and ultimately place grocery trimming on a higher plane.

Bernard Pink of E. & T. Pink, & Sons, Ltd., confectioners and jam manufacturers, London, England, leaves for Canada on September 6th, and will be visiting the principal towns in the Maritime provinces, and Quebec, Montreal, and Toronto. Mr. Pink will be in Canada until Christmas.

## The CANADIAN GROCER

Established - - 1886

THE MACLEAN PUBLISHING CO., LIMITED

John Bayne MacLean - - - President.

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

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PUBLISHED EVERY FRIDAY.

TORONTO, SEPT. 6, 1912

## OYSTER SEASON NOW ON.

The months with the letter 'r' are both fur and oyster months. The coats of the fur-bearing animals begin to hang onto the hair when September is ushered in and gradually take a firmer hold as cooler weather approaches.

Until September arrives the flavor of the oyster is not relished by many. But that month is now opened up and the oyster will soon find its way into the homes of many lovers of this delicacy.

Dealers who are first on the scene with oysters will, therefore, attract considerable new business. And now is the time to open out at least in part the oyster department.

With present system of handling them no losses whatever need occur if a little care and attention is given. A few years ago oysters were retailed more cheaply than today, but both the dealer and the consumer paid for a good deal of water. When they are purchased now, oysters and not water are paid for. This means more satisfied customers even if they have to pay more, providing of course they are made acquainted with the reason.

To sum up: the dealer should make preparations for stocking oysters: he should let the people know he has them and he should explain by some system of advertising that he is selling solid oysters and not water.

## POTATO PROSPECTS LOOK GOOD.

Reports have come in to the effect that potatoes will be a heavy yield this year. In Ontario, farmers are claiming that it will be a record breaker, but many have not reckoned on the damage that will result in low lands where the excessive moisture will cause considerable rotting.

From New Brunswick comes news of a good crop despite the cool weather that prevailed for a considerable part of the growing time. In Nova Scotia some anxiety is shown, however.

But, taking everything into consideration, the potato crop of the country will be a good one. This means that this winter and next spring, potatoes will be cheaper than a year ago, all of which will be welcome news to the dealer whose profits have been cut down by high potato prices.

It is amusing to see how those daily papers which have been accusing the dealer of getting undue profits on such products, are now forecasting cheaper potatoes. When an article is plentiful they know the price is lowered. They appreciate then that supply and demand regulate price, but just as soon as prices advance, they take it for granted, with but a superficial study of the problem, that they are being unduly enhanced and the middleman is getting an extortionate profit. The masses must be catered to regardless of facts.

## PARCELS POST PASSES.

After a long-drawn-out fight a Parcels Post measure has been passed by the United States Senate. The Bourne-Bristow bill, as it is called, was put through without debate.

The bill provides for eight zones in which the rates will be as follows:

The country will be divided into eight zones, length of zones and rates as follows: First zone, length 50 miles, rate, 5 cents for the first pound, 3 cents for each additional pound; second zone, length 150 miles, rates 6 and 4 cents; third zone, length 300 miles, rates, 7 and 5 cents; fourth zone, length 600 miles, rates, 8 and 6 cents; fifth zone, length 1,000 miles, rates 9 and 7 cents; sixth zone, length 1,400 miles, rates 10 and 9 cents; seventh zone, length 1,800 miles, rate, 12 cents per pound straight. The eighth zone is for distances beyond 1,800 miles, with a rate of 12 cents per pound. Maximum packages, 11 pounds.

It is believed that the measure will be found unwieldy, and that in actual operation it will be so complete a failure that the idea will ultimately be abandoned as worthless. As a result, the retail business men are not worrying over the outcome. They are sitting back and waiting patiently and confidently for the time when the laboring and ill-equipped craft of Parcels Post will drift on the rocks of adversity.

## RAIN DAMAGE TO ONTARIO CROPS.

Throughout Ontario the heavy rains during the past three or four weeks have done considerable damage to the crops. Instances of fields of hay that are still lying out are many. In such cases, as might naturally be expected, it has turned almost black and will practically be unfit for horse feed.

There is yet considerable wheat, barley and oats not under cover. The continued wet weather has caused much of these grains to sprout in the shock. A traveler on a railway train anywhere in Ontario might have observed during the past two or three weeks, farmers turning out grain in the stook to give it an opportunity to dry. Showers fell in such rapid succession that many have done the same act several times with the same field of grain.

It should, however, be understood that the harvests on high and rolling land were practically all in the barn prior to the wet spell, so that only low lands and a portion of rolling lands have suffered much. Yet the losses are bound to have a certain depreciating effect on business, even if slight. In some places it may mean a little slowness in collection of accounts, but with so much mixed farming in Ontario, the farmers will usually be found prosperous and their 1912 harvests together with side lines will net them a fairly good surplus.

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**SPICES AS MEDICINE.**

Just at present time, spices are an important line in the grocery store. It is interesting to know that apart from their use as condiments and preservatives, they are valuable from a medicinal standpoint.

The value of spices lies in the richness of aromatic substances and essential oils. They have been the subject of classic research and have been shown to arouse appetite and to promote the secretion of the gastric juice, and the role they play therefore in dietetics is an important one. The medicinal action of some of them is further of value. Allspice, for example, is used as an aromatic, and has been successfully administered for flatulency, the oil gives relief in rheumatism and neuralgia.

The medicinal uses of cinnamon are well known. Cardamoms are used in the form of a tincture as aromatic and stomachic, and are also employed as a flavoring agent in curry powder, cakes and liqueurs. The application of capsicum and the peppers generally are well known. Cloves are aromatic, carminative and stimulant, and have been used in dyspepsia, gastric irritation and in cases of vomiting.

Oil of cloves is also a popular remedy for toothache. It has also its uses in microscopy as a preservative. The uses of nutmeg are wide, vanilla has an enormous application as a flavoring agent, while turmeric enjoys a similar patronage on account of its bright yellow color and pleasant, musky flavor.

**MISDIRECTED ENERGY.**

A story is told of a man employed by a farmer to dig a well, exemplifying a case of misdirected energy. The man dug the well so crooked that on the third day he fell out of it.

Misdirected energy is a great handicap to many a dealer. Instances are numerous where merchants have worked early and late to get a little ahead, only to find their hopes blasted by lack of energy along the right lines.

One of the principal causes of the difficulty is the absence of a plumb line to determine the standing of the business from time to time. There are too many groping about in the dark so far as their bookkeeping operations are concerned. They fail to keep proper account of the amounts owed and owing; they do not get after their accounts while their wholesale never forgets to forward the everlasting invoice. The inevitable result of such a course is a rapid depreciation of the bank account and eventually, failure.

The dealer must remember—as the best dealers do—that hard work is not the only avenue to success. There must be something behind work—there must be system in all departments of the store. Only then can energy be properly directed and the well dug straight.

**FLOOR SPACE ALLOWANCE.**

No grocer can consider himself aggressive, progressive, or among the elite in grocery circles if he persists in littering the floor of the store where customers are expected to walk, with boxes and barrels. In every store there ought to be at least room enough for two customers to pass one another.

Recently the writer visited a store which certainly could not qualify in the elite class. On entering the corner door one was forced to travel in two different directions along an aisle between goods on the floor to get up to the counter. Not only were goods on display on the

floor, but outgoing orders were also piled up where empty floor space should have been found.

No one who is at all particular about her purchases could associate such a store with anything but disorder, incompetence, and uncleanness. It is all very well to believe in the power of interior display as a sales producer, but such displays should not act against the convenience of customers. Plenty of space to move about in is desirable; then if the dealer wishes, he has a perfect right to use the surplus floor space for some attractive display of profitable quality goods.

**EDITORIAL NOTES.**

Has anyone noticed the sun shining recently?

\* \* \*

It takes more than a rainy day to prevent the London grocers from entertaining visitors.

\* \* \*

The mechanic near his work can do it efficiently. Same applies to a salesman behind the counter.

\* \* \*

It is a long lane that has no turn and a long day that has no sunshine.

\* \* \*

Energy applied in the proper place and at the proper time is properly directed energy.

\* \* \*

A provision counter makes money providing it is given a little proper attention.

\* \* \*

The clerk who gives overweight is an expensive profit-producer about the store.

\* \* \*

Prepare for the fall fair in your home town. A good window will attract trade.

\* \* \*

The first letter of the grocery store alphabet should be "weigh correctly."

\* \* \*

Lessening losses in the store is a sure way of making money. Read Henry Johnson's article in this week's issue on the subject.

\* \* \*

The outlook for the oyster is poor. Numerous appetites have been sharpened up waiting his appearance this month.

\* \* \*

The United States parcels post advocates may trip themselves up on the legislation they have got past the Senate.

\* \* \*

Reports of damage to Western crops from frost and rain are coming in. It is to be hoped that these will not prove extensive.

\* \* \*

A chocolate is judged by the quality of its heart, not its exterior appearance. In this respect it differs from a human being.

\* \* \*

When the aisle from the door to the counter looks like a cow path in a swamp, there should be some boxes and barrels shifted.

\* \* \*

"All kinds of 'caned' goods," reads a sign over a certain Toronto grocery store. One would naturally expect to see some furniture in the window—but there isn't.

## Lessening Losses and Shortening Hours

Eternal Vigilance Necessary to Cut Down the Little Leaks—  
Examples of Lessons to be Taught Employes—Necessity of  
Getting in Damage Claims Before Time of Expiration—Mov-  
ing Off Slow Stock—How Early Closing Was Effectuated.

\*By Henry Johnson, Jr.

To lessen the losses in our business there is one recipe: the old time-tried one of "eternal vigilance," and, so far as I know, there is none other. But just like teaching salesmanship, orderliness or any other virtue, we must first teach ourselves—begin, like charity, at home. This problem calls for the exercise on the negative side of the question, of the same qualities that make for betterment in raising the grade of our sales and thus advancing our general business. It reverts to something I have handled recently at considerable length—the careful, conscientious training of those under our care. And this kind of thing takes us down to the fundamentals, the rudiments, the primaries of instruction to begin with, for there is where we get the foundation of what has wrecked so many of us—waste.

### Sweeping Groceries, Not Dirt.

Often have I stopped a boy who was gathering a lot of sweepings together and asked him what he was doing. My tone has been kindly and I have made it an invariable rule to speak pleasantly, as not to do this would defeat my object. His reply would be—with usually a surprised look: "Sweeping up some dirt." Again I smile and say: "Is that so, John? Sure enough it is; but do you know, I was thinking of it another way—what do you think I mean?" He expresses himself as unable to imagine what I am trying to get at, and then I tell him. "Why, John, all that stuff you are sweeping out—every bit of it—is groceries; just groceries—is it not?"

And then I go on to show him a leaf of lettuce, a crushed banana, two or three prunes, a little cheese, and mixed up in it all some sugar; and I try to point out to him what that pile of "dirt" represents. The banana, 1 2-3c; the prunes, 1/2c; the cheese, 2c; the sugar, maybe 1c. Altogether, 5 1-6c gone into the dump, every particle whereof might have been sold. Then I try to show him what two or three daily sweepings of that kind may mean; the price of one or two daily hours of his own time; and I show him that there is the clew to our profit or loss account.

\*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.

### Should be Prevented.

Then I tell him to pick up the prunes and wash them, so they may go back for sale, that being the only portion of the wreck that may now be rescued. But I further point out to him that none of us can afford time to remedy these conditions after the dirt has been created; that our task is to PREVENT such accumulations—to stop spilling prunes and sugar, handle bananas so they will be sold and not crushed, cut cheese so there will be no little waste ends. I take him to the cheese counter and endeavor right then to show him for himself, how to cut cheese. Then I indicate to him how to handle a brick of cheese so that we shall not have the big end of rind to throw away, but rather that such rind may be apportioned out among our customers, for value received, yet in such a way as not to make anyone of them feel that she is getting too much of the waste.

This matter of cutting brick cheese, by the way, is a fine art which I fear many of us do not understand ourselves sufficiently, yet it is our cheese, our business, our loss; so we cannot be too impatient—in fact, cannot afford to be impatient at all—with those younger than ourselves who do not understand it. But, by the time I have gone this far with John, I think it well to let him go for this time, though I watch him constantly, and all the others, too, to see that they have a chance to learn these points of preventing waste.

### Making Early Damage Claims.

Further thought along the same line will keep us cleaning up our stock all the time. Fruits of some kinds are liable to swell readily, notably some which are packed "fully ripe" on the Pacific Coast. Thus it is up to us to watch that stock and sell it out promptly; also to mark up our date-ahead memos so that we shall make our claims for swellage within the time-limit allowed us on such things.

It is embarrassing to find a lot of those things gone wrong when it is too late to claim damages; and in such cases, the blame is ours, which should make us more tolerant of the "boys" who cannot surely know these things as well as we do and cannot know them at all unless we teach them.

### Turning Stock Into Money.

Another point is the getting rid of goods which do not sell readily. I had some grated pineapple, in syrup, packed in glass, marked to sell at 50c. That was a fair price for it. I had one good customer who wanted me to keep it for her and I did so. After a time she died—and I still kept it. It was there three or four years—no fault but my own, though I will say that it was still perfectly good and I thought I might as well have it as have something else to display. But finally, one Saturday night I sold the remaining 5 bottles for 30c each; and then I reflected how much better to have sold it for that price two, or even three, years sooner. When an item does not sell, it is up to us to sell it; get out of it what we can, and put the money into active work again.

Every move of this character betters our business. Each time we clean up a dirty spot, or move stickers, or teach our boys a point or two about how to handle groceries, we are lessening losses. Moreover, such a habit formed by ourselves, soon reflects itself in the actions of those around us. If we are constantly looking for weak spots to strengthen and are thus always fussing around the store, our boys and girls get that habit and will be found fixing, cleaning, arranging, filling shelves, wiping showcases, etc., all the time. Remember how the admiral made his crews avoid scurvy and keep healthy? He set them to work. His watchword was: "A ship is never clean!" and that is the keynote of modern naval discipline. It is well for us to adopt that idea ourselves and hold that there is never a minute of the day when anybody about a store need be idle; there is ALWAYS plenty to do, a fact that is admitted in theory, but hardly carried into sufficient practice, and there is plenty of room for us to improve ourselves in this regard.

### Must Have Leisure To Plan.

And that gets me down to my last, but what I consider very important point; That we must give ourselves leisure for all this. Neither you nor I can devise sales-plans, or displays, or schemes for betterment, or clean out stickers, or teach our help unless we are measurably free, during at least three or four hours every day, from the constant tasks which are apt to make the grocer's life a drudgery. The man who runs the successful store is the man who makes leisure for himself—not he who is always "too busy" to listen or to plan. The brains of any business are always to be found under one hat—mostly, and that must necessarily be, the hat of the man who is supposed to run the business. We must learn—another thing to LEARN!—to

delegate all the tasks about our ly desirable, we not be as succ The successful his forces—he c ranks. Thus o  
**Must Agitate**

As for shorte say that this agitation to t ment will help Much, however, dividual if he is his business, an ally.

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It seemed to these hours cot he never asked He simply stat that he believe tomers would a ers' hours were his part, his se of Horace Gree sumption of sp only way he c early closing fore, beginnin Johnson's woul quarter past ei to-nine; but E thus it was do we stepped dow tined until REGIME, whe and the young The elder knew

### MANY H

To Henry Wri eral Manager, Cheese Co., To born Sept. 8, 18 shire, Scotland ent position in years ago.

### INFORMATI

Balgoni The MacLean Pu University A Gentlemen.—En \$2.00 to cover my dian Grocer. It information at th pay for it.

Thanking you, Yc



delegate all the routine work, the regular tasks about our store. This is not merely desirable, we MUST do it, or we cannot be as successful as we should be. The successful man is a GENERAL of his forces—he cannot be a private in the ranks. Thus only can we lessen waste.

#### Must Agitate For Public Sentiment.

As for shortening the hours, I can only say that this is a subject for constant agitation to the end that public sentiment will help us out sooner or later. Much, however, can be done by the individual if he is made right, understands his business, and goes slow and gradually.

#### A Gradual Change.

In 1886 nobody thought of grocery stores closing before 9 o'clock, and many of them did not close then—"just couldn't, you know." Johnson's was a very busy store, about the busiest in town. We opened at 7 and closed at 9, Saturdays included, for in those days we had no perishable goods to sell out at any sacrifice of the Saturday evening.

It seemed to the elder Johnson that these hours could be made shorter, yet he never asked any others to join him. He simply stated in a series of his ads that he believed, and felt that the customers would agree with him, that grocers' hours were too long; and that for his part, his sentiments resembled those of Horace Greeley on the subject of resumption of specie payments; that the only way he could think of to attain early closing was to CLOSE. Therefore, beginning January 1st, 1886, Johnson's would close at 8.30—"not a quarter past eight, nor twenty minutes to nine; but EIGHT THIRTY." And thus it was done for two years. Then we stepped down to eight, and thus continued until the end of the OLD REGIME, when the elder passed away and the younger tried to emulate him! The elder knew his business.



#### MANY HAPPY RETURNS.

To Henry Wright, President and General Manager, The MacLaren Imperial Cheese Co., Toronto. Mr. Wright was born Sept. 8, 1861, at Brora, Sutherlandshire, Scotland. He assumed his present position in April 1891, which was 21 years ago.



#### INFORMATION AT PROPER TIME.

Balgownie, Sask., August 24th, 1912.  
The MacLean Pub. Co.,  
University Ave., Toronto.

Gentlemen,—Enclosed please find cheque for \$2.00 to cover my subscription for The Canadian Grocer. It has paid for itself in useful information at the right time, so that I gladly pay for it.

Thanking you, I am,  
Yours truly,  
(Sgd.) WM. W. McRAE.

## A Complaint About Marking of a Scale

Western Ontario Dealer States That a Scale Was Marked Improperly—If So, How Did It Pass Inspection?—Matter Taken Up With Weights and Measures Officer But No Reply Has Been Received.

A reader of The Grocer in Western Ontario sent in a communication some time ago re a scale he purchased which he claims was defective in that it could not readily be read. Here is the communication; it explains itself:—

#### The Marking of the Beam.

"Some time ago I saw an article re scale inspection in The Grocer. It is to refer to this that I would like to have the privilege of a small space in your paper. The instance I wish to relate is a transaction that occurred in my own store.

"Through our local hardware merchant I purchased a scale—a 240-lb. counter scale. The scale was inspected by the proper authority and shipped direct from the manufacturers. After it arrived and had been in service for some short time, I noticed that the beam was improperly marked. In place of the pound marks being opposite the notch they ran directly to the point, leaving them very difficult for any person to balance correctly. I notified the merchant and he likewise notified the manufacturer. The answer was in brief—"If your customer will express the scales to us prepaid we will alter them free of charge." That means express or freight two ways at my expense after having practically paid the amount for the first inspection, to my mind seems unjust. In the first place why should the scales be manufactured in that manner and secondly, why should the inspector pass them? The distance from here to Aylmer is great and the expense of shipping likewise, omitting the inconveniences of being without a scale for that length of time.

"Can you tell me if they still continue to inspect scales at the merchant's expense I am quite aware of the fact that even cattle scales when on a farm are never approached in this vicinity."

Editorial Note.—If the scale is defective in the way stated in the communication, how did it pass government inspection? All scales and balances, large or small, have to pass the test of the Inland Revenue Department before going out to merchant, farmer, or private householder.

#### No Reply Received.

To determine some information on the subject The Grocer wrote the Weights and Measures inspector in charge of the London, Ont. office, Inland Revenue Department, but up to present no reply has been received. It would be interesting

to know if any other readers have come across a similar experience.

With regard to the manufacturer demanding that the freight, etc., be paid to have the scale fixed, this is probably a matter of policy even if it is contrary to what some might do.

Scales are still inspected at the merchant's expense.



"Wm. Muir, who is about to leave the employ of A. M. Smith & Co., wholesale grocers, London, Ont., to take a position in Detroit, was on Saturday presented with a gold headed cane by W. Harding on behalf of his fellow employees."

Editor's Note:—A. M. Smith & Co. are still in business in the Forest City.

\* \* \*

"Counterfeit half and quarter dollar pieces are in circulation in Kingston."

Editor's Note:—From all accounts there are a number of bad pieces of money being tossed about at present, and dealers should watch their silver carefully.

\* \* \*

"J. D. Roberts has just returned from a lengthy trip in California, and is registered at the Manor. Mr. Roberts will henceforth be general manager for the Pure Gold Manufacturing Co. in the West, with headquarters in Winnipeg. He is now receiving the congratulations of his numerous friends."—Despatch from Vancouver.

\* \* \*

"There is no relaxation to the stiffness in prices for choice butter which is exchanging hands for as much as 18 cents, in the form of dairy tub, if it is of choice quality. Equally good butter in large rolls will not bring so much, as it is shipping stock that is wanted."

Editorial Note:—This was a news item from our Montreal market on date above mentioned and shows quite a difference from to-day when best butter brings around 28 cents.

