

THIS IS THE 1,295th ISSUE OF

CANADIAN GROCER

PUBLISHED WEEKLY BY
THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVI

PUBLICATION OFFICE: TORONTO, OCTOBER 1912

No. 40

MAKE A "WORTH-WHILE" PROFIT ON GIPSY STOVE GLOSS

QThe Profits on it are not "cut to the bone." Every sale leaves you a generous margin, and always will.

"GIPSY" is a new and better standard, blacker, easier and quicker in use, and durable. The shine lasts. So does the custom. Feature the novel 10 cent. package, and you have the right article at the right price--the cream of the Stove Polish trade is yours.

Two minutes with our representative will convince you there is a better plan than leaving to "the other fellow" all the rapidly growing trade (75% increase first six months, 1912) in "GIPSY" Stove Gloss.

HARGREAVES BROS. & Co., Ltd., HULL, England

Agents for Ontario:

F. E. ROBSON & CO., 25 Front Street East, TORONTO

THE CANADIAN GROCER

MACLAREN'S PIMENTO CHEESE

THE TIME, THE PLACE and THE HOUR

Now is the **TIME** to handle **PIMENTO CHEESE**---
Your Store is the **PLACE** where **PIMENTO CHEESE** should be---
As this is the **HOUR** the Public want **PIMENTO CHEESE**.



The appetizing flavor of **PIMENTO CHEESE** is what is creating the demand.

A profitable line which merits your attention. It will pay you.



Two Sizes—Small, 90c doz.; Large, \$1.40 doz.
Packed in Cartons 1 doz. each. Order sample dozen.

MACLAREN IMPERIAL CHEESE CO., Limited
Offices: **TORONTO** **MONTREAL** **CALGARY** **DETROIT, Mich.**
Factories: **WOODSTOCK** **WELLESLEY** **BANCROFT, MICH.**



A SOAP for a sensitive complexion, or delicate lingerie, etc., must necessarily be produced with skill, experience and honesty, linked with purity—the soap must be clean to wash clean.

“Le Calice” Castile Soap

is no tallow soap, it is antiseptic, sanitary, cleanly. Contains no corrupt animal fat, is pure as oil and skill can make it. Substitute no other, Mr. Grocer:—this is what your customers are wanting. Made only by Srs. D. Leca & Co., Marseilles.

SELL ONLY THE BEST. IT PAYS.

ARTHUR P. TIPPET & COMPANY

Agents

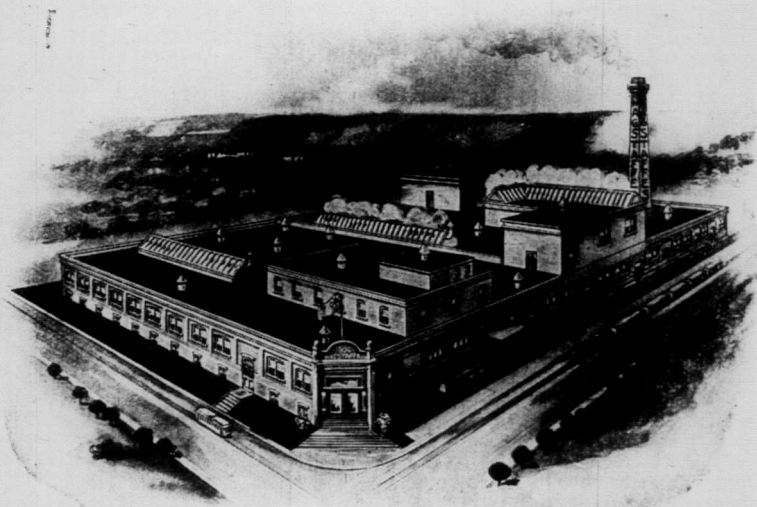
Montreal

Toronto

WAGSTAFFE'S

*Fine Old English
Mince Meat and Plum Puddings.*

Now Ready for Delivery



FINEST FRUIT PRESERVING PLANT IN CANADA.

FINE OLD ENGLISH MINCE MEAT.

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

**FINE OLD ENGLISH PLUM
PUDDING.**

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

WAGSTAFFE LIMITED

Pure Fruit Preservers

Hamilton

- - - -

Ontario



Original Brand

TALK MONEY | INTO YOUR POCKET

You know our brands, they're advertised for you to your customers. This means that your customers know them by name if not by taste.

This makes it one of the easiest things to talk money into your pocket. Very often the mere mention of the name BORDEN'S will recommend the goods and the sale is made.

BORDEN'S PRODUCTS

are produced with the aid of only the most modern and scientific condensing machinery, and can be relied on for their purity. Coupled with this is long experience and the most rigid sanitary regulations. It's the Brand you should feature. It will bring the money in.

Borden Milk Co.
LIMITED

"Leaders of Quality"

Montreal

Branch Office : No. 2 Arcade Building,
VANCOUVER



Original and Leading
Brand Since 1857



QUALITY



TRADE
MARK

600 Cases Per Day
is the capacity of our Enlarged Factory

The Good Sellers

Order Early

Halifax 3 lb. Boxes 12 to crate
Halifax 1 lb. Boxes 24 to crate
Halifax STRIPS 30 lbs. to case

ACADIA 2 lb. Boxes 12 to crate
ACADIA Tablets 20/1s
ACADIA STRIPS 30 lbs.

BLUE NOSE COD STEAKS 20/1 and 2s

PILOT COD 20s/1-2

PILOT LOOSE 25 lbs. to case

CODBITS 30's loose

CODBITS 12/3s

SKINLESS COD-FISH

C.R.C. Brand 100s

DOMINION Brand 100s and 50s

Sole Packers:

Atlantic Fish Companies Limited
Lunenburg, Nova Scotia

Selling Agents:

Maritime Fish Corporation Limited
Montreal, Quebec

Mr. Grocer, do
you stock the
**Family Can of
Baked Beans**

**Simcoe or
Quaker Brands?**

Your competi-
tors do, and are
selling great
quantities daily.

There is a good
profit in the sell-
ing for you and
a whole lot of
satisfaction for
your customers.

All real live job-
bers stock them.

The finest beans
grown, put
through the fin-
est process, sold
at the lowest
price possible.



ORDER TO-DAY

Dominion Cannery Ltd.
HAMILTON CANADA



**AYLMER
(Canada First)
CONDENSED
MILK**

**PURE
MILK**



is not just ordinary cows' Milk. It is pure, full cream Milk, over three times richer in butter fat than ordinary Milk.

It is sweetened with granulated sugar or unsweetened.

A can of Aylmer Condensed Milk should be in every house-keeper's pantry, and then there is no anxiety over Cream for the tea or coffee when visitors arrive unexpectedly.

Ask for Aylmer. Quality of every tin guaranteed.

The
**Aylmer Condensed
Milk Company, Ltd.**

Factory: Aylmer, Ont.
Business Offices:
Hamilton

SOCLEAN

(The Original Dustless Sweeping Compound)

**MORE PROFIT
TO THE DEALER**

Soclean pays a liberal profit at every sale, and it has proven a repeating seller and trade winner everywhere. Are you in on this profit producing line? Display it, introduce it, and you will be the gainer.



**MORE VALUE TO
THE CUSTOMER**

We could not improve the quality, so we improved the quantity. The 25c package has been enlarged and the 50c and \$1.00 packages have been reduced to 40c and 75c respectively. Your patrons appreciate the merits of Soclean, they will appreciate these values.

SOCLEAN LIMITED

"The Originators of Dustless Sweeping"
TORONTO

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

SUCCESS

Jam

Jam

Jam

"King" Compound

We have sold hundreds of cases of our jams during the past three weeks, and the demand is still heavy. There's a good reason, too—Quality Superb.

Are You Stocking?

We want an Ontario Agent.

Labrecque & Pellerin, Montreal

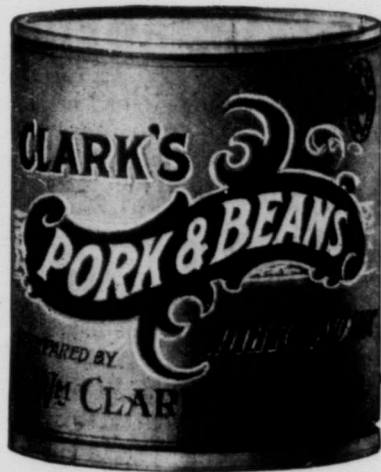
AGENTS

John J. Gilmor & Co.
Winnipeg

J. Hunter White
St. John, N.B.

Clark's Pork and Beans

PLAIN, CHILI, TOMATO SAUCE



The one
outstanding
feature of
CLARK'S
is the



QUALITY


and QUALITY is indisputably the all important need in the food of the nation.

Our people to-day are alive to the necessity of PURITY and QUALITY in their diet and that is one reason why your sales of CLARK'S PORK and BEANS are always heavy.


The people know from long experience that they are pure and dependable, for the name CLARK'S is always a guarantee that they are prepared only from the BEST.

Don't lose sight of the fact that QUALITY TELLS.

W. CLARK, :-: MONTREAL



KIT COFFEE
"perfectly simple to make
Simply perfect when made"



COFFEE TALKS

It is estimated that only ten people in fifty can make good coffee from "the bean," the others blame you or the coffee. Everyone can make good coffee always with—KIT COFFEE ESSENCE—but it must be "KIT."

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

FREDERICK E. ROBSON & CO. TORONTO

C.C. Parsons'
TRADE
Household
MARK
Ammonia
Introduced 1875

Will not injure the hands or fine fabrics

Wash day often leaves a woman's hands in very bad shape, owing to the use of strong ammonia or washing compounds. Parsons' Household Ammonia does not injure the skin or fabrics nor discolor white goods.

It is an ideal bath requisite. Parsons' Ammonia is cloudy in appearance because it is pure Ammonia mixed with other ingredients which prevent injurious effects.

COLUMBIA CHEMICAL WORKS
BROOKLYN, N. Y., U. S. A.
SOLE PROPRIETORS

ROSE & LAFLAMME, Limited
MONTREAL AGENTS TORONTO

"They Always Give Satisfaction"



"They Are so Easily Prepared"

NOW!

is the season for soup. You can easily increase your trade by selling

SYMINGTON'S SOUPS

"They always give satisfaction," said Ellen Terry.


Special Advertising sent free on request

WRITE NOW!

Samples free from—

W. SYMINGTON & CO., LTD.
MARKET HARBOUR, ENGLAND

OPPENHEIMER BROS., 25 Pender Street, Vancouver.
SCOTT, BATHGATE & CO., Notre Dame St., Winnipeg.
R. J. DONAGHY, Masonic Building, London, Ontario.
FREDERICK E. ROBSON & CO., 25 Front St. E., Toronto.



"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 & Persse Ltd., Winnipeg.

A Table Delight for Old and Young

Jelly, as a sweet at luncheon
or dinner, is unsurpassed—if
it is Chivers'.



Chivers' Table Jellies

owe their immense popularity to the fact that they are flavored with ripe fruit juices, from the finest fruit obtainable, and are prepared with exquisite care and scrupulous cleanliness. Chivers' Gold Medal Jelly is put up in fourteen distinct flavors, every one a wholesome and delicious table delight.

In these days of careful buying regarding purity, you can sell Chivers' and have a confidence in the sale that it will satisfy the most particular customer. Its excellence of quality will gain many repeats.

STOCK UP—THE PROFIT IS GUARANTEED.

CHIVERS & SONS, LIMITED

FRUIT GROWERS

HISTON

CAMBRIDGE

ENGLAND

For samples and quotations apply to the agents:

THE W. H. MALKIN CO., LTD.

57 Water St.

VANCOUVER, B.C.

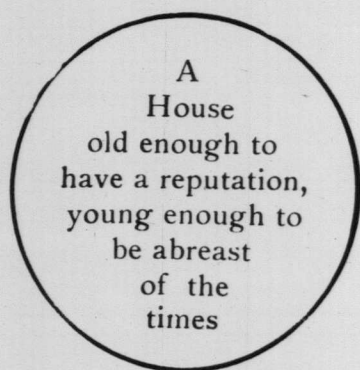
(British Columbia and Alberta)

FRANK L. BENEDICT & CO.

144 Craig St. West

MONTREAL

(Canada and Newfoundland)

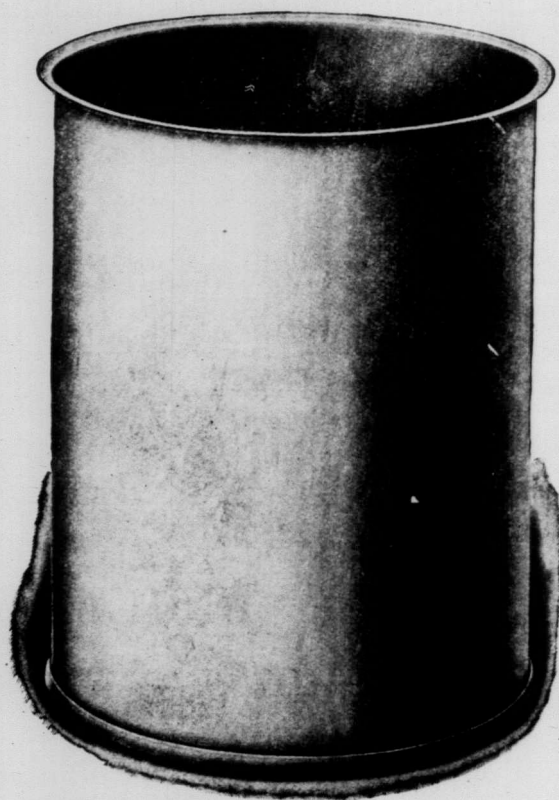


Packer's Celebrated Chocolates

NEW IDEAS NEW BOXES NEW CENTRES
NEW SERIES OF HIGH GRADE GOODS


Mr. J. P. Wright has arrived in Canada from Australia and will advise our friends prior to calling.

H. J. Packer & Co., Ltd., Chocolate Manufacturers **Bristol,**
England



Sanitary Cans

"The Can of Quality"

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

Sanitary Can Co., Ltd.,

NIAGARA FALLS, ONT.

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

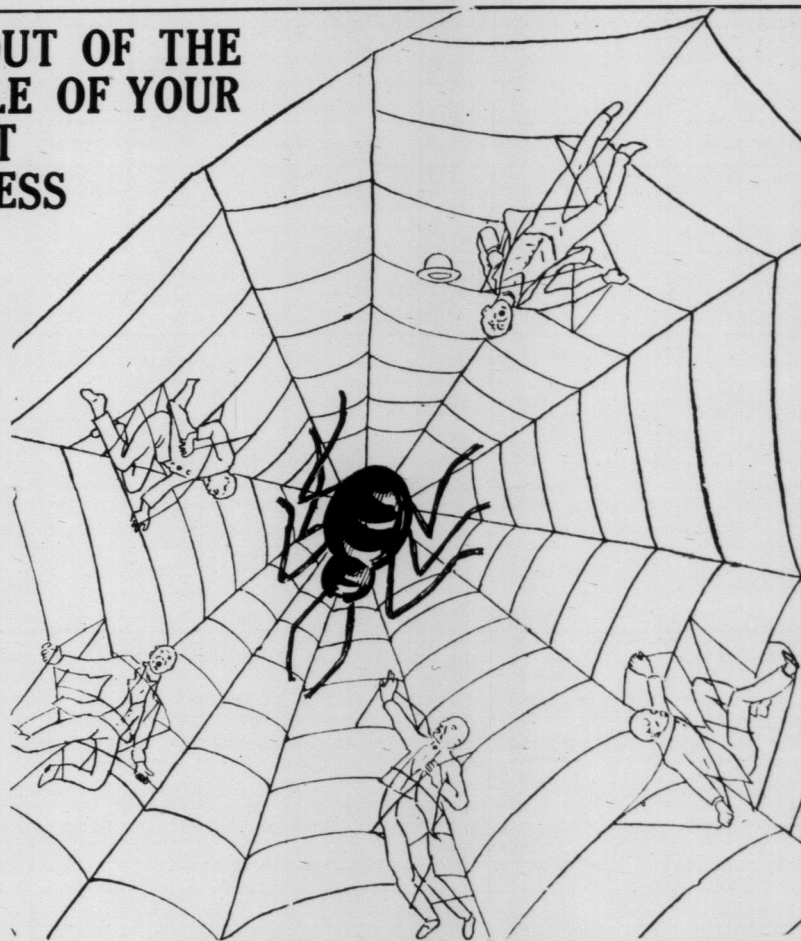
Show them quality plus modern package, and note the repeat orders.

THE
DOMINION MOLASSES CO.,
LIMITED

Halifax, - - Nova Scotia



GET OUT OF THE TANGLE OF YOUR CREDIT BUSINESS



CHECK your credit accounts, prevent misunderstandings and forgotten charges, keep in close touch with your delinquents and save worry, loss and night labor making ledger entries and making out accounts. Get a

McCaskey Account Register

and get in line with over 80,000 other wise dealers who are enjoying the advantages of the McCASKEY. It pays for itself in a short time.

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., Ltd.

Toronto, Ontario

Trafford Park, Manchester, England.



HIS INFLUENCE COUNTS

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

WINDSOR TABLE SALT

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

THE CANADIAN SALT CO.,

LIMITED

WINDSOR

ONTARIO



Within the next few weeks every dealer will be interested in securing a supply of good Brooms. Let us suggest that you try the

KEYSTONE BRAND

this season. They are always reliable, always uniform in quality and always reasonable in price.

We guarantee that you will have no kick from your customers if you sell our Brooms.

STEVENS-HEPNER CO., Ltd.

Port Elgin, Ont.,

Canada

WHO'S THAT KNOCKING AT THE DOOR ?



WHY, MRS. EDWARDS, with the Best Prepared Soup Proposition on the Market.

EDWARDS' DESICCATED SOUPS

are so cheap---5c. per packet ---that all your customers will be glad to try them.

And Edwards' Soups are so good that they will even more gladly keep on buying them.

Edwards' Soup is nourishing and delicious, because it is made of prime beef and the choicest vegetables.

Besides, it adds an appetizing flavor to dozens of other

dishes, such as stews, hash, gravies and sauces, and strengthens other soups.

The cold weather will bring a lively demand for these widely advertised Soups of Edwards'---Brown, Tomato and White. Get ready with a good stock and plenty of the Display Cards and helps for Window trimming which we supply free.

DISTRIBUTORS:

W. G. Patrick & Company, Toronto and Vancouver
Escott & Harmer, Winnipeg.

Wm. H. Dunn, Montreal

Tell Your Jobber You Want



This Mark on Every
Box Insures the Best

Place Order Now for
Fall Delivery

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

From a Hard Headed Business Standpoint

Coles Machines embody in quality of materials and workmanship, a construction, guaranteeing a long term of service.

They are very economical to operate, due to their great simplicity and design. For instance, to grind one pound of coffee requires no more power than to burn an ordinary electric light for three minutes, or, in other words, one-fiftieth of a cent.

Again, by comparison you will find that in every instance there is a considerable difference in favor of the COLES. Combine these facts then, Price, Endurance, Economy, and they will present three very good reasons why the COLES is the one logical machine for you.



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.



PUTTING BOTH PACKAGES IN AN ORDER

When a customer asks for KNOX SPARKLING GELATINE you'll find it easy to sell her KNOX ACIDULATED GELATINE as well, because our advertising in the magazines is calling your customer's attention to the value and convenience of the ACIDULATED package. It contains an extra envelope of concentrated lemon juice in addition to the two envelopes of gelatine—enough to make two full quarts of jelly—flavor and all in the one package for 15 cents. It is far superior to the cheap, flavored, ready prepared gelatines which make only *one pint* of jelly per package. No wonder KNOX GELATINE is such a fast seller, and no wonder grocers like to sell it at the profit it pays!