# Current News of the Week

## Ontario

Peter Maitland, grocer, Toronto, has sold to F. C. Seale.

J. A. Rickaby, 1077 Gerrard St. E., Toronto, has sold out to J. Richardson.

C. N. Gurley, Bark's Falls, Ont., has purchased "The Coulter Store" business from A. A. Agar.

Sangster & McCuaig, general merchants, Bainsville, Ont., have dissolved, D. D. McCuaig continuing.

G. O'Brien, grocer, Peterborough, Ont., was a visitor in Toronto during the week. He spent a day at the Exhibition accompanied by his daughter.

R. W. Wilson of Fergus, Ont., representing R. Simpson & Co., tea importers and wholesale grocers, Hamilton, Ontario, who was injured in a railway wreck near Durham last spring has sufficiently recovered from the effects of his accident to resume his regular trip and is now on the road again for the same firm. His many friends and acquaintances are glad to see him back on the road again.

## Quebec And Maritime Provinces.

E. Lamarre & Cie, grocers, Montreal, have registered.

R. Hendery, of Rose & Laflamme, Ltd., was in Ontario this week on business.

A. P. Tippett, of A. P. Tippett & Co., has just returned from a short holiday down east.

Arthur S. Estabrooks, general merchant, Coldstream, N.B., is succeeded by Belyca Bros.

W. H. Halford, Canadian manager of Furuya & Nishimura, Montreal, has returned from a western trip.

Fred Mathewson, of Mathewson & Sons, Montreal, has returned from a pleasure trip through Maritime provinces.

The new plant of the Canada Brush factory at St. John, was burned last week and the loss was heavy. The factory was almost totally destroyed, or at least so much so as to be useless. They expect to rebuild in St. John on a larger scale. The new factory being erected in St. John by the Simms Co., Ltd., for the manufacture of brushes, etc., is progressing favorably and it will not be long before the company is selling stock from the new plant.

The new factory for canning goods at Chamecook; N.B., is being rushed along and plans are being made to place on the market canned fishballs, baked beans,

plum pudding, vegetables, fruits, sardines, lobsters, and a variety of other articles. It is expected that the company will use 1,000,000 pounds of codfish and 3,500,000 barrels of potatoes in a year in the manufacture of fishballs. It was planned to start canning sardines this week.

## Western Canada.

Mrs. Lund, grocer, Delisle, Sask., has discontinued business.

Fred Crossman, general dealer, Kirkella, Man., has sold to J. A. Cloodege.

Mrs. A. M. Roff, Morse, Sask., has sold her general store to Pitcairn & Sharwan.

E. Beeman, general merchant, Aberdeen, Sask., has sold to Henry Schroeder.

Young & Thompson, grocers, Vancouver, B. C., have sold to Fraser & McLean.

Classen & Braun, general merchants, Dalmeny, Sask., have sold to H. H. Classen.

Roland McIntosh, general dealer, Parkside, Sask., is succeeded by McIntosh and Augusta.

W. M. Craig & Co., general merchants, Olds, Alta., have sold their Curlew branch.

Greensides & Hanna, grocers and hardware merchants, Bounty, Sask., are succeeded by Bounty Supply Co.

Herbert E. Burbidge of London, Eng., stores commissioner of the Hudson's Bay company, who is in Western Canada with his son, R. W. Burbidge, manager of Harrods' departmental store in London, announced at Edmonton, Alta., a few days ago that a six-storey steel and concrete re-inforced structure will be erected in the near future to replace the present store building at Jasper avenue and Third street. New lines will be added to make it one of the most complete department stores in the Western provinces.

Moose Jaw, Sask., wholesalers, at a recent meeting heard the objects and purposes of the Canadian Credit Men's Association explained to them. The Saskatchewan division is governed by a board of directors composed of Regina men, with S. C. Burton as president, and there are committees from other cities working in conjunction with them. The Moose Jaw committee consists of the following:—W. B. Riley, of Codville Co., Ltd.; J. R. Banks, of Rex Fruit Co.; George McEachren, of Robin Hood Mills, and G. O. Morron, of Moose Grocery Co.

## RAIN SPOILED PICNIC.

### Members of the Trade at London From Hamilton, Brantford and Toronto.

London, Ont., Sept. 4—(Special).—The Retail Grocers' annual picnic at Springbank was postponed to Wednesday last on account of bad weather. Although the day previous looked promising, on Wednesday morning it was pouring rain and is continued most of the day.

The committee were more disappointed than the mothers who had prepared their babies for the baby show. They had builded on showing the delegation from Toronto, Hamilton and Brantford, something in the picnic line to make them sit up and take notice; but the weather man interfered. The grocers from Toronto, Hamilton and Brantford came up and the London members of the trade did the best they could under the circumstances. They took them to luncheon, afterwards took them through some of the stores, then for an auto trip around the city and to Springbank in the mud. Most of them left for home after supper, but those who remained were taken to the theatre, and through one of London's largest wholesale houses.

Those that came from a distance for the outing were D. W. Clark and W. C. Miller, Toronto; J. A. McIntosh, Jas. Main, Mr. Cummings, E. Hazell, W. Smye, J. Knox and J. Brown from Hamilton; W. J. Mellen, Jas. Burns, J. E. Church, A. J. Hall and Fred S. Hartley, Brantford.

Even if there was rain the visitors claimed they spent a good day. Reports brought back from Springbank whispered of a ball game, rain or no rain. Anyone might have guessed as much. Here are a few impressions secured from a bird's eye view of the game:—

The ball looked big enough but how seldom it was caught.

Ed. Hazel made the longest drive of the game—into the Thames.

The great demand for some lines of groceries was not in it with the run on War Cry's on the day of the picnic.

Who was the Jonah? was an oft-repeated question. Either Thos. Shaw or Ed. Ryan, judging by the number of times their auto refused to budge.

It is said that Toronto ball club is after Ranahan and Miller to help them finish the job of securing the "rag."

Nevertheless it was a great day.

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POINTERS:—  
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Rice—Conti  
Spices—In

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Paris lumps, boxes  
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Red Seal, in carto  
Crystal diamonds,  
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Crystal diamonds,  
Crystal diamonds,  
Crystal diamonds,  
Extra ground, bbls  
Extra ground, 50-lb  
Extra ground, 25-lb  
Powdered, bbls,  
Powdered, 50-lb. b  
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# Premium on Peas at Some Centres

Tendency to Raise Peas Above Open ng Price on Some Markets—Beans Also Tend Same Way—Sugar Market is Pu zling—Rice Remains Steady—Spices in Good Demand.

## QUEBEC MARKETS.

### POINTERS:—

Sugar—Outcome uncertain.  
Rice—Continues steady.  
Spices—In good demand.

Montreal, Sept. 5.—Grocery wholesalers are looking forward to a good business during September. Trade during month of August was on a good scale. Collections should be fair this year as country is generally prosperous.

SUGAR.—Even the largest wholesalers refrain from making any definite statement about future events in the sugar market, so doubtful is the situation. What with ear shortage and the possibility of the U.S.A. using up the whole Cuban crop, the political situation and news of the breaking up of the Brussels Convention, it certainly is difficult to forecast, but taking these sharp as they stand, it would seem that sugar must advance later on. The raw situation at the present moment is undoubtedly stronger. When we find refiners buying Phillippine sugars, which are only good for mixing, we must give the situation some thought. Again, refiners are said to have reached a pretty low level as far as supplies are concerned, so, adding this to above points, we have a mighty interesting situation because there is an exceptionally heavy demand for sugar all over at present, and indications are that it will keep up.

Granulated, bags	4 95
Granulated, 20-lb. bags	5 05
Granulated, 5-lb. cartons	5 25
Granulated, 2-lb. carton, per cwt.	5 25
Granulated, Imperial	4 80
Granulated, Beaver	4 80
Paris lump, boxes 100 lbs.	5 70
Paris lumps, boxes 50 lbs.	5 80
Paris lumps, boxes 25 lbs.	6 00
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 50
Crystal diamonds, 100-lb. boxes	5 70
Crystal diamonds, 50-lb. boxes	5 80
Crystal diamonds, 25-lb. boxes	6 00
Crystal diamonds, 5-lb. cartons	6 50
Crystal Diamonds, Dominoes, cartons	7 10
Extra ground, bbls.	5 35
Extra ground, 50-lb. boxes	5 55
Extra ground, 25-lb. boxes	5 75
Powdered, bbls.	5 15
Powdered, 50-lb. boxes	5 35
Powdered, 25-lb. boxes	5 55
Phoenix	4 95
Bright coffee	4 90
No. 3 yellow	4 80
No. 2 yellow	4 70
No. 1 yellow	4 55
Bbls. granulated and yellow may be had at 5c above bag prices.	

SYRUP AND MOLASSES.—Molasses is in good demand both for domestic and manufacturing purposes, but conditions are very much the same as they were during the past few weeks. It is likely that there will be an earlier opening of the season, due to the cooler weather, which seems to have set in for good. Still the fall movement is some little way off yet.

Fancy Barbados molasses, puncheons	0 38	0 40
Fancy Barbados molasses, barrels	0 41	0 43

Fancy Barbados molasses, half-barrels	0 43	0 45
Choice Barbados molasses, puncheons	0 33	0 35
Choice Barbados molasses, barrels	0 36	0 38
Choice Barbados molasses, half-barrels	0 38	0 40
New Orleans	0 25	0 28
Antigua		0 30
Porto Rico		0 40
Corn syrups, 10-lb. pails	0 03 <sup>1</sup> / <sub>2</sub>	
Corn syrups, half-barrels	0 03 <sup>1</sup> / <sub>2</sub>	
Corn syrups, quarter-barrels	0 04	
Corn syrups, 38 <sup>1</sup> / <sub>2</sub> -lb. pails	1 90	
Corn syrups, 25-lb. pails	1 35	
Cases, 2-lb. tins, 2 doz. per case	2 90	
Cases, 5-lb. tins, 1 doz. per case	3 25	
Cases, 10-lb. tins, 1/2 doz. per case	3 15	
Cases, 20-lb. tins, 1/4 doz. per case	3 10	

DRIED FRUITS.—There has been some activity in this market of late and it seems as if things are taking hold now. Smyrna figs are coming along in good condition, according to reports and some business is being transacted for future delivery. Cleaned currants are selling easily, but uncleaned are firmer in Greece, according to recent cables, but little weight can be placed on these reports just yet, so many are the factors working towards stiffening up the market. Seeded and seedless raisins are also firmer and deserve attention now, as stocks are none too heavy. Prune picking has been commenced in California and packers report that the quality of the fruit is excellent, the result being that there is little disposition to part with the crops as higher prices are expected later.

Evaporated apricots	\$ 0 22	\$ 0 24
Evaporated apples	0 11	0 11
Evaporated peaches	0 18	0 19
Evaporated pears	0 18	0 19
Currants, fine filiatras, pr lb. not cleaned	0 08 <sup>1</sup> / <sub>2</sub>	0 09 <sup>1</sup> / <sub>2</sub>
Currants, fine filiatras, pr lb. cleaned	0 07	0 07 <sup>1</sup> / <sub>2</sub>
Currants, 1-lb pkgs, fine filiatras, cleaned	0 08	0 08 <sup>1</sup> / <sub>2</sub>
Currants, Vostizas, per lb.	0 09	0 09 <sup>1</sup> / <sub>2</sub>
Dates, 1-lb. packages	0 09	0 09 <sup>1</sup> / <sub>2</sub>
Dates, Hallowee, loose	0 06	0 06
Figs, 3 crown	0 07 <sup>1</sup> / <sub>2</sub>	0 08
Figs, 4 crown	0 08	0 08
Figs, 5 crown	0 08 <sup>1</sup> / <sub>2</sub>	0 09
Figs, 6 crown	0 09	0 10
Figs, 7 crown	0 10	0 11
Figs, 9 crown	0 11	0 12
Comadre figs, about 33-lb. mais	1 30	1 40
Glove figs, 10-oz., per box	0 10 <sup>1</sup> / <sub>2</sub>	0 11 <sup>1</sup> / <sub>2</sub>
Glove boxes, 10-ozs., per box	0 07	0 07 <sup>1</sup> / <sub>2</sub>

Prunes—		
20-40	0 13	
30-40	0 12	
40-50	0 11	
50-60	0 10	
60-70	0 09 <sup>1</sup> / <sub>2</sub>	
70-80	0 09	
80-90	0 08 <sup>1</sup> / <sub>2</sub>	
90-100	0 08	
Bosnia prunes	0 08	0 09

Raisins—		
Choice seeded raisins	0 08	
Choice fancy seeded, 1-lb. pkgs.	0 08 <sup>1</sup> / <sub>2</sub>	
Choice loose muscatels, 3-crown, per lb.	0 08	
Choice loose muscatels, 4-crown, per lb.	0 08 <sup>1</sup> / <sub>2</sub>	
Seedless, new, in packages	0 07 <sup>1</sup> / <sub>2</sub>	
Select raisins, 7-lb. box, per lb.	0 07 <sup>1</sup> / <sub>2</sub>	
Sultana raisins, loose, per lb.	0 11	
Sultana raisins, 1-lb. cartons	0 15	
Malaga table raisins, clusters, per box	2 50	5 75 <sup>1</sup> / <sub>2</sub>
Malaga table raisins, clusters, per 1/4 box	1 80	1 90
Valencia, fine, off stalk, per lb.	0 06	0 07 <sup>1</sup> / <sub>2</sub>
Valencia, select, per lb.	0 06 <sup>1</sup> / <sub>2</sub>	0 07 <sup>1</sup> / <sub>2</sub>
Valencia, 4-crown layers, per lb.	0 07 <sup>1</sup> / <sub>2</sub>	0 08

COFFEE.—“Coffee seems to us to have been selling too low formerly,” said a local grinder quite recently, and like others he can see no break as yet. Mocha are away high like the other grades, so that it would seem that the effect of the valorization “hold-up” should be discounted somewhat. However, be this

as it may, high prices will rule for some time and no definite statement on the outlook can be made until opinions agree on the new crop. Bullish cables received of course indicate that growing conditions are unfavorable, while the bears can see nothing but a bumper crop. On this factor alone hangs the true market indication. Of course, the strike in Santos has not helped any, keeping back the accumulation of stocks to a certain extent.

Mocha	0 25	0 28
Rio	0 21 <sup>1</sup> / <sub>2</sub>	0 23 <sup>1</sup> / <sub>2</sub>
Mexican	0 15	0 28
Santos	0 12	0 24
Maracaibo	0 23	0 26 <sup>1</sup> / <sub>2</sub>

RICE.—The market has not proven so active of late, no doubt due to the fact that prices are getting out of reach, and dealers show little inclination to stock heavily, as a bearish feeling might set in and bring quotations down somewhat. The Eastern situation is as heavy as ever, and feeling is generally firm.

Rangoons—		
Rice, grade B, bags 250 lbs.	3 90	4 00
Rice, grade B, bags 100 lbs.	3 90	4 00
Rice, grade B, bags 50 lbs.	3 90	4 00
Rice, grade B, 1/2 pockets, 12 1/2 lbs.	4 10	4 20
Rice, grade B, pockets 25 lbs.	4 00	4 10
Rice, grade C.C., bags 250 lbs.	3 30	3 90
Rice, grade C.C., bags 100 lbs.	3 30	3 90
Rice, grade C.C., bags 50 lbs.	3 30	3 90
Rice, grade C.C., pockets 25 lbs.	3 90	4 00
Rice, grade C.C., 1/2 pockets, 12 1/2 lbs.	4 00	4 10
Patna, polished	4 45	4 50
Pearl	5 00	4 10
Imperial Glace	5 40	5 50
Sparkle	5 55	5 65
Crystal	5 55	5 65
Snow	5 85	5 95
Ice Dips	6 10	6 20
Carolina Rice	7 90	8 00
Brown Sago, lb.	0 05	0 07
Tapioca, medium pearl, lb.	0 07	0 09
Seed, lb.	0 07	0 09

SPICES.—There is a marked growth in the demand for all lines and though one cannot report anything but a quiet market, yet the undertone is firm, due to same cause outlined in our last issue—namely the reduction of many stocks to a minimum. Considerable fluctuation is the chief feature in primary centres, black and white peppers proving problematic.

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

NUTS.—The offerings of walnuts in shell have not been so heavy of late, due perhaps to cables received from France indicating a firmer market. Almonds are in fair demand, Pecans and coconuts being dull to a degree. Opening prices on California, 1912 crop should be named about end of this month.

In shell—		
Brazils	0 14	0 15
Filberts, Sicily, per lb.	0 10 <sup>1</sup> / <sub>2</sub>	0 12

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Filberts, Barcelona, per lb. ....	0 11	0 12
Tarragona Almonds, per lb. ....	0 16	0 17
Walnuts, Myette Grenobles, per lb. ....	0 14	0 15
Walnuts, Marbots, per lb. ....	0 14½	0 15½
Walnuts, Cornes, per lb. ....	0 11	0 12
Hungarian .....	0 13½	0 15
Shelled—		
Almonds, 4 crown selected, per lb. ....	0 35	0 37
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
Valencia shelled almonds, new crop. ....	0 35	0 37
Cashews .....	0 15	0 17
Peanuts—		
American—		
Japanese roasted .....	0 08½	0 09
Coon, roasted .....	0 08½	0 09
Diamond G, roasted .....	0 09	0 10
Bon Ton, roasted .....	0 10	0 11
Spanish No. 1 .....	0 11	0 12
Virginia No. 1 .....	0 13	0 15
Pecans, jumbo .....	0 18	0 19
Pistachios, per lb. ....	0 11	0 12
Walnuts—		
Bordeaux halves, bright .....	0 26	0 28
Broken. ....	0 27	0 29

## ONTARIO MARKETS.

### POINTERS—

Canned Peas.—Premiums asked by some firms.

Canned Beans.—Tendency to firmness. Sugar.—Uncertain future.

Toronto, Sept. 5.—No complaints are heard from grocery jobbers in regard to trade. Indeed, most of them expressed themselves as well pleased with volume of business. There is a good deal of business being done in sugar just now.

As the seasons come and go, so must the grocery lines of demand change. For some time now, summer goods have been occupying the stellar position on the stage of demand but must shortly give way to early fall goods. One instance of this is cereals of which heavier varieties will be demanded with the cooler weather. However, the demand for summer goods is not to an end and attention should still be given to them.

There should be a good trade in grocery lines during September. Preserving supplies will be an important item as well as pickling necessities. The most should be made of this trade while the time is ripe.

SUGAR.—Sugar situation is a difficult one to size up at present time as there are a great many different factors to consider. Last week a generally firmer turn to market was reported and it still continues, to some extent at least. It is one of those uncertain propositions, outcome of which it is difficult to predict.

With preserving season in full swing there is a brisk demand for sugar. Stocks throughout the country are not large.

Extra granulated, bags .....	5 05
Extra granulated, 20-lb. bags .....	5 15
Extra granulated, 5-lb. cartons .....	5 35
Extra granulated, 2-lb. cartons .....	5 35
Imperial granulated .....	4 90
Beaver granulated .....	4 90
Yellow, bags .....	4 65
Barrels of granulated and yellow will be furnished at 5 cents above bag prices.	
Extra ground, bbls. ....	5 45
Extra ground, 50-lb. boxes .....	5 65
Extra ground, 25-lb. boxes .....	5 85
Powdered, bbls. ....	5 25
Powdered, 25-lb. boxes .....	5 65
Powdered, 50-lb. boxes .....	5 45
Red Seal, 5-lb. box .....	4 37
Crystal Diamonds .....	7 50
Paris lumps, in 100-lb. boxes .....	5 80
Paris lumps, in 50-lb. boxes .....	5 90
Paris lumps, in 25-lb. boxes .....	6 20

SYRUP AND MOLASSES.—As far as prices are concerned, there is no change in either of these lines. The real quiet season will soon be past and with cooler weather we should see more activity.

Syrups—		Per case.
2-lb. tins, 2 doz. in case .....		2 55
5-lb. tins, 1 doz. in case .....		2 90
10-lb. tins, ½ doz. in case .....		2 80
20-lb. tins, ¼ doz. in case .....		2 75
Barrels, per lb. ....		0 03½
Half barrels, lb. ....		0 03½
Quarter barrels, lb. ....		0 04
Pails, 38½ lbs. each .....		1 90
Pails, 25 lbs. each .....		1 35
Maple Syrup—Compound—		
Gallons, 6 to case .....		4 80
½ gals., 12 to case .....		5 40
¼ gals., 24 to case .....		5 40
Pints, 24 to case .....		3 60
Maple Syrup—Pure—		
Gallons, 6 to case .....		6 60
½ gallons, 12 to case .....		7 25
Quarts, 24 in case .....		7 25
Pints, 24 to case .....		4 00
Quart bottles, 12 to case .....		3 50
Molasses, per gallon—		
New Orleans, medium .....	0 30	0 32
New Orleans, barrels .....	0 26	0 30
Barbados, extra fancy .....	0 50	0 50
Porto Rico .....	0 45	0 52
Muscovado .....	0 30	0 30

DRIED FRUITS.—California raisins being unusually low and Valencia raisins being high, naturally result is that Valencias are neglected to benefit of California article. However, there seems little or no prospect for any reduction in Valencias as speculators have pretty well brought up this year's crop. Raisin market on coast is also showing signs of increasing firmness and packers are holding rather firmly at quotations.