"Make KNOX your gelatine leader."

CHAS. B. KNOX CO.
JOHNSTOWN, N.Y.

BRANCH FACTORY, - MONTREAL, CANADA



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

Tartan
BRAND
THE SIGN OF PURITY

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

Canned Vegetables, Fruits and Salmon, Syrup, Etc.

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

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

All orders shipped same day as received.

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

Rice's Salt

The Salt that is ALL SALT

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

Write for Prices, Prompt Shipment.

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

TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

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

ISLAND LEAD MILLS Ltd.

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

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

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. M. 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

**Aim for the
best**

Coffee is something
on which the whole
family express their
opinion at the morn-
ing meal. Their
judgment is in the cup alone. *Aim,*
therefore, to supply them with *cup quality*
coffee. Rideau Hall is blended from the
finest cup selections only, and will please
the most exacting.



GORMAN, ECKERT & CO., Ltd.
LONDON ONTARIO

Western Selling Agents
MASON & HICKEY WINNIPEG



THE CANADIAN GROCER

Important Trade Notice

All orders received for

St. Lawrence

Sugars

will positively be shipped the same day. This is most important to Merchants at this Season.

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!



LOOK AGAIN

At name on package. You must get McLEAN'S WHITE MOSS if you want "the goods."

Canadian Coconut Co., Montreal



THE M'GREGOR PAPER BAG HOLDER.

Better Service Means More Trade

THE M'GREGOR 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

Strong, delicious Coffee can be prepared in one moment without trouble by using

SYMINGTON'S COFFEE ESSENCE

Your customers will appreciate this, and when they find that SYMINGTON'S has the flavor, strength and aroma of the finest Coffee will become regular buyers. It is the purest and most economical of all Coffee Essences.

Thos. Symington & Co., Edinburgh and London

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



JAPAN TEAS

This season is proving especially profitable to **Jobbers** on account of their undoubted superiority over other Green Teas, and the conditions of the home market this year are particularly favorable. Our brokers have a complete range of our samples.

FURUYA & NISHIMURA

H.P. SAUCE

England's Most Popular Sauce

is now being extensively advertised in Canada. Most of the leading Grocers are selling it freely and obtaining the full benefit of the money we are spending. Wouldn't it be worth your while to stock it?

W. G. PATRICK & CO., Toronto, Montreal, etc.
R. B. SEETON & CO., Halifax, N.S.
THE MIDLAND VINEGAR CO., LTD., Birmingham, Eng.



REGISTERED TRADE-MARK

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.)

Fruit Jars

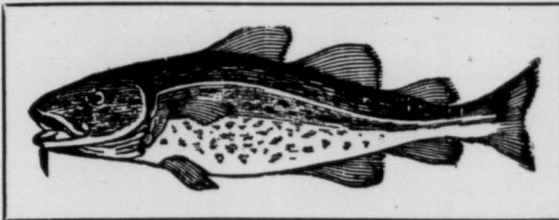
PROMPT SHIPMENT

"Perfect Seal,"
"Schram," "Gem"
or "Crown"

ALL SIZES.

ORDER NOW.

Walter Woods & Co.
HAMILTON - WINNIPEG



GET STARTED

BONELESS CODFISH

Offers you excellent opportunities to make big profits, as it is very cheap and consequently a big seller. There is one brand only to stock and that is "Canada." All leading wholesalers carry it.

PICK OUT A FEW LINES

BONELESS FISH.

Canada Tablet	20 1 lb. Tablets.	Atlantic Special	20 lbs., 1 lb. and 2 lb. Blocks
Canada Crate	12 2 lb. Boxes.	Mariner Brand	25 lbs. Bulk.
Canada Strip	30 lb. Boxes, Whole Strips	Cod Bits	25 lbs. Bulk.

SKINLESS FISH.

Eastern Fifties	50 lb. Boxes.	Eastern Hundreds	100 lb. Boxes.
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WE CAN SUPPLY

New, Large, Fat, Bright, Salt Herring. In Car Loads.

WRITE

The North Atlantic Fisheries Limited

Successors to Halifax Cold Storage Co., Limited

Selling Branch: 47 William Street, Montreal

"CANADA" BRAND PURE BONELESS COD

The Best of 'Em All.

Read About

QUINQUINOL

The Original Stock Food.

Has been awarded three diplomas.

Packed in artistically finished tins.

Can't spoil.

We want one dealer in each town to handle this high-class line. Make this a lever towards securing all the farmer's trade.

50 Per Cent. Profit Guaranteed.

Quinquinol Stock Food Co.

69 St. Timothee St., Montreal

ANTI-SWEEPING DUST POWDER



ANTI-DUST

"The powder that makes microbes impossible"

If you are not stocking Anti-Dust—
You are missing A SELLER

If you are overlooking Anti-Dust—
You are losing PROFIT

Needed in every home
Needed in every store
Needed all the year

We have a fine proposition for Western Agents.

Sapho Mnfg. Co., Ltd., Montreal

ONTARIO AGENTS:

MacLaren Imperial Cheese Co., Limited, Toronto

Quebec City: W. Rousseau, St. Joseph St.

Manufacturers' Agents and Brokers' Directory

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

WESTERN PROVINCES.

ESCOTT & HARMER
Successors to W. H. ESCOTT CO.

WHOLESALE GROCERY
BROKERS, COMMISSION MERCHANTS and MANUFACTURERS' AGENTS

OFFICES:-
Winnipeg, Regina, Calgary, and Edmonton

JOHN J. GILMOR & CO.
Wholesale Manufacturers' Agents and Commission Brokers
WINNIPEG, MAN.
Covering Manitoba, Saskatchewan and Alberta. We can give special attention to a few more first class lines. Domestic and Foreign agencies solicited.

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

H. G. SPURGEON
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Wholesale Broker and Manufacturers' Agent
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The J. J. TOMLINSON CO.
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Wholesale Grocery Brokers.
Office and Track Warehouse,
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Correspondence solicited on domestic and foreign lines.

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

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G. C. WARREN
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IMPORTER, WHOLESALE
BROKER and MANUFACTURERS'
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Trade Established 12 Years.
Domestic & Foreign Agencies Solicited.

DISTRIBUTORS, LIMITED
P. O. Drawer 99
EDMONTON, ALBERTA.
Manufacturers' Agents, Commission Merchants, Warehousemen.
Track connection with all Railroads.

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

THE WESTERN BROKERAGE & MANUFACTURER'S DISTRIBUTING CO.
Commission Brokers, Customs Brokers and Manufacturers' Agents. Shipments stored and distributed, Bonded warehouse in connection. Your business solicited.
222 Ninth Ave. West - Calgary, Alta.

ONTARIO.

I have ready for shipping
three car loads of imported
**HAND PICKED WHITE
PEA BEANS**
In 220 lb. sacks. For price on
quantity required write, wire or
phone
NORMAN D. McPHIE
Wholesale Grocery Broker
27 Federal Life Bldg., Hamilton, Ont.
Established 1903

When you want the best goods
and lowest quotations on the
following, write or wire us.—
**Currants, Salmon, Evaporated
Apples, White Beans, and
Canned Goods.**
W. H. MILLMAN & SONS
Wholesale Grocery Brokers
Toronto

ONTARIO—Continued.

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

W. G. A. LAMBE & CO.
TORONTO
Grocery Brokers and Agents.
Established 1885.

**MacLaren Imperial Cheese
Co. Limited**
DEPARTMENT AGENCY
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

Secure our prices for
Fine **FILIATRA CURRANTS,**
Greek cleaned, in half cases,
before purchasing
LIND BROKERAGE CO.
49 Wellington St. East - Toronto

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

MARITIME PROVINCES.

H. R. SILVER, LTD.
MANUFACTURERS' AGENTS
AND GROCERY BROKERS.
HALIFAX NOVA SCOTIA
First-class frost-proof storage facilities.
Correspondence solicited on Domestic
and Foreign lines.

W. S. CLAWSON & CO.
Manufacturers Agents and
Grocery Brokers
Warehousemen
ST. JOHN, N. B.
Open for a few more first-class lines.

C. E. CREIGHTON & SON
Brokers and Commission Merchants,
Manufacturers' and Millers' Agents.
HALIFAX, NOVA SCOTIA.
Domestic and Foreign Agencies Solicited.

Manufacturers' Agents and Brokers' Directory

(Continued.)

NEWFOUNDLAND.

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

BRITISH COLUMBIA.

McLEOD & CLARKSON
Manufacturers' Agents and Wholesale Commission Agents
852-6 Cambie St., Vancouver, B.C.
Can give strict attention to a few first-class Grocery Agencies. Highest References.

QUEBEC.

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

Macaroni and Cheese

Will be a favorite dish this Fall, and dealers should push macaroni to some extent just now.

All Kinds of Cheese


Roman Swiss Parmesan Gorgonzola Etc., Etc., on hand. We just want your request. The best of macaroni at thoroughly reasonable prices.

Write
H. E. VIPOND
197 St. Paul St., MONTREAL

SHIP YOUR CARS TO FERGUSON'S SIDING
Cars continually loading for all cities in the West and Northwest. Inland Revenue and Customs Bonds.
Our siding is on G.T.P. and C.N.R., inter-switching with C.P.R. and Midland Railway. Cars distributed carefully.
FERGUSON BROS., Warehousemen,
123 Bannatyne Ave., WINNIPEG, Can.
We have records in our vaults covering ten years' satisfactory service.

The failure to stock some standard commodity may be the means of a merchant losing trade.

Mathieu's Nervine Powders



a quick sale and good profits. For all forms of headaches there is no remedy which reaches the seat of the trouble so quickly and so effectively as *Mathieu's Nervine Powders*. Be sure and stock them, as they are quick sellers. Try *Mathieu's Nervine Powders* yourself at our expense as per coupon attached, if you or someone of the family suffer from headaches.

Remember there is nothing equal to Mathieu's Syrup of Tar and Cod Liver Oil for breaking up colds.

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

Please send regular box of Mathieu's Nervine Powders to the following address:—
Name.....
With (Name of firm).....
Street.....
City or town..... Prov.....

THE COCOA OF HIGHEST FOOD VALUE

THE IDEAL BREAKFAST AND SUPPER BEVERAGE FOR ALL WEATHERS. GRATEFUL AND COMFORTING

EPPS'S

CHILDREN THRIVE ON EPPS'S
Epps's Milk Chocolate melts in the mouth with a delightful smoothness and a lingering delicacy of flavor.

Agrees with everybody forming one of the most digestible and nourishing articles of diet known.

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.

TRY A
Condensed Ad.
IN
This Paper

O. E. Robinson & Co.
Manufacturers and Buyers of Dried, Evaporated and Canned Apples.
Ingersoll, - - - - - Ontario
Established 1886.



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

Occupies no counter space. The bags are held in position by gravity—no perforation of bags necessary. Handy. Saves Time. Will last a lifetime. For sale by jobbers everywhere. Ask your jobber or write

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

Buyers' Guide

CANADIAN PURE LEAF TOBACCO

Can be sold in your district. Get a supply. Also see that you have a good range of pipes. Write

J. A. FOREST, 189 Amherst St., Montreal.

Can Our Traveller Call?

COURTESY OUR IDEA

COUVRETTE & SAURIOL

Wholesale Grocers, 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.

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

None equal. Insist upon McDougall's There IS a difference.

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.

COMTE'S COFFEES

are not ordinary Coffees, but something out of the ordinary. That's why there is such a call for them. Let's hear from you.

146 St. Urban St. - Montreal

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

VOL-PEEK

The housewife's friend. The article that mends pots, pans, etc., in 2 minutes. Never fails. 100 per cent. profit.

Jobbers, write for Discounts.

Ontario Agent:

W. J. FLEWELLING, 65 Front Street, Toronto.

SULTANA (Brand) TURKISH DELIGHT

Chocolate Turkish Delight
Chocolate Caramels, etc.

always ask for Sultana Brand. Agents wanted in British Columbia.

ORIENTAL PRODUCE CO. MONTREAL

Agents Ontario and Northwest:
MacLaren Imp. Cheese Co., Ltd., Toronto.

For a Satisfying Aroma Giving Smoke Recommend

OLYMPIA AND BEN BEY CIGARS

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

For Flavor

BOURQUE'S PICKLES

BOURQUE'S CATSUP

Are Unequaled.

H. BOURQUE & FILS - - Montreal.

For Disinfectants of any kind

Write

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.

FRUIT PULPS

Bitter Oranges and Peels

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

SHOWCASES

Attractive, Finest Workmanship,
Prompt Attention.

Don't pass us when in need.

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

PRIZE DAIRIES

ENGLISH STILTON CHEESE

RIPE and BLUE. Ready for the Table

THE KING OF CHEESE

Write A. C. Chapman, Special Agent for
Montreal and Eastern Provinces
93 Durocher Street Montreal

For High Class Biscuits Good Quality Confectionery

Give us a call.

AETNA BISCUIT CO., LTD., MONTREAL

EXO

Kills rats instantly. No odor.

Agents 40% profit

EXTERMINO CHEMICAL CO.
P. O. Box 774 - - - - Montreal.

BAKE OVENS

Baking Decks of Scotch Fire Brick, Sectional Steel Ovens that can be placed anywhere.

Bread Racks, Proof Boxes, Pans and every necessity for the Bake Shop.

Write for General Catalog.

The BRANTFORD OVEN AND RACK CO., LTD., Brantford Canada

Write us for New Price List of WINDSOR SALT

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

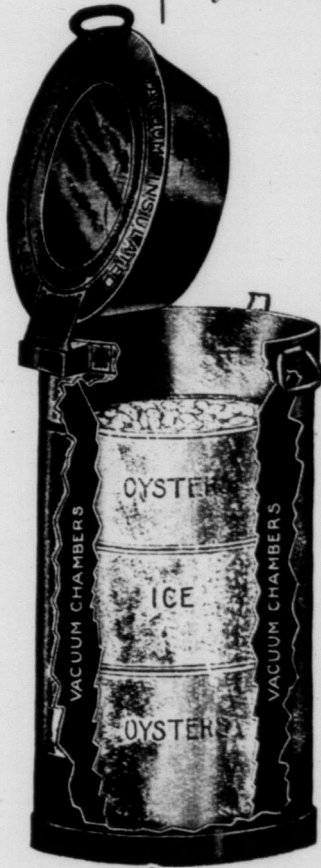
Your card in our MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY pages will keep you in touch with every manufacturer at home and abroad, who is looking for agents to represent him in Canada.

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

The Proper Care of Oysters

There are many false ideas with reference to this subject. There is one thing the dealer should firmly establish in his mind that he does not require expert knowledge, and that he should not fuss with his oysters. All they want is to be left alone with lots of ice on them. There is absolutely nothing else you can do for them; never wash or put fresh water in them, neither should you put your ice among the oysters; keep them in a compartment pack-

age, preferably a Display Case, where ice and water will be separated from your oysters. Sell them as you receive them and get a price that will afford your doing so. When you add water to cheapen your oysters, you are short-changing both the customer and yourself. If it was a case where the water simply took up the space on so many oysters, it would not be so bad, but as soon as you put fresh water among your oysters you immediately depreciate materially every oyster the fresh water comes in contact with, so that what you give your customer is not as good; you have really not treated him as fairly as though you simply took a few oysters out of his pint or quart package. The dealers who are making money out of the oyster business to-day are those who are getting the price, and put the stock out the best they know how.



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

We are the only exclusive oyster house in Canada. We devote our time and energy to the one thing we know best. If you desire information pertaining to the proper handling of oysters, forward us your enquiries. We will reply to the customers of our competitors with the same courtesy that we extend to our own patrons. We are anxious to have oysters properly handled and in this way increase their consumption.

CONNECTICUT OYSTER CO.

50 JARVIS STREET

TORONTO



**"E. D. S." REPUTATION
IS NO BUBBLE REPUTATION**

The popularity which **E. D. S.** Brand products have achieved on the reputation of 100 per cent. **PURE** proves that theirs is no "Bubble Reputation."

That all **E. D. S.** Products are absolutely pure, is not a mere assertion. It is backed up by the Government Inspector of Foods, who pronounced **E. D. S.** Brand 100 per cent. pure. See Government Bulletin No. 194.

There is no better shelf or counter stock, all the jars, bottles and pails are attractively labelled and make effective window and counter displays.

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.



**Purnell's Pure
Malt Vinegar**



In Casks or Bottles.

**OF DEW-DROP
PURITY**

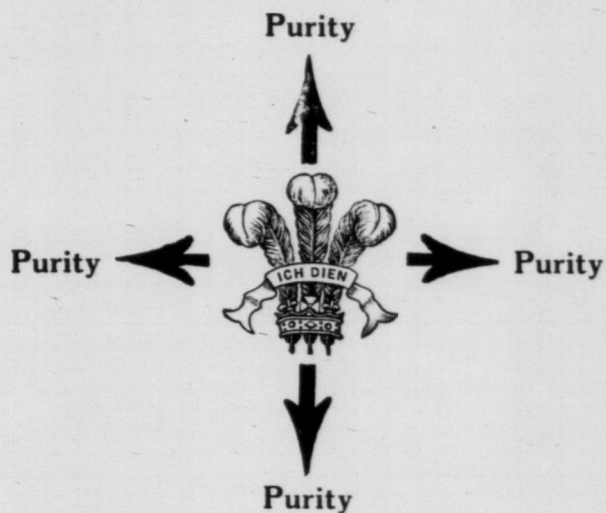
One hundred and fifty years manufacturing any line cannot result in anything but perfection for it is a well-known fact that "Not to go forward is to go backward," and going backward for this length of time would mean nothing short of failure.

Purnell's Pure Malt Vinegar is perfection itself. Its absolute purity, its delightful flavor, and its clear fragrance is unequalled. It has no rival in the household that appreciates quality. Your better trade knows Purnell's. Stock it and give satisfaction to all.

Purnell & Panter, Ltd.

Malt Vinegar, Sauce and Pickle Makers
BRISTOL, ENG.

EWING'S SPICES



This tells the story shortly.
They make the pickling satisfactory.

S. H. EWING & SONS
MONTREAL



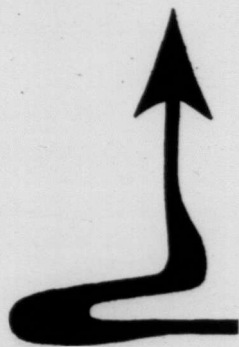
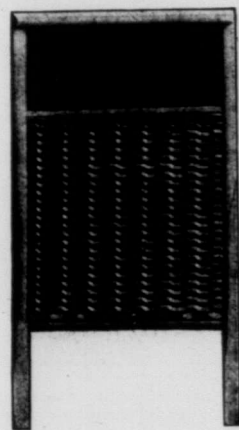
The Brightest Star
in the Coffee Essence World!

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

Replenish your stock — quick
—before the rush comes!

'CAMP' COFFEE

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



Let Us Demonstrate

the selling qualities of

CANE'S WASHBOARDS

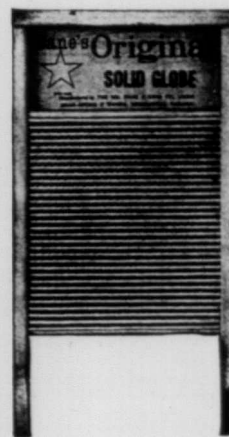
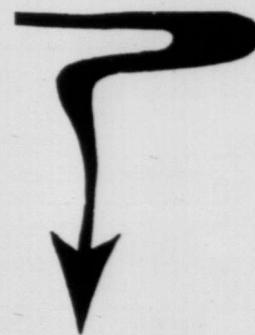
by sending you an order on trial. Place these beside any other make and see which one your customer will choose. Experience has proven that "Cane's" is invariably the choice, especially of those who are acquainted with the service-giving qualities.