California prunes have shown just a slightly easier tinge. Premiums seem to be a little easier on the large sizes, due somewhat to the feeling that in some sections prunes are sizing up better than expected, and also to the fact that some of those who sold a big raft of small prunes at extremely low prices earlier forgot to figure that to get these prunes they would have to take in some of the other sizes, and now feel that they are a little long in some sizes.

Evaporated apples will apparently show a good yield in Ontario this year and prices will be lower.

Prunes—			
30 to 40, in 25-lb. boxes .....	0 11½	0 12½	
40 to 50, in 25-lb. boxes .....	0 10½	0 11½	
50 to 60, in 25-lb. boxes .....	0 10	0 10½	
60 to 70, in 25-lb. boxes .....	0 09½	0 10	
70 to 80, in 25-lb. boxes .....	0 09	0 09½	
80 to 90, in 25-lb. boxes .....	0 08	0 08½	
90 to 100, in 25-lb. boxes .....	0 08	0 08	
Same fruit in 50-lb. boxes, ¼ cent less.			
Bosnia prunes .....	0 07½	0 09	
Apricots—			
Choice, 25-lb. boxes .....	0 20		
Slabs .....	0 18		
Candied Peels—			
Lemon .....	0 10	0 11	
Orange .....	0 10	0 12½	
Citron .....	0 15	0 17	
Tapnets .....	0 04½	0 04½	
Bag figs .....	0 05	0 07	
Evaporated peaches .....	0 15	0 17	
Evaporated apples .....	0 10½	0 11½	
Currants—			
Patras .....	0 08	0 08½	
Fine Filiatras .....	0 07½	0 08	
Vostizias .....	0 10	0 12	
Uncleaned, ¼ cent less.			
Raisins—			
Sultana, choice .....	0 12	0 14	
Sultana, fancy .....	0 14½	0 15½	
Valencias, selected .....	0 08	0 08½	
Seeded, 1 lb. packets, fancy .....	0 08½	0 08½	
Seeded, 16-oz. packets, choice .....	0 08½	0 08½	
Dates—			
Hallowee's full boxes .....	0 06½	0 07	
Package dates, per 1 lb. ....	0 07	0 07	
Fards, choicest, 12-lb. boxes .....	0 09½	0 10½	
Fards, choicest, 60-lb. boxes .....	0 06½	0 07	

COFFEE.—Fluctuations in New York coffee market still continue while local market maintains an even tone. There is a fair demand for season.

The news from Brazil is not encouraging as to a fine flowering in September as fears are entertained of frosts doing damage, owing to the cold weather which is now being felt.

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

SPICES.—This is a season when spices are in good demand and retailers should keep them in prominence. Mixed pickling spice is a big seller just now. Cloves continue steady. A short crop in Zanzibar this year is now almost a certainty and this should act as a check on any large decline. In fact, consensus of opinion seems to favor higher prices this fall and winter. New York reports black and white pepper as fluctuating erratically but as closing at firmer prices.

	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 .....	25-00		
Ginger .....	22-27	65-85	75-95
Mace .....	65-80		9-2 75
Nutmegs .....	25-30	90-00	1 60-2 50
Peppers, black .....	19-22	67-75	80-90
Peppers, white .....	28-30	90-105	1 05-1 15
Pastry spice .....	20-27	65-95	75-110
Pickling spice .....	14-18	75-00	75-00
Turmeric .....	16-18		
Range for pure spices according to grade. Pails or boxes 2 cents per lb. below tins. Barrels 3 cents below tins.			
Mustard seed, per lb., in bulk .....		0 10	0 12
Celery seed, per lb., in bulk .....		0 40	0 45
Shredded coconut, in pails .....		0 16½	0 17

RICE AND TAPIOCA.—Business in rice is not brisk, although perhaps fairly active considering high range of prices. There is nothing in situation to indicate anything but steadiness, values in Far East still being on a higher basis than local figures.

Standard B., from mills, 500 lbs. or over, f.o.b. Montreal .....	3 90
Rice, standard B., f.o.b., Toronto .....	3 98
Per lb.	
Rangoon .....	0 04
Fancy rangoon .....	0 05
Patna .....	0 05½
Japan .....	0 06
Java .....	0 06½
Carolina .....	0 08
Sago, medium brown .....	0 06½
Tapioca—	
Bullet, double goat .....	0 08
Medium pearl .....	0 06½
Flake .....	0 08
Seed .....	0 06½

BEANS.—Feature in spot beans as for some time now is marked scarcity and until new crop come in, there can be nothing but firm prices. Various opinions are expressed on this year's crop but it does not appear to promise any too well just now.

Prime beans, per bush. ....	3 10
Hand picked, per bush. ....	3 25
California Lima, lb. ....	0 08
Hungarian, per bush. ....	2 65

## SITUATION IN CANNED GOODS.

TORONTO.—A tendency that has been gaining ground in local canned

goods of late peas and be marked in e some firms w dozen over and early J for standards said one job alteration in same dealer i canned bean general tend two lines.

As pointed been a reduct this year's p wholesalers

put out quot ture but are quoted. Red extent due to that pinks h good pack w as large as e with present grades. Sp plentiful and ed for preser

Reports fr lobster pack local broker his orders bu

2s, Asparagus Ti  
2s, Asparagus Bu  
Beans—  
2s, golden wa  
2s, golden va  
Gal., golden v  
2s, Refugee, 1  
2s, Refugee, 1  
2s, Midgets .

Peas—  
2s, extra fine  
2s, sweet writ  
Early June, s  
Standard, siz  
Gal., standard  
2s, Spinach ...  
3s, Spinach ...  
Gals., Spinach ...  
Group B are 2

2s, Black pitted  
2s, Black not pit  
2s, Red pitted c  
2s, Red not pit  
Gals., Red pitted  
Gals., Red not pi  
2s, White pitted  
2s, White not pi  
2s, Black curran  
2s, Black curran  
2s, Black curran  
Gals., Black curr  
Gals., Black curr  
2s, Red currants  
2s, Red currants,  
Gals., Red curran  
Gals., Red curran  
2s, Gooseberries,  
2s, Gooseberries,  
Gals., Gooseberrie  
2s, Pineapples, s  
2s, Pineapples, s  
2s, Pineapples, s  
2s, Pineapples, v  
2s, Pineapples, s  
2s, Rhubarb, pr  
2s, Rhubarb, pr  
Gals., Rhubarb,

Raspberry—  
2s, black, hea  
2s, black, pre  
2s, red, heavy  
2s, red, prese  
2s, Strawberries,  
2s, Strawberries,  
Gals., Strawberrie  
Gals., Strawberrie  
Group B are 2

Sockeye—  
1 lb. flats ..  
¼ lb. flats ..  
(5 c  
Red spring, 1 lb.  
Red, ¼ lb. flats  
Cohoe, 1 lb. tall  
Humpback, ¼ lb  
Humpback, 1 lb.

THE CANADIAN GROCER

MANITOBA MARKETS.

POINTERS—

Syrup—Advances 10c.  
Beans—Advance 15c.  
Sugar—Firm.

Spices—Strong market generally.  
Winnipeg, Sept. 4.—Winnipeg wholesalers continue to report a most satisfactory volume of trade. With the advent of warm dry weather which seems to have settled in at time of writing, prospects for fall business could hardly be better. Collections are fair for the time of year and retailers report a satisfactory proportion of cash trade. Scarcity of labor to handle the crop during harvest and threshing is the only untoward circumstance in the business situation.

Crown and Beehive syrups have made further advances and the sugar market is firmer although prices here as yet have not advanced and may not. A late circular from a London house reports pepper high, prices having advanced 3 and 4 cents there for white and black respectively; cloves and nutmegs are also dearer. Mace has advanced no less than 15 cents during the year. These advances will be felt locally before long.

SUGAR.—Sugar market is reported as firm at present, but whether there will be any advance here is problematical. It is reported that an advance has gone into effect in Saskatchewan. The demand here has been phenomenal during past three weeks and shows no signs of falling off.

Montreal and B.C. granulated, in bbls. .... 5 50  
Montreal and B.C. in sacks ..... 5 45  
Montreal and B.C., yellow, in bbls. .... 5 10  
Montreal yellow and B.C. yellow, in sacks. .... 5 05  
Icing sugar, in bbls. .... 4 95  
Icing sugar, in boxes (25 lbs.) ..... 6 20  
Powdered sugar, in bbls. .... 5 70  
Powdered sugar, in boxes ..... 5 70  
Powdered sugar, in small quantities ..... 5 50  
Lump, hard, in bbls. .... 6 40  
Lump, hard, in half bbls. .... 6 45  
Lump, hard, in 100-lb. cases ..... 6 40

SYRUP.—Crown and Beehive syrups have again advanced 10 cents per case and 15 cents per barrel respectively. The demand is about normal although some country grocers are securing stocks in anticipation of active fall trade as soon as butter prices go up.

Syrups—  
24 2-lb. tins, per case ..... 2 48  
12 5-lb. tins, per case ..... 2 88  
6 10-lb. tins, per case ..... 2 76  
3 20-lb. tins, per case ..... 2 77  
Half-barrels, per cwt. .... 4 22  
Barbados molasses, in half bbls., per gal. .... 0 45  
New Orleans molasses, half bbls., per gal. 0 31  
Maple syrup—  
Imperial quarts, 2 doz. case ..... 6 20  
½ gals., 1 doz. case ..... 5 85  
Gals., ½ doz. case ..... 5 40

DRIED FRUITS.—From reports of an abundant apple crop indications are that evaporated apples will be cheap this season. Other dried fruits are steady. The California fig crop is about an average. The Greek currant crop is above average. There will be 132,500 tons for export, about 12,000 more than last year.

goods of late is that of firmer values in peas and beans. This is perhaps more marked in case of peas and there are some firms who are asking 10 cents per dozen over opening prices on standard and early June. "We are asking \$1.35 for standards and \$1.40 for early June," said one jobber, "although there is no alteration in extra fine sifted." This same dealer is also asking a premium on canned beans. There seems to be a general tendency to firmness on these two lines.

As pointed out last week there has been a reduction of 50 cents per case on this year's pack of pink salmon. Most wholesalers when salmon figures were put out quoted pinks at \$1.25 for future but around \$1.15 is now being quoted. Reduction was possibly to some extent due to competition but it appears that pinks have as usual been a fairly good pack while demand has not been as large as expected would be the case with present high prices on better grades. Spot pinks, however, are not plentiful and around \$1.35 is being asked for present delivery.

Reports from packers in regard to lobster pack seem none too bright. One local broker states that he has filled all his orders but is booking no more.

Vegetables.		Per doz.
		Group A
2s. Asparagus Tips	.....	\$ 2 27½
2s. Asparagus Butts	.....	1 42½
Beans—		
2s. golden wax	.....	1 00
2s. golden wax	.....	1 40
Gal. golden wax	.....	4 05
2s. Refugee, green	.....	1 00
2s. Refugee, green	.....	1 40
2s. Midgets	.....	1 30
Peas—		
2s. extra fine sifted, size 1	.....	1 75
2s. sweet wrinkles, size 2	.....	1 35
Early June, size 3	.....	1 30
Standard, size 4	.....	1 25
Gal. standard, No. 4	.....	5 00
2s. Spinach	.....	1 30
2s. Spinach	.....	1 80
Gals. Spinach	.....	5 32½
Group B are 2½c per doz. less than above.		
Fruits.		
2s. Black pitted cherries, heavy syrup	.....	1 97½
2s. Black not pitted cherries, heavy syrup	.....	1 55
2s. Red pitted cherries, heavy syrup	.....	1 97½
2s. Red not pitted cherries, heavy syrup	.....	1 55
Gals. Red pitted cherries	.....	8 55
Gals. Red not pitted cherries	.....	8 05
2s. White pitted cherries, heavy syrup	.....	1 97½
2s. White not pitted cherries, heavy syrup	.....	1 65
2s. Black currants, heavy syrup	.....	2 00
2s. Black currants, preserved	.....	2 30
Gals. Black currants, standard	.....	5 30
Gals. Black currants, solid pack	.....	8 30
2s. Red currants, heavy syrup	.....	2 00
2s. Red currants, preserved	.....	2 30
Gals. Red currants, standard	.....	5 30
Gals. Red currants, solid pack	.....	8 30
2s. Gooseberries, heavy syrup	.....	2 00
2s. Gooseberries, preserved	.....	2 30
2s. Gooseberries, standard	.....	7 02½
Gals. Gooseberries, solid pack	.....	8 80
2s. Pineapples, sliced, heavy syrup	.....	2 05
2s. Pineapples, shredded, heavy syrup	.....	2 05
2s. Pineapples, whole, heavy syrup	.....	2 27½
2s. Pineapples, whole, heavy syrup	.....	2 77½
2s. Pineapples, sliced, Hygeian Brand	.....	2 27½
2s. Rhubarb, preserved	.....	1 55
2s. Rhubarb, preserved	.....	1 30
Gals. Rhubarb, standard	.....	3 52½
Raspberry—		
2s. black, heavy syrup	.....	2 15
2s. black, preserved	.....	2 40
2s. red, heavy syrup	.....	2 15
2s. red, preserved	.....	2 40
2s. Strawberries, heavy syrup	.....	2 15
2s. Strawberries, preserved	.....	2 30
Gals. Strawberries, standard	.....	7 52½
Gals. Strawberries, solid pack	.....	9 77½
Group B are 2½c per doz. less than above.		
SALMON PRICES.		
Sockeye—		
1 lb. talls	.....	2 87½
1 lb. flats	.....	2 92½
½ lb. flats	.....	1 70
(5 case lots 2½c doz. less.)		
Red spring, 1 lb. talls	.....	2 50
Red, ½ lb. flats	.....	1 50
Cohoec 1 lb. talls	.....	1 30
Humpback, ½ lb. flats	.....	0 90
Humpback, 1 lb. talls	.....	1 25

Prunes—	Per lb.
90-100s, 25s, s.p.	0 06¼
90-100s, 18s, s.p.	0 06
80-90s, 25s, s.p.	0 06½
80-90s, 18s, s.p.	0 07½
70-80s, 25s, s.p.	0 07½
70-80s, 18s, 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 05¼
Half boxes	0 05½
Half bags	0 04½
Valencia Raisins—	
Fine, f.o.s., 28s, s.p., per box	2 25
Fine, selected, 28s, s.p., per box	2 40
4-crown layers, 22s, s.p., per box	5 35
4-crown layers, 14s, s.p., per box	1 25
4-crown layers, 7s, s.p., per box	0 70
Ne plus ultra, 82s, s.p., per box	2 20
Currants—	
Dry, clean, per lb.	0 08
Washes, per lb.	0 08½
1-lb. package	0 08½
2-lb. package	0 17½

BEANS.—A shortage in the Ontario visible supply of spot beans has led to a further advance in prices of 15 cents on hand picked and 10 cents on 3-lb. pickers.

Beans—  
Hazel picked, bushel ..... 3 30  
3 lb. picked, bushel ..... 3 20  
Split peas, sack 38 lbs. .... 4 00

TEAS AND COFFEES. — Nothing new to report in local situation—prices firm, demand good.

Coffee	Per lb.
Green Rio	0 18
Roasted	0 22
Green Santos	0 19
Roasted Santos	0 21
Chicoory	0 12½
Tea—	
China blacks, per lb.	0 15 0 40
Ceylons	0 25 0 40
Japans	0 20 0 50

NUTS.—Trade normal and quite up to the average at this time of the year.

Nuts—	Per lb.
Brazil, per lb.	0 18 0 19
Paragon Almonds	0 16¼
Peanuts, roasted Jumbos	0 12¼
Peanuts, choice	0 11
Pecans	0 18
Marbot Walnuts	0 13½
Grenoble Walnuts	0 16
Sicily Filberts	0 11½
Shelled Almonds	0 33 0 34
Shelled Walnuts	0 31

FRUITS AND VEGETABLES. — There are a good many changes in fruit prices this week. Lemons, limes and Washington apples are cheaper. Plums are about as low as they are likely to go. Southern grapes and Duchess apples are on the market.

Fresh Fruit—	Per lb.
Apples, Duchess, bbl.	4 50 5 00
Oranges, Valencia	5 00 1 50
Bananas, bunch	2 50 3 50
California lemons, crate	7 00
Limes, box	2 00
Washington apples	2 00
Cucumbers, per doz.	0 70
Grapes, blue, basket	0 50
Peaches	1 25
Plums	1 10 1 20
Bartlett pears, case	3 00
Bartlett hardy pears	2 75
Washington peach plums	1 50
Ontario tomatoes	1 10
New potatoes, per bushel	0 60

NEW BRUNSWICK MARKETS.

St. John, Sept. 5.—Local wholesale grocers are unanimous in opinion that season thus far has been one of best in many years and some are prepared to present figures certifying to fact that bulk of trade and returns have been much more encouraging this year than for some time. This refers chiefly to local market but it may be said that throughout New Brunswick as well conditions of trade are most pleasing, large

sales being recorded. Collections during the last month or so have, however, been slightly disappointing to some dealers and there may be a few losses on this account.

Market during the past week has seen few changes of unusual interest. Flour remains unchanged and at present there seems to be no reason for expecting any alterations in quotations. Local advices to hand are to effect that Ontario wheat crop has been harvested and that it is only about 60 per cent. of last year. No change worth noting is looked for until the crop in northwest is harvested, or at least until it is determined how heavy it will be. There has been a slight advance of about 4 cents in oats caused by the wet weather interfering with harvesting.

Pork and beef remain high and there seems to be no lowering of prices in view.

Butter and eggs are on upward move, and former is particularly scarce. High prices are expected for butter before the winter is fairly well under way.

Bacon	.....\$	\$0 15
Beans, hand picked, bushel	.....	3 10
Beans, yellow eye, bushel	.....	3 15
Butter, dairy, per lb.	.....	3 05
Butter, creamery, per lb.	.....	0 25
Buckwheat, W. grey, bag	.....	0 21
Cheese, new, lb.	.....	0 15 1/4
Currants 1's, lb.	.....	0 15 1/2
Canned Goods—		
Beans, baked	.....	1 25
Beans, string	.....	1 35
Corn, doz.	.....	1 00
Peas, No. 4	.....	1 27 1/2
Peas, No. 3	.....	1 32 1/2
Peas, No. 2	.....	1 37 1/2
Peas, No. 1	.....	1 80
Peaches, 2's, doz.	.....	1 95
Peaches, 3's, doz.	.....	3 00
Raspberries, doz.	.....	2 20
Strawberries	.....	2 20
Tomatoes	.....	4 00
Clams	.....	4 25
Cornmeal, gran.	.....	5 25
Cornmeal, bags	.....	1 90
Cornmeal, bbls.	.....	3 95
Eggs, henery	.....	0 27
Eggs, case	.....	0 25
Finnan Haddies	.....	4 40
Fish, cod, dry	.....	5 50
Flour, Manitoba	.....	6 65
Flour, Ontario	.....	5 75
Lard, compound, lb.	.....	0 11 1/2
Lard, pure, lb.	.....	0 14 1/2
Lemons, Messina, per box	.....	3 50
Molasses, Barbados, fancy	.....	0 35 1/2
Oatmeal, rolled	.....	5 75
Oatmeal, std.	.....	6 35
Pork, domestic mess	.....	24 50
Pork, American clear	.....	24 75
Potatoes, barrel	.....	24 25
Raisins, California, seeded	.....	2 50
Rice, per lb.	.....	0 09
Salmon, Case	.....	4 25
Red Spring	.....	9 25
Cohoos	.....	9 50
Sugar—		
Standard granulated	.....	8 50
Austrian granulated	.....	5 10
Bright yellow	.....	5 10
No. 1 yellow	.....	4 99
Paris lumps	.....	4 60
		6 15
		6 40

### PLATE GLASS WINDOWS ON HINGES.

In Carlsbad, Germany, all the plate glass windows are on hinges enabling the store staff to get at them from the front as well as from the inside. This method of hanging them is found to be specially serviceable where the stock is large and varied and the space valuable, and therefore, narrow, as well as where business is being done with passers-by. Many of the windows are, too, of enormous size.

## The Need of System in a Retail Business

A Look Into Some Grocery Stores Where Reform is Needed—  
Planning the Work of Clerks—Lack of Attention to Floor Space—How One Dealer Secured Number of New Customers by Means of Systematic Delivery.

By O. S. Johnston.