NOT HIGH-PRICED

but are superior in quality to most expensive ones. We have a board at a price to suit every prospective buyer.

Write for complete catalogue at once.

The Wm. Cane & Sons Co. Ltd.
Newmarket, Ontario



Bargains in Teas **Bargains in Teas**
GROCERS and TEA DEALERS

Wire, Phone or Write to avoid disappointment

EVERY PARCEL IS A PLUM

		Price.	Worth.
Lot A	85 chests Ceylon Pekoe, good style colory liquor	15 ³ / ₄ c	17 ¹ / ₂ c
" B	80 Hf. Chs. Ceylon Orange Pekoe, pungent, clear, sweet liquor	20c	22 ¹ / ₂ c
" C	40 chests Ceylon Orange Pekoe, good leaf, sweet strong draw	19 ³ / ₄ c	22c
" D	30 chests Assam Orange Pekoe, fine Autumnal flavor, clear thick liquor	24c	27c
" E	35 chests Assam Pekoe, fine quality and flavor	20c	22 ¹ / ₂ c
" F	50 Hf. Chs. Ceylon green, fine flavory, pungent liquor, bold leaf	20c	22 ¹ / ₂ c
" G	35 Hf. Chs. Paklum Congou, fine, strong liquor, well twist-ed leaf	14 ¹ / ₂ c	17c
" H	40 Chests Indian Green, fine, bright, pungent liquor, even young Hyson leaf	21c	24c
" I	50 Hf. Chs. Formosa Oolong, fine clear, sweet liquor	17c	22c
" J	40 Boxes Gunpowder, choice, pungent liquor, bold, curly leaf	16c	18 ¹ / ₂ c
" K	30 Boxes Gunpowder, sweet, pungent liquor, well made....	17 ¹ / ₂ c	20c
" L	50 Hf. Chs. Japan Siftings	5 ¹ / ₂ c	7 ¹ / ₂ c
" M	40 Hf. Chs. Japan Slugs, fine, clear, pungent liquor, equal in draw to 18c. values	14 ¹ / ₂ c	17 ¹ / ₂ c
" N	20 Hf. Chs. Japan, well made, strong, pungent, sweet liquor	24c	28c

SAMPLES PER MAIL ON REQUEST

EBY-BLAIN, LIMITED

Importers, TORONTO

J. F. EBY, President.

HUGH BLAIN, Vice-President.



200,000 lbs. of Tea are
Drunk in Ontario Every Week



The last two weeks' "SALADA" sales in Ontario alone amounted to 85,018 and 80,922 lbs. respectively. This means that in Ontario there was sold one pound of SALADA out of every two and a half pounds of all kinds of tea used in the Province of Ontario. These two weeks were certainly the largest two weeks' business we ever had; but even so, the record of the past justifies the conviction that this immense share of the tea trade will soon be the usual weekly output. What does this show? Simply the reward of serving the public with fine tea.

"SALADA" Tea Company

TORONTO

New York, 198 West Broadway.

MONTREAL

London, Eng., 41 Eastcheap.

By Royal



Letters Patent

NELSON'S
Crystal
Leaf
GELATINE

Unrivalled in the kitchen,
can be obtained from

W.G. PATRICK & Co.


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

The Contents Will Stand the Test

Examine the contents of a jar of our jams and jellies and note the fresh, clean natural smell of the carefully prepared fruits. This, however, is but a slight indication of the unvarying purity of

CAIRN'S
SCOTCH JAMS

They have made their reputation for quality among Royalty and the best trade of the country. It pays you to sell the best goods—in jam let it be Cairns'.

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



ALEXANDER CAIRNS & SONS
PAISLEY, SCOTLAND

Canadian Agents:
SNOWDON & EBBITT, Montreal



KEEN'S OXFORD BLUE

KEEN'S OXFORD BLUE is known and appreciated where the cleanest and and whitest washing is done, and is to-day the favorite of the modern house wife, as it was the choice of her parents and grandparents.

FOR SALE BY ALL THE CANADIAN JOBBING TRADE

MAGOR, SON & COMPANY

403 St. Paul St., Montreal

30 Church St., Toronto

Agents for the Dominion of Canada



From a Standpoint of Sales

Most grocers find that they can sell five times more

CROWN BRAND

THAN ANY OTHER

CORN SYRUP

Because Crown Brand Corn Syrup has won a permanent place in the home, by reason of its unequalled purity and delicious flavor.

It is recognized as the ideal table syrup, and is especially desirable for children—possessing great value as a nourishing and wholesome food.

Crown Brand is a Canadian product that has made a national reputation by sheer merit. It is known and sold from coast to coast.

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

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



Display of fruits and vegetables arranged Friday evening in preparation for next day's sales. Shown by Robinson Bros., Guelph, Ont.

Friday Planning for Saturday Sales

Guelph Firm Lays Great Stress on the Week-End Window—Special Sales Announced Ahead by Means of Show Cards—These are Made Descriptive of the Goods and, Prices are Frequently Quoted—Window Changed Twice a Week—Otherwise Customers Ask the Reason.

The Friday evening window display is always an important feature of the week-end business in many a grocery store. Saturday is recognized as the big day of the week so far as sales are concerned and great efforts are made to attract by means of the window as many buyers as possible.

Herewith is shown one of the Friday evening displays of Robinson Bros., Guelph, Ont. It was dressed by R. S. Robinson and the original was undoubtedly an enticing display.

Full of Fruits and Vegetables.

This is a fruit and vegetable window. It includes such lines as watermelon, apples, peaches, pears, oranges, corn, cauliflower, celery, beets and cabbage.

Robinson Bros. are strong believers in the power of the window in making sales. Practically any line of goods they wish to sell, can be sold by a neat display. Just now the Saturday window is devoted to fruits and vegetables. The window here shown according to Mr. Robinson made a very profitable display.

"There can be no question of the advantages derived from these displays," he said to *The Grocer*. "We change our window twice a week and find it left longer than that time, some of our cus-

tomers wonder why such is the case and often ask us the reason."

Employ Show Cards to Sell.

Robinson Bros., as the window shows, are strong believers in the advantages of using display cards. "We use show-cards in every space possible," remarked Mr. Robinson, "describing in a plain manner something interesting about the article, as well as the price."

Among the show-cards used are the following: "Fresh Fruits for Saturday," "Try Our Fresh Fruits," "Saturday, Choice Cauliflower," "Quality," "Quantity," "Saturday, Sweet Juicy Oranges, 40c dozen," "Saturday, nice Crawford Peaches, dozen, quart, basket," etc.

Such cards as these secure the interest of many passersby on Friday evening. With the display itself, they are the means of many making decisions as to where their Saturday fruit and vegetables are to be purchased. They sell in advance.

The Why of Frequent Changes.

The point brought out by Mr. Robinson as to changing the window twice a week is worthy of notice. When a passersby sees the same window very often he soon loses interest in it, just as does the visitor to a great city when he has

become a resident for any length of time. Buildings that originally held his attention becoming commonplace and are passed with scarcely a glance. Human nature will predominate at all times. The window that has been looked at a dozen times has no further interest. The retailer should see that windows are regularly changed. Robinson Bros. find it necessary to make the change at least twice a week. At any rate it should not be allowed to run over the week and those who have experimented with an every-other-day change from one line to another claim this is the most profitable.

Planning ahead in the matter of the window display should be made a feature in every store. There are great opportunities for the dealer who has prepared a schedule of plans to be followed from week to week and month to month throughout the year.

Photographs of Good Displays.

Editorial Note.—As before remarked *The Grocer* is desirous of securing good photographs of grocery windows which dealers or their clerks have trimmed. By reproducing these, all readers of the paper of course will benefit but none more than those whose windows are shown.

Opportunities Presented by October

Business That the Retailer Should Go After Strongly in View of the Arrival of Fall in Earnest—Place Fish and Oysters to the Front—Cereals Again in Prominence—Trade in Late Fruits, Sugar and Sealers—Get Rid of Remaining Summer Goods.

With the opening of October fall trade can be said to be really under way. The important point for the retailer to remember in going after trade during this month is that the season has advanced and the goods which were in chief demand but a short time ago are no longer required. They must be relegated to a secondary position and those lines which are more in keeping with the season swung to the fore.

Get Rid of Summer Goods.

In regard to relegating summer goods to the background, there is a second side to the question that would be well to consider here. The grocer who has still goods on hand that are really summer goods should not banish them to the remote parts of the store without first making an effort to clean them up. It is surprising what success some retailers have met with in pushing a line even when the season for them was really past. It is, however, worth a real final effort for if not sold now, probably a large proportion will have to be carried over for another year and no grocer desires that. For this reason he should put them to the front for a last time and talk them to customers.

Must Follow the Season's Changes.

However, as stated before every grocer should realize that summer is past and that fall is here and certain goods peculiar to this particular season will now be in demand. A lax point with many retailers is that they fail to follow the changing seasons closely enough. They are outstripped in the race for trade by the man who notes the arrival of new seasons and new opportunities and at once puts forth a strong effort and secures the cream of the trade. The less progressive man follows after and picks up what business may be left. Therefore, let the dealer profit by recognizing that fall and the demand for fall goods is here.

Look to Fish Department.

One of the lines of trade which is boosted into greater prominence by the arrival of fall is the fish department. Many retailers have already lent great attention to this line while others have all their plans made and are about to commence.

Smoked, salted and prepared lines of fish in nearly all their varieties are now available, in addition to fresh fish, so

that the supply is now extensive enough to commence the fish campaign in earnest. It is well to do some planning in this department to attain the best results. If you have handled fish in former years you probably recognized some features that need close attention. Now in the early part of the season is the time to plan to overcome these.

There is an advantage in getting started early in fish which, although it has been mentioned on previous occasions, will probably bear repetition. Habit is a powerful factor in guiding our actions, and so it stands to reason that if you get customers coming to your store for fish early in the season, they will probably continue to come during the whole year. This is worth considering.

The same thing is true of another line ushered in with the fall season, namely oysters. Many dealers, now that the cooler weather is arriving, are taking up this line and as a considerable time has elapsed since it was procurable, they will probably find sales appreciable right now from the start. Proper display and cleanly handling are two of the important points to be observed in handling this line. Display cases are now available which show this line up well and protect it from dust or dirt. Proper refrigeration is of course necessary.

Place Cereals to the Front.

The demand for cereals will now begin to amount to larger proportions. During the summer it is the general custom of the people to turn to lighter varieties of breakfast foods, and in some instances to banish them entirely from their morning diet. A change has come however, with the change in seasons and people are beginning to turn their thoughts more to this line. Consequently now is the time that attention to it will be productive of good results.

An occasional window display should prove of material assistance in promoting cereal sales. Both package and bulk goods allow of some good window trims. The window may be devoted to one particular line while some retailers consider it best to show different varieties in the one display, drawing attention to the fact that now with cooler weather these lines are most seasonable.

Last Stand on Fruit.

While peaches and some other varieties of fruits are now in less liberal supply and are fading into the background

for another year, there is in certain sections still some time in which to push the sale of this line. Pears are still to the front while grapes are yet to have their innings. Some dealers find a larger demand for grapes for preserving than others, due perhaps to the people in that district being better acquainted with the method of "doing them up." In order to promote the sale of this line some progressive dealers have gone to the trouble to publish a recipe for grape jelly in their advertising space. This has tended to interest not only those who had previously made grape-jelly but also those who had never made it before.

Sells Sugar and Sealers.

A good feature about selling fruit towards the end of the season is that it generally brings with it a demand for sugar, sealers and associated lines. There has been a considerable amount of preserving done this year and there will probably be a larger demand for fruit jars late in the season than has been usual in past years.

Pickling Requisites.

The pickling season is still with us and will probably be for some little time yet. It may be termed the "tail end" of the season but the tail end frequently finds a good demand for pickling necessities. This will probably be more so this year as most housewives have been busy with preserving during the past month. Spices and pickling vegetables should be featured, therefore in October.

There are several other lines that could well be pushed to advantage during October. For instance, housecleaning is now to the front on myriads of homes throughout the land and all kinds of soaps and cleansers will be in demand. All considered there are many live opportunities for the live grocer during October.

NEW WHOLESALE GROCERY HOUSE.

Anderson & Co., Ltd., is the name of a new wholesale grocery specialty firm establishing in North Bay, Ont. Wm. Anderson, the managerial member of the firm, has been for some time traveler for Davidson & Hay, and the Young Co. in the north country. The firm will specialize in tobaccos and cigars as well as groceries.

The Unconscious Effect of Advertising

An Interesting Side of the Ad.-Writer's Work — Advertising Your Advertising to the Public—Plan Adopted by Selfridge & Co., London, England—Building for the Future.

The ad. man, the window trimmer, the merchant who seeks rather than shuns an honest criticism of his work from the people with whom he expects to do, or is doing, business is taking one of the surest routes to improvement, provided he knows enough about his business to sift the useful from the impracticable. He must carefully apply his own judgment in a process of elimination.

This training is most valuable to a specialist. He obtains ideas from the most trivial occurrences and suggestions from sources which to the person whose mind has not been trained in that direction are most unfruitful.

This ability to concentrate has been regarded as one of the evidences of genius, but it means nothing more than industry combined with intense, thoughtful application. It must enter into the make-up of each person having anything to do with the success of the business, or who is training himself for any particular field of activity.

Study Impressions.

A receptive, as well as a retentive mind is essential to the ad. man. He must study the impressions created upon other minds by his work, and must be able to play upon those impressions to the advantage of the enterprise in which he is engaged. Step by step, it is possible to bring the public unconsciously to that point where results, impossible at one bold stroke, are finally achieved. This process of education is one of the most interesting phases of the ad. man's work. It represents the cumulative power of advertising—the effect of the influence of continuous suggestion leading up to a certain object. Its foundation at first is the serious confidence of the merchant, the ad. man, the window trimmer and the salesforce, and ultimately it meets with the appreciation of those whom it sought to influence. This approval is demonstrated chiefly by dollars and cents.

Advertise Their Advertising.

A case which illustrates the point is presented by Selfridge & Co., Ltd., London, England, who recently adopted the plan of advertising the influence of its advertising to the public. In a very clever way they invited the public to study the effect of their advertisements upon the public. One of the advertisements which undoubtedly compelled attention in that direction was as follows:—

"The effect of honest, unexaggerated advertising is known to the initiated to

have two results—one direct, the other indirect. In the one case it leads to a quick sale of the goods advertised, and in the other it has a cumulative effect which is subtle and far-reaching. The one result is as important as the other.

"Readers of the Selfridge advertisement pages are, therefore, affected in two ways. They may feel impelled to go at once and purchase some particular item which seems to be a bargain. They may be among those who really watch for and study the announcements every time they appear, buying with a judgment and discretion which it would be difficult to cultivate without this infor-

mation. Or they may be just casual readers, people who glance at the pages with a certain interest, which is more curiosity than anything else.

"As matters stand at present in the advertising world these latter are probably greatly in the majority. But this is not to say that they are unaffected by the things they read. They are affected very greatly, but so subtly that they themselves are hardly conscious of the fact. The cumulative effect of these Selfridge announcements which stare them in the face so often and so strikingly is influencing many buyers unconsciously."

Here are some splendid points for the consideration of the writer of advertisements. To be the more effective advertisements should be business building and not merely useful for the time being.

Has the Country Too Many Middlemen ?

Question of an Enquiry Raised by Farmers' Publication — Claim is Made that There Are Too Many Merchants in Some Towns and Cities and that a Few Number Could Serve the Public Efficiently—Co-operation Advocated.

From Farmers' Magazine.

The farmer gets too little for his produce, while the consumer of it has to pay too much. As quoted elsewhere in this issue, the wide price difference in these respective products suggests an urgent enquiry. The unthinking public throw the blame upon the middleman, that is the commission, wholesale and retail merchant. They forget the freight, cartage, delivery, insurance and other necessary additions to the cost, but after these are deducted, there is still an apparently unnecessary large profit to the middleman. Therefore, it is not unreasonable to blame the middleman.

With these large profits the middleman should be the richest class in the community, but as a matter of fact, careful investigation shows that the majority of them are not as well off as the average farmer. Investigations made by Farmer's Magazine led the editors to the conclusion that the trouble is too many middlemen. We find, for example, in one town ten merchants with one or two clerks supplying the needs that could be quite as readily filled by half that number. But the other half must live, therefore the average profit which the middleman must add to the cost of his goods to enable him to make a fair living must be based on providing a living for ten stores instead of five. Suppose the average expenses of each store, including wages, rent, heat and so on, were \$2,500 a year and half the stores were closed, the other half could do busi-

ness very easily at little additional cost. Allowing \$2,500 for additional cost it is clear that this town has to support five additional stores at an extra and unnecessary cost of \$10,000 a year. This \$10,000 could be distributed and should be distributed to the farmers and on lower prices to the consumers. It would mean that five smaller merchants with their clerks would have to seek employment elsewhere. They would be available for positions as farmers or workers—which would probably mean that they would be better off and happier than they are to-day.

This is a subject that will bear careful and united consideration on the part of farmers, merchants and consumers. They should get together and gradually eliminate the unnecessary merchants, and they should discourage the establishment of unnecessary stores in their locality.

This would be a good thing for the merchants, too; the few left would be able to make a better living and give a more satisfactory service.

Farmer's Magazine does not, in drawing attention to this important subject, advocate the immediate driving out of established merchants, which of course would not be fair, but the adoption of a policy which will gradually reduce the number of wholesale and retail merchants and commission houses who buy the goods the farmer sells and sell the goods the farmer buys.

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.

Cable Address: Macpubco, Toronto. Atabek, London, Eng.

OFFICES:

CANADA—

Montreal—Rooms 701-702 Eastern Townships Bank Building.

Telephone Main 1255. O. S. Johnston

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

Winnipeg—34 Royal Bank Building. Phone Garry 2313.

UNITED STATES—

New York—R. B. Huestis, 115 Broadway, New York.

Telephone Rector 2009.

Chicago—A. H. Byrne, 140 South Dearborn Street.

Phone Rand 3234.

GREAT BRITAIN—

London—88 Fleet St., E.C. Telephone Central 12960.

E. J. Dodd

FRANCE—

Paris—John F. Jones & Co., 31 bis Fauborg Montmartre.

Subscription: Canada, \$2.00; United States, \$2.50;
Great Britain and Colonies, 8s. 6d. Elsewhere, 12s.

PUBLISHED EVERY FRIDAY.

TORONTO, OCT. 4, 1912

WHOSE SCALES ARE WRONG?

Investigations made by the government commission into alleged short-weighting of cheese at the port of Montreal will likely prove to be a sort of boomerang against the cheese producers. It will be shown that the cause of the discrepancies has been due to the disorder of the producers' own scales—the scales of the men who laid the complaints.

Here is a point analagous to the one The Grocer has often referred to in connection with scales operated by individuals in the private home. Consumers are urged by women's economic societies, daily papers and other high-cost-of-living alarmists to buy scales and test the weights of goods sold them by grocers. These scales are of course tested by Inland Revenue officers before leaving bond and at first are correct. But are they ever tested afterwards? When they have been left in the back shed, or in a damp cellar for five or six months, could they be expected to be correct? Yet such are the scales brought in occasionally to "test" the honesty of the family grocer.

If the dealer always knew of these tests he could no doubt prove his honesty but the average individual does not give him the opportunity. The grocer is cheated, and all because the family scale is out of order by never being tested. At the same time the dealer has to pay the government his dollar or two every once in a while whether his scale is correct or not. If this is not discrimination and class legislation, what then is it?

One would have thought that the cheese producers would be sure of the accuracy of their scales before making such serious charges against fellow-men.

KEEP TAB ON YEAR'S PROGRESS.

The merchant must keep close and constant watch on his progress. It is the only way to be sure of success.