The sea captain who begins a voyage without a compass encounters a sea of trouble. The building contractor who starts to erect without laying his plans beforehand, is, to adopt an old saying, building castles in the air. Success in business has invariably been achieved by men whose plans have been well mapped out before the first gun was fired, by men who have equipped themselves with a compass and who made their trade building plans along sound lines.

What value then, do you place on system? Do you believe in letting a business run you, or running it yourself? With system you can run it successfully. Without it, it will run you to the wall. The latter would be an undesirable state of affairs, so let us see where well preconceived plans have helped out some, while lack of same have hindered others from advancing.

### Planning the Clerk's Work.

If there is anything which is an abomination in the sight of a customer, it is a clerk doing something other than attending to her or doing nothing at all. All women are not impatient, but some clerks apparently do their best to make them so. In a grocery store not long ago a woman was seen awaiting attention at the counter while the clerk was snatching a glimpse at the sporting page of a newspaper. This kind of service gives rise to complaint, and when the store is criticised by the customers, they are justified in saying, "my, but they're slow."

There is a dealer, however, known to the writer, who realized that by apportioning certain work to each clerk he would overcome the loafing evil and here is what he has to say:—"I used to have one clerk always work on the front counter filling orders as they were taken, thinking that the large pile of goods constantly on the counter would impress the customer with the busy nature of the store, but I often noticed customers standing near him waiting to be served and becoming impatient when he paid no attention to them, but went on with the work I had given him. I began to plan a little, and decided to set aside a place for this man in the rear and instructed the clerks as they took an order to pass it on to him for filling. This plan kept them always on the hop, customers got served quickly, and there

was no possibility of their standing near the order filler and getting impatient because he stuck to his post and did not serve them.

### System in Delivery.

"Sure Mr. Blank runs the legs off his horse while mine is always fresh and never overworked," remarked another dealer. He at one time had trouble in delivering goods promptly until he conceived a plan. Just as soon as the driver was ready to move out in a certain direction, he would use the telephone and call up some housekeepers who never dealt with him, at least sparingly, and spoke thus, "Madam, my afternoon delivery is almost ready to go out. We will pass your door in a few minutes. Is there anything I can send you? What about —?" And right enough this man of enterprise got a number of them to say "Yes, send me —." The result was he took away a number of customers from his competitors and established two or three deliveries at certain hours each day which as he candidly put it, "I bluffed them into thinking was a regular thing with me."

The greatest victories in war have been won through the preconceived plan, and not acting on the spur of the moment. Here is a case where a dealer educates his customers to order goods for such and such a delivery, thereby increasing his business all round.

### Overcrowding With Hampers.

There is a certain store in Montreal which in one way causes temporary amusement to customers; but this amusement unfortunately for the dealer, soon develops into disgust, and the transition is rapid. Instead of having hampers delivered at back or at any rate carried to rear of store, the proprietor has them left in the middle of the floor, which is none too spacious and the customer has an amusing time finding her way to the counter. But ruffled feelings are soon aroused when the dealer opens a crate of celery and peels it there and then, throwing the leaves here and there, placing danger in the way of visitors because many a fall has come as the direct result of tramping on a peel of some description.

One may rest assured that there is something wrong when he sees a woman gathering her skirts on entering the store. He may count on something being there which is objectionable



## Watch

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As for some milling world dealers interest continue to be ing new crop. ing the progr harvest to disc able trend of during the co

Western Ca record wheat mates now ran mark. If noth and the end of lower prices commodities will l ready shows p approach of nev under way in few weeks, so known and if orable as at values seems be remembre harvested yet

This year's well and this for last week? ket. Wester prospects of 200 million prices and th

It looks as range at fair! Ontario crop vested is only year, althoug that last yea usual.

FLOUR. — volume of b count with a country, but practically n side are exp new crop wh will be a ree

Winter wheat, fa  
Straight rollers,  
Manitoba 1st Spr  
Manitoba straight

# FLOUR & CEREAL DEPARTMENT



## Watching Progress of Western Crops

To Discern Probable Trend of Flour and Cereals — Wheat Showing Well So Far—If Conditions Continue Favorable May be Concessions in Flour—Something More Definite in Few Weeks.

As for some time now, the eyes of the milling world as well as of those retail dealers interested in flour and cereals continue to be directed to the approaching new crop. They are closely watching the progress of the Western Canada harvest to discern if possible, the probable trend of values in flour and cereals during the coming season.

Western Canada gives promise of a record wheat yield this year and estimates now range around the 200 million mark. If nothing crops up between now and the end of the harvest, it is felt that lower prices on wheat and wheat commodities will be seen. Wheat market already shows signs of wavering under approach of new crop. Threshing is now under way in certain centres and in a few weeks, something definite should be known and if conditions continue as favorable as at present, some shading in values seems evident. However, it must be remembered that the wheat is not all harvested yet.

This year's crop of oats also promises well and this was probably responsible for last week's decline in rolled oat market. Western millers thought present prospects of a yield ranging from 175 to 200 million bushels warranted lower prices and thus the decline.

It looks as if winter wheat flour will range at fairly high level this year. The Ontario crop of wheat which is now harvested is only about 60 per cent. of last year, although it must be remembered that last year's yield was heavier than usual.

### MONTREAL.

FLOUR. — There has been a fair volume of business done for local account with a passing demand from the country, but export business has been practically nil as buyers on the other side are expecting lower prices for the new crop which from all appearances will be a record one.

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 80	
Manitoba straight patents, in bags	5 30	

Manitoba strong bakers, in bags	5 10
Manitoba second, in bags	4 70

ROLLED OATS. — Following on recent decline rolled oats are resting there being no further change. But there is a little more business doing.

Fine oatmeal, single bag lots	2 64
Standard oatmeal, single bag lots	2 64
Granulated oatmeal, single bag lots	2 64
Bolled Cornmeal, 100 bags	2 25
Rolled oats, jute bags, 90-lb. single bag lots	2 27½
Rolled oats, cotton bags, 90-lb., single bag lots	2 27½
Rolled oats, barrels	5 25
Rolled wheat, bbl.	2 75
Hominy, 98 lb. sack	2 30

### TORONTO.

FLOUR.—There have been no changes in local flour prices nor are there any particularly new features to report. The same keen interest in the progress of Western Canada's wheat crop is in evidence.

There has been no improvement in the delivery of winter wheat. Probably farmers are busy just now or they may be holding back as in other years. Wheat prices are still too high for any export business in flour.

Manitoba Wheat.	
1st patent, in car lots, per bbl.	5 70
2nd patents, in car lots, per bbl.	5 20
Strong bakers, in car lots, per bbl.	5 00
Feed flour, in car lots, per ton	31 00 33 00
Winter Wheat.	
Fancy patents, domestic consumption	4 85 5 15
Patents, 90 p.c., domestic consumption	4 55 4 85
Straight roller, domestic consumption	4 35 4 55
Blended, domestic consumption	4 85 5 05

CEREALS.—Rolled oats prices are unchanged at last week's decline of 25 cents per barrel. It would seem that it was the shadow of the approaching new crop which brought about the reduction, as old oats continue firm on account of scarcity. Again, it is said that some western millers indulged in price cutting, and that lower prices were followed by Eastern manufacturers.

Rolled oats, small lots, 90 lb. sacks	2 27½
Rolled oats, 25 bags to car lots	2 27½
Standard and granulated oatmeal, 98 lb. sk.	2 64
Rolled wheat, small lots, 100 lb. bbls.	3 00
Rolled wheat, 5 barrel to car lots	2 80 2 90
Cornmeal, 98 lb. bags, 25 bag lots	2 25 2 30
Rolled oats in cotton sacks, 5 cents more.	

MILL FEEDS. — Demand for both bran and shorts continues to exceed the supply. Prices are unchanged.

Bran, ton, car lots	\$22 00
Shorts, ton, car lots	26 00

### WINNIPEG.

FLOUR AND CEREALS.—With the setting in of finer and more settled weather wheat prices are easier and flour may follow suit. The export situation is however strong and may counterbalance the weight of a heavy crop.

Flour—	
1st patents, cwt.	3 05 3 15
2nd patents, cwt.	2 85
Strong bakers', cwt.	2 75
Rolled Oats—	
20 lb. sack	0 60
40 lb. sack	1 15
80 lb. sack	2 25
Granulated oatmeal, per cwt.	2 75 2 75
Corn Meal—	
98 lb. sacks	2 30
49 lb. sacks	1 30

### TAKING UP EXTRACT STANDARDS.

Meeting to be Held in Ottawa on September 25 For This Purpose.

Toronto, Sept. 5.—Some months ago negotiations were begun between Chief Analyst A. McGill of Inland Revenue Department, Ottawa, and the Pure Food Section of the Canadian Manufacturers' Association with regard to food standards for extracts. These standards have not yet been fixed, as both Prof. McGill and the manufacturers are anxious to have them as practicable as possible, and, therefore, will take plenty of time.

Recently a meeting was held in Toronto to discuss a draft of vanilla and lemon extracts from Mr. McGill. There were present Jas. Litster, Litster Pure Food Co., who is chairman of the Pure Food Section of the C. M. A.; F. F. Stuart, Stuart Bros., Niagara Falls; Mr. Moore, National Drug Co., Toronto; and Prof. Cotton, of J. J. McLaughlin, Limited, Toronto.

Some changes were suggested in the drafted standards and Mr. McGill will be met in Ottawa on Sept. 25 to go into them thoroughly. The annual meeting of the Canadian Manufacturers' Association will be held at that time in Ottawa.

According to statistics compiled by a New York agency, only 2,500 grocers and delicatessen dealers in that city are rated \$1,000 or more. The list contains the names of 14,000 dealers.

## Competition in Chocolates Aids Dealer

The Old Peppermint Drop and Aniseed Ball are But Poor Relations to the Candy of To-day—These Have Not Only Been Improved in Quality, But are Supplied in More Attractive Form—Boxed Goods and High Quality Bulk Varieties Enable Dealers to Secure High Class Trade—They Can Sell Candy For What it is, Good Food.

"My, I never had these when I was a girl." That is what our grandmothers would say if they were here to-day and took a stroll through some of the leading grocery stores in any large city. They would gaze with pleasure on the delicious confections and wonder why the young folk are not satisfied with the old fashioned cinnamon stick, peppermint drops and aniseed ball.

Ere long, though, they would realize that extravagant as the taste may have grown, nevertheless, the increased output of sweetmeats from the factories and their richer nature must simply be one of the striking results of the onward march of science and skill.

### Chocolates Show Great Advance.

The greatest advance has undoubtedly been made in the manufacture of chocolates. The smaller chocolate with the rich, delicate centre has made great headway. One manufacturer vies with the other in his anxiety to produce something better and different. In fact, manufacturers resemble, in a sense, the Bereans of Scriptural fame, who were always on the lookout for "something new."

### Helps The Dealer.

And all this rivalry helps the retailer. It insures him being offered purer goods and puts an obstacle in the way of the unscrupulous maker who would force impure goods upon him, or at least concoctions which have no appealing force for the consumer, but an attractive desire-creating name.

There is a constant cry for pure cleanly goods and the fact that even a number of staple lines are being put up in cartons, makes it natural for us to expect a good deal of confectionery being delivered in sealed packages. This keeps the goods fresh in their passage from factory to consumer, and preserves the pure flavor of the cocoa and whatever flavoring may be used. While sales are frequently made from trays in the show cases, there will be a constant demand for the package goods also. Bulk goods, properly cared for, are a splendid stock to handle also.

### Attractiveness of Package Counts.

Package chocolates afford splendid opportunities for display, more especially as in more recent years, a move has been made towards highly litho-

graphed boxes, which, in themselves, invite a test. Here again is another instance of competition working indirectly for the retailer. In the case of bottled goods the label is pretty well a fixed thing, no change from one year to the other. But with chocolates, Dame Fashion is in control, and sees that the taste is catered to regularly by a total periodical change in style of package, etc.

In the olden days chocolates were not an extra desirable stock, because factories were not properly ventilated and on humid days the coating would soften, and the supply, instead of being attractive, would become a sticky mass and prove objectionable to the eye. To-day refrigeration machinery has reached such a stage of perfection that the cool, icy air can be introduced to the coating and dipping room, uniformly in every respect, with the result that the coating can be preserved and an equal and lasting chocolate color is given the sweetmeats.

### Medical Experts Recommend Candy.

When the medical profession advocates a reasonable use of pure candies, the dealer may feel sure that he will encounter no snags when offering good goods for sale; and while at one time the digestive organs were considered liable to derangement from contact with candy, to-day the profession are more acquainted with the food value of sugar and cocoa and the percentage of nutriment in both, and so are not antagonistic to it.

To sum up, therefore, the retailer should consider the points just given, as they prove conclusively that no good store should be without a strong well arranged confectionery department. As aforesaid, the public demand for pure chocolates is strong, and the rivalry among bigger manufacturers goes far towards raising the standard of purity, while the elaborate packing means easy sales. Indeed, the dealer should get some data on the nutritive value of sugar, etc., and with it, he will find himself in a position to talk intelligently to the customer and to create sales on his own initiative. After all, what is more desirable than to be able to create sales in this way? By cultivating the art, you secure yourself a place amongst the ranks of those big dealers who are called, and truly called SALESMEN.

## SEASONABLE FISH LINES.

### Facts of Interest About the Haddock Cod and Maritime Sole.

**HADDOCK.**—The haddock may be called a staple fish line as it is on the market almost the whole year round. The main sources of supply are the Banks which extend from the latitude of Newfoundland, down as far as Nantucket Island, that is, to a point opposite the State of Rhode Island. The quantities caught both in the States and Canada run well into the millions of pounds annually, one large wholesaler putting the amount conservatively at 10,000,000 pounds. As an article of diet it is very popular, and dealers can have no difficulty in getting rid of a fair quantity weekly, if they only go the right way about it. One strong point in favor of large sales is the fact that it is much cheaper than any other fish and the trade can always count on a heavy sale during years when the cost of living reaches a high level.

**COD FISH.**—The cod, for sake of explanation, may be termed the raw material for several lines of prepared fish put on the market, such as dried cod, boneless and skinless cod, desiccated or shredded, and in the popular form salted cod. As to the latter in former days when distribution problems were many and facilities few, the salted cod was one of the main lines of diet. To-day a fair number of shipments are made in the salted form but the heaviest demand is for the prepared, the reason being apparent. Large quantities are also sold in the fresh state but not to same extent as the haddock. Codfish is certainly one of the most palatable of sea food and its reputation is a world-wide one. It belongs to the northern latitude of this country, the season running from May 1st to the end of December. The length of the season is due to the fact that it is first located deep down miles out from the coast, a gradual move being made towards the shores till it is sometimes found in the narrow and shallow inlets. It then moves out again being caught at end of season on the farthest banks of the ocean. That it is one of the most prolific of fish, no one will dispute as one female will deposit as many as 10,000,000 eggs.

P. Y. Anderson, general merchant, Wyoming, Ont., has been advertising a going out-of-business sale. It began on Aug. 24, and lasted until Sept. 4. The advertisement stated that "4 bottles of extracts", "7 bars — soap", and "3 boxes ammonia" would each be sold for 25 cents "if bought together with other groceries to the value of \$1 or upwards."



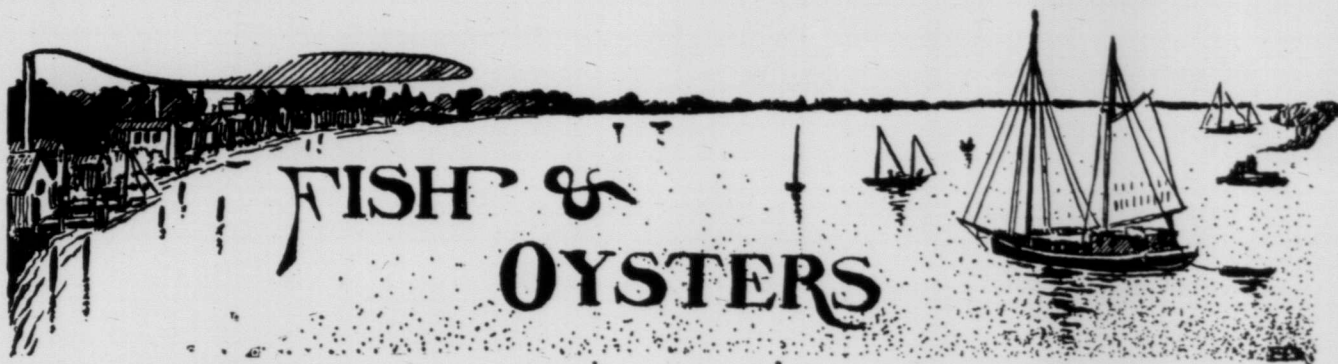
## Rain

Unfavorable provinces is intense with the time rainy weather making it impossible to feel that this effect on prices they do not soon. It is said that of quintals of cod. While the ocean again, it has no appreciable proportions are coming are being induced but cooler weather bring activity. be shaping for. There is a fit for as weather more scarce.

**MONTREAL.** and price has Supplies coming American supplies customs duty 1 Gaspé salmon is small supplies coming along. that none is Haddock and also lake trout dore and pike

**FRESH**  
 Fancy spring salmon  
 Large shad herring,  
 Market cod, cases, 2  
 Less than case .....  
 Smelts, fancy .....  
 Haddock .....  
 Halibut, per lb. ...  
 Herring, frozen, per  
 Mulletts .....  
 Pike, dressed and h  
 Steak, cod .....  
 Mackerel .....  
 B.C. red salmon ...  
 New Gaspé salmon.  
 Qualla salmon .....  
 No. 1 smelts, per lb.  
 Lake trout, per lb.  
 Whitefish, large, per  
 Pure cod tablets, 20  
 Whitefish, small, lb.  
 Barbotte (dressed) b  
 PR  
 Boneless cod, in blk  
 Dry pollock, 100 lb.  
 Shredded cod, 2 doz.  
 Boneless strip cod,





## Rainy Weather Hampers Curing of Fish

On Eastern Coast—May Have Some Effect on Prices Later On—Need Fine Warm Weather—Cooler Weather Needed to Enliven Oyster Trade.

Unfavorable weather in the Maritime provinces is interfering to a considerable extent with the curing of fish. For some time rainy weather has been general, making it impossible to cure stock. It is felt that this may probably have some effect on prices later on, especially if they do not soon get fine warm weather. It is said that fishermen have thousands of quintals of cod salted, but not dried.

While the oyster season has opened again, it has not as yet developed into appreciable proportions. Initial shipments are coming along, more retailers are being induced to take up the line, but cooler weather will be needed to bring activity. Fish business appears to be shaping for a good fall trade.

There is a firmer feeling in swordfish for as weather grows cooler they become more scarce.

### QUEBEC.

MONTREAL.—Halibut is very scarce and price has advanced considerably. Supplies coming to hand now are from American supply of Pacific Coast, the customs duty payable adding to price. Gaspé salmon is practically finished, but small supplies of fresh B. C. salmon are coming along. Brook trout are so scarce that none is obtainable at present. Haddock and cod though, are plentiful, also lake trout and whitefish, but fresh dore and pike are extremely scarce.

### FRESH AND FROZEN.

Fancy spring salmon, per lb.	0 18	0 20
Large shad herring, each	0 02	0 02
Market cod, cases, 250 lbs., per lb.	0 04	0 04
Less than case	0 04½	0 04½
Smelts, fancy	0 10	0 10
Haddock	0 04½	0 04½
Halibut, per lb.	0 12	0 12
Herring, frozen, per 100 fish	1 90	2 00
Mullet	0 04½	0 05
Pike, dressed and headless, lb.	0 08	0 08
Steak, cod	0 06	0 06
Mackerel	0 10	0 10
B. C. red salmon	0 10	0 11
New Gaspé salmon, per lb.	0 15	0 15
Qualla salmon	0 07½	0 08
No. 1 smelts, per lb.	0 09	0 09
Lake trout, per lb.	0 12	0 12
Whitefish, large, per lb.	0 09	0 10
Pure cod tablets, 20 1-lb. tablets	2 30	2 30
Whitefish, small, lb.	0 06	0 06
Barbotte (dressed) bullheads, per lb.	0 08½	0 08½

### PREPARED FISH.

Boneless cod, in blocks or pkgs., lb.	8, 10, 11, 12
Dry pollock, 100 lb. bundles, per bundle	5 50
Shredded cod, 2 doz. in box, per box	2 10
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	6 50
Scotch herring, keg	1 00
Holland herring, half bbl.	5 50
Holland herring, keg	0 75
Boneless new herring, 10-lb. boxes	0 12½
Salt eels, per lb.	0 06
Labrador salmon, bbls.	18 00

### SMOKED.

Bloaters, box	1 10
Yarmouth bloaters, fancy, per box	1 25
Haddies, fancy, 15-lb. boxes, per lb.	0 07½
Fillet, fancy, 15-lb. boxes, per lb.	0 11
Herring, new, smoked, per box	0 18
Kippers (small), per box of 50 fish	1 10
Smoked salmon, per lb.	0 25

### SHELL FISH.

Solid meats—Standards, gal., \$1.75; selects, gal.	2 00
Boiled lobsters, per lb.	0 20

### ONTARIO.

TORONTO.—Greater activity should shortly develop in fish and oysters. Wholesale dealers are beginning to put their shoulders to the wheel and retail dealers should now begin the planning of their fall campaign.