When an engineer is running a train from Montreal to Winnipeg, he doesn't wait until he gets to his destination to see if he is on time. He knows that if he hopes to reach Winnipeg on time he must make a certain progress all along the line, so he watches the time at every station.

The merchant must do the same thing. He commences each year bent on achieving a certain volume of sales during the ensuing twelve months. He must not wait until the end of the year to ascertain his progress towards this end. He must figure out just how sales should stand at certain periods of the year. He must figure out what his sales should be for each week, for each month and each quarter and strive to attain or exceed that amount. If at any set period he finds himself behind his schedule, he must put forth greater efforts during the next period to gain up on what has been lost.

But unlike the engineer, even if he is ahead of his schedule he should work for greater things. This year especially the merchant should show a larger increase than usual because the country is in general very prosperous.

We are now entering on the last quarter of the year. Entering upon the last lap of the year's race, the merchant should know where he stands. If behind the schedule, all departments of the selling force should be livened up to attain the desired aim. If ahead of the schedule, strive for a record year.

CROP CONDITIONS IN NORTHERN ALBERTA.

Harvesting operations in Northern Alberta, according to The Grocer's correspondent at Calgary, were progressing rather slowly last week on account of the unfavorable weather conditions but with finer weather since the work is going on rapidly. In the district around Red Deer and south towards Calgary, much has yet to be done. The crops all along the line are almost without exception good, except some of the late grain which was no doubt more or less damaged by the heavy frost.

However, through that section of Alberta, farmers are not so much alarmed over weather and other conditions, as they do not depend altogether upon grain raising. Of late years they have gone largely into mixed farming. This is a great improvement and much more profitable both to themselves and the country generally. The climate of Northern and Central Alberta is too uncertain for the farmer to depend entirely upon grain raising, and it is a hopeful and encouraging sign that so many of them have recognized the fact and adapted themselves to circumstances.

In Southern Alberta where the crop is earlier there is a large amount of grain and the bulk of it is harvested and threshing in progress where the weather conditions will permit. Owing to the continued wet weather not much of the threshing has yet been done and as a consequence but little grain is being forwarded. At nearly all the main stations along the railways there are large numbers of freight cars standing idle waiting for the arrival of the grain.

It scarcely seems possible that with the most favorable conditions from now on one-third of the Alberta crop can be shipped before the close of navigation and a very large quantity of it will be left on the farmers' hands till Spring. The amount of grain so far going forward is less than a year ago, unfavorable weather being spread over a wider area than it was then, but there is not the quantity of rain falling and there has been little snow.

It seems that with the best possible efforts of the transportation companies the grain blockade will be pretty bad if not worse this year than last. There is one great consolation, however. There will be no large quantity of low-grade and frozen wheat as there was a year ago. The frost came much later and the general quality is better.

HOGS AND PORK PRODUCTS.

There is no denying the fact that hogs and hog products are on an extremely high level. Not only has it been a case of high prices, but at some centres, the porkers have been coming along in such small numbers that there is a shortage of certain lines of products.

Lard has been steady for some time, and of late greater strength has marked the market, as the approach of cooler weather means a bigger demand for this line. Another strengthening feature is that hogs have been running very light in weight, and accordingly the production of lard has been smaller.

The top figures attained by hogs at some centres last week have not been maintained. Prices were not far off the record figures reached in 1910. The slowness with which supplies have come forward, even under the high prices, would tend to indicate that there is not the supply in the country. However, feed has been scarce, and hogs are light, so no doubt farmers feel it more to their advantage to wait and fatten up their stock.

The question now is as to whether the usual fall decline in hog prices will take place. For the past three years it has been the rule for prices to slump some time during the fall. Last year prices went down to a figure about \$3 per cwt. below present quotations.

Prices can hardly be expected to reach anything like last year's low figures, as the supply of hogs is not in the country. It is the same old story that has marked the hog business for years. If prices fall off one year, farmers neglect this line and then comes a period of high prices. Last year's low prices discouraged farmers and they have not been giving the necessary attention to hogs.



MODERN DOGS IN THE MANGER.

In the past few days several cases have come up wherein clerks and salesmen have been keeping valuable information in their heads. They would put nothing on paper where it might be used by others. If questioned perhaps all would answer in the words of one, "Why should I pass on my knowledge? If I do another man may get my place."

Cowardice, unreasoning cowardice. The kind that causes men to fret and worry; the kind that makes men old.

Why should not a salesman keep a list of the prices he is to quote on certain goods? Why should he not jot down all valuable facts relating to these goods? To begin with he owes this to his employer. If a salesman gets sick, or is away on a holiday, the one slipping into his place temporarily will be greatly handicapped unless there are memoranda giving the required information.

And what harm can such memoranda do the regular salesman? "It will enable the one under me to take my place," some will say. Of course it will, and the wise man is glad of it. How can he be fitted to take the position above unless he gets such assistance from above?

When men think less of keeping the man below them down, and think more of pulling themselves higher up, they will do better for their employer and themselves. Having a man to step into one's shoes is an advantage. Many a man has been denied a promotion because there was no one fitted to take his necessary place.

A dog in the manger is a dog doomed. There is no place for him but the manger.

EDITORIAL NOTES.

Next issue of The Grocer will be the big Fall Campaign number.

* * *

The old dog in the manger still lives. Time he were dispatched long ago.

* * *

There's only eighty more days for customers to do their Christmas shopping.

* * *

The dealer should always live up to what he advertises. It is fatal to do otherwise.

* * *

If worth commands respect, the hog at the present time is not to be despised. He is a valuable animal.

* * *

Use fish itself as the bait to catch new business in October. The fish would no doubt appreciate the change.

* * *

Did you ever see a cod fish? It is no "cod." It will fish for more fish business for you if you will only do your part.

* * *

The fruit season is on the wane. Make your final splurge for this business before the weather comes down on the last act.

* * *

"Beat the record of the past year," is every dealer's aim. How many know where they are at just at the present moment?

* * *

The Autumn leaves are falling and the acorns are dropping. The Fall campaign season is now full on and the most should be made of it.

* * *

The poor innocent "hawg" is now being criticized for the presence of its absence. It is likely to force up the price of our breakfast bacon again.

* * *

With the tea and coffee peddler continually on the war path, every grocer should try to counteract his energies, by frequent live window displays of these lines.

* * *

Are there too many middlemen in our cities and towns? Farmer's Magazine thinks there are. There is no question about it that there are too many inexperienced men in the trade.

* * *

The dealer who pays \$2, more or less, every year for the testing of a scale, particularly when it is found correct, is simply making a present of that money to the Government.

* * *

Retail merchants of Toronto are protesting against assessments in the business section of that city. It is well there is an association to collect ideas and to form a proper mode of attack.

* * *

Tea will absorb the flavor of soap if left close to it. It is said that a certain Old Country tea firm allows the retailer so little profit, that the latter places the tea in or near the soap boxes and customers won't buy it a second time.

* * *

One might well ask how would students of the mental attitude of persons, as determined from their exterior appearances, consider the temperament of the woman with false hair, artificial cheeks, and other dummy additions to her make up?

A Woman Clerk and a Lost Opportunity

The Inevitable Result When Indifference Develops — Some Pointers for Clerks—Tying Parcels Properly and the Saving it Incurs—A Jobber's Circular on Candy Prices —Computes Profits Improperly and Doesn't Get the Order.

*By Henry Johnson, Jr.

I have just had an experience with a woman clerk which is interesting. She came at a time when we needed efficient help; stepped right into the place and filled it well. She was of good appearance, which does not mean "pretty," but businesslike, prompt, intelligent. She knew goods and could talk them well. She had a splendid telephone voice and that fortunate faculty of smoothing out troubles by phone which is always so valuable. She could take the most irate customer, by phone, and very shortly have things adjusted, simply by manifesting solicitude that the customer have satisfaction. Very soon we were depending on her for the correct performance of any particular kind of work—I mean work that called for some skill and judgment. We advanced her steadily until she was getting \$10 per week on a 55-hour schedule—which is supposed to be good for any woman.

A Gradual Transformation.

Then suddenly she fell down. With more pay and perhaps some special consideration which we were glad to extend to her she began to be less reliable in numerous ways. She was not so prompt in the morning and became moody. Today she was bright; to-morrow indifferent. It all came upon us gradually—I could not believe it at first. Several things, however, soon shook my confidence in her. For instance:

She had charge of the candies and had filled the candy case for months. One day a new girl was attempting to serve a customer and I asked Mary how many of a certain chocolate would go for a cent. "Why, they are four for a cent, aren't they?" she replied. As they were large chocolates and sold for 30c a pound, I knew that was not right; so I weighed $\frac{1}{2}$ a pound and counted them, to find that there were 19 in the $\frac{1}{2}$ pound. That meant 1c. each. I then talked generally to all the clerks on the subject, trying to show that there was only one way to arrive at a price and that was to test the goods and determine value beforehand; and that is was certainly not good business to sell a bigger ratio for the penny that would go for the pound, while in this instance

*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.

we had actually been giving away goods at a rate that would return us not only no margin but would show us a 50 per cent. loss.

It puzzled me that such a girl should know so little, and care so little about merchandise—she in whom we were placing such confidence.

Fell Behind in the Schedule.

In making out my schedule of daily duties, I assigned three morning duties to Mary. Fifteen minutes was allowed for her to make out the fruit and vegetable prices for the day; then 25 minutes for her to go over the cracker department, a duty I felt would be well performed by her and which it was important should be well and regularly done; then 30 minutes for the calling of the customers for their daily orders.

But her delay in arriving threw the schedule behind; then she made no effort to catch up, so the cracker duty was not done at all and she was so slow and apparently indifferent in making up the price lists that she had to be relieved of that work in order that we might make the necessary headway in the morning.

End Came Suddenly.

As I was thus brought to scrutinize her work more critically, I noticed that she was hard to work with when she "did not feel just right" and that she hindered in this way instead of helping. When that came home to me good and hard, there was little left to do except the usual thing; but I wanted to take time at the first opportunity to have a talk with her to see whether we might not again reach an understanding and stay together. But one busy day she stood in the way to such an extent that she was called to time quite brusquely—and then she gave notice that she was going to quit. That is something that I do not believe should have to be said more than once by any employe, so the end came quickly.

I make no comment other than to say to any employe who may read this, that no man or woman on earth is indispensable to any business; that advancement does not indicate that you can "let up" on your efforts nor allow your interest to lag; that work is a continual climb and there is no stopping place. The "appreciation" of your efforts on the

part of the employer which is manifested in the substantial manner of advanced salary is something that must be met on your part not by relaxation, but by redoubled effort; for there is no point where you can stop advancing without retrogression. In other words, "it's up to you." With everything in her favor this girl failed. That is the FACT. Now work out the explanation yourself and see that nothing exactly like it happens to you.

Efficiency in Parcelling Goods.

The making of good packages is rapidly becoming a lost art. We must strive to revive it for the sake of all concerned. One must use the right size of bag or paper; of the right strength for the duty it is to perform; and it must be securely tied in a workmanlike manner. This work must be standardized, so that when the right way is found it can be done that way EVERY TIME—then the work goes efficiently and and rapidly forward.

We complain that customers do not want to carry things; but it is not long since a lady took up a strong, neat, handy package I made for her and remarked: "Customers would carry more things with them if grocers would put up such packages as that, Mr. Johnson."

When the neat packages are made up, put them together into one strong bundle, or drop them together into a bag large enough to make it easy to carry the whole together. It is a paying investment not only because any bag, no matter how costly, is cheaper than time taken to make a delivery, but because of the reputation you gain for neatness and being accommodating; the good-will investment will return cost with profit "a hundred fold."

Jobber Figures on Wrong Basis.

I have before me the offerings of a jobber who seeks to sell me candy assortments. The first is four pails, costing \$13.50 and selling for \$24. "Profit to retailer, on cost, 76 per cent." is what he says about it. Second lot costs \$19.50 and sells for \$36. On this the same kind of "figuring" gets us 84 per cent. The third costs \$15.85 and sells for \$27. Profit said to be 70 per cent. The fourth drops down so the profit is stated at 27 per cent. The last, on the same basis, shows us 33 per cent.

Now, not an intelligent reader of today will accept such computations—and what other kind of reader does this circular seek to influence? Analyzing the figures, I get 43 $\frac{3}{4}$ per cent. on the first, which is good. I get 45.83 per cent. plus on the second, which is better. I see 41.3 per cent. minus on the third, which is good. I get only 21.85 per

cent. plus on the fourth, which will not do on candy; and I can only find 25 per cent. on the last, which is still not enough.

Will Not be Bamboozled.

But I do not like to have a jobber try to bamboozle me in this way. I feel that he does not properly esteem my ability to compute my margins, nor do I like to have him mislead me, or try to mislead me, into thinking that margins and profits are the same. In what way does this jobber win out with me when he stirs up such a response in my

consciousness? I do not think he wins at all—and he does not get my candy orders, either.

I am sure and certain that the time is coming when sellers of merchandise at wholesale will approach the retailer in a more tactful manner. I am sure that very soon jobbers will appreciate more fully the desirableness of granting to the retailer a fairly well developed faculty for correct computation. I know that when they do so approach the retailer, they will realize better returns from the approach.

Determining Customer's Mental Attitude

Reading a Man's Mind from His External Appearance and Peculiarities—Certain Physical Defects That Have Corresponding Mental Infirmities—What the Erect and Stooping Figures Suggest.

To what extent is it possible for the salesman to size up the character of a customer from his appearance? Authorities declare that there are physical peculiarities in many people which serve as a reliable index to their mental outlook or temperament, and that the apt merchant who has made some study of these, can, with something like intuition adjust his own mental attitude so as to meet the customer most satisfactorily to all concerned. Discussing this question, a writer in an English journal has this to say:

"The question has been revived in my mind as to how far any physical abnormality can be shown to have a corresponding mental or moral deficiency, or peculiarity; or, to be more concise, whether there exists any connection between physical disproportion and mental inharmony.

"I remember a former employer of the writer's seriously informing him that persons with a squint invariably had a corresponding moral squint or obliqueness in their nature, and for that reason, with such persons, cash transactions only should be the rule.

Judged by External Appearances.

"Whether this is true or not, it is a recognized fact that most persons, consciously or unconsciously, associate certain physical defects with corresponding mental infirmities. Indeed, our literature teems with examples of this, and before the novelist delineates the mental peculiarities of his characters, he carefully describes their external appearance, color of hair and eyes, type of face, and so on, so that the reader may infer their disposition, or moral bias—or immoral, as the case may be—and thus in a degree anticipate what follows.

"That mental and moral states affect bodily conditions cannot be gainsaid; therefore it is by no means so ludicrous as may appear at first, for the merchant to be able to estimate the character of many of his customers by their physical peculiarities, and then deal with them accordingly.

"For, after all, most physical abnormalities are primarily and solely mental, and really only expressions of varying individual characteristics.

Some Common Types.

"One of the most common types of disproportion any salesman has to deal with is the customer with a decided rotundity of outline, supposed to be becoming to city aldermen, and known technically as corpulency. With such a person one usually associates a love of ease and enjoyment, a fondness for things gastronomical—pleasure loving—and of the good things of life generally. While his antithesis, the spare, lean man of sharp outline, and many angularities, may be regarded as over-anxious, highly-strung of a worrying disposition or temperament, and liable to extremes of depression or elation.

Who ever knew the erect figure to be anything but dignified, self-confident, proud, and oftentimes vain and haughty in bearing; excepting, of course, the military type, which is really artificial and acquired, and the result of training and repression? And the ne'er-do-well is represented in the round-shouldered stooping, head-forward, narrow-chested type. For the humble, diffident, shy man, the man lacking in confidence, and unwilling, or unable to assert himself, always leans forward in a self-depreciatory manner, as though wishful to escape observations, as he really is. Hence

the mental characteristics of the head-forward figure are the reverse of the erect type, in agreement with the physical formation.

Significance of Necks.

"The long-necked person is generally considered to be of an aspiring and devotional turn of mind; while the short-necked square-shouldered individual may be judged to be pertinacious and pugnacious, with a love of sport and physical exercise.

"The lop-sided physique would be sufficient ground for inferring an odd, eccentric, unbalanced character; but whether the physically hump-backed person possesses the unevitable predisposition for taking the "hump" on the least provocation or is given to taking offence on any and every occasion, my readers must decide for themselves."

Here then are some interesting observations which salesmen would do well to follow up. Undoubtedly there is a great deal in them and if closely studied would prove valuable.



Following items are from The Canadian Grocer's file of Oct. 7, 1892:

"J. E. Beaton, Oshawa, Ont., has done quite a shipping trade in fruits this fall, all of which has been remunerative, not only by a profit on shipments but has increased his trade with the grower and no doubt turned some accounts into cash."

Editor's Note.—Mr. Beaton is still in business in Oshawa. Last week an article appeared in The Grocer in reference to some of his selling methods.

The Oct. 7, 1892 issue of The Grocer was the annual fall number of that year. Next week the 1912 fall number will appear. In 1892 this number contained 80 pages. Watch for the advance next week.

"A meeting of cigar manufacturers was held the other evening in Montreal at which representatives were present from all the leading manufacturers. It was decided that a deputation should wait on the Provincial Government to protest against the new and heavy tax imposed on cigar manufacturers in Quebec Province, and a committee was formed to draw up a petition to the Government to ask them not to discriminate against the trade."

Current News of the Week

Maritime Provinces and Quebec.

W. H. Travis, general merchant, Sil-
liker, N.B., is dead.

C. A. Bouchard, grocer, Montreal, has
sold to G. Legault.

E. C. McKelvey, grocer, Magog, Que.,
is giving up business.

O. Paquin, grocer, Verdun, Que., has
sold to Ovide Montpetit.

The Canadian Fish & Oyster Co., Que-
bec, Que., have registered.

L. Bourbonniere & Co., grocers, Mont-
real, have sold to T. Sevigny.

Robinson & Tenny, general merchants,
Waterloo, Que., have been succeeded by
Tenny & Loisel.

L. P. Tougas & Freres, grocers, and
Montpetit & Co., grocers, both of Mont-
real, have been registered.

The warehouse of Clements Co., Ltd.,
Fredericton, N.B., with contents, were
slightly damaged by fire recently.

It is stated that the Borden Condensed
Milk Co. will erect a condensed milk
factory at Emerald, P.E.I., to cost
\$75,000.

Ontario.

M. J. Crowley, grocer, Peterboro, Ont.,
has sold his business.

Kay & Kay, general merchants, Otter-
ville, Ont., have sold out.

E. Mailloux, general merchant, Rus-
com Station, Ont., has sold out.

Wm. Holland, grocer, Victoria St.,
Toronto, has decided to sell out.

Hammer & Donnelly, grocers, Toronto,
have dissolved, F. Hammer continuing.

C. S. Wright, general merchant, Big-
wood, has been succeeded by T. McDon-
ald.

The Farmers' & Consumers' Co-opera-
tive Co. of New Ontario, Ltd., North
Bay, has assigned.

H. Wainwright has opened a grocery,
provision, flour, feed and fruit store at
1333 Dandass Street, West Toronto.

Jno. Snellgrove has opened a grocery
store in Southampton, Ont. He adver-
tises that his prices are strictly cash.

Meakins & Sons, Limited, broom and
woodenware manufacturers, Hamilton,
Ont., have been incorporated at \$100,000.

Alex. Hardy, Cammington, Ont., is hav-
ing the store formerly occupied by Ross
& Matthews renovated and has opened a
general store business in it.