There are no changes in local quotations. Whitefish and trout continue scarce. While oyster season is opened, even all wholesale dealers are not handling them yet, but will commence soon. Cooler weather will help trade a good deal.

### FRESH CAUGHT FISH.

White fish, per lb.	0 12
Lake trout, per lb.	0 12
Steak, cod	0 08
Haddock	0 07
Halibut	0 11
Flounders	0 07
Herrings, per lb.	0 05
Pike	0 07
Perch	0 07
Restigouche salmon	0 25
Bluefish	0 20
Striped bass	0 25
Butterfish	0 15
Sea bass	0 20
Sea herring	0 08

### SMOKED.

Finnan haddie	0 08
Smoked fillets	0 09
Smoked bloaters, 60s	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
Mackerel, each	0 22

### NOVA SCOTIA.

HALIFAX.—There is practically nothing doing in fish business at present.

Exports are light and there is little fish in store here. Weather continues unfavorable for curing fish, and this may have effect on prices later on. Conditions in this respect are unprecedented, and outlook is not promising. It is stated that the fishermen have thousands of quintals of cod salted, but not dried, and that they must have fine warm weather to cure the fish. Scarcely a day passes, but rain falls.

Fresh herring are in good supply, but local demand for this class of fish is light. Salt herring is a better seller, and there is some good stock now on the market.

While some small hauls of mackerel are being made along coast in vicinity of St. Mary's Bay, fishing this season has been a failure. There are practically no cured mackerel of any size offering.

Catches of cod by inshore bank fishermen are small. Large quantities of Haddies are being exported. Smoked salmon are fairly plentiful. There is not much doing in the canned fish line.

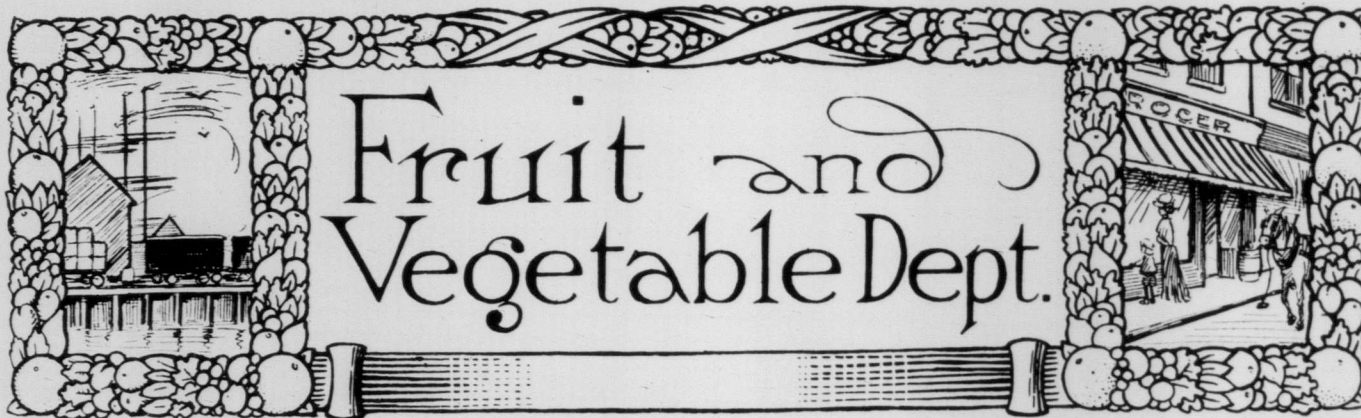
### MANITOBA.

WINNIPEG.—There is nothing to report in fish business all staple lines being steady and demand quite up to average. Oysters will probably be on market next week.

Fresh salmon	0 15
Lake Winnipeg whitefish, lb.	0 06½
Fresh pickered	0 08½
Steak, cod	0 10
Trot	0 12
Halibut	0 10
Finnan haddies	0 08
Bloaters, per box	1 50
Holland herrings, keg	0 65
Kippered herrings, box	2 00
Labrador herrings, half barrel	1 50
Mackerel, salt, keg	2 75

F. Squires, grocer, Havelock, Ont., and his clerk, W. J. McBurney, attended the Canadian National Exhibition on the holiday.

C. A. MacMillen of Sugars & Canners, Ltd. Montreal, spent the week end out of town.



## Domestic Peaches Now in Good Supply

Being Pushed for Preserving—Crawford Variety in This Week  
—Bartlett Pears Ready to Pick—Lombard Plums are Short—  
Lemon Prices Maintained—Little Attention to Oranges.

Home grown fruits occupy the centre of the stage at most fruit markets just now with peaches in particularly good supply. California peaches are being forced from the market by the flood of the Canadian stock which is running more and more to freestone varieties and is consequently being pushed strongly for preserving purposes. Crawford made their debut this week but crop is light and prices are expected to rule quite high.

The Canadian pear is not yet far enough advanced to force American product off market. Oregon and Washington are sending some Bartletts but are now about done shipping. Canadian Bartletts are now ready to pick although rather hard as yet. Lombard plums which are usually a good crop are light this year. Damson plums will also be high.

Malaga grapes have been coming to Canadian markets from California. This week marks the arrival of some Canadian stock which will continue to increase. Canteloupes are plentiful but on some markets there are a lot of poor quality.

In spite of weather that does not work for as large a demand as usual, lemons maintain a steady position. As pointed out before, stocks are not large while there will be little or no stock coming along until arrival of new crop. Late Valencia is only variety of orange now available but owing to pressure of domestic fruits, they are not getting much attention just now.

### MONTREAL.

**GREEN FRUITS.**—The market keeps active, with all lines moving out freely, even though some quotations are on the high side. Still the consumer is getting used to paying the upper figure so that the advance in cost does not present any

great difficulty in the clearance of stocks. A large part of the country trade is being supplied by growers nearby, but nevertheless a large volume of business is being done locally. California oranges are easier. Available supplies of foreign lemons are lighter than during corresponding period of last year, but even taking this into consideration California varieties have not advanced to any extent. Of course the quality of the Californians offered may have kept prices steady, as the quality was not up to usual standard.

Bananas, crated	1 75	2 25
Grape fruit, Florida, case	6 50	7 50
Lemons	4 00	4 25
Limes, box		1 25
Oranges—		
Navels	4 50	
Late Valencias	4 50	
Pineapples—		
Cubans, cases of 24	4 25	4 50
Grapes		2 75
Summer apples, No. 1		3 50
Summer apples, No. 2		3 00
California plums	1 50	1 75
California pears	3 00	3 25
California peaches		1 50
Ontario pears, basket	0 75	1 00
Ontario plums, basket	0 75	1 00
Ontario peaches, basket	0 75	1 00

**VEGETABLES.**—Good supplies of Canadian vegetables of good quality are moving out just as quickly. The potato market is a little easier in feeling. Prices have dropped considerably within the past two weeks, and if supplies are as plentiful as at present there should be a further decline. New York leeks are no longer offered, while radishes are a little scarce.

Beans, green, bags	0 75	1 00
Wax beans	0 75	1 00
Carrots, bunch	0 15	0 20
Cabbage, basket	2 00	2 25
Cauliflower, dozen		1 75
Celery, dozen	0 50	1 00
Cucumbers, basket	0 30	0 35
Peppers, green, basket		0 25
Lettuce, Boston, doz.		0 20
Radishes, dozen		0 20
Sweet potatoes, per basket	3 00	3 50
Potatoes, Green Mountains, bag		2 00
New potatoes, per bbl.	4 00	
Spinach, box		1 00
Parsnips, bag	3 00	
Tomatoes		3 00
Turnips, per bag		1 25

### TORONTO.

**GREEN FRUITS.**—Domestic fall fruits still occupy a position of promin-

ence. The glut of plums is over and for balance of season supply will only be moderate. Lombards which are usually such a large crop are light this year. There is a small quantity of Damson plums but owing to demand from North-West they are high in price. They are quoted at 70 cents per basket. Bartlett pears are ready to pick but will be quite hard for a week yet. For this reason Bartletts from Oregon at \$3 per box are selling for table use.

Peaches are plentiful and running more to freestone. Crawford peaches will be ready at end of week but crop is light. Champion grapes are coming along at 30 cents per 6 qt. basket. Malaga grapes are a little lower in price.

Bananas, per bunch	1 50	2 00
Huckleberries, basket, 11 qt.		1 25
Lemons, Verdelli	5 00	5 50
Limes, per 100		1 25
Lawtonberries, per qt. box	0 11	0 13
Oranges—		
Late Valencias, case	4 00	4 25
Watermelons, each	0 30	0 50
Musk melons, basket	0 35	0 75
California Fruits—		
Peaches, box		1 25
Pears, Bartlett, full box		3 00
Plums, box	1 50	2 00
Grapes, Malaga, per box	2 25	2 50
Grapes, Champion		0 30
Peaches, Canadian—		
11 qt. basket, Leno	0 60	0 75
11 qt. basket, flat	0 40	0 50
6 qt. basket, Leno	0 35	0 50
6 qt. basket, flat	0 40	0 50
St. John, 11 qt., Leno	1 00	1 25
St. John, 6 qt.	0 60	0 70
Pears, basket	0 40	0 65
Plums, basket	0 40	0 50

**VEGETABLES.**—Corn on the cob is a little easier this week, selling down as low as 12 cents per dozen. Beets, beans and carrots also are lower in price while celery has a downward tendency.

Potatoes are lower in price and prospects for this year's yield are good. The opinion seems to prevail that prices will be below the usual standard, unless the present rainy weather continues long enough to rot the crop.

Cucumbers and peppers are in demand for pickling purposes.

Beets, new, Canadian, basket	0 20	0 25
Beans, green, Canadian, basket, 11 qts.	0 20	0 25
Carrots, new, basket	0 50	1 00
Cabbage, new, per crate		0 40
Celery, per doz.		0 12
Corn, doz.		0 25
Cucumbers, Can., basket	0 20	0 25
Marrow, bushel basket		0 25
Onions—		
Spanish, per crate	2 75	3 00
White onions, 100 lb. sack	2 50	3 00
Yellow onions, 100 lb. sack		2 25
Potatoes, Ontario, per bag	1 10	1 50
Peppers, green, basket		0 25
Tomatoes, per basket	0 25	0 30



## Firm

Firmness in general Canadian market reflects the strong developed into slight fluctuations. Immediate scarcity of spot said, "If we have bound to see high that a considerable light in weight basket and light hard. Another approach of season this article.

"The fall egg height," said week, "and delicate pinnacle." He when deliveries they again begin that point was

Eastern dealer from the west fact this demand Present eggs are some time hens on "pick-ups," of harvest we be which have a be ably better keep

Eggs still cor tive demand. N remarked "If to supply the de get them—right However, there in, a firmer fee across line, wh did come in wer tory.

Pastures at a lent after mult have been havin dicates that the commodity. In as large as a p some storing is



# Produce & Provisions



## Firmness in Lard at Several Centres

No Overplus of Spot Stocks—Hogs Light and Not Heavy Lard Producers—Fall Egg Season About at Height—West is Calling for Fresh Fall Eggs—Present Eggs Have Better Body—Butter Unchanged.

Firmness in lard is a feature of several Canadian markets and at some centres the strong front has already developed into slight advances in quotations. Immediate reason is probably scarcity of spot stocks. As one dealer said, "If we haven't got the lard we are bound to see higher prices." It seems that a considerable number of hogs too light in weight have been coming to market and light hogs do not make much lard. Another firming factor is approach of season of brisker demand for this article.

"The fall egg season is about at its height," said an Ontario dealer this week, "and deliveries are about at their pinnacle." He went on to explain that when deliveries reach a certain point, they again begin to recede and he felt that point was not far distant.

Eastern dealers expect to have a call from the west for fresh fall eggs. In fact this demand is already in evidence. Present eggs are in good request. For some time hens have been living mostly on "pick-ups," but at this, the season of harvest we begin to get "grain" eggs which have a better body and are probably better keepers.

Eggs still continue in good consumptive demand. Not long ago a wholesaler remarked "If we haven't enough eggs to supply the demand we know where to get them—right across the border." However, there are no U.S. eggs coming in, a firmer feeling having developed across line, while some shipments that did come in were not altogether satisfactory.

Pastures at any rate should be excellent after multitude of rains which we have been having but butter market indicates that there is no overplus of this commodity. In fact, production is not as large as a person would expect while some storing is still being done.

### MONTREAL.

PROVISIONS.—There was not much doing in this market early in week owing to holiday but towards middle trade picked up, all lines of cooked meats selling well. Pure lard is none too plentiful, owing to dwindling of supplies of live hogs and an advance would not be surprising. Plate beef is not quoted at present, local packers having none to offer.

Long clear bacon, heavy, lb.	0 13½
Long clear bacon, light, lb.	0 14½
Hams—	
Extra large sizes, 28 to 40 lbs., per lb.	0 13½
Large sizes, 20 to 28 lbs., per lb.	0 15
Extra small sizes, 10 to 14 lbs., per lb.	0 16½
Bone out, rolled, large, 16 to 25 lbs., per lb.	0 16½
Bone out, rolled, small 9 to 12 lbs., per lb.	0 19½
Breakfast bacon, English, boneless, per lb.	0 18
Windsor bacon, skinned, backs, per lb.	0 14½
Spiced roll bacon, boneless, short, per lb.	0 14½
Boiled ham, small, skinned, boneless.	0 26
Hogs, live, per cwt.	8 50
Hogs, dress, per cwt.	12 50 12 75

### Pure Lard—

Boxes, 50 lbs. net, per lb.	0 10½
Cases, tins, each 19 lbs., per lb.	0 14½
Cases, tins, each 5 lbs., per lb.	0 14½
Cases, tins, each 3 lbs., per lb.	0 14½
Pails, wood, 20 lbs. net, per lb.	0 14½
Pails, tin, 20 lbs. gross, per lb.	0 10
Tubs, 50 lbs. net, per lb.	0 14½
Tierces, 375 lbs., per lb.	0 14
One pound bricks	0 13½

### Compound Lard—

Boxes, 50 lbs., per lb.	0 14½
Cases, 10-lb. tins, 50 lbs. to case, per lb.	0 10½
Cases, 5-lb. tins, 50 lbs. to case, per lb.	0 10½
Cases, 3-lb. tins, 50 lbs. to case, per lb.	0 10½
Pails, wood, 20 lbs. net, per lb.	0 10½
Pails, tin, 20 lbs. gross, per lb.	0 14½
Tubs, 50 lbs. net, per lb.	0 10½
Tierces, 375 lbs., per lb.	0 10½
One pound bricks	0 11

### Pork—

Heavy Canada short cut mess, bbl., 35-45 pieces	27 00
Bean pork	19 00
Canada short cut back pork, bbl., 45-55 pieces	27 00
Heavy short cut clear pork, bbl.	23 00
Clear fat backs	25 50
Heavy flank pork, bbl.	26 50

### Dry Salt Meats—

Green bacon, flarks, lb.	0 14
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BUTTER.—The next move will be upward and not before long either is the definite statement of local wholesale houses. An advance was scored at all country points and our equivalent to 28½ cents at Montreal was paid at points 100 miles below Quebec this week. Dealers should see to stocks early.

Creamery blocks	0 28	0 28½
Dairy tubs, lb.	0 25	

EGGS.—Good demand with supplies good about sums up the situation. It looks though as if the supplies which have increased some lately will dwindle

again and new laids should then move up another point even if they are remarkably high now.

New laid eggs, per doz.	0 23
Selects	0 20
No. 1's	0 27

POULTRY.—No change is noted in this market, prices remaining steady under a poor demand. The heavy season though is ahead and if supplies are plentiful a drop should come. Still it looks as if prices will remain high for the next few weeks. Turkeys are not asked for, though as aforesaid there is no particular call for any line.

Turkeys, No. 1, per lb.	0 25
Turkeys, No. 2, per lb.	0 22 0 24
Chickens, per lb.	0 18 0 22
Fowls, per lb.	0 15 0 16
Ducks, per lb.	0 25
Geese, per lb.	0 15

### TORONTO.

PROVISIONS.—There is a fair volume of trade being done in pork products, a feature of market being slight strengthening in certain lines. Firmer feeling in lard was pointed out last week. It still continues with some dealers quoting higher than present quotations. Season of brisk demand in lard is now approaching.

Long clear is also a little stronger, although there seems to be considerable difference in ideas of different firms, varying from 13½ to 14½ cents. Breakfast bacon is also slightly firmer. Live hogs are slightly firmer.

### Smoked Meats—

Light hams, per lb.	0 17½	0 18
Medium hams, per lb.	0 17	0 17½
Large hams, per lb.	0 15	0 16
Backs, plain, per lb.	0 19	0 20
Backs, two meal	0 20½	0 21½
Breakfast bacon, per lb.	0 18	0 18½
Roll bacon, per lb.	0 13	0 13½
Shoulders	0 11½	0 12
Pickled Meats—1c less than smoked.		
Roll bacon, per lb.	0 13½	0 13½
Heavy mess pork, per bbl.	20 00	20 50
Short cut, per bbl.	24 00	25 00
Cooked hams	0 25	0 26
Long clear bacon	0 13½	0 14½
Lard, tierces, per lb.	0 13½	
Lard, tubs, per lb.	0 13½	
Lard, pails, per lb.	0 14	
Lard, compounds, per lb., tierces	0 10	
Live hogs, local	8 55	
Live hogs, at country points	8 25	
Dressed hogs	11 75	12 25

BUTTER.—The production of butter does not seem to be as large as one

would expect considering the copious rains which have been general for some time now. However, there is a fair amount coming forward and a certain quantity is still finding its way into storage. There is really no change in immediate situation, as there has been no accumulation that would weigh market down.

	Per lb.	
Fresh creamery print	0 27	0 29
Creamery solids	0 26	0 27
Farmers' separator butter	0 25	0 26
Dairy prints, choice	0 23	0 24
Dairy solids	0 22	0 23

**EGGS.**—We are now perhaps at about height of fall season in eggs. Deliveries have now about reached their pinnacle and will shortly begin to show a falling off. At least, this is what some dealers expect.

Some recent business has been done with the West as there will now be a demand from that direction for fresh fall eggs to supply the early winter eggs. Present supplies are mostly grain eggs, of better body and perhaps slightly better keepers.

New laid eggs, per doz.	0 27	0 29
Fresh eggs, per doz.	0 24	0 25

**CHEESE.**—There is a slightly firmer feeling in new cheese and prices have been marked up ¼ cent. There is a fair business. Stiltons are quoted at 16 to 17 cents.

Old Cheese—		
Large	0 18	0 20
Twin	0 18	0 19½
New Cheese—		
Large	0 14½	0 14¾
Twin	0 14¾	0 15
½ Twin	0 13	0 13½
Stilton	0 16	0 17

**POULTRY.**—Volume of poultry coming forward still continues large and

last week's lower prices are maintained. There is a fair business.

**LIVE POULTRY** (prices paid to country merchants).

Spring chickens	0 14
Spring ducks	0 10
Old fowl	0 10
Roosters	0 07

**WHOLESALE PRICES** (to city retailers).

Spring chickens, dressed, lb.	0 20	0 23
Spring ducks, dressed, lb.	0 14	0 18
Fowl, dressed	0 12	0 13

**HONEY.** — With larger supplies of new honey, more business will be done. Prices are expected to be on about last year's level.

White clover honey, in combs, No. 1, doz.	2 75	3 00
Honey, strained—		
Clover honey, 60-lb. pails, per lb.	0 12	
Clover honey, 10-lb. pails, per lb.	0 12½	
Clover honey, 5-lb. pails, per lb.	0 12½	
Buckwheat, 60-lb. tins, lb.	0 07	0 08

**WINNIPEG.**

**PRODUCE AND PROVISIONS.** — The butter market is firm and prices unchanged. Large consignments of dairy butter are coming in and this holds creamery steady. Eggs are firm and likely to go higher. Poultry is now beginning to be more in evidence with prices advancing. Lard and cured meats steady.

Lard, tierces	0 15¾	
3 lb. tins, cases	8 85	
5 lb. tins, cases	8 80	
10 lb. tins, cases	8 20	
20 lb. pails	2 85	
50 lb. tubs	7 00	
Cured Meats—		
Hams	0 17	0 18½
Long clear	0 14	
Short clear	0 14	
Shoulders	0 14½	
Bacon	0 18	0 19½
Cheese—		
Ontario large	0 15½	
Ontario twins	0 15¾	
Manitoba large	0 15	
Manitoba twins	0 15½	
Butter—		
Creamery	0 29	0 27½
Dairy	0 18	0 24
Eggs, fresh laid, Manitoba	0 22	0 23

clerk who when a pound was ordered, if there happened to be an ounce or so over would allow it to go as a pound. When all these undivided overweights were added up, it was found to amount to no little figure. That clerk was informed that he was not there altogether to see how quickly he could weigh and tie up a pound of bacon, without taking into consideration that some profit was needed to pay the expenses of the business.