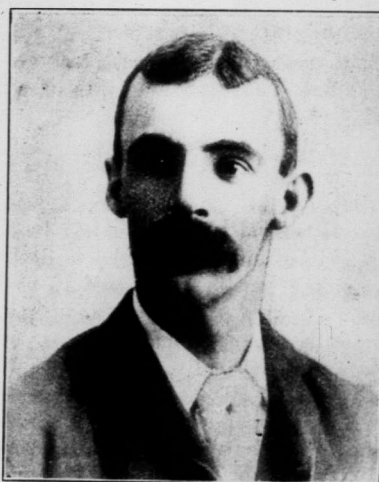
A. B. Bourne, general merchant,
Grimshy, Ont., has recently moved into
a new store. He is fitting it up in good
shape and anticipates better business
during coming Fall and Winter.

The grocery drivers of London, Ont.,
are circulating a petition asking the re-
tail grocers to declare every Wednesday
a half-holiday, except those in Decem-
ber and those in weeks in which there is
a holiday.

Joseph Pugh, of Wingham, Ont., and
formerly of Bluevale, has bought the
grocery fixtures from Geo. Nahrgang,
Palmerston, who has gone to Vancouver.
Mr. Pugh has also rented the property
and will establish a grocery again in the
same stand.

THE PRESIDENT OF A RETAILERS' ASSOCIATION.

The portrait shown below is that of
J. A. Kelly, Lambeth, Ont. (near Lon-
don), who was elected president of the
newly organized Retail Merchants Asso-
ciation at Delaware. The new associa-



J. A. KELLY, Lambeth, Ont.

tion comprises a large number of the
merchants of West Middlesex. Mr.
Kelly and his father before him have
been in business in Lambeth for the past
sixty years as general merchants. He
is enthusiastic over the success of the
new organization as well as that of the
Ontario Retail Grocers Association. His
present plans call for a meeting of the
association at Mt. Brydges during the
second week in October and he has al-
ready invited a delegation from London
R. G. A. as well as from East Middlesex
to help along the work. Mr. Kelly is a
Mason, well-known in his district, and,
having occupied the Chair several times
is well fitted for his work as president
of the new association.

J. S. Fry & Sons, Ltd., cocoa and
chocolate manufacturers, have moved
their Toronto offices from 32 Colborne
St. to 105 Front St. East, corner of
Front and Jarvis Streets. The new
building gives them much more room.

The Sarnia, Ont., grocers held their
annual picnic at Lake Huron Park, and,
as is customary, a large crowd was in
attendance. The weather was threaten-
ing during the morning hours, but clear-
ed up in the afternoon, and the citizens
turned out in force. The program was
one of the best of recent years, and was
thoroughly enjoyed.

Two employees of a Toronto foodstuff
firm, one the shipper and the other a
driver, have been committed to jail for
90 days for theft. They conspired to-
gether to supply certain restaurants
with butter and cheese at about half
price, each of them making about \$20 a
week on the deal. It may be that other
arrests will follow against alleged re-
ceivers of stolen goods.

A despatch from Gananoque, Ont.,
states that the village of Elgin was
startled by a terrific explosion which
occurred in the Ripley grocery store and
was caused by escaping acetylene gas
from the generator coming in contact
with the lights in the store when the cel-
lar door was opened. The damage to the
stock was comparatively light, the great-
est damage being the loss of the two
large front windows, which were blown
out completely. No fire followed the ex-
plosion, and the loss is covered by insur-
ance. The occupants of the building
escaped injury.

Certain Ottawa merchants are object-
ing strenuously to freight delays and
have given the secretary of the Board of
Trade particulars to enable him to pre-
pare specific cases for presentation to
the railway commission, with the object
of compelling the railroads operating
there to give a more expeditious and
convenient service to merchants in de-
livering and receiving of freight. One
merchant says that between September
9th and 13th he sent 28 shipments of
freight to one station. On the 19th inst.
not one of the shipments had left the
station and as far as he can learn, he
says, the whole of the goods are still in
the local freight sheds.

William J. Bonham, a grocer on St.
Clair Avenue, West Toronto, was acquit-
ted by Judge Morgan in the County
Criminal Court on a charge of receiving

Current News of the Week

a large quantity of stolen eggs. His Honor found that there was a reasonable presumption to come to the conclusion that Bonham did not know the eggs had been stolen. Hugh Dewar, foreman in the egg department of Gunns, Limited, was convicted of the theft of the eggs and sentenced to three months. His thefts covered a period of eighteen months. He sold the eggs to Bonham at about 4 cents below the market price. During a period of two weeks in August Dewar's sales to Bonham amounted to about 900 dozen.

The Toronto branch of the Retail Merchants Association have decided to organize a movement having for its object a reduction in the taxes and the business assessment. This was the outcome of a discussion at a meeting of that body of the large increase in the Ward Three assessment this year, an increase described by some members as unwarranted. It was decided, on motion of W. Dineen and A. E. Renfrew, to appoint a committee to circulate a petition among the Yonge Street merchants between King and Davenport Road asking for a reduction of taxes. This committee was also authorized to ask the Board of Control to obtain a reduction in the business tax on retailers from 25 to 10 per cent. This, it was pointed out, was assessed at a much higher rate than wholesale or manufacturers' property. Some of the merchants recited how the increase had affected them. Mr. Renfrew stated that the corner of Yonge and Adelaide streets was assessed at \$160,000, as against \$41,000 last year, on a frontage of 50 feet 6 inches. Merchants in other sections told of increases of from 30 to 40 per cent. "The jump is out of all proportion in comparison with the earning powers of the properties," said E. M. Trowern, secretary of the Retail Merchants' Association. The retailers, according to Mr. F. C. Higgins, grocer on Yonge Street, were bearing more than their share. The merchants decided that it was time to call a halt as, if a protest were not made, the city would continue increasing the assessment.

Western Canada.

R. H. Weaver, grocer, Vancouver, has sold to D. H. Sexton.

Robt. Stark, grocer, Winnipeg, has sold to F. L. Davis.

The Okanagan Valley, B.C., will produce the largest crop of fruit, principal-

ly apples, in its history, this year. There has also been an abundant yield of pears and peaches.

Speer, Gregg & Pim, general merchants, Alsack, Sask., suffered loss by fire.

M. A. Black, general merchant, Biggar, Sask., is succeeded by D. O. Crossley.

Letters patent have been issued incorporating the Alberta Pacific Grain Company, Limited, with a capital stock of three million dollars. The head office is to be in Calgary, Alta.

David Spence, Ltd., department store, Vancouver, B.C., did the catering for the banquet recently held in that city in honor of the visit of His Royal Highness the Duke of Connaught. About 800 guests were present.

Tobacco growing at Kelowna, B.C., is becoming an important industry. The British North America Tobacco Co., Ltd., an English corporation, had 100 acres devoted to it this season. The crop was an excellent one, the leaf being of good quality. Half of it has already been harvested. The cultivation of the leaf will be engaged in next year on a larger scale than ever.

A hardware dealer in Victoria, B.C., was accused recently of refusing to supply names of his employees to a tax collector. He pleaded lack of courtesy on the part of the collector and also that he wasn't sure of his credentials. The collector had a different story to tell and the magistrate adjourned the case until the following day so that the matter could be fixed up, at the same time remarking that the accused was liable to a fine of \$100.

A vegetable market was operated in Winnipeg last week at the Industrial Bureau under the management of a committee of women in an endeavor to reduce the prices charged at the general market and by retailers throughout the city. It is said to have had the effect of bringing down the prices on vegetables from one-third to one-half in many cases. The producers are bringing the goods directly to the market and selling directly to the consumers. It is claimed by the women that an understanding exists at the general market for keeping prices at high mark, but it is a pretty safe bet that these women are misguided in their laudable endeavor and that their new market will not last very long.

FALL NUMBER NEXT WEEK.

Every grocer is anxious to increase his business. Progressive dealers know that if they sat down and waited for demand they would sell but little. They know that with modern methods and clerks who can sell and not simply hand out goods asked for, they build up business.

In the Fall Campaign Number of The Grocer, to be issued next week, there will be many articles apart from those already mentioned which will, by concrete examples, prove the power of the retailer to increase his sales.

A certain Ontario dealer for instance tells how one window display of cereals sold for him 20 cases in three weeks time.

From Winnipeg comes a story showing how a grocer there decides on new and profitable lines of goods to handle. He consults his better-half—probably more of us would be better off if we did the same more frequently—and together they test the quality and figure out the price.

Still another dealer illustrates the influence a grocer may have over the purchasing of a customer who has confidence in him. "The Power of Personal Contact in Selling" will be the title.

No small part of the success of some of our best Canadian grocers has been due to economy and close attention to delivery, debt collecting and daily sale records. This side of retailing will be given much attention and our readers will find it a profitable department. The delivery section will include an article from a Montreal grocer on how he has built up a good "far-from-home" trade by systematic and efficient delivery.

The Fall Campaign Number, we believe, will be one you will keep on file for a long time. You have every assurance that it will be brim full of bright ideas gathered from all parts of Canada from retail grocers themselves.

J. Biss, grocer, Winnipeg, has sold to Walsh & Co.

Canned Peaches 40c. Below Last Year

Opening Prices on Late Fruits and Most Vegetables Are Out—Lawtonberries Higher—Plum Prices Same as Year Ago but Canned Apples Are Lower—Vegetables Remain About Same—A Table of Comparisons.

The opening prices on the majority of late canned fruits and vegetables which have been so anxiously awaited by the trade are out, or at least The Grocer has been able to secure the figures at which they will open, in advance of the general announcement. They include all the late fruits and vegetables with the exception of tomatoes, corn and pumpkin on which the canners have not deemed it possible to name a price yet. Greater interest was centred around these prices by reason of the short pack and high prices on the greater number of the early lines.

Canned Peaches to be Lower.

The outstanding feature in prices on late fruits is the lower prices on peaches of which there has been a big crop. Other fruits are the same as last year or lower with the exception of lawtonberries which are higher. The higher price on lawtonberries was expected, for the same reason as figures this year are higher on strawberries and raspberries. The same conditions affected all three. The price on lawtonberries last year was given out in July but this year was delayed until the present time. In heavy syrup 2's are \$2.02½ as against \$1.80 last year while preserved are \$2.22½ as against \$2.00 last year.

Peaches is the line that has shown the big reduction. Both white and yellow in 2's are 40 cents per dozen below last year while prices on 3's show a 65-cent concession, being quoted at \$2.25 as against last year's price of \$2.90. Pie peaches both peeled and unpeeled are 22½ cents lower. These more favorable figures on this line were generally expected as there was an enormous crop of this fruit this year as could be gleaned from the floods of fresh fruit on all the markets. Consequently the pack was large, prices lower and a full delivery is assured.

Plum Prices Maintained.

Although plums were not as large a crop, especially in some varieties, as other years, prices on all lines have been maintained at last year's figures. A reduction of 2½ cents per dozen has been made in the price of pears which turned out fairly well, while grapes have been set at the same level as a year ago.

The expected has also happened in the case of apples on which prices are lower this year, 3's being worth \$1.00 as

against \$1.10 last year, while gallons are \$2.55 as compared with opening price of \$3.05 last Fall. Blueberries or huckleberries are high again although no higher than canners' opening prices of last year, 2's selling at \$1.50 and gallons at \$5.30. These prices certainly look high as compared with a few years ago but in recent years the pack has not measured up to the demand and thus the higher figures. A good portion of the Canadian pack is put up in Maritime Provinces and frost in early Spring affected conditions adversely there.

Not Much Change in Vegetables.

In price of late vegetables so far given out there is not much change from a year ago. Cabbage, cauliflower and parsnips show no alteration while beets are 2½ cents lower. The most important lines which are yet to come and around which a great deal of interest centers are tomatoes and corn. Prices on these will be announced as soon as the pack is in shape to make it possible. There are at present some new pack tomatoes on the market but in the absence of any opening prices they are quoted at current figures for old stock. Prospects for corn and tomatoes look good if the right kind of weather is only experienced for the next couple of weeks. Suitable weather will mean a large pack.

Prices have yet to be named on canned pumpkin.

Comparisons with 1911.

Herewith is a comparison of opening prices of 1911 and 1912:

	VEGETABLES.		
	1911.	1912.	
2's, Beets, sliced	1 00	0 97½	
3's, Beets, sliced	1 35	1 32½	
3's, Cabbage	1 00	1 00	
2's, Carrots	1 00	1 00	
3's, Cauliflowers	2 10	2 10	
3's, Parsnips	1 30	1 30	
FRUITS.		1911.	1912.
3's, Apples, standard	1 10	1 00	
Gal. Apples, standard	3 05	2 55	
2's, Blueberries, standard	1 50	1 50	
Gal. Blueberries, standard	5 30	5 30	
2's, Grapes, white, preserved	1 55	1 55	
Gal. Grapes, white, standard	3 55	3 55	
2's, Lawtonberries, heavy syrup	1 80	2 22½	
2's, Lawtonberries, preserved	2 00	2 22½	
2's, Peaches, white, heavy syrup	1 93	1 50	
3's, Peaches, white, heavy syrup	2 93	2 25	
2's, Peaches, yellow, heavy syrup	1 93	1 50	
3's, Peaches, yellow, heavy syrup	2 93	2 25	
3's, Peaches, pie, not peeled	1 50	1 27½	
3's, Peaches, pie, peeled	1 70	1 47½	
2's, Pears, Bartlett, heavy syrup	1 80	1 77½	
3's, Pears, Bartlett, heavy syrup	2 40	2 37½	
2's, Pears, Flemish Beauty, heavy syrup	1 80	1 77½	
2's, Pears, light syrup	1 35	1 22½	
3's, Pears, pie, peeled	1 55	1 47½	
2's, Plums, Damson, light syrup	0 90	0 90	
2's, Plums, Damson, heavy syrup	1 05	1 05	
2's, Plums, Egg, heavy syrup	1 45	1 45	
2's, Plums, Green Gage, light syrup	1 00	1 00	
2's, Plums, Lombard, light syrup	0 90	0 90	
2's, Plums, Lombard, heavy syrup	1 05	1 05	
Gal. Plums, Lombard, standard	3 55	3 55	

Uniform legislation in all countries of the world governing the use of coloring matter in food products is to be urged by the world's chemists who are holding an international congress in applied chemistry in New York.



This cartoon tells a tale of the "mysterious" disappearance of some grocers' profits. What protection have you against this waste in your store?

Prices Out on Most Late Canned Goods

Peaches Much Lower Than Last Year—Several other Lines More Favorable Also—Brooms are Easier on Account of New Corn Crop—Alaska Salmon Being Sold by Canadian Wholesalers—Sugar Still in Good Demand — Easier Market Ahead.

QUEBEC MARKETS.

POINTERS—

Sugar—Steady.
Sicily Filberts.—Firm.
Tarragona Almonds.—Firm.
Nutmegs.—Likely to advance.

Montreal, Oct. 3. — Wholesalers are now busy with fall orders and a good business in all lines is reported as passing.

SUGAR.—Wholesalers report a good volume of business passing still, it being generally believed that fall preserving has not all been finished yet.

Various reports are to hand about the situation in Cuba as far as the weather is concerned, some claiming that the heavy rains have proven detrimental, others stating that the downfall has just been sufficient to give enough moisture to soil to improve growing conditions. Undoubtedly the final yield will depend to no mean extent on the behavior of the elements during this month.

The European market on the other hand, has presented a downward tendency as the weather has been highly favorable for the growing crop, and prices have declined reaching the lowest point so far this season.

Bearing in mind this fact, and looking at Cuban situation from all standpoints it seems as if steadiness will prevail until the new crop movement commences.

Granulated, bags	4 85
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 60
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.	

MOLASSES.—The cool weather now prevailing has brought about a change in the market, the demand being better in every respect. Grocery grades are selling well on present basis. Interesting news should soon be to hand from Barbados.

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 26
Antigua	0 30	0 30
Porto Rico	0 40	0 40
Corn syrups, bbls.	0 03½	0 03½
Corn syrups, half-barrels	0 03½	0 03½
Corn syrups, quarter-barrels	0 04	0 04
Corn syrups, 38½-lb. pails	1 30	1 30
Corn syrups, 25-lb. pails	1 35	1 35
Cases, 2-lb. tins, 2 doz. per case	2 90	2 90
Cases, 5-lb. tins, 1 doz. per case	3 25	3 25
Cases, 10-lb. tins, ½ doz. per case	3 15	3 15
Cases, 20-lb. tins, ¼ doz. per case	3 10	3 10

DRIED FRUITS. — The market has become a little more active and a firmer feeling has set in. Last week the market for California raisins was none too promising and the sudden change is hard to account for.

The stock of currants arriving from Greece is in first-class condition and the fruit is said to be superior to last year's crop. The latest cables from centres of production reflect a general firmness. There has been considerable short shipping of figs and dates but extra supplies are now on the way which should relieve the situation some.

The local market is livening up and good business is anticipated.

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, per lb. not cleaned	0 08½	0 09½
Currants, fine filiatras, per lb. cleaned	0 07	0 07½
Currants, 1-lb. pkgs. fine filiatras, cleaned	0 08	0 08½
Currants, Patras, per lb.	0 09	0 09½
Currants, Vostizzas, per lb.	0 09½	0 10
Dates, 1-lb. packages	0 06½	0 06½
Dates, Hallowee, loose	0 06	0 06
Figs, 3 crown	0 07½	0 09½
Figs, 4 crown	0 08	0 10½
Figs, 5 crown	0 08½	0 11
Figs, 6 crown	0 09	0 11
Figs, 7 crown	0 10	0 15
Figs, 9 crown	0 14	0 17
Comrade figs, about 33-lb. mats	1 30	1 40
Glove boxes, 16-oz., per box	0 10½	0 11½
Glove boxes, 10-oz., per box	0 07	0 07½

Prunes—		
20-30	0 13	0 13
30-40	0 12	0 12
40-50	0 11	0 11
50-60	0 10	0 10
60-70	0 09½	0 09½
70-80	0 09	0 09
80-90	0 08½	0 08½
90-100	0 08	0 08
Rosnia prunes	0 08	0 09

Raisins—		
Choice seedless raisins	0 08	0 08
Choice fancy seedless, 1-lb. pkgs.	0 08½	0 08½
Choice loose muscatels, 3-crown, per lb.	0 08	0 08
Choice loose muscatels, 4-crown, per lb.	0 08½	0 08½
Seedless, new, in packages	0 07½	0 07½
Select raisins, 7-lb. box, per lb.	0 07½	0 08
Sultana raisins, loose, per lb.	0 11	0 13
Sultana raisins, 1-lb. cartons	0 16	0 19
Malaga table raisins, clusters, per ¼ box	2 50	5 75½
Malaga table raisins, clusters, per ½ box	1 80	1 90
Valencia, fine, off stalk, per lb.	0 07½	0 07½
Valencia, select, per lb.	0 06½	0 07½
Valencia, 4-crown layers, per lb.	0 07½	0 08

COFFEE. — Trading continues fairly active in this market, but, of course, there is no change in price to note. The receipts for present crop are said to be well behind last year, and considerable damage has already been done to the next crop by frost, but as one might expect, the bearish element contradict this statement. However, be the reports what they may, as far as the truth is concerned, there will be high prices for some time to come yet.

Mocha	0 25	0 28
Rio	0 21½	0 23½
Mexican	0 25	0 28
Santos	0 22	0 24
Maracaibo	0 23	0 26½

SPICES.—Market has been less erratic than usual and firmness prevails for most lines. Cloves are becoming stronger daily and if shrinkage in stocks continues, a slight advance may be scored. Peppers are steady, the demand from grinders being well up to mark.

The nutmeg market, in sympathy with Holland market which has advanced, is growing in strength and presents some interesting features.

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

RICE. — There is not so much business doing just now, dealers working along on a hand to mouth basis. Some few weeks ago there was a replenishing movement started, but it is evident that the trade as a whole have once more decided to play a waiting game. But, whether they will derive any actual benefit, is hard to say, as the situation in the Far East is not one bit easier.