**Strict on Determining Cost.**

Another point dwelt on by this grocer is the need of careful figuring of cost to ascertain what each line should sell at in order to give a living profit. Cost with him is not the amount set down on the invoice but the cost set down at his store plus an allowance for shrinkage and loss in weighing. Many lines of bacon, he says, dry out considerably, while there is always a certain amount of loss in cutting and weighing and these all have to be taken into consideration or profits are liable to be figured on too small a scale.

**Many Points to Watch.**

Carefulness is the key-note of his advice regarding this department. Care in weighing, care in slicing, care in storing to avoid drying out, has to be observed. He lays stress on attention to details if a fair profit is sought.

He gives an instance of one detail needing attention. He is situated in a town and gets a lot of meats in baskets, with which he is charged but which are returnable in good condition. On figuring it up he found he was not returning as many as received. The explanation was that the delivery boy who used baskets in delivering, seeing there were plenty of them, was somewhat careless, and many were lost and destroyed. Now he is allotted just a certain number for delivering and the rest as they come in are stored away until there are enough to return.

**A NOTE OF WARNING.**

There has been issued, by direction of the Minister of Agriculture at Ottawa, a conspicuous poster calling the attention of potato growers to the importance of examining their crop to ascertain whether or not it is infected with "Potato Canker." The hanger shows in natural colors a potato plant the whole yield of which is affected by the disease. It also shows the appearance of individual tubers in which the canker has started to work. Growers or dealers who discover suspicious symptoms of the disease in their crop are requested to send affected specimens to the Dominion Botanist, Experimental Farm, Ottawa.

**A Provision Counter That Pays for Itself**

**Dealer Saw That Competitors Were Getting Some of His Trade So He Interposed—Leaks Stopped in Over Weight and Loss of Large Baskets—Figures Total Cost Carefully and Makes Sure of Profit—What Some Special Attention Will Do.**

In a talk on his provision department recently, a retail grocer gave some practical hints in regard to its conduct that may prove of benefit to others in the trade.

This merchant, up to a few years ago and unlike his two competitors on the same street, did not have a provision counter. He saw considerable trade slipping through his fingers on this account. When many a housewife wanted a few groceries, she would go to the store where she could obtain her ham or bacon as well. He considered the problem for some time before he finally reached a decision; because with these two stores in the same neighborhood already well entrenched in the provision trade of the district, he was rather uncertain as to whether he would be able to work up a large enough trade to make it profitable.

**Decides on Provision Counter.**

However, he decided to make an attempt. He installed a counter especially for this line and gave it particular attention. The window was used occasionally to attract passing people, the department was brought to the attention of people who visited the store while the order men were instructed to push this line while on their rounds. The result has been the obtaining of appreciable regular sales, especially during the summer and at this time of year when cooked and smoked meats are given particular attention.

One of the important points to be observed, in his opinion in order to assure profit, is carefulness in weighing.

He recalls the fact that when he first opened this department that he suffered considerable loss through a careless



**W**E wish to express our appreciation of and to thank our many customers for their kind commendation of our exhibits at the Canadian National Exhibition. They illustrate the efficiency of our packing plant, and the standard of quality on which we have built up our business, which will be fully maintained in the future. It will pay you to stock and push Gunns Pon-Honor food products.

## **GUNNS LIMITED,**

**PACKERS & REFINERS**

**West Toronto, Ont. Montreal, St. John, N.B.**

Travellers and Agents everywhere

## **FEARMAN'S "STAR BRAND" English Breakfast BACON**

The result of over fifty years experience in selecting and curing.

MADE UNDER GOVERNMENT INSPECTION.

**F. W. FEARMAN CO., Limited**  
HAMILTON

The quality of

## **WETHEY'S**

Condensed

## **Mince Meat**

has been daily making friends for the past twenty-nine years.

**WHAT ABOUT YOURSELF?**

Are you one of its friends?

If not, now is the time to get acquainted

All Jobbers. 3 doz. to a case.

**WRITE US**

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

"THE MINCE MEAT PEOPLE."

# QUOTATIONS FOR PROPRIETARY ARTICLES

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

## BAKING POWDER.

W. H. GILLARD & CO.

Diamond.  
1-lb. tins, 2 doz. in case... \$2 00  
½-lb. tins, 3 doz. in case... 1 25  
¼-lb. tins, 4 doz. in case... 0 75

## ROYAL BAKING POWDER.

Sizes. Per doz.  
Royal-Dime ..... 0 95  
" ¼-lb. .... 1 40  
" 6-oz. .... 1 95  
" ½-lb. .... 2 55  
" 12-oz. .... 3 85  
" 1-lb. .... 4 80  
" 3-lb. .... 13 60  
" 5-lb. .... 22 35

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

## WHITE SWAN SPICES AND CEREALS, LTD.

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

## BORWICK'S BAKING POWDER

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

## COOK'S FRIEND BAKING POWDER.

Cartons— Per doz.  
No. 1, 1-lb., 4 dozen ..... 2 40  
No. 1, 1-lb., 2 dozen ..... 2 50  
No. 2, 5-oz., 6 dozen ..... 0 80  
No. 2, 5-oz., 3 dozen ..... 0 85  
No. 8, 2½-oz., 4 dozen ..... 0 45  
No. 10, 12-oz., 4 dozen ..... 2 10  
No. 10, 12-oz., 2 dozen ..... 2 20  
No. 12, 4-oz., 6 dozen ..... 0 70  
No. 12, 4-oz., 3 dozen ..... 0 75

## In Tin Boxes—

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

## FOREST CITY BAKING POWDER.

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

## BLUE.

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

## COUPON BOOKS—ALLISON'S.

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

## UN-NUMBERED.

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

## CEREALS.

## WHITE SWAN SPICES AND CEREALS, LTD.

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

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

## DOMINION CANNERS.

Aylmer Jams. Per doz.  
Strawberry, 1912 pack ..... \$ 2 00  
Raspberry ..... 2 00  
Black currant ..... 2 00  
Red currant ..... 1 85  
Peach ..... 1 85  
Pear ..... 1 85

## Jellies.

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

## Marmalade.

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

## Pure Preserves—Bulk.

5 lbs. 7 lbs.  
Strawberry ..... 0 69 0 95  
Black currant ..... 0 69 0 95  
Raspberry ..... 0 69 0 95  
14's and 30's per lb.

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

## COCOA AND CHOCOLATE.

### THE COWAN CO., LTD.

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

Unsweetened Chocolate—  
Supreme chocolate, ½'s, 12-lb. boxes, per lb. .... 0 35  
Perfection chocolate, 20c size, 2 doz. in box, doz. .... 1 80  
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz. .... 0 90

Sweet Chocolate— Per lb.  
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes ..... 0 40  
Queen's Dessert, 6's, 12-lb. boxes ..... 0 40  
Vanilla, ¼-lb., 6 and 12-lb. boxes ..... 0 35  
Diamond, 8's, 6 and 12-lb. boxes ..... 0 28  
Diamond, 6's and 7's, 6 and 12-lb. boxes ..... 0 24  
Diamond, ¼'s, 6 and 12-lb. boxes ..... 0 25

Icings for Cake—  
Chocolate, white, pink, lemon, orange, maple, almond, coconut, cream, in ½-lb. packages, 2 doz. in box, per doz. .... 0 90

Chocolate Confections—Per lb.  
Maple buds, 5-lb. boxes ... 0 36  
Milk medallions, 5-lb. bxs. 0 36

Chocolate wafers, No. 1, 5-lb. boxes ..... 0 30  
Chocolate wafers, No. 2, 5-lb. boxes ..... 0 25  
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, ½'s, 6-lb. boxes, lb. .... 0 36  
Nut milk chocolate, ¼'s, 6-lb. boxes, lb. .... 0 36  
Nut milk chocolate, 5c bars 24 bars, per box ..... 0 90

## EPPS'S.

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

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

Elite, 10c size (for cooking) dozen ..... 0 90  
Mott's breakfast cocoa, 2 doz. 10c size, per doz. .... 0 85  
Nut milk bars, 2 dozen in box ..... 0 80

" breakfast cocoa, ¼'s and ½'s ..... 0 36  
" No. 1 chocolate ..... 0 30  
" Navy, chocolate, ½'s.. 0 26  
" Vanilla sticks, per grs 1 00  
" Diamond chocolate, ½'s 0 24  
" Plain choice chocolate liquors ..... 20 50  
" Sweet chocolate coatings ..... 0 20

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

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

## COCOA NUT.

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

½-lb. pkgs. White Moss .. 0 27  
¼-lb. pkgs. White Moss .. 0 28  
1 and ½-lb. pkgs., assorted ..... 0 26½  
¼ and ½-lb. pkgs., asstd 0 27½  
¼-lb. pkgs., asstd., in 5-lb. boxes ..... 0 28  
½-lb. pkgs., asstd., in 5-lb. boxes ..... 0 29  
¼-lb. pkgs., asstd., 5, 10, 15-lb. cases ..... 0 30

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

## Pails Tins Bbls.

White Moss, fine strip ..... 0 19 0 21 0 17  
Best shredded . 0 18 .... 0 16  
Ribbon ..... 0 19 .... 0 17  
Macaroon ..... 0 17 .... 0 16  
Desiccated ..... 0 16 .... 0 14

CONDENSED AND EVAPORATED MILK.  
BORDEN MILK CO., LTD.  
Per Case  
East of Fort William, Ont.  
Eagle Brand, each 4 doz. \$6 00  
Gold Seal Brand, each 4 dz 5 25  
Challenge Brand, each 4 dz 4 50  
Peerless Brand, "Hotel," each 2 doz. .... 4 25  
Peerless Brand, "Tall," each 4 doz. .... 4 50  
Peerless Brand, "Family," each 4 doz. .... 3 90  
Peerless Brand, "Small," each 4 doz. .... 2 90

St. Charles Evaporated Milk (baby size) ..... 2 00  
St. Charles Evaporated Milk (family size) ..... 3 90  
St. Charles Evaporated Milk (hotel size) ..... 4 25  
Silver Cow Milk ..... 5 40  
Purity Milk ..... 5 25  
Good Luck Milk ..... 4 50  
Reindeer Brand (4 doz. in case) ..... 5 75  
Mayflower Brand (4 doz. in case) ..... 5 25  
Clover Brand (4 doz. in case) ..... 4 50  
Reindeer Jersey Brand, Family (4 doz. in case). 3 90  
Reindeer Jersey Brand, tall (4 doz. in case).... 4 50  
Reindeer Jersey Brand, Hotel (2 doz. in case)... 4 25  
Reindeer Jersey Brand, Gallon (½ doz. in case) 4 75

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

## COFFEE.

(Combined with Milk and Sugar)  
Reindeer Brand (2 doz. in case) ..... 5 00  
Regal Brand (2 doz. in case) ..... 4 50

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# ROYAL BAKING POWDER



**Absolutely Pure**  
**The only baking powder**  
**made with Royal Grape**  
**Cream of Tartar**  
**No Alum, No Lime Phosphate**

ALL grocers should carry a Full Stock of Royal Baking Powder.

It always gives the greatest satisfaction to customers, and in the end yields the larger profit to the grocer.

**THERE IS NO SUBSTITUTE**



**Telephone Your Grocer**

To send you around a page of Knox Gelatine, just try the delicious recipe given below.

All good grocers Knox Gelatine, they give their customer such complete satisfaction.



**You Need Both the Knox Packages**  
Every housewife will find it of the greatest convenience to keep a package of Knox Plain Sparkling Gelatine and also a package of Knox Pure Tartar, Acidulated Gelatine always on hand.  
**KNOX PLAIN SPARKLING GELATINE**  
Knox Recipe Book FREE  
Knox Gelatine is the only one that is made in America. It is pure, clean, and contains no sugar, salt, or any other foreign substance.  
CHARLES B. KNOX CO.  
JOHNSTOWN, N. Y.

## Sending Sales to You

Look at our advertising in the magazines and see how we're making **KNOX GELATINE** sell faster every day. All our advertising for this season includes mention of our **ACIDULATED GELATINE** and tells the housewife what a convenient package it is—two envelopes of gelatine, and an extra envelope of concentrated lemon juice in each package—two full quarts of jelly, including flavor in a convenient form, for 15 cents. This form of advertising is increasing sales of **KNOX PLAIN SPARKLING GELATINE**, as well as **KNOX ACIDULATED GELATINE**, and the profit you can make on the resulting large number of sales is a good reason to

**"make KNOX your gelatine leader"**

**CHARLES B. KNOX COMPANY, JOHNSTOWN, N. Y.**

BRANCH FACTORY

MONTREAL, CANADA

THE CANADIAN GROCER

Reindeer Brand, in glass jars (2 doz. in case) 6 20

**COCOA.**  
(Combined with Milk and Sugar)  
Reindeer Brand (2 doz. in case) 4 80

**COFFEES.**  
**EBY-BLAIN, LIMITED.**  
Standard Coffees  
Roasted whole or ground, packed in damp-proof bags.

King Edward 0 34  
Club House 0 33  
Nectar 0 32  
Royal Java and Mocha 0 32  
Empress 0 30  
Duchess 0 29  
Ambrosia 0 28  
Plantation 0 26 1/2  
Fancy Bourbon 0 26  
Crushed Java and Mocha 0 19

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

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

**WHITE SWAN BLEND.**  
1-lb. decorated tins, lb. 0 32  
Mo-Ja, 1/2-lb. tins, lb. 0 30  
Mo-Ja, 1-lb. tins, lb. 0 28  
Mo-Ja, 2-lb. tins, lb. 0 28  
Cafe des Epicures, 1-lb. fancy glass jars, per doz., \$3.60.  
Cafe l'Aromatique, 1-lb. amber glass jars, per doz., \$4.00.  
Presentation (with tumblers) \$3 per doz.

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

**BRANSON'S SHEREEF COFFEE.**  
**AGENT: F. COWARD.**  
402 Spadina Avenue, Toronto.  
Small size \$1.50 per doz., net  
Large size \$3.00 per doz., net  
In 3 dozen free cases. Freight paid on 1/2 gross order.

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

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

**CHEESE.**  
**MACLAREN'S IMPERIAL.**  
Ontario prices per doz.

Individual (each 2 doz.) 1 00  
Small (each 2 doz.) 2 40  
Medium (each 1 doz.) 4 50  
Large (each 1/2 doz.) 8 25  
MacLaren's Roquefort—  
Small (each 2 doz.) 1 40  
Large (each 1 doz.) 2 40  
MacLaren's Canada Cream—  
Small (each 1 doz.) 0 90  
Medium (each 2 doz.) 1 35  
Large (each 1 doz.) 2 40

**FLAVORING EXTRACTS.**  
**SHIRRIFF'S.**  
1 oz. (all flavors) doz. 1 00  
2 oz. (all flavors) doz. 1 75  
2 1/2 oz. (all flavors) doz. 2 00  
4 oz. (all flavors) doz. 3 00  
5 oz. (all flavors) doz. 3 75  
8 oz. (all flavors) doz. 5 50  
16 oz. (all flavors) doz. 00  
32 oz. (all flavors) doz. 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, 1/2 doz. in case 6 50  
**LAPORTE, MARTIN & CO., MONTREAL, AGENCIES.**

These prices are F.O.B. Montreal. Imported Peas "Soleil"  
Per case  
Sur Extra Fins, 1/2 facons, 40 bou. 11 00  
Sur Extra Fins, tins, 1/2 kilo, 100 tins 15 50  
Extra Fins, tins, 1/2 kilo, 100 tins 15 00  
Tres Fins, 1/2 kilo, 100 tins 14 00  
Fins, tins, 1/2 kilo, 100 tins 12 50  
Mi-Fins, tins, 1/2 kilo, 100 tins 11 00  
Moyens No. 1, tins, 1/2 kilo, 100 tins 10 00  
Moyens No. 2, tins, 1/2 kilo, 100 tins 9 50  
Moyens No. 3 8 75  
Asparagus, Haricots, etc.

**MINERVA PURE OLIVE OIL.**  
Case—  
12 litres 6 60  
12 quarts 5 75  
24 pints 6 25  
24 1/2-pints 4 25  
Tins—  
5 gals. 2s 23 00  
2 gals. 6s 29 00  
1 gal. 10s 25 00  
1/2-gal. 20s 26 00  
1/4-gals. 20s 13 50  
1/2-gal. 48s sq. 17 00  
1/2-gal. 48s rd. 15 50

**BASSIN DE VICHY WATERS.**  
La Capitale, 50 qts. 5 00  
La Neptune, 50 qts. 6 00  
St. Nicholas, 50 qts. 7 00  
La Sanitas Sparkling, 50 quarts 8 00

La Sanitas Sparkling, 100 pints 9 00  
La Sanitas Sparkling, 100 splits 4 00  
Lemonade Savoureuse, 50's 7 50

**CASTILE SOAP.**  
"Le Soleil," 72 p.c. olive oil.  
Case, 12 lbs. 2 1/2-lb. bars, lb 0 08 1/2  
Case 25 lbs., 11-lb. bars, lb 0 07 1/2  
Case 50 lbs. 1/2-lb. bars case 3 50  
Case 200 lbs. 3 1/2-oz., case. 3 75  
"La Lune," 65 p.c. olive oil.  
Case 25 lbs. 11-lb. bars, lb. 0 07  
Case 12 lbs. 2 1/2-lb. bars, lb 0 06  
Case 50 lbs., 1/2-lb. bars, case 3 25  
Case 100 lbs. 3 1/2-oz. bars, case 1 80  
Case 200 lbs. 3 1/2-oz. bars, case 3 40

**ALIMENTARY PASTES.**  
**BLANC & FILS.**  
Macaroni, Vermicelli, Animals, Small Pastes, etc.  
Box, 25 lbs., 1 lb. 0 07 1/2  
Box, 25 lbs., loose 0 07

**DUFFY & CO. BRAND.**  
Grape Juice, 12 qts. 4 75  
Grape Juice, 24 pts. 5 15  
Grape Juice, 36 splits 4 75  
Apple Juice, 12 qts. 4 50  
Apple Juice, 24 qts. 4 75  
Champagne de Pomme, 12 q 5 00  
Champagne de Pomme, 24 p 5 50

Matts Golden Russett—  
Sparkling Cider, 12 qts. 5 00  
Sparkling Cider, 24 pts. 5 50  
Apple Vinegar, 12 qts. 2 50

**CANNED HADDIES "THIS-TLE" BRAND.**  
A. P. TIPPET & CO., Agents.  
Cases 4 doz. each, flats, per case 5 40  
Cases 4 doz. each, ovals, per case 5 40

**INFANTS' FOOD.**  
Robinson's patent barley, 1/2-lb. tins, \$1.25; 1-lb. tins, \$2.25; Robinson's patent groats, 1/2-lb. tins, \$1.25; 1-lb. tins, \$2.25.

**LARD.**  
**N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.**  
Tierces 11 1/2  
Tubs 11 1/4  
Pails 12  
Tins, 20 lbs. 11 1/2  
Cases, 3 lbs. 12 1/2  
Cases, 5 lbs. 12 3/4  
Cases, 10 lbs. 12 1/2  
F.O.B. Montreal.

**GUNN'S "EASIFIRST" SHORTENING.**  
Tierces 0 10  
Tubs 0 10 1/4  
20-lb. pails 0 10 1/2  
20-lb. tins 0 10  
10-lb. tins 0 10 1/2  
5-lb. tins 0 11  
3-lb. tins 0 11  
1-lb. cartons 0 11 1/2

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

**MUSTARD.**  
**COLMAN'S OR KEEN'S.**  
Per doz. tins  
D. S. F., 1/4-lb. 1 40  
D. S. F., 1/2-lb. 2 50

D. S. F., 1-lb. 5 00  
F. D., 1/4-lb. 0 85  
F. D., 1/2-lb. 1 45  
Per jar

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

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

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

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

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

**JELL-O ICE CREAM POWDER.**  
Assorted case, contains 2 dozen 2 50  
Straight  
Chocolate contains 2 doz. 2 50  
Vanilla contains 2 dozen. 2 50  
Strawberry contains 2 doz. 2 50  
Lemon contains 2 dozen. 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. TIPPET & CO., AGENTS.  
Crisle soap, per gross \$10 20  
Florida soap, per gross 12 00  
Straw hat polish, per gr. 18 20  
**SNAP HAND CLEANER.**  
3 dozen to box \$ 3 60  
6 dozen to box 7 20  
30 days.

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

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

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# Salmon

The subject of salmon is still a very interesting one and while it is being so we are booking thousands of cases at the following low prices:

<b>Pink</b>	$\frac{1}{2}$ s	-	-	50
“	1s	flat		1.00
<b>Cohoe</b>	1s	tall	-	1.95
<b>Victor</b>	1s	“	Choice Red	2.40
<b>Monarch</b>	1s	“	Fancy “	2.65
“	$\frac{1}{2}$ s	“	“	1.50

Send us your order now as these prices may not last long.

## H. P. ECKARDT & CO.

WHOLESALE GROCERS

Cor. Front and Scott Sts. - TORONTO

5 00  
0 85  
1 45  
er jar  
0 75  
0 25  
PRR-  
  
0 45  
0 90  
1 35  
RONI  
REAL  
  
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0 27½  
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Quebec:  
\$ 5 00  
4 95  
MONT-  
CTICIDE  
\$ 2 00  
6 00  
10 00  
19 20  
20 00

THE CANADIAN GROCER

"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. .06½  
 40 lbs., Canada white gloss, 1 lb. pkgs. .06½  
 48 lbs., No. 1 white or blue, 4 lb. cartons .07  
 48 lbs., No. 1, white or blue, 3 lb. cartons .07  
 100 lbs., kegs, No. 1 white .06½  
 200 lbs., bbls., No. 1 white .06½  
 30 lbs., Edwardsburg silver gloss, 1 lb. chromo pkgs. .07½  
 48 lbs., silver gloss, in 6-lb. tin canisters .08  
 36 lbs., silver gloss, 6-lb. draw lid boxes. .08  
 100 lbs., kegs, silver gloss, large crystals .07  
 28 lbs. Benson's satin, 1-lb. cartons, chromo label .07½  
 40 lbs., Benson's Enamel (cold water) per case . 3 00  
 20 lbs. Benson's Enamel (cold water) per case . 1 50  
 Celluloid—boxes containing 45 cartons, per case . 3 60  
 Cullinary Starch.  
 40 lbs. W. T. Benson & Co.'s prepared corn .07½  
 40 lbs. Canada pure corn starch .05½  
 (20-lb. boxes ¼c higher.)  
 BRANTFORD STARCH Ontario and Quebec.  
 Laundry Starches—  
 Canada Laundry—  
 Boxes about 40 lbs. .05½  
 Acme Gloss Starch—  
 1-lb. cartons, boxes of 40 lbs. .06½  
 First Quality White Laundry—  
 3 lb. canisters, cs of 48 lbs. .07½  
 Barrels, 200 lbs. .06½  
 Kegs, 100 lbs. .06½  
 Lily White Gloss—  
 1 lb. fancy cartons, cases 30 lbs. .07½  
 6 lb. toy trunks, lock and key, 8 in case . .08½  
 6 lb. toy drums, with drumsticks, 2 in case. .08  
 Kegs, extra large crystals, 100 lbs. .07½  
 Canadian Electric Starch—  
 Boxes containing 40 fancy pkgs., per case . 3 00  
 Celluloid Starch—  
 Boxes containing 45 cartons, per case . 3 75  
 Cullinary Starches—  
 Challenge Prepared Corn—  
 1-lb. pkts, boxes of 40 lbs. .06  
 Brantford Prepared Corn—  
 1-lb. pkts, boxes of 40 lbs. .07½  
 "Crystal Maize" Corn Starch.  
 1 lb. pkts., boxes 40 lbs. .07½  
 (20 lb. boxes ¼c higher than 40's.)  
 OCEAN MILLS, MONTREAL.  
 Chinese starch, 48 1 lb., per case, \$4; Ocean Baking Powder 3-oz. tins, 4 doz. per case, \$1.60, 4-oz. tins, 4 doz. per case, \$3.00; 8-oz. tins, 5 doz. per case, \$6.50; 16-oz. tins, 3 doz. per case, \$6.75; 5-lb. tins, 10 tins a case, \$7.50; 1-lb. bulk, per 25, 50 and 250 lbs. at 15c per lb. Ocean blanc mange 48 8-oz., \$4; Ocean borax, 48 8-

oz., \$1.60; Ocean cough syrup, 36 6-oz., \$6.00; 36 8-oz., \$7.20; Ocean corn starch, 48 1-lb., \$3.60.

SOUPS—CONCENTRATED CHATEAU BRAND.  
 Vegetable, Mutton Broth, Mulligataway, Chicken, Ox Tail, Pea, Scotch Broth, Julienne, Mock Turtle, Vermicelli, Tomato, Consomme, Tomato.  
 No. 1's, 95c per dozen.  
 Individuals, 45c per dozen.  
 Packed 4 dozen in a case.  
 SYMINGTON'S SOUPS.  
 Quart packets, 9 varieties, doz. 0 50  
 Clear soups in stone jars, 5 varieties, doz. 1 40

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

SYRUP.  
 EDWARDSBURG STARCH CO. CROWN BRAND CORN SYRUP  
 2 lb. tins, 2 doz. in case. 2 55  
 5 lb. tins, 1 doz. in case . 2 90  
 10 lb. tins, ½ doz. in case 2 80  
 20 lb. tins, ¼ doz. in case 2 75  
 Barrels, 700 lbs. 3½  
 Half Barrels, 350 3¼  
 Quarter Barrels, 175 4  
 Pails, 38½ 1 90  
 " 25 lbs. each 1 35  
 LILY WHITE CORN SYRUP.  
 2 lb. tins, 2 doz. in case. 2 90  
 5 lb. tins, 1 doz. in case. 3 25  
 10 lb. tins, ½ doz. in case 3 15  
 20 lb. tins, ¼ doz. in case 3 10  
 (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, ½ doz. in case. 3.95  
 20-lb. tins, ¼ 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.  
 DOMINION MOLASSES CO. Gingerbread Brand (Toronto)  
 2's—2 doz. to case, per doz. 33  
 3's—2 doz. to case . 1 45  
 Winnipeg.  
 2's—Tins, 2 doz. cases, per doz. 1 20  
 3's—Tins, 2 doz. cases, per doz. 1 75  
 5's—Tins, 1 doz. cases, per doz. 3 20  
 10's—Tins, ½ doz. cases, per doz. 5 30  
 20's—Tins, ¼ doz. cases, per doz. 19 4c  
 Pails—1's each 0 65  
 Pails—2's each 1 12  
 Pails, 5's, each 2 55

DOMOLCO BRAND.  
 Maritime Provinces and Ontario:  
 2's, 2 doz. case, per doz. \$1 35  
 3's, 2 doz. case, per doz. 1 95

5's, 1 doz. case, per doz. . 3 75  
 10's, ½ doz. case, per case. 3 40  
 20's, ¼ doz. case, per case. 3 05  
 Western Prices—Sudbury to Victoria.  
 2's, 2 doz. case, per doz. 1 60  
 3's, 2 doz. case, per doz. 2 35  
 5's, 1 doz. case, per doz. 4 00  
 10's, ½ doz. case, per case. 4 15  
 20's, ¼ doz. case, per case 3 80

SAUCES.  
 PATERSON'S WORCESTER SAUCE.  
 ½-pint bottles 3 and 6 doz. cases, doz. \$0 70  
 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. ½-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. WORCESTERSHIRE SAUCE.  
 Per doz.  
 Rep. ½ pints, packed in 6-doz. case \$2 25  
 Imp. ½-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.  
 Dozen.  
 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, 6½s and 12s . 46  
 Stag, 5 1-3 to 1b. . 38  
 Old Fox, 12s . 44  
 Pay Roll Bars, 7½s . 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 ½'s .25 .30  
 Green Label, 1's and ½'s .27 .35  
 Blue Label, 1's, ½'s, ¼'s and ⅛'s .30 .40  
 Red Label, 1's and ½'s. .36 .50  
 Gold Label, ½'s .44 .60  
 Red-Gold Label, ½'s .55 .80

LUDELLA CEYLON TEA.  
 Orange Label, ½'s .24 .30  
 Brown Label, ½'s & 1's .28 .40

Brown Label, ¼'s .30 .46  
 Green Label, ½'s & 1's. .35 .50  
 Red Label, ½'s .40 .60

MELAGAMA TEA.  
 MINTO BROS.  
 45 Front St. East.  
 We pack in 60 and 100-lb. cases.  
 All delivered prices.  
 Wholesale R't'l  
 Brown Label, 1-lb. or ½ .25 .30  
 Red Label, 1-lb. or ½ .27 .35  
 Green Label, 1's, ½ or ¼ .30 .40  
 Blue Label, 1's, ½ or ¼ .35 .50  
 Yellow Label, 1s, ½ or ¼ .40 .60  
 Purple Label, ¼ only .55 .80  
 Gold Label, ¼ only .70 1.00

"KOLONA" TEA.  
 Ceylon Tea, in 1 and ½-lb. lead packages—black or mixed.  
 Orange Label, 1's . 23 .30  
 Black Label, 1-lb., retail at 25c . 20  
 Black Label, ½-lb. retail at 25c . 21  
 Blue Label, retail at 30c . 24  
 Green Label, retail at 40c. .30  
 Red Label, retail at 50c . 35  
 Brown Label, retail at 60c. .42  
 Gold Label, retail at 80c. .55

JAMS AND JELLIES.  
 T. UPTON & CO.  
 Compound Jams—Red Raspberry, strawberry, peach, plum, red currant, black currant, cherry, gooseberry, blueberry, apricot, huckleberry, 12-oz. glass jars, 2 doz. in case, \$1 per doz.; No. 2 tin, 2 doz. in case, \$1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 tin pails, 6 pails in crate, 52½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; 30-lb. wood pails, 7½c 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, 37½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; 30-lb. wood pails, 7½c per lb. Packed in assorted cases or crates if desired.  
 Pure Orange Marmalade—Guaranteed finest quality. 12-oz. glass jars, 2 doz. in case, \$1.10 per doz.; 16-oz. glass jars, 2 doz. in case, \$1.50 per doz.; pint sealers, 1 doz. in case, \$2.25 per doz.; No. 2 tins, 2 doz. in case, \$2 per doz.; No. 4 tins, 2 doz. in case, 35c per tin; No. 6 tins, 9 in crate, 42½c per tin; No. 7 tins, 12 in case, 57½c per tin; No. 7 wood pails, 6 in crate, 57½c per pail; 30-lb. wood pails, 8c per lb.

JELLY POWDERS.  
 WHITE SWAN 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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ROYAL ELECTRIC COFFEE M  
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How to increase your profits with a

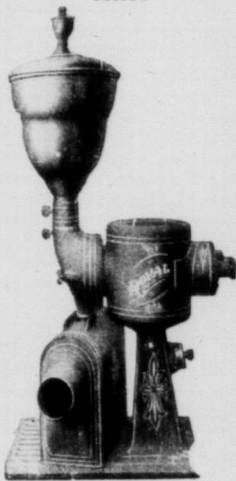
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System**

Our display will be found in the north wing near  
the north door of the Industrial Building at the

### Canadian National Exhibition

Toronto, Aug. 24 to Sept. 9th, 1912

**ROYAL ELECTRIC  
COFFEE MILL**  
The Mill that "cuts" the  
coffee



One of 72 styles

Royal Coffee Roasters enable the progressive merchant to roast his own "coffees," no experience required—saves the cost of cans, boxes, labels, advertising and selling expenses. Builds up a permanent store patronage. Everybody wants fresh roasted coffee.

Royal Electric Coffee Mills "cut" the coffee according to requirements for any style coffee pot, percolator or urn.

Royal Electric Double Cutting Meat Choppers are "sanitary"—eliminate handling of meat, save time and labor.

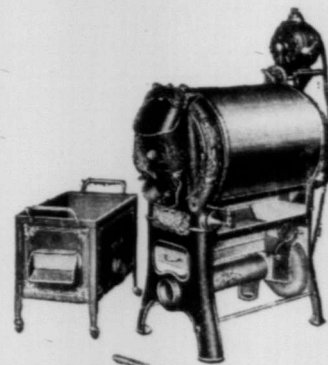
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**The A. J. DEER CO., Inc.**

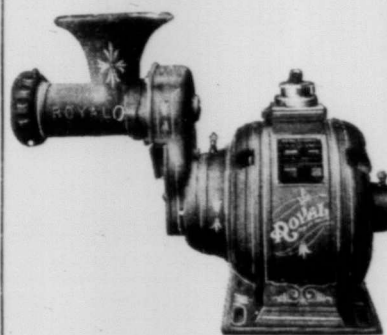
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Manufacturers of the "Royal Systems."

ROYAL COFFEE ROASTER



Capacity from 10 to 150 lbs. according to size.



ROYAL ELECTRIC MEAT CHOPPER  
Cuts the meat twice in one operation

## Shooting at Random

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

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

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

Get in touch with us.

**NICHOLSON & BAIN,**

Wholesale Commission Merchants  
and Brokers

HEAD OFFICE,

WINNIPEG, MAN.

WINNIPEG

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EDMONTON

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## That's Where You Are Wrong

If you sit down and wait for a demand for any particular line you will surely be disappointed. Build up the demand yourself.

Fix your



on the customer and tell her about the Medicinal value of

### OLIVES

BLACK and GREEN and she'll be a regular customer.

## H. E. VIPOND

197 St. Paul St., MONTREAL  
Headquarters for Italian Products

# BANANAS Tomatoes Celery

AND

all early vegetables

We invite enquiry

Prompt attention and first-class service.

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## LEMON BROS.

Owen Sound, Ontario

"St. Nicholas,"  
"Home Guard,"  
"Puck,"  
"Kicking" Brands

Messina Lemons are honestly packed with fruit of Quality — they are money-makers for you — year in and year out.

## J. J. McCABE

Agent

Toronto, Ont.



## A Good Profit Assured

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

## WHITE DOVE COCOANUT

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

Write for particulars to

**W. P. Downey**  
MONTREAL

## Parke's Catsup Flavor and Preserver



Sells rapidly and is a sure repeater

- (1) It saves a lot of time and waste to a dealer making up recipes with 2 cents of this spice and 2 cents worth of another.
- (2) A 25 cent bottle flavors and preserves catsup made from a bushel of tomatoes.

Sold at \$2.00 per doz., less regular cash discount, by most wholesale grocers and druggists. If not procurable from them we will send it to you at regular prices, and allow express charges on a 3 dozen lot.

**PARKE & PARKE, Druggists**

HAMILTON.

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All Good Things are Imitated.

## MAPLEINE

(The flavor de Luxe)

Is not the exception.

Try the imitation yourself and note the difference.

Order from your jobber, or  
**Frederick E. Robson Co.,**  
26 Front St. E., Toronto.

**Mason & Hickey, Winnipeg**

**The Crescent Mfg. Co.**  
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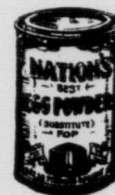
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## NATION'S CUSTARD POWDER

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

## Nation's Egg Powder



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

Samples free by post.

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## Local Fruits

### Niagara Peaches

arriving in abundance,  
best varieties now coming  
for preserving. Also

### Plums, Pickling Onions, Gherkins, Peppers

for the pickling season.

## WHITE & CO., LTD.

Wholesale suppliers to the trade in  
FRUIT, FISH AND PRODUCE

TORONTO and HAMILTON

## The Veribest Quality

In Domestic

### Peaches, Plums, Pears, Tomatoes, Corn, Cauliflower.

Let us have a Daily Order from you for  
Small Fruits.

### Oranges, Bananas, Lemons, Musk Melons, Water Melons.

THE HOUSE OF QUALITY.

## HUGH WALKER & SON

Established 1861

GUELPH and NORTH BAY



### A Scientific Discovery

The mechanical process of homogenization is a recent scientific discovery by which milk can be kept indefinitely in any temperature but frost. It intricately mixes the milk and cream by the breaking of the little globules, which makes it more wholesome and nutritious than ordinary milk. When drinking it one has the sensation of drinking thin cream. It is always pure, sterile and sweet, and is the great boon to mankind by which every dealer can profit.

Send for prices and descriptive literature

LAURENTIA MILK CO., Limited  
371 Queen Street West, Toronto, Ont.

## 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.

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JAMES RUTLEDGE Telephone St. Louis 3076

Distributing Agents, WALTER WOODS & CO., Winnipeg

Agents at Fort William, Hamilton, Calgary, Moose Jaw, Saskatoon

## That's Where You Are Wrong

If you sit down and wait for a demand for any particular line you will surely be disappointed. Build up the demand yourself.

Fix your



on the customer and tell her about the Medicinal value of

### OLIVES

BLACK and GREEN and she'll be a regular customer.

### H. E. VIPOND

197 St. Paul St., MONTREAL  
Headquarters for Italian Products

## BANANAS Tomatoes Celery

AND

all early vegetables

We invite enquiry

Prompt attention and first-class service.

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Owen Sound, Ontario

"St. Nicholas,"  
"Home Guard,"  
"Puck,"  
"Kicking" Brands

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Sold at \$2.00 per doz., less regular cash discount, by most wholesale grocers and druggists. If not procurable from them we will send it to you at regular prices, and allow express charges on a 3 dozen lot.

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**Mason & Hickey, Winnipeg**

**The Crescent Mfg. Co.**  
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## Nation's Egg Powder



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(For Ontario.)  
**The W. H. Escott Co.,**  
Winnipeg, Man.  
**McKelvie, Cardell, Ltd.,**  
Calgary, Alta.  
**Distributors, Ltd.**  
Edmonton, Alta.

Samples free by post.

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## Local Fruits

### Niagara Peaches

arriving in abundance,  
best varieties now coming  
for preserving. Also

### Plums, Pickling Onions, Gherkins, Peppers

for the pickling season.

## WHITE & CO., LTD.

Wholesale suppliers to the trade in  
FRUIT, FISH AND PRODUCE

TORONTO and HAMILTON

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THE HOUSE OF QUALITY.

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Established 1861

GUELPH and NORTH BAY



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More of them are used by Butchers than all other patented Refrigerators combined in Canada.

Made all sizes and prices for every purpose.

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**Stuhr's  
DELICACIES.**

**Genuine Caviare,  
Anchovies in Brine,**

IN TINS AND GLASSES.

Sold by all High-class Provision Dealers.

C. F. STUHR & CO., HAMBURG

**Anty Drudge**

told women  
why they  
ought to use  
**Fels-Naptha**  
Soap, and the  
thousands who  
tried it on her  
advice are still  
using it. Does  
the wide-awake  
dealer, with these  
facts before him,  
need any advice  
about what soap  
to push?



**NO FLAWS**

in this Chain or Anchor, both have had  
the same care in manufacture as "The  
Flour of the Mark." **Anchor Brand**

Manfd. by  
**LEITCH BROS.**  
FLOUR MILLS  
Oak Lake, Man.

Sold by  
leading dealers  
in every  
lively town. 17

**THE COCOA OF HIGHEST FOOD VALUE**

THE IDEAL  
BREAKFAST AND  
SUPPER BEVERAGE  
FOR ALL  
WEATHERS.

**EPPS'S**

Agrees with every-  
body forming one of  
the most digestible  
and nourishing  
articles of  
diet known.

GRATEFUL AND COMFORTING CHILDREN THRIVE ON EPPS'S

**Epps's Milk Chocolate** melts in the mouth with a delightful smoothness and  
a lingering delicacy of flavor.

Special Agents: **WILLSON & WARDEN**, Toronto. Manitoba: **BUCHANAN & GORDON**, Winnipeg  
**FORBES & NADEAU**, Montreal **J. W. GORHAM & CO.** Halifax, N.S. **C. A. MUNRO**, St. John, N.B.

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touch with all sections of this country and foreign markets, we are in the best possible  
position to keep you posted by mail and wire of any actual or contemplated changes  
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cupying thirty days.  
For further particulars  
apply to

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

**Oakey's**

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

**'WELLINGTON'**

**KNIFE POLISH**

**JOHN Oakey & Sons, Limited**  
*Manufacturers of*  
Emery, Black Lead, Emery, Glass  
and Flint Cloths and Papers, etc.  
**Wellington Mills, London, England**

**CA**

You

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Jane's Improv  
★ **GLOE**

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**RI**

**QUIC**

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5 Cases at  
with 20

10 Cases a  
with 40

25 Cases a  
with 150

FREIC  
Net 30  
Assorte

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**RIG**

**SC**



There's a Good Profit In Selling  
**CANE'S WASHBOARDS**

**You Give Every Buyer a Value That Is Appreciated**

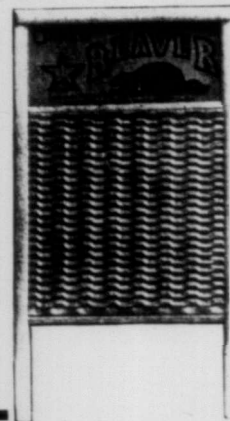
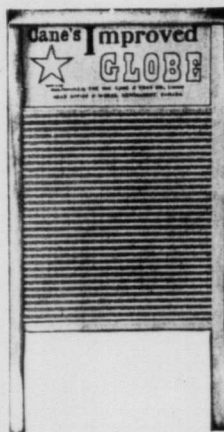
When you stock our high-grade line of washboards you take out a safe insurance against dissatisfied customers and poor profits.