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, ½ pockets, 12½ lbs.	4 10	4 20
Rice, grade B, pockets 25 lbs.	4 00	4 10
Rice, grade C.C., bags 250 lbs.	3 80	3 90
Rice, grade C.C., bags 100 lbs.	3 80	3 90
Rice, grade C.C., pockets 25 lbs.	3 90	4 00
Rice, grade C.C., ½ pockets, 12½ 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 Chips	6 10	6 20
Carolina Rice	7 90	8 00
Brown Sago, lb.	0 06	0 07
Tapioca, medium pearl, lb.	0 07	0 09
Seed, lb.	0 07	0 09

NUTS.—Tarragona almonds must be called scarce for at this time of the year the supplies are generally heavier, and the firmness now prevailing in market has not been so marked during any corresponding period of previous years.

Prices for Sicily filberts are slightly higher in the primary market and an advance is expected here soon, if nothing unforeseen arises.

Brazils should also be marked up considerably as stocks are being reduced quickly.

In shell—		
Brazils	0 14	0 15
Filberts, Sicily, per lb.	0 10½	0 12
Filberts, Barcelona, per lb.	0 11	0 12
Tarragona Almonds, per lb.	0 16	0 17
Walnuts, Myette Grenoble, per lb.	0 11	0 15

THE CANADIAN GROCER

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 08½
Corn, roasted	0 08½	0 09
Diamond G, roasted	0 09	0 10
Bon Ton, roasted	0 11	0 12
Sun, roasted	0 10	0 12
Spanish No. 1	0 12	0 12
Virginia No. 1	0 13	0 15
Pecans, jumbo	0 18	0 19
Pistachios, per lb.	0 75	0 75
Walnuts—		
Bordeaux, halves, bright	0 27	0 28
Broken	0 27	0 29

ONTARIO MARKETS.

POINTERS—

Brooms.—Easier.
 Canned Goods.—New prices on several lines.
 Cloves—Firm.
 Nuts.—General firmness.
 Salmon.—Alaska Reds being sold here.

Toronto, Oct. 3.—There is a general good business reported by local jobbers this week. Pickling and preserving is still in progress, while housecleaning is also bringing a demand for lines of goods used in this work. There continues a good demand for sugar but it is being pretty well cared for. The volume of preserving fruits coming to market is still quite large and there will probably be a week or more of good brisk trade in these lines yet. While sugar is steady at moment, there appears to be easiness ahead.

Opening prices have been given out this week on majority of late fruits and vegetables. In most cases they are fairly favorable. Some Alaska red salmon has been purchased by local jobbers. It will retail at 25 cents per 1-lb. tin.

There is an easier feeling in brooms on account of approaching new crop of broom corn and lower prices are being quoted by some firms.

SUGAR.—There is really not much change in the sugar situation since a week ago. The big demand on account of preserving season naturally has a steadying tendency on immediate situation. However, there is an undertone of easiness by reason of the lower figures on forward shipments of beets, and there is a feeling that with a let up in demand, lower prices are probable. As showing the general tendency to easiness, new crop Cuban cane for January is quoted ½ cent below present prices and even then is not finding purchasers.

Europe promises a big crop of beets this year. One estimate is for an increase of 2,179,000 tons over last year and 410,000 tons over previous large crop of 1910-11.

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 55
Extra ground, 25-lb. boxes	5 85
Powdered, bbls.	5 25
Powdered, 25-lb. boxes	5 55
Powdered, 50-lb. boxes	5 45
Red Seal, 5-lb. box	0 75
Crystal Diamonds	5 80
Paris lumps, in 100-lb. boxes	5 90
Paris lumps, in 50-lb. boxes	5 90
Paris lumps, in 25-lb. boxes	6 20

SYRUP AND MOLASSES. — Corn syrup trade is taking on a good degree of life for this season of the year and now with cooler weather, the demand should be brisker. Molasses are also showing more life but not to the same extent as syrup, local jobbers say.

Syrups—		Per case.
1-lb. tins, 2 doz. in case	2 55	
5-lb. tins, 1 doz. in case	2 31	
10-lb. tins, ½ doz. in case	2 30	
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 00	
Maple Syrup—Pure—		
Gallons, 6 to case	6 60	
½ gallons, 12 to case	7 25	
Quarts, 24 to case	7 25	
Pints, 24 to case	4 00	
Quart bottles, 12 to case	3 50	
Molasses, per gallon—		
New Orleans, barrels	0 27	0 29
New Orleans, half barrels	0 19	0 31
West Indies, barrels	0 28	
West Indies, half barrels	0 30	
Barbados, fancy, barrels	0 45	0 47
Barbados, fancy, half barrels	0 49	0 50

DRIED FRUITS. — The supplies of new Valencia raisins which have arrived on the local market have been taken up well, quotations ranging around 9 cents per pound. There is still a considerable quantity of old stock held, selling at 8 to 8½ cents. New currants should arrive at any time now. The quality is said to be quite good and in advance of last year. The company in Greece controlling the output of currants has agreed on 35 per cent. as the amount of retention on the first 100,000 tons. Reports indicate the yield as about 160,000 tons and with 35,000 tons retention, leaves 125,000 tons for the world's markets which is much the same as last year. There is a firmer feeling in primary market after recent break.

"We are getting our bumps this year," said a broker who handles only Mediterranean dried fruits, "on account of the big crops in California and accordingly the low prices. Even at present low figures, buyers do not seem to be inclined to take hold."

There is not much change in the general situation on the coast. Prunes and raisins are steady. The effect of the rains of a couple of weeks ago is more noticeable in inferior quality in some of the dried fruits than in any other way. Some peaches and some prunes in the northern districts that were well wet down show the effects in quality. This, however, so far as we have learned, is not very widespread.

Evaporated apples still point to low prices for this year.

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 10
60 to 70, in 25-lb. boxes	0 09	0 09½
70 to 80, in 25-lb. boxes	0 08½	0 08½
80 to 90, in 25-lb. boxes	0 08	0 08
90 to 100, in 25-lb. boxes	0 07½	0 07½
Same fruit in 50-lb. boxes, ¼ cent less.		
Apricots—		
Choice, 25-lb. boxes	0 18	
Slabs	0 16	
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 08	0 09
Evaporated apples	0 08	0 09
Currants—		
Patras	0 08	0 08½
Fine Filiatras	0 07½	0 08
Vostizzas	0 10	0 12
Uncleaned, ¼c less.		
Raisins—		
Sultana, choice	0 12	0 14
Sultana, fancy	0 14½	0 15½
Valencias, selected, new	0 09	
Valencias, old stock	0 08	0 08½
Seeded, 1 lb. packets, fancy	0 08½	0 08½
Seeded, 16-oz. packets, choice	0 08½	0 08½
Dates—		
Hallowee', full boxes	0 06½	0 07
Package dates, per 1 lb.	0 07	0 07
Faris, choicest, 12-lb. boxes	0 09½	0 10½
Faris, choicest, 60-lb. boxes	0 06½	0 07

TEA.—There is not much change in general tea situation. Local market is quite well maintained and this is also true elsewhere in regard to high quality tea. There has been a good deal of coarse and low-grade tea produced this year. Local trade is fair.

COFFEE.—As far as local situation is concerned there is no particular change to note. Market has been steady for a long time now and same tone is maintained.

The New York option market swings backward and forward like a pendulum as favorable or unfavorable news comes forward from Brazil. The frost news is at least becoming no better and it appears that some fairly serious damage has been done.

The present crop rather than the prospective is having no little influence just now. "The one is real fact," says one coffee report, "the other more or less conjecture. The coffee already grown can make the pot boil, the other bubbles only in fancy. This crop can be bought and sold as it is in tangible form: the next is not yet in its swaddling clothes."

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.—One of the features in spices is firmness in cloves. This is the result of higher cables from London and further bullish news from Zanzibar. Crop reports estimate the yield this year at less than 50,000 bales and if deliveries prove this correct, firmness can be expected to continue. Peppers show no special change. As pointed out before celery seed will be lower but will not reach the low levels which it has held other years.

Trade is running along in even lines with no complaints from wholesalers.

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THE CANADIAN GROCER

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

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

Mustard seed, per lb., in bulk	0 10	0 12
Celery seed, per lb., in bulk	0 50	0 50
Shredded cocoanut, in pails	0 16½	0 17½

RICE AND TAPIACO.—Dealers are operating on a hand-to-mouth basis but it does not seem likely that much will be gained by this policy. The immediate future at least looks steady, as indicated by reports from the Far East where crops with exception of Burma are generally short. One report estimates the Chinese crop as 60 per cent. below normal.

The Louisiana rice crop is a large one, while a large yield of rice is also reported in Arkansas. However, general high prices will have the tendency to firm prices in States also.

Standard B., from mills, 500 lbs. or over, f.o.b. Montreal	3 90
Rice, standard B., f.o.b., Toronto	3 98
Rangoon	0 04
Fancy rangoon	0 04½
Fatma	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

NUTS.—Market for nuts is in general strong. Almonds is one line showing this tendency and prices have advanced considerably above those named earlier in the season. Late advices from Spain confirm previous advices to the effect that the Tarragona crop will be small. The same applies to filberts. Primary markets are still advancing and though some buyers are disposed to hold off, market is firm for both spot and new crop.

Reports indicate that Brazil nuts are turning out shorter than expected.

Almonds, Formigetta	0 15	0 15½
Almonds, Tarragona	0 16½	0 17
Almonds, shelled	0 35	0 36
Walnuts, Grenoble	0 15	0 16
Walnuts, Bordeaux	0 12	0 13
Walnuts, Marbots	0 13	0 14
Walnuts, shelled	0 28	0 30
Filberts	0 11	0 12
Pecans	0 17	0 18
Brazils	0 13	0 15
Peanuts, roasted	0 16	0 13
Peanuts, green, extras	0 13	0 08½
Peanuts, green, jumbo	0 10	0 10

BEANS.—There are no new features to beans. Spot prices still hold their strong front while new crop promises no better and it seems as if we are going to have high prices for the ensuing year. At least, the Canadian production is expected to be considerably below the average demand. Demand in Canada is yearly on the increase.

Prime beans, per bush.	3 10
Hand picked, per bush.	3 25
California Lima, lb.	0 08
Hungarian, per bush.	2 85

BROOMS.—The lower prices on broom corn by reason of the approaching new crop is having a depressing effect on the broom market. There is an easier feeling noticeable which will shortly probably resolve itself into lower prices. In fact one firm will this week reduce prices 25 to 50 cents per dozen. Others may probably follow.

Indications are that there is going to be plenty of corn and one estimate places the yield as 25 per cent. above last year. However, a great deal of it will be coarse and of poor quality. This is the result of so much wet weather.

“Wet weather has caused much of the corn to be coarse, speckled and red tipped,” said a manufacturer who has just returned from a tour of inspection of the corn producing states. “Choice corn is going to be scarce and the only thing that has saved it is the second cutting, which is satisfactory except fine weather is needed.”

He expressed the opinion that on really choice stock prices would not be much cheaper this year but prices on common brooms would be lower than those that have been ruling.

Prospects of coming crop has weakened ideas of holders of spot corn and some more favorable prices have been secured of late by manufacturers and thus the easier feeling in brooms.

Brooms are moving out well now, the housecleaning season being responsible for a larger demand.

CANNED GOODS.

TORONTO.—The feature of the week is the giving out of advance prices on all late fruits and vegetables with the exception of tomatoes, corn and pumpkin, figures on which will be announced as soon as the pack becomes advanced far enough.

The outstanding feature of the new opening prices is the lower price on peaches which, however, was expected in view of the large crop this year. Canned pears, apples and beets are other lines which are lower. Grapes, plums and blueberries show no change from last year but lawtonberries are 20 cents per dozen higher. The percentage of delivery in each line is not known but a local canned goods broker is authority for the statement that majority will show a full delivery.

Interest now centers round tomatoes and corn. Much depends on the weather. Tomato vines are well loaded and it is now a question of ripening. Bright weather with absence of frost will mean a good-sized pack. Corn was doubtful for a time but is now promising well on account of improvement in weather.

A car of new pack sockeye salmon has arrived. There are no new lower grades

in. On account of high price of B. C. pack, some Alaska red salmon has been purchased by local dealers. This is a bright red salmon and will go to the consumer at 25c. per 1-lb. tall tin. B. C. sockeye will have to be sold at about 30 cents this year to make a profit.

Last four weeks of lobster fishing did not turn out well. One local broker says he will be able to fill early orders but he is taking on no more business.

Vegetables.	Per doz. Group A
2s. Asparagus Tips	1 37½
2s. Asparagus Butts	1 42½
Beans—	
2s. golden wax	1 00
3s. golden wax	1 40
Gal. golden wax	4 05
2s. Refugee, green	1 00
3s. Refugee, green	1 40
2s. Midgets	1 30
2s. Beets, sliced	0 97½
2s. Beets, whole	0 97½
3s. Beets, sliced	1 32½
3s. Beets, whole	1 35
3s. Cabbage	1 00
2s. Carrots	1 00
3s. Carrots	1 30
2s. Cauliflower	1 67½
3s. Cauliflower	2 10
2s. Parsnips	1 15
3s. Parsnips	1 20
3s. Turnips	1 15
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
3s. Spinach	1 80
Gal. Spinach	5 32½
FRUITS.	Group A.
3s. Apples, standard	1 00
3s. Apples, preserved	1 50
Gal. Apples, standard	2 50
Gal. Apples, preserved	4 05
2s. Huckleberries, std.	1 50
2s. Huckleberries, preserved	1 80
Gal. Huckleberries, std.	5 30
2s. Grapes, white, preserved	1 55
Gal. Grapes, white, standard	3 55
2s. Lawtonberries, heavy syrup	2 02½
2s. Lawtonberries, preserved	2 22½
2s. Peaches, white, heavy syrup	1 50
2s. Peaches, white, heavy syrup	2 80
1½s. Peaches, yellow, flats, heavy syrup	2 25
2s. Peaches, yellow, heavy syrup	1 50
2½s. Peaches, yellow, heavy syrup	2 00
3s. Peaches, yellow, heavy syrup	2 25
3s. Peaches, yellow, whole, heavy syrup	1 77½
3s. Peaches, pie, not peeled	1 27½
3s. Peaches, peeled	1 47½
Gal. Peaches, pie, not peeled	3 32½
Gal. Peaches, pie, peeled	4 37½
2s. Pears Bart., heavy syrup	1 77½
2½s. Pears Bart., heavy syrup	2 12½
3s. Pears Bart., heavy syrup	2 37½
2s. Pears, Flemish Beauty, heavy syrup	1 77½
2½s. Pears, Flemish Beauty, heavy syrup	2 12½
3s. Pears, Flemish Beauty, heavy syrup	2 37½
2s. Pears, Keiffers, heavy syrup	1 67½
2½s. Pears, Keiffers, heavy syrup	2 02½
3s. Pears, Keiffers, heavy syrup	2 27½
2s. Pears, light syrup	1 22½
3s. Pears, light syrup	1 62½
3s. Pears, pie, not peeled	1 27½
3s. Pears, pie, peeled	1 47½
Gal. Pears, pie, not peeled	3 57½
Gal. Pears, pie, peeled	4 77½
2s. Plums, Damson, light syrup	0 90
3s. Plums, Damson, light syrup	1 30
2s. Plums, Damson, heavy syrup	1 05
3s. Plums, Damson, heavy syrup	1 45
Gal. Plums, Damson, standard	3 55
2s. Plums, Egg, heavy syrup	1 45
2½s. Plums, Egg, heavy syrup	1 70
3s. Plums, Egg, heavy syrup	2 20
2s. Plums, Green Gage, light syrup	1 00
2s. Plums, Green Gage, heavy syrup	1 30
3s. Plums, Green Gage, heavy syrup	1 90
Gal. Plums, Green Gage, standard	4 75
2s. Plums, Lombard, light syrup	0 90
3s. Plums, Lombard, light syrup	1 30
2s. Plums, Lombard, heavy syrup	1 05
3s. Plums, Lombard, heavy syrup	1 45
Gal. Plums, Lombard, standard	3 55
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
Gal. Red pitted cherries	8 55
Gal. Red not pitted cherries	8 05
2s. White pitted cherries, heavy syrup	1 97½
2s. White not pitted cherries, heavy syrup	1 45
2s. Black currants, heavy syrup	2 80
2s. Black currants, preserved	2 30
Gal. Black currants, standard	6 30
Gal. Black currants, solid pack	8 30
2s. Red currants, heavy syrup	2 80
2s. Red currants, preserved	2 30
Gal. Red currants, standard	6 30
Gal. Red currants, solid pack	8 30
2s. Gooseberries, heavy syrup	2 00
2s. Gooseberries, preserved	2 30

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2's. Gooseberries, standard	7 02½
Gals., Gooseberries, solid pack	8 80
2's. Pineapples, sliced, heavy syrup	2 05
2's. Pineapples, shredded, heavy syrup	2 05
2's. Pineapples, whole, heavy syrup	2 27½
3's. Pineapples, whole, heavy syrup	2 77½
2's. Pineapples, sliced, Hygeian Brand	2 27½
2's. Rhubarb, preserved	1 55
3's. Rhubarb, preserved	2 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
2's. Strawberries, heavy syrup	2 15
2's. Strawberries, preserved	2 30
Gals., Strawberries, standard	7 52½
Gals., Strawberries, solid pack	9 77½
Group B are 2½¢ per doz. less than above.	
SALMON PRICES.	
Socketeye—	
1 lb. talls	2 87½
1 lb. flats	2 92½
½ lb. flats	1 70
(5 case lots 2½¢ doz. less.)	
Red spring, 1 lb. talls	2 50
Red, ½ lb. flats	1 50
Cohoe, 1 lb. talls	2 30
Humpback, ½ lb. flats	0 90
Humpback, 1 lb. talls	1 25

MANITOBA MARKETS.

Winnipeg, Oct. 2.—Some uneasiness has undoubtedly been felt at the continued wet weather of past two weeks and consequent delay in threshing. But prospects have much improved in this respect during the last four days. Country merchants are, however, by no means alarmed and have been ordering goods to an extent that shows their confidence is in no wise shaken.

As regards prices there is nothing of note in this week's review. Steadiness prevails in all lines and there is no staple that is in particularly heavy demand with the exception of sugar. The volume of business done in this commodity since the preserving season proper commenced has been surprisingly large.

Collections as might be expected from the slow progress made in threshing are somewhat disappointing but with wheat now coming in at 500 cars per diem they should soon improve.

SUGAR.—Sugar prices are steady and market is reported as being in a more settled condition. Demand for this commodity is brisk and sales this season have been much in excess of those of last year.

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

SYRUPS.—Butter prices now climbing up are creating a brisker demand for syrups. Prices are steady.

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 30
Maple syrup—	
Imperial quarts, 2 doz. case	6 20
½ gals., 1 doz. case	5 85
Gals., ½ doz. case	5 40

DRIED FRUITS.—No change has occurred in price of dried fruits, although it is generally expected that there will be a drop in most lines except apricots, which may go higher. The new crop of

evaporated apples is now coming in and is quoted at 8¾ cents per lb.

Prunes—	Per lb.
90-100s, 25s, s.p.	0 06½
99-100s, 10s, s.p.	0 06
80-90s, 25s, s.p.	0 06½
80-90s, 10s, s.p.	0 07½
70-80s, 25s, s.p.	0 07½
70-80s, 10s, s.p.	0 07½
60-70s, 25s, s.p.	0 08½
50-60s, 25s, s.p.	0 08½
40-50s, 25s, s.p.	0 09½
Cooking Figs—	
Choice boxes	0 06½
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.—Nothing new to report since recent rise in prices. Trade is average, but buyers are not inclined to stock heavily until they are certain as to effect new crop will have on market.

Beans—	
Hand picked, bushel	3 30
3 lb. picked, bushel	3 20
Split peas, sack 98 lbs.	4 00

TEAS AND COFFEES.—The coffee market is strong and indications now point to an advance in New York due to serious damage to growing crops. Teas are steady.

Coffee—	Per lb.
Green Rio	0 18
Roasted	0 22
Green Santos	0 19
Roasted Santos	0 24
Chicory	0 12½
Teas—	
China blacks, per lb.	0 15
Ceylons	0 25
Japans	0 20

NUTS.—The peanut crop is reported to be heavy and of good quality, so this popular line will probably be easier in price in the course of a few weeks. All lines are for the present steady and trade about average.

Nuts—	Per lb.
Brazil, per lb.	0 18
Tarragona Almonds	0 16½
Peanuts, roasted Jumbos	0 12½
Peanuts, choice	0 11
Pecans	0 18
Marbot Walnuts	0 13½
Grenoble Walnuts	0 15
Sixty Filberts	0 11½
Shelled Almonds	0 33
Shelled Walnuts	0 31

WINNIPEG.

FLOUR AND CEREALS.—The flour market is steady and unchanged. There is a fair export demand and domestic business is quite up to average. There is no change to record in rolled oats or other lines.

Flour—	
1st patents, cwt.	3 05
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
Corn Meal—	
98 lb. sacks	2 30
49 lb. sacks	1 15

BRITISH COLUMBIA MARKETS.

Vancouver, Oct. 2.—Potatoes are now easy on the Vancouver and New Westminster markets. Lowland potatoes are going at \$12 while those from the highlands are bringing from \$12 to \$17 per ton.

Eggs are at 45 to 50 cents per dozen and are none too plentiful at that.

There has been a good demand for chickens with only a limited number in the market to supply requirements. The price has as result advanced considerably, price now asked being 35 cents per pound. This is an advance of approximately five cents.

There is a goodly supply of New Zealand butter on the market at present and prices for this article are about the same as last week. The presence of New Zealand butter at this time of year acts as balance wheel in butter prices, when grass and other articles of food for cows in the British Columbia region is becoming eaten off or dried up, with a resultant falling off in butter production. A steady supply of good butter can be depended upon to reach this market from New Zealand throughout winter. This variety of butter is selling at 40 cents a pound. There is not much Ontario butter on market just now.

A car of Tokay grapes has been received and also the first shipment of this season's pack of California figs, as well as some fine Carabas melons, and canteloupes and sweet potatoes. Receipts of peaches are becoming light and this fruit is nearly over.

NEW BRUNSWICK MARKETS.

St. John, Oct. 2.—Local trade conditions still continue in prosperous vein, but for most part, markets are in a state of remarkable quietness. There have been few changes during past week but quotations still retain the firmness which has characterized the market for several weeks, or rather months. Business has been encouraging, and between the pickling and preserving which has been in progress, there has been quite a steady run on many lines, particularly sugar, spices and the commodities required for bottling purposes. A local dealer gave it this week as his opinion that the high prices which prevailed during last winter and present summer on packed fruits, such as apricots, peaches, prunes and apples, have induced housewives to exert greater energies in preserving, and that this has accounted for the particularly heavy run which has been noticeable in this regard, sales of preserving stock, both in berries, plums, pears, etc., being greatly in excess of other years. As a result of high quotations on last year's stock of evaporated apples, peaches, apricots, etc., many dealers have been left with considerable supplies on hand, and will consequently have to buy lighter than heretofore, or else dispose of their present stocks at a loss, or at least at a much lower price than they anticipated.



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Changes in Flour Prices being Awaited

Trade Waiting for Change in Manitoba Flour in Keeping With New Crop Wheat
 —May Come at Any Time—Considerable Speculation as to Values on New
 Crop—United States Wheat Being Milled in Bond for Export by Canadian
 Mills.

The trade at the moment are wondering when the anticipated concession in Manitoba flour in keeping with the prices on new crop wheat will come and how much it will amount to. These are points of interest and speculation and the announcement of prices on new crop is being anxiously awaited.

An indication that the change is drawing nearer is seen in the reduction in cash wheat which has been brought down to a basis in keeping with option prices. New wheat is coming forward in larger quantities and a certain amount is now being milled by some mills. "A change in quotations may come at any time," said one man in touch with the situation. "There is a tendency to hold off to see what the other fellows are going to do."

What new crop flour will be worth is quite an interesting question. Present prices are 40 cents per barrel above those ruling a year ago. The world's yield is large, while Western Canada has an appreciable crop which is grading quite well. There has been some talk of prices being 50 cents per barrel below present values and sales for October shipment were reported last week at a 30-cent concession. "There is not going to be as big a reduction as some are looking for," said one man this week. "The high value and scarcity of Ontario wheat is going to throw a greater strain on Manitoba."

In fact farmers in Ontario have been holding their wheat at such a high figure that millers have been bringing in United States wheat and milling it in bond for export. It is estimated that about 300,000 bushels of United States wheat have been brought in already for this purpose.

Rolled oats are unchanged but last week's advance is fully maintained as spot oats are scarce and Western receipts cannot be said to have got really under way. They will before a great while take on larger proportions and a

weakening in rolled oat market can then be expected. Consumptive demand under the cooler weather is on a brisker scale.

MONTREAL.

FLOUR.—Considerable business has been transacted lately for export account, the millers being pleased with the tone of the demand and prices from European sources. These orders though are for November and December shipment, those for October having to be refused as supplies were not plentiful enough. New crop winter wheat flour has also been in fair demand for close shipment. The local or domestic trade in old wheat flour is growing active owing to a steady increasing demand from all parts of the Dominion, and those millers who have a good stock on hand have done a large business.

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.—The feeling in the market is decidedly firm, the demand being heavy with supplies none too strong. Comparing receipts with corresponding week of last year, the 1912 deficit is very marked, while the exports also show a difference.

Fine oatmeal, single bag lots	2 75
Standard oatmeal, single bag lots	2 75
Granulated oatmeal, single bag lots	2 75
Rolled oats, 90 lb. sacks, jute, 25 bags to car lots	2 40
Rolled oats, jute bags, 90-lb. single bag lots	2 50
Rolled oats, cotton bags, 90-lb. single bag lots	2 55
Rolled oats, barrels	5 50
Rolled wheat, bbl.	2 75
Hominy, 98 lb. sack	2 30
Boiled cornmeal, 100 bags	2 25

TORONTO.

FLOUR.—With new wheat now arriving at points east of the lakes, the premium on spot wheat has been removed and prices lowered. No. 1 Northern Manitoba wheat is now quoted at 99 cents, lake ports. Some mills are now using a certain amount of the new wheat and this should shortly bring about the

anticipated concessions in flour prices. Some millers are of the opinion that a change may not be far distant now. "I don't think prices are going to be as low as some are expecting," remarked one miller. Higher freight rate asked on wheat from Fort William was one of the things mentioned.

Ontario flour still keeps tight. Deliveries of winter wheat have been slow and this has caused millers to bring in American wheat and grind it in bond for export. In fact Ontario wheat is being held so high that it is practically now on a par with Manitoba.

Feed flour still ranges from \$30 to \$33 per ton.

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 40
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.—There is no particular change. Rolled oat prices are maintained at last week's advanced figures. Spot oats continue scarce and high thus accounting for steadiness. It will probably be a couple of weeks before there comes any tendency in other directions. Receipts so far are small and must become fairly large to bring cash prices down to level of operations.

Demand is showing an improvement with the cooler weather. One mill states they have done some future business on strength of recent advance but on understanding that they will protect buyers in case of decline.

Rolled oats, small lots, 90 lb. sacks	2 50
Rolled oats, 25 bags to car lots	2 40
Standard and granulated oatmeal, 98-lb. sk., small lots	2 75
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.—There is no change in mill feeds, same firm prices being demanded. This will be the order of things until milling of new crop wheat gets under way.

Bran, ton, car lots	23 00
Shorts, ton, car lots	27 00



Fruit and Vegetable Dept.

Spanish Onions on Reasonable Level

Prices Lower Than Last Year—This Should Help Their Sale
—New Crop Florida Oranges and Grapefruit Will be In
Shortly—Crops of Both Lines Reported Large — Domestic
Fruit Supplies Falling Off—Cranberries on Market.

Spanish onions this year are on a reasonable level and prices are ruling considerably below last year's figures. Summer stock was lower than usual and winter stock which is now available is also low. There are quite a few on the way from Europe at present. The lower price should induce more business in this line and now with the arrival of cool weather, dealers will find an increasing demand for them.

Oranges, especially for good stock maintain quite a steady position. At present time California late Valencias is the only variety obtainable, but Florida will be sending along some new crop goods in a couple of weeks. Grape fruit will also be arriving in two or three weeks. First shipments may probably command a premium but a large crop is anticipated this year in both these lines. Last year's crop of grapefruit was very short and prices were high during the whole season.

Lemon situation has shown no change. Prices are apparently well maintained at those centres when high levels have been attained. Little or no break is expected until arrival of new crop lemons from Sicily which will probably not be until after first of November. There is no brisk demand at present for this line. Cold weather is now needed. In the summer, it is the hot weather that causes lemons to move.

The late preserving season has now reached the pinnacle of both supply and demand and is fast moving to smaller proportions. Peaches after a record season's trade are beginning to dwindle and will pass fall off now. Grapes will now be the domestic fruit in prominence.

MONTREAL.

FRUITS.—The colder weather setting in has somewhat cut down demand and as a result the briskness of the business

done has not been so marked. Still the basket fruit is still moving and it looks as if some tall orders for preserving requirements have been placed. The recent snap of frost is reported to have done considerable damage to some of the younger fruits still on the trees. But it is too early to compute the damage.

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.—The vegetable market generally is brisker at this season and wholesalers are somewhat at a loss to know what has cut down the demand for certain lines. A good trade continues in potatoes, and the market is fairly active. Cobblers are selling in ear lots at 65c to 70c per bag, and in a jobbing way at 85c to 90c per bag.

Beans, green, bags	0 75	
Wax beans	0 75	
Carrots, bunch	0 15	0 20
Cabbage, basket	2 00	
Carrot, dozen	1 90	
Cucumbers, basket	0 30	0 35
Peppers, green, basket	3 75	
Radishes, dozen	0 22	
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	3 75
Tomatoes	3 00	
Turnips, per bag	1 25	

TORONTO.

GREEN FRUITS.—The height of the peach season has been reached and passed. Supplies are now on the downward trend. At the first of the week, shipments began to dwindle and are growing smaller. Major portion of one of the biggest peach seasons is now a matter of history. Plums are now in short

supply and prices are now higher around 50 to 75 cents. Grapes are now coming more into the limelight, selling at 18 to 20 cents. Warmer weather would help their ripening. There is still a big portion of the season to come.

Oranges maintain their steady tone, ranging from \$4.50 to \$5. Florida oranges will be coming along in a couple of weeks. Grapefruit will also be another addition in a short time. Lemons show no change and probably will not for about a month.

Fall apples are arriving in barrels and selling at \$2.50 to \$3.00.

Apples, fall stock, per barrel	2 50	3 00
Bananas, per bunch	1 50	2 00
Cranberries, per bbl.	8 50	
Grapes	0 18	0 20
Lemons, Verlelli	6 00	7 00
Limes, per 100	1 25	
Musk melons, basket	0 25	0 35
Oranges—		
Late Valencias, case	4 50	5 00
Imported Fruits—		
Peaches, box	1 00	
Grapes, Tokay, per box	2 00	
Canadian Fruits—		
Peaches, fancy, Leno, 11 qt.	0 60	0 75
Peaches, ordinary, 11 qt.	0 20	0 40
Pears, 11 qt.	0 50	0 65
Plums, 11 qt.	0 50	0 75

VEGETABLES.—Potato situation is much the same. Ontario stock is selling at 90 cents, ranging up as high as \$1. Reports from provincial markets note abundant supplies with prices easing. Farmers report presence of rot in some parts but this exists only on low ground. The potato crop is generally large.

Cold weather has put a crimp in tomato supplies and prices are higher at 25 to 30 cents. Cucumbers are also higher at 25 to 30 cents while picklers range from 75 to \$1. "Oh-anything," said one dealer re an inquiry for price of vegetable marrow.

Onions are on a reasonable scale and with cooler weather should begin to move.

Beets, new, Canadian, basket	0 20	0 25
Beans, green, Canadian, basket, 11 qts.	0 20	0 25
Carrots, new, basket	0 15	
Cabbage, new, per crate	1 25	
Celery, per doz.	0 35	0 40
Corn, doz.	0 10	0 12
Cucumbers, Can., basket	0 25	0 30
Cucumbers, picklers, basket	0 75	1 00
Marrow, bushel basket	0 15	
Onions—		
Spanish, per crate	2 50	2 75
White pickling, basket	1 00	1 25
Yellow onions, 100 lb. sack	2 25	
Potatoes, Ontario, per bag	0 80	
Peppers, green, basket	0 35	0 40
Peppers, red, basket	0 60	
Tomatoes, per basket	0 25	0 30
Mushrooms, basket	1 00	1 00

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WINNIPEG.

FRESH FRUITS.—Duchess apples, peaches and grapes are cheaper this week and other lines steady. There is a good demand for preserving fruits and receipts of B.C. fruit are heavy but there is complaint of poor packing and over-ripe picking. Crab apples and green-gages are off the market.

Fresh Fruit—	
Apples, Duchess, bbl.	4 00 1 25
Cantaloupes, case	4 50 5 00
Oranges, Valencia	4 75 5 25
Bananas, bunch	2 50 3 50
California lemons, crate	8 00
Limes, box	2 00
Washington apples	1 60 1 75
Cucumbers, per doz.	0 30
Grapes, blue basket	0 10
Grapes, Tokay, case	2 75
Peaches	0 90
Plums	1 10 1 20
Bartlett pears, case	3 00
Bartlett hardy pears	2 75
Washington peach plums	1 50
Tomatoes, Ont.	0 75 1 00
Potatoes, per bushel	0 35
Jersey sweet potatoes	6 50

A Large British Columbia Salmon Pack

In Canneries Near Vancouver It Is Stated to be Very Satisfactory—Different Situation with Puget Sound Packers—Pack There Said to be Small—Prospects Regarding Prices—Big Run Again Next Year.

Vancouver, Oct. 2 (Special).—According to reports gathered by The Canadian Grocer's representative in the canneries near Vancouver the salmon pack this year has been extremely satisfactory, being nearly double that of last year. Once every four years there is an exceedingly big pack and the Pacific Coast is due for the great haul next year. This being the case, the record to date is better than the most optimistic expected.

F. H. Cunningham, the Dominion Inspector of Fisheries, stated that the present season was satisfactory to both the net men and the canneries. Last year, he said, the total number of cases of sockeyes packed was 58,000 while with the present season not yet ended the pack up to date is easily double that of last year.

Poor Pack on the Puget Sound.

In contrast to the British Columbia pack, advices from Seattle show that the shortage of the Puget Sound salmon pack is turning out to be larger than expected. Reports show that the decrease from last year's Sound pack will probably exceed 1,250,000 cases. The pack will not total a quarter million cases. The output is the smallest in recent years with only an insignificant quantity consisting of pinks and chums. The situation is quite unprecedented. It is the result of more causes than one, among them being the competition of Canadian canners for the raw fish, and the generally disappointing run.

Forecast as to Prices.

The output will not be added to this Fall. It is doubtful if any of the Sound salmon canneries will be operated on Fall fish as the prices are too low to be an inducement.

Among salmon men here the feeling has been improved by the facts as to the extent of the shortage becoming

known, and not a few believe pinks will advance and that Alaska red salmon will also go higher.

FARRINGTON PHILOSOPHY.

If you don't get ahead as rapidly in your business as you expected, it may be that you expected too much or that you have tried too little.

The man who thinks that he can continually accept favors and reap advantages at the hands of others without giving anything in return does not know what a sponge is.

When you are disposed to condemn your public for finding fault in your store, stop and consider whether there is not some justification for their complaints.

If there is in your store a place where customers sit down to wait for their turn, have catalogues and advertising ready at their hands.

Any kind of a special sale which gives the public less than its money's worth is going to work a disadvantage to the business.

The clerk who resents any criticism of the wrong things he does outside of business hours never thinks of kicking if the boss compliments him on some good bit of outside work.

Mighty few of the people who complain of having to work too hard are ever injured by overwork.

It is a wise salesman that hunts up some means of interesting his customer in the goods besides the material interest that customer feels upon entering the store.

See that your language and your intonation carry enough courtesy over the telephone so that the cordial smile that cannot be seen will not be missed.

Don't be so anxious to make money that you will lose your friends in doing it. A dependable friend is better than a whole bunch of easy money.

THE WEEKLY FISH COLUMN.

Facts and Fancies in Brief About This Profitable Line.

Cold weather now prevailing is fillet weather. Clear a part of your counter and fill it up. They are great sellers.

Remember that fish is not only canned sardines, etc., but smoked and fresh fish as well.

Did you ever hear of a boneless and skinless cod? It has got many kinds of beef "skinned to death."

Halibut catches the housewife's eye. The fine, plump, juicy steaks into which it can be cut suggest a good meal for the whole family.

The best adjective to use when explaining qualities of fish is, "palatable."

Keep the customer biting. Fish is good bait on a Friday.

You need not tie up your money for six months with this line. No necessity to put it in the cellar. The counter is the place for it. Its gone before closing time.

There is great competition between the Atlantic and Pacific coasts in the fish business. No chance of a merger, though!

The Ontario people know all about the lake fish. No necessity to go into detail.

The cod fisheries for 1911 amounted to \$5,921,248. Just imagine! Yet some dealers say there's nothing doing.

The shell oyster business including malpeques and all Eastern Canadian oysters opened on Tuesday last, Oct. 1st. Shell out a few dollars and get supplies.

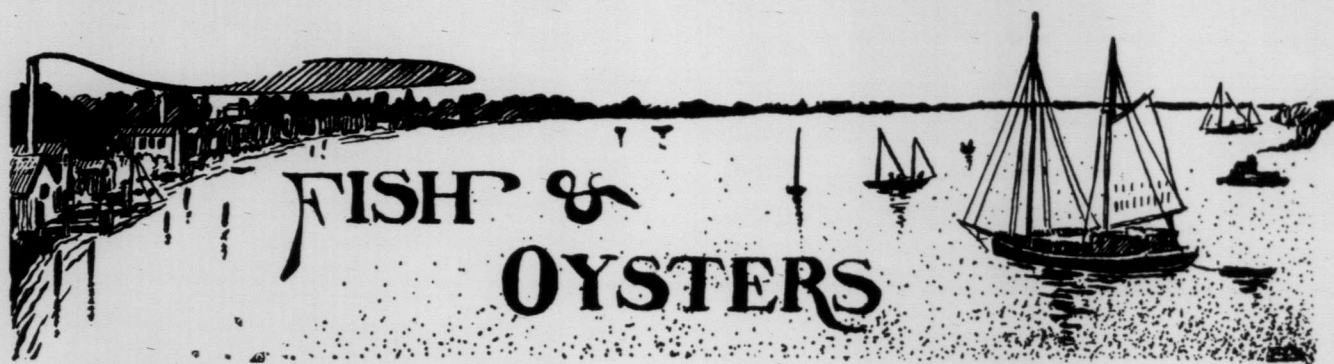
Scottie. — Did you know that my daughter had got a ring recently from a fish?

Pat.—Arrah, shure moine got a diamond from a lobster.

Shredded cod is getting a fair share of attention. It's a ten-cent article.

If the wet weather keeps on the fish will be hard to dry. Maybe they'll catch cold and there'll be no curing them!

The cod is like many a woman—takes plenty of time being "prepared" for the table.



Time to Open the Fall Fish Campaign

Weather is Now Favorable Supplies Quite Extensive—Advantages of Getting an Early Start—People Get the Habit of Buying Fish at Certain Stores—Opportunities in Oysters.