Cane's Washboards represent all that is best in material, design, workmanship and finish, for the money.

We manufacture 13 different styles and grades so as to completely meet the requirements of the trade.

Send us a trial order and be convinced as to their selling and satisfaction-giving qualities.

Write NOW for our catalogue on "Cane's Washday Woodenware."



**The Wm. Cane & Sons Company**

LIMITED

NEWMARKET

ONTARIO



- 5 Cases at .....\$4.15  
with 20 bars Naptha free.
- 10 Cases at .....\$4.05  
with 40 bars Naptha free.
- 25 Cases at .....\$4.05  
with 150 bars Naptha free.

FREIGHT PREPAID

Net 30 days. 1% Cash.

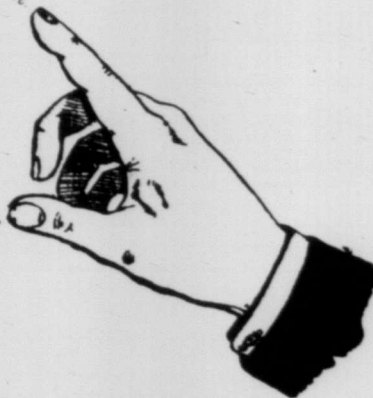
Assorted or otherwise.

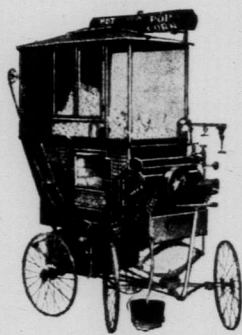


Tell your customers that "Quick-Naptha" can be used for every purpose with cold, hot or boiling water as preferred.

*The best 5c. line with an extra good margin of profit*

A fifty-year-old favorite—Quality counts.





### 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



### 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

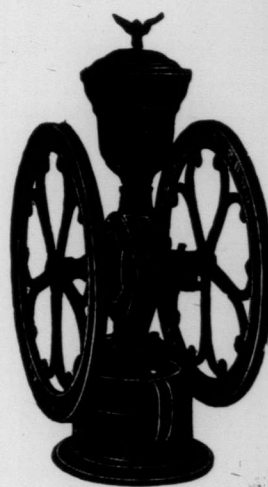


is the ideal chocolate for cooking and drinking purposes. Is especially suitable for icing cakes, making fudge, etc. Your customers want and should be given only the best—**MOTT'S**

**JOHN P. MOTT & CO.**

MANUFACTURERS

HALIFAX, NOVA SCOTIA



### BUILT ON MERIT

The easiest running, quickest grinding and most attractive mill for your store is

### ELGIN National Coffee Mill

It is equipped with our new style force feed steel cutting grinders, which make for fast grinding and durability.

Prompt shipments our specialty.

Ask any of the following Jobbers for our Catalogue:  
WINNIPEG—G. F. & J. Galt (and branches) The Codville Co. (and branches).  
VANCOUVER—The W. H. Malkin Co., Ltd.; Wm. Braid & Co.; Kelley, Douglas & Co., Ltd.  
HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; McPherson, Glassco & Co.  
TORONTO—Eby, Blain, Ltd.; R. B. Hayhoe & Co.  
LONDON—Gorman, Eckert & Co.  
ST. JOHN, N.B.—G. E. Barbour Co., Dearborn & Co.  
REGINA, SASK.—Campbell, Wilson & Smith.  
MONTREAL—The Canadian Fairbanks Co. (and branches).  
EDMONTON, ALTA.—The A. MacDonald Co.

MADE BY

**Woodruff & Edwards Co.**  
ELGIN, ILL., U.S.A.

The reputa

**Row Pic**

is one base Purity, C pack. Uni generally ing.

Canadian them the and profit any line of domestic p

Are you customers Tell your want Row

**ROWA**  
Glasgow

Snowdon & Quebec, On Warren, Ha E. Jarvis &

If you your br his best would say that

**STERI**

are the he han big var line of pickles produce their r

**WA**  
**THE T**  
Sterling

The reputation of

## Rowat's Pickles

is one based on Quality, Purity, Cleanliness of pack, Uniformity and generally bright packing.

Canadian grocers find them the most ready and profitable sellers of any line of imported or domestic pickles.

Are you getting your customers interested? Tell your jobber you want Rowat's.

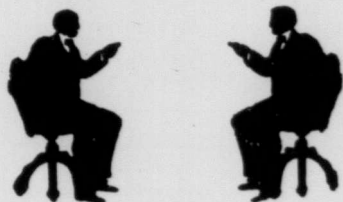
### ROWAT & CO.

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.



If you should ask one of your brother grocers what his best selling pickle is, he would without hesitation say that

## STERLING BRAND PICKLES

are the most popular line he handled. There is a big variety of the Sterling line of mixed and sweet pickles. Sterling Brand products justly deserve their reputation.

WRITE FOR PRICES.

### THE T. A. LYTLE CO.

Limited

Sterling Road, - Toronto



## CONNORS' High Class Sea Foods BRUNSWICK BRAND

We have the most modern factories on the Atlantic coast; employ the most skilled help; secure the pick of the fishermen's catches; pack our goods scientifically in the most sanitary tins obtainable, and in consequence—WE HAVE THE GOODS AND THE REPUTATION.

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

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

- 1/4 Oil Sardines,
- 3/4 Mustard Sardines,
- Kippered Herring,
- Herring in Tomato Sauce,
- Finnan Haddies
- (oval and round tins)
- Clams,
- Scallops.



## CONNORS BROS., Limited Black's Harbour, N.B.

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

## BAINES' PATENTED SHELF BRACKETS

This improved system has many and great advantages over old methods of displaying goods. The brackets occupy no space needed for goods; are easily put up, taken down, adjusted to fit a given space or carry a different class of goods; in fact, they perfectly serve their purpose.

DETAILED DESCRIPTION, PRICES, ETC., FOR THE ASKING.

State whether building is brick or frame.

**THE PIQUA BRACKET CO.**

SOLE MANUFACTURERS.

PIQUA, OHIO



GLOBE

## "GLOBE"

### Macaroni Vermicelli

are lines which you can hand to the customer without fear of complaint. In other words, you can stake your reputation on them.

Made in a spotlessly clean factory from the purest of ingredients.

Ask nearest agent or write direct.

### D. Spinelli, Montreal

Registered

AGENTS:—Quebec: Boivin, Grenier & Cie., Ottawa: A. M. Sutherland, St. John: J. Hunter White, Toronto: C. C. Mann, Western Provinces: Tees & Perse Ltd., Winnipeg.

## SALT Rice's Table Salt is ALWAYS PURE

Give your customers a good article. Rice's Table Salt—the salt in the neat package—will increase your returns and bring you a steady trade.

Rice's Salt for table, dairy and general use is a good seller, and always reliable. Write us for prices.

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

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

**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.

# RA

No Odors

It mummifies simply DRY U

Will not kil

Rat Corn is out a doubt

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Retail Prices

15c Can

25c Can

50c Can

1.00 Can

Window disp in assorted gro

### Canada

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### Hamil

# RAT CORN



**Kills Rats and Mice**  
**No Odors or Smells. No Poison**

It mummifies them. No matter where they die, they simply DRY UP. Positively do not smell.

Will not kill cats, dogs or man.

Rat Corn is a new and scientific discovery, and without a doubt the greatest rat destroyer in the world; the only one that kills rats without any bad, dangerous or disagreeable effects.

A trial will convince you—sells on sight.

Retail Prices	Wholesale Prices		
	Doz.	Gross	
15c Can	\$1.20	\$14.40	One dozen in box for counter
25c Can	2.00	24.00	Display.
50c Can	4.00	48.00	Half dozen in box for Counter
1.00 Can	8.00	96.00	Display.

Window display with each order. Write for special prices in assorted gross lots.

**Canadian Rat Corn Co., Limited**  
193 Adelaide St. W. TORONTO, ONT.

## Are You a Salesman?

You are. Then you are able to work up a nice trade in tobacco. It does not require much work. Just a display of leading lines and a few words with your customers. You'll soon win them over to purchase their tobacco from you.

# Maple Sugar Chewing Tobacco

is a really good line and will please the most particular. You are supplying families with groceries every day, why not supply their husbands with their tobacco?

*Write us about other lines.*

**The Rock City Tobacco Co.**  
QUEBEC WINNIPEG

# Tuckett's Orinoco Tobacco

**NO BETTER  
JUST  
A LITTLE MILDER  
THAN**

## Tuckett's Myrtle Cut Tobacco

WHICH HAS THE LARGEST SALE IN CANADA.

**TUCKETT LIMITED**

**Hamilton.**

**Ont.**



**CLASSIFIED ADVERTISING**

**TO BISCUIT AND CANDY MANUFACTURERS**

A YOUNG AND PROGRESSIVE FIRM OF manufacturers' agents desires to represent a first-class line of Eastern Canadian biscuits and candies in the Edmonton territory. Cold storage and first-class connection with trade, selling direct to retail trade. Address Box 446, Canadian Grocer, Toronto.

**SITUATION WANTED**

ENGLISH COMMERCIAL TRAVELLER open for engagement Jan. 1, 1913, with good Canadian firm as travelling representative in England, South Africa, Australia, or Canada. Highest references. Reply Post Office Box 482, Toronto, Ontario.

F. E. R. CASTELBERG, 396 Boulevard Emile Bockstael, Brussels, is open to represent a high class firm in France and Belgium.

**PRICE TICKETS**

PRICE TICKETS FOR WINDOW SHOW goods. Black lettering on white cards marked 25c., 50c., 75c., \$1, \$1.25, \$1.50, \$1.75, \$2, \$2.50, \$3, \$3.50, \$5. Dozen in set, per set, 15 cents postpaid, or two sets for 25 cents while they last. Technical Book Dept., MacLean Publishing Co., 143 University Ave., Toronto.

**MISCELLANEOUS**

ACCURATE COST KEEPING IS EASY IF you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employees' time register and cost keeper. Whether you employ a few or hundreds of hands we can supply you with a machine suited to your requirements. Write for catalogue. International Time Recording Company of Canada, Limited. Office and factory, 29 Alice Street, Toronto.

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

BUSINESS-GETTING TYPEWRITTEN LETTERS and real printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letter-forms, real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. American Multigraph Sales Co., Limited, 129 Bay St., Toronto.

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

COUNTER CHECK BOOKS—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.

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.

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. Egrý Register Co., Dayton, Ohio: 123 Bay St., Toronto; 258 1/2 Portage Ave., Winnipeg; 308 Richards St., Vancouver.

**MISCELLANEOUS**

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott-Fisher, Ltd., Room 314 Stair Building, Toronto.

FIRE INSURANCE. INSURE IN THE Hartford. Agencies everywhere in 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.

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.

OUR NEW MODEL IS THE HANDIEST FOR the grocer, operated instantly, never gets out of order. Send for complete sample and best prices. The Ontario Office Specialties Co., 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 NATIONAL CASH REGISTER COMPANY guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

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)

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited, Supplied by the trade throughout Canada. (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 rebuilt at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. W., Toronto, Canada.

CREDIT customers make LESS trouble than anyone else, where

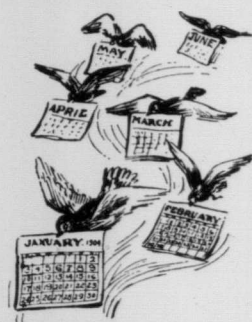
**Allison Coupon Books**

are used. Reduce expenses, eliminate losses, prevent misunderstandings—paying for themselves many times over.

**How They Work**

A man wants credit. You think he is good. Give him a \$10.00 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with \$10.00—no trouble. When he buys a dime's worth, tear off a ten cent coupon, and so on until the book is used up. Then he pays the \$10.00 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best. For sale by the jobbing trade everywhere.

Manufactured by ALLISON COUPON CO., Indianapolis, Ind.

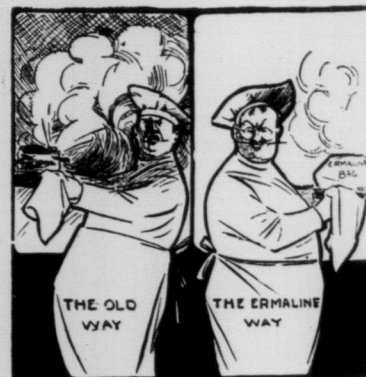


**TIME IS FLYING**

and there are still a few dealers who so far have not had a sample of the *Ermaline Cooking Bag*. But just as the months are passing, so a good steady profit is going past you, a profit which would help materially in securing fall requirements.

**Cooking with the Ermaline Bag**

causes absolute satisfaction in the home, and you know what it means to a dealer to be able to create satisfaction anywhere.



Write Now.

**Edward Lloyd**

LIMITED MONTREAL



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TH Selling

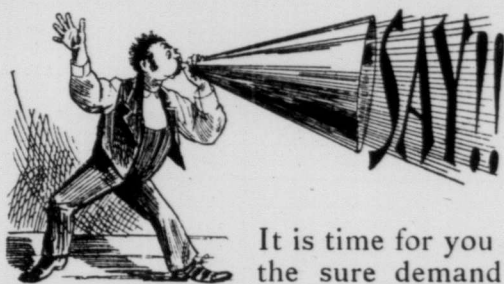
When Cust Ask 'Soap

SELL

not only also becau means lot "BABBIE has great centrated

Premiu

B. T



## Have You Ordered Yet? It is Now September 6th.

It is time for you to get in your supplies of all lines of cod, etc. to meet the sure demand during the next six months. All wholesalers carry these quality lines so just ask him to leave a case or two on his next trip.

HIGH QUALITY

BIG VALUE

GOOD PROFITS

### "Canada" Brand Pure Boneless Cod Fish

BONELESS FISH	
Canada Tablet .....	20 1 lb. Tablets.
Canada Crate .....	12 2 lb. Boxes.
Canada Strip .....	30 lb. Boxes, Whole Strips.
Atlantic Special .....	20 lbs. 1 lb. and 2 lb. Blocks.
Mariner Brand .....	25 lbs. Bulk.
Cod Bits .....	25 lbs. Bulk.
SKINLESS FISH	
Eastern Fifties .....	50 lb. Boxes.
Eastern Hundreds .....	100 lb. Boxes.

Wholesalers:—We can supply  
LARGE DRIED CODFISH BY THE QUINTAL.  
LARGE FAT JULY SALT HERRING BY CAR LOAD.

## THE NORTH ATLANTIC FISHERIES LIMITED

SUCCESSORS TO THE HALIFAX COLD STORAGE CO., LIMITED

Selling Branch: 47 WILLIAM STREET,

MONTREAL

When Your  
Customers  
Ask For  
'Soap Powder'



### SELL THEM "BABBITT'S"

not only because it pays you a good profit, but also because it will please them best, and, that means lots of sales for you.

"BABBITT'S" is the *original* soap powder, has great cleansing power because of its concentrated form, and always gives satisfaction.

Premium Store, 396 St. Paul St., Montreal, Canada

**B. T. BABBITT, INC.**  
NEW YORK



### The Food That Serves the Appetite

Sardines preserved in the whole state in pure olive oil are precluded from contamination. Besides, the sardine has appetizing qualities, and where the appetite serves digestion follows.

### "KING OSCAR" SARDINES

embody all the features that make sardines an appetizing and health-giving food. Careful selection of fish and always uniformly pure; sweet and well packed in pure olive oil.

They produce satisfaction and incidentally profit.

GET A STOCK TO-DAY.

**JOHN W. BICKLE & GREENING**

(J. A. HENDERSON)

HAMILTON

:: ::

ONTARIO

## Quality and Reputation

go far towards producing sales and steady repeat business. By featuring goods with a name and pushing them only you are assured of "no kicks," and what better do you want?

THE SPICIEST OF SPICY SPICES.



(Facsimile of package.)

Make good on the last lap. Pickling orders will soon be all placed. Write

**A. W. Hugman, Limited**  
286-288 St. Paul St. - MONTREAL

**Brooms**

**Brushes**

**Paper Bags**

**Egg Crates**

**Butter Tubs**

**Butter Paper**

**Butter Spades**

**Stove Pipe Wire**

**Twines and Holders**

**Fruit Jars and Rings**

**Steel Wire Delivery Baskets**

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



## "KING" JAM

(Compound)

The public in many parts have had an opportunity of trying our jams, and judging from the large repeat orders from the dealers, our goods have given complete satisfaction. Just what we have continually told you. King Brand Compound Jam represents the better jam at the lower price, and with all jams so high this year, you have a splendid opportunity of opening up a nice business with

## KING BRAND JAMS

Packed to suit your trade. In tins, pails, cartons and glass.

WRITE

**Labrecque & Pellerin, Montreal**

AGENTS

John J. Gilmor & Co.  
Winnipeg

J. Hunter White  
St. John, N.B.

## The people are demanding

the match with a strong stem and a silent tip, therefore, sell them Dominion Matches. They are a business-producing asset, every box guaranteed.

**DOMINION MATCH CO., LIMITED**

DESERONTO, ONTARIO

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



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## The C. BORGEN PACKING CO.

STAVANGER - NORWAY

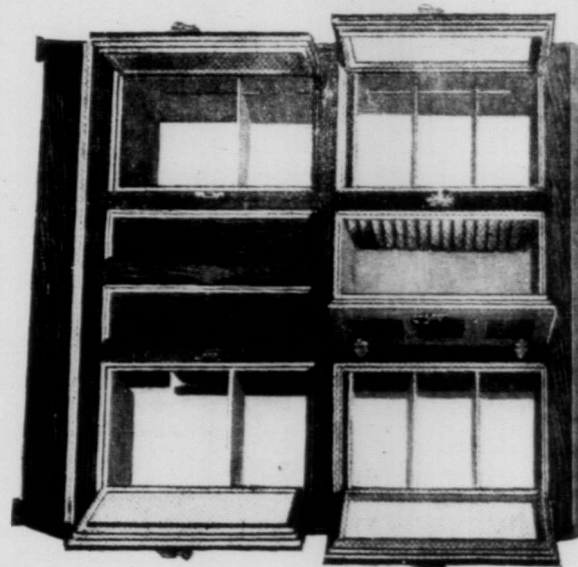
Packers of all kinds of  
smoked Sardines and  
Herrings in pure Olive  
Oil and Tomato Sauce.

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

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

## The Distinguishing Features

of our refrigerators are perfect circulation of air and high class workmanship, making a refrigerator of sure efficiency and durability, besides a selling force of immense strength.



## THE NORTH STAR REFRIGERATORS

are scientifically constructed with the view to give the grocer the full benefit of the ice, an absolutely dry air circulation, so dry that a match can be lighted on the interior walls at any time.

Milk, butter, fish, ham or onions may be kept in the same chamber without tainting from one another.

Send for catalogue now. It will be of interest to every grocer or provision dealer.

Estate of JAMES DAVIDSON  
OTTAWA, ONTARIO

## 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



## Facts Worth Noting

The L. & B. Banner Brand Jams and Jellies are quick and sure sellers. The deliciousness will please your customers. You will please your salesmen and satisfy yourself in the good profits made thereof.

**LINDNER & BENNER**

Phone Park 2985

291 Arthur St., Toronto

WESTERN AGENTS:

Laing Brothers, Wholesale Grocers, Winnipeg, Man.

With  
**SELECT VALENCIAS**

Costing 8 Cents

**THE WISE ONES**

Are Getting In

**Their Orders Now**

**MATHEWSON'S SONS**

Montreal

# Cut this out!

Here's a list containing a few of our agencies, which we would suggest you should clip out and put in your note book, as it will be of service to you when ordering. Further lists will be published from time to time.

## JUST A FEW:

### PIPER - HEIDSIECK

Kunkelman & Co.

Union Champenoise  
Ph. Richard

Mitchell Bros. & Co.  
Mitchell & Co. of Belfast,  
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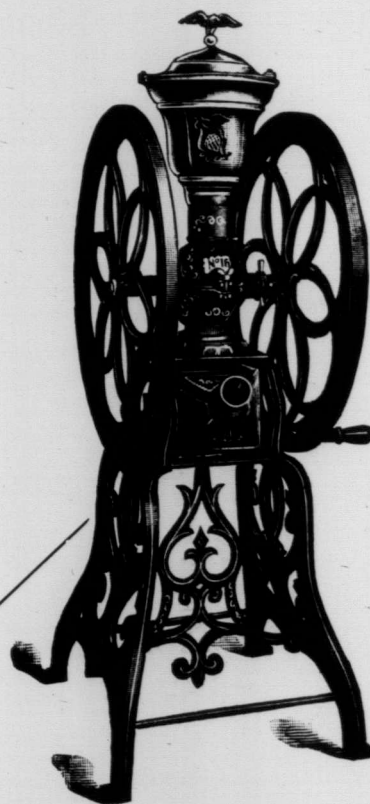
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