If he has not done so already, it is now time for the retailer to get his fall fish campaign under way. There are many reasons why he should make an immediate start. When people get the habit of going to a store for their fish, they continue to go there during the entire season. This is one advantage that should not be considered lightly. In addition there is the immediate profit to be derived and also the other trade that is secured through this department.

Supplies Coming Along Well.

Supplies have now reached a scale that will allow of the working up of an extensive trade. In addition to fresh varieties, smoked, prepared and pickled lines are now on the market as well as oysters. The dealer who puts in a stock of all these different lines and now with the advent of cooler weather institutes a real aggressive campaign should find results particularly pleasing. This trade is worth going after and going after now.

A View of the Oyster Market.

Recent weather is now more favorable to oyster demand. Indications now point to a good season. A New York report says anent oysters; "Stock is showing some improvement daily, and while it is trifling and visible only to the practical eye of the oyster grower, it is still sufficient to encourage the shippers in this section of the country. The whole trouble is that the present season has been a backward one. Oysters were about a month late in spawning, and consequently they are late in showing perceptible full growth. It is there, though, and will grow more distinct each day."

QUEBEC.

MONTREAL.—Halibut is somewhat scarce but prices so far have not ad-

vanced, nor is it likely that an advance will take place as there is some frozen stock to fill the demand. The season for brook trout closed on 30th ult., so that there are none on the market now and supplies cannot be had till next May. Haddies, kippers and bloaters are moving freely.

FRESH AND FROZEN.

Fancy spring salmon, per lb.	0 18	0 20
Large shad herring, each	0 02	
Market cod, cases, 250 lbs., per lb.	0 04	
Less than case	0 04½	
Smelts, fancy	0 10	
Halibut	0 04½	
Halibut, per lb.	0 12	
Herring, frozen, per 100 fish	1 30	
Mulletts	0 04½	0 05
Pike, dressed and headless, lb.	0 08	
Steak, cod	0 06	
Mackerel	0 10	
R.C. red salmon	0 10	0 11
New Gaspe salmon, per lb.	0 15	
Qualla salmon	0 07½	0 08
No. 1 smelts, pail	0 09	
Lake trout, per lb.	0 12	
Whitefish, large, per lb.	0 09	0 10
Pure cod tablets, 20 1-lb. tablets	2 30	
Whitefish, small, lb.	0 06	
Barboite (dressed) bullheads, per lb.	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	1 90	
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	8 00
Salt eels, per lb.	0 06	
Salt sardines, bbls, lb.	5 00	
Salt sardines, half bbls.	2 75	
Lake trout, half bbl.	6 30	
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	
Filets, 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; select, gal.	2 00	
Boiled lobsters, per lb.	0 20	

ONTARIO.

TORONTO.—Supplies of fish have now reached quite an extensive scale and such as to allow the retailer to work up a good trade. Besides a fair volume of fresh varieties, prepared, salted and

smoked lines are on the market while oysters also add to the possibilities in this line.

Fresh fish are none too plentiful. In some instances supplies are short as in the case of halibut which is scarce and prices firm.

FRESH CAUGHT FISH.

White fish, per lb.	0 12	
Lake trout, per lb.	0 12	
Steak, cod	0 08	0 09
Haddock	0 07	0 08
Halibut	0 11	0 12
Flounders	0 07	
Herrings, per lb.	0 06	0 06
Pike	0 10	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, per 100 count	2 00	

SMOKED.

Finnan huddle	0 08	0 09
Smoked filets	0 12	
Smoked bloaters, 60s	1 25	
Kippers	1 35	

PREPARED.

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

SALTED AND PICKLED.

Labrador herring, per keg	3 00	
Labrador herring, per barrel	6 00	
Labrador trout, per keg	7 50	
Oysters, select, per gallon	1 75	

MANITOBA.

WINNIPEG.—Holland herrings have advanced and Labrador herrings declined. Other lines are steady. There is a good seasonable demand for fish and the market is well supplied. Business in oysters is now brisker.

Fish—

Oysters, per gal.	3 00	
Fresh salmon	0 15	
Lake Winnipeg whitefish, lb.	0 08½	
Fresh pickerel	0 08½	
Steak, cod	0 10	
Trout	0 12	
Halibut	0 10½	
Finnan haddies	0 08	
Bloaters, per box	1 50	
Holland herrings, keg	0 72	0 79
Kipped herrings, box	2 00	
Labrador herrings, half barrel	3 80	
Mackerel, salt, keg	2 75	

Thom & Cameron, Limited, general commission merchants, Barbadoes, West Indies, have assumed charge of their business again, which has been under the management of Jones & Swan, who hold their Power of Attorney.



Produce & Provisions



Should Be a Good Fall Make of Butter

Especially If We Have Open Autumn—Considerable Butter Held in East for Western Account—Big Purchases Reported of New Zealand by Vancouver—Egg Receipts Falling Off but Quality Improving—Hogs Hold High.

It looks as if there would be a good Fall make of butter in Canada, this year, especially if we have an open Fall. Even at the present time there is a fair production and later on with cheese factories closing in many sections, it should show an increase. The situation is different from last year when there was a shortage of feed for this year it is plentiful and there is no reason why farmers should dry their cows up or sell them.

In spite of fair receipts of butter, firmness still continues to characterize the markets at some points. However, there cannot be said to be any accumulations of any account. On Eastern markets where such a thing would be possible this has been prevented by Western demand. Up to present shipments to Northwest since May 1 have shown a large increase over those of the same period last year and this will no doubt continue to be the order of things until farmers in West go more extensively into mixed farming.

There is considerable butter now being held in Montreal on Western account. A certain amount is now being shipped out. One dealer this week made mention of the possibility that if New Zealand make becomes plentiful it is possible that butter held in Montreal for Winter delivery to the West might be thrown on the Eastern market. There is reported to be 5,600,000 lbs. of butter ordered from New Zealand by Vancouver.

The cooler weather of late is more conducive to better quality eggs which is something to be thankful for. Receipts, however, have a tendency to fall off injecting a steady tone into the general market. In fact if receipts continue to fall off at present rate, it will not be long until cold storage supplies will have to be called on to supply the demand in full.

Pork products hold steady. Not only are prices high but there is a scarcity of some commodities for hogs have been moving into market slowly, although the high prices are inducing a better move-

ment. Present conditions would seem to indicate that the hogs are not in the country, although the opinion is expressed in some quarters that later on there will be an improvement in the situation. It is said that feed has been so high that hogs have not been fattened enough to market but as feed becomes more plentiful this will be overcome. At any rate hogs are now commanding a record figure.

MONTREAL.

PROVISIONS.—A general steadiness is the order of things in this market, all lines being in fair demand, cured and smoked meats being particularly in prominence. The demand for lard is just as heavy with prices unchanged. Fresh killed dressed hogs are also unchanged.

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 14½
Large sizes, 20 to 28 lbs., per lb.	0 16
Medium sizes, 15 to 19 lbs., per lb.	0 16½
Extra small sizes, 10 to 14 lbs., per lb.	0 16
Bone out, rolled, large, 16 to 25 lbs., per lb.	0 16½
Bone out, rolled, small 9 to 12 lbs., per lb.	0 16
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 60
Hogs, dress, per cwt.	12 75

Pure Lard—	
Boxes, 50 lbs. net, per lb.	0 10%
Cases, tins, each 10 lbs., per lb.	0 14½
Cases, tins, each 5 lbs., per lb.	0 14%
Cases, tins, each 3 lbs., per lb.	0 14%
Pails, wood, 20 lbs. net, per lb.	0 14½
Pails, tin, 20 lbs. gross, per lb.	0 14%
Tubs, 50 lbs. net, per lb.	0 10%
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, 60 lbs. to case, per lb.	0 10%
Cases, 5-lb. tins, 60 lbs. to case, per lb.	0 10%
Cases, 3-lb. tins, 60 lbs. to case, per lb.	0 10%
Pails, wood, 20 lbs. net, per lb.	0 14½
Pails, tin, 20 lbs. gross, per lb.	0 14%
Tubs, 50 lbs. net, per lb.	0 10%
Tierces, 375 lbs., per lb.	0 10%
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 00
Heavy flank pork, bbl.	25 50
Dry Salt Meats—	
Green bacon, flarks, lb.	0 14

BUTTER.—The strong feeling reported last week has been well maintained and prices are moving steadily upwards at country points, but it is a well-known fact that large stocks are held on spot, so that the situation is somewhat hard to

explain. Consequently the local market is a ¼ cent up and has every sign of advancing still further.

Creamery blocks	0 29½
Dairy tubs, lb.	0 26½

EGGS.—A very firm feeling prevails in the market owing to good demand with supplies short. A strong business is passing, cold storage buyers being much in evidence and are evidently buying in future supplies.

New laid eggs, per doz.	0 34
Selects	0 31
No. 1's	0 28

POULTRY.—There is an improvement in the demand locally with prices same as last week. Turkeys are most asked for.

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

TORONTO.

PROVISIONS.—Scarcity of live hogs still continues an outstanding feature, resulting not only in high prices being asked for the porkers but also in short supplies in certain lines of provisions. For instance, stocks of long clear are extremely low. Some dealers note a shortage of backs. Breakfast bacon is becoming scarce also and is higher at 18½ to 19 cents. Some dealers think it may go higher. Long clear is quoted at 15 to 15½, an exceedingly high figure.

Lard is unchanged but steady. Besides scarcity of hogs, they have been running light thus injecting a stronger tone into lard market.

After a further move upward, hogs are back to the level of a week ago, supplies having increased towards end of last week.

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 20 0 21
Backs, pea meal	0 21 0 22
Breakfast bacon, per lb.	0 18½ 0 19
Roll bacon, per lb.	0 14½ 0 14½
Shoulders	0 11½ 0 12
Pickled Meats—1c less than smoked.	
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 15 0 15½
Lard tierces, per lb.	0 14½ 0 14½
Lard, tubs, per lb.	0 14 0 15
Lard, pails, per lb.	0 15 0 15½
Lard, compounds, per lb., tierces	0 10 0 10
Live hogs, local	8 60 8 70
Live hogs, at country points	12 25 13 00
Dressed hogs	

BUTTER.—Local quotations on butter are unchanged and there cannot be said to be much change in general situation.

There is a considerable quantity of butter coming along now and there should be a good Fall make, which should cause a tendency to easiness unless some new conditions arise.

"There is lots of feed in the country this year," said one dealer this week, "and farmers have no reason to dry up or sell their cows, so that with an open Fall there should be a good flow of milk."

	Per lb.	
Fresh creamery print	0 27	0 29
Creamery solids	0 27	0 28
Farmers' separator butter	0 25	0 28
Dairy prints, choice	0 24	0 26
Dairy solids	0 23	0 25

EGGS.—One feature in eggs this week is the smaller number of complaints heard from wholesalers regarding shrinkage in eggs. This weather is more favorable to the maintenance of their quality and this should improve as the Fall advances. "It's a good thing," said one wholesaler anent improvement in quality of eggs; "it was heart-breaking for a time."

Prices are unchanged but receipts are showing a certain falling off.

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

CHEESE.—Firmer feeling noted in cheese last week has developed into a quarter-cent advance. Montreal, however, reports a slight easing in general situation due to lull in export enquiry.

There is practically none of last year's cheese available now.

Cheese—		
Large	0 14½	0 15
Twin	0 15	0 15½
½ Twin	0 15¼	0 15½
Stilton	0 16	0 17

POULTRY.—There has been quite a heavy delivery of chickens, and as demand is slow, the Jewish trade being over, there is a tendency to easiness. "Prices on all poultry," said one dealer, "depend on whatever packers are willing to pay for stock to place in storage."

"We are quoting chickens at 13 cents, delivered here."

LIVE POULTRY (prices paid to country merchants).		
Spring chickens	0 11	0 12
Spring ducks	0 10	0 11
Old fowl	0 10	0 11
Roosters	0 08	0 10

WHOLESALE PRICES (to city retailers).		
Spring chickens, dressed, lb.	0 17	0 20
Spring ducks, dressed, lb.	0 12	0 18
Fowl, dressed	0 12	0 14

HONEY.—A good many dealers are giving some little special prominence to honey just now and are finding a fair volume of demand resulting. There is no change in prices, steadiness being maintained.

White clover honey, in combs, No. 1, doz.	2 75	3 00
Honey, strained—		
Clover honey, 60-lb. pails, per lb.	0 12	
Clover honey, 10-lb. pails, per lb.	0 12½	
Clover honey, 5-lb. pails, per lb.	0 12¾	
Buckwheat, 60-lb. tins, lb.	0 07	0 08

WINNIPEG.

PRODUCE AND PROVISIONS.—Cured meats of all kinds are in demand and prices have advanced on all lines of bacon. Creamery butter is 2 cents higher and dairy is also on the up grade. Eggs

and cheese are steady, and former are likely to go up in price steadily from now on.

Lard, tierces	0 14½	
3 lb. tins, cases	9 25	
5 lb. tins, cases	9 15	
10 lb. tins, cases	9 10	
20 lb. pails	3 00	
50 lb. tubs	7 30	
Cured Meats—		
Hams	0 17	0 18½

Long clear	0 15	
Short clear	0 15	
Shoulders	0 15½	
Bacon	0 21	0 22
Cheese—		
Ontario large	0 16	
Ontario twins	0 16½	
Manitoba large	0 16	
Manitoba twins	0 15½	
Butter—		
Creamery	0 30	0 32
Dairy	0 29	0 31
Eggs, fresh laid, Manitoba	0 25	0 26

Butter Market Continues Firm

Canadian Farmers Not Producing Enough—Lack of Surplus Cuts Off Exports—Western Canada a Big Buyer — Importations During Past Year From New Zealand and United States.

The high price of butter compared with former years continues to be a much discussed problem with the wholesale and retail trade.

Are there any chances of a decline? To answer such a question some close attention must be given to it, and even then there must be something of a doubt remaining.

In the report of J. A. Ruddick, chief dairy and cold storage commissioner for Canada for the year ending March 31st, 1912, some interesting material bearing on this subject is available.

In the course of his summary of the features of the year, he makes some interesting remarks on the subject of the home market.

Supply of Butter Lacking.

After noting that the unfavorable weather of 1911 caused a shortage of butter and cheese, Mr. Ruddick says:

"It became apparent early in the winter that the stock of stored butter in Canada, plus the winter production, would be available. As a result a large quantity of butter was imported, principally from New Zealand, the total quantity coming from that country to date (March 31) being 2,139,944 pounds.

"There has also been imported during the year 929,318 pounds from the United States."

In explanation of this, Mr. Ruddick says that the freight and duty (3c per pound) on freshly made butter from New Zealand, amounts to about the same as the cost of carrying Canadian butter from summer to March. Canada, he says, does not produce enough butter during winter for her current demands, and must either hold some summer butter in storage or import from the southern hemisphere.

"It is not unlikely," he says, "that the Pacific coast, at any rate, will continue for some years, as in the past, to secure too partial supplies from Australia."

Export Situation.

Dealing with the export market, he says: "Germany continues to grow in importance in the international trade in dairy produce, every year importing

larger quantities of butter. It would appear that, on the whole, the world's consumption of dairy products is increasing rather faster than production and that reserve stocks are lighter at the present moment than they have been for many years.

"The outlook for dairying at present is exceedingly good, and there is every encouragement from the market point of view for Canadian farmers to increase their production."

Dealing with the home trade, Mr. Ruddick remarks that, while it is very large, it has not in the past attracted as much attention as its volume would warrant.

Demand From the West.

There is no doubt that the big demand from the West for Eastern butter has much to do with the firm prices. A few years ago we used to ship large quantities of butter to Great Britain, but now we need it all at home, and then can scarcely get sufficient to go round. The same applies to eggs, canned goods and other lines. The West is growing rapidly, and as there is little mixed farming done there, it is unlikely that we will see much lower prices on butter than those that prevailed during the past year. This year pasture has been particularly good, but in spite of this, prices have been more than maintained. While it may not be that butter prices will reach the same level as last winter, yet prices will undoubtedly be higher.

SCALES OUT OF ORDER.

The report of the commission appointed by the Minister of Agriculture to investigate the alleged shortage of cheese weights at the port of Montreal will show that the scales of all of these factories in Western Quebec and Eastern Ontario without a single exception were out of order and indicating inaccurate weights. This will explain the discrepancies alleged by the former in the weights at Montreal, and cuts in weights so frequently complained of by cheese makers and salesmen.



THINK IT OVER

You will realize that

**LAWRASON'S SNOWFLAKE
Bath Powder and Watersoftner**
(PERFUMED, ANTISEPTIC)

is a line that will add prestige to your store and a line that the public has long been looking for. It pays the dealer a good profit and is moderate priced to the consumer. Neatly packed in green and red lithographed tins, with nicked screw tops.

**LAWRASON'S SNOWFLAKE
AMMONIA**

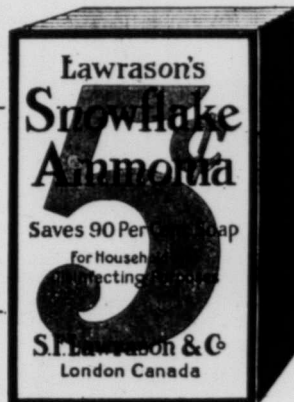
equals in power any similar powder on the market selling for twice its price (5c). This statement is supported by a \$500 guarantee.

This ammonia will save 90 per cent. soap, and is the best for all household and disinfecting purposes.

Fall Housecleaning will soon be in the air—this is the dealer's opportunity.

Write at Once.

S. F. Lawrason & Co.
LONDON, ONTARIO



Women Wouldn't Make Mincemeat

It is doubtful if women would go to the trouble of making their own mincemeat if they realized that

Shirriff's Mincemeat

tastes just like the finest home-made. It is prepared in spic-and-span kitchens from the finest ingredients. The fruit is carefully selected and the spices are of the highest grade. The price at which you are enabled to sell Shirriff's Mincemeat and clear a good margin of profit is low enough to make it a very attractive proposition to housewives.

Shirriff's Mincemeat is put up in 6, 12, 28 and 65 lb. wooden pails. How many pails shall we send you?

Imperial Extract Co.
Toronto

Makers of Shirriff's Extracts

No. 104

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 90
" 3-lb. 13 60
" 5-lb. 22 35

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

WHITE SWAN SPICES AND CEREALS, LTD.

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

BORWICK'S BAKING POWDER.
SIZES. Per doz. tins.
Borwick's 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 60
No. 2, 5-oz., 6 dozen 0 80
No. 2, 5-oz., 3 dozen 0 85
No. 3, 2½-oz., 4 dozen 0 45
No. 10, 12-oz., 4 dozen 2 10
No. 10, 12-oz., 2 dozen 2 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. tins, per lb. 0 35
Soluble, bulk, No. 1, lb. 0 20
Soluble, bulk, No. 2, lb. 0 18
London Pearl, per lb. 0 22

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

Sweet Chocolate— Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes 0 40
Queen's Dessert, 6's, 12-lb. boxes 0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes 0 35
Diamond, 8's, 6 and 12-lb. boxes 0 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, ¼, and ½-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, ¼ and ½-lb. cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-6 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.

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

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 60
Peerless Brand, "Hotel," each 2 doz. 4 25
Peerless Brand, "Tall," each 4 doz. 4 60
Peerless Brand, "Family," each 4 doz. 3 90
Peerless Brand, "Small," each 4 doz. 2 90
St. Charles Evaporated Milk (baby size) 2 90
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 60
Reindeer Brand (4 doz. in case) 5 75
Mayflower Brand (4 doz. in case) 5 25
Clover Brand (4 doz. in case) 4 60
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



GOVERNMENT INSPECTED

Gunns Quality FRESH PORK SAUSAGE

The season suggests
Gunn's tasty appetiz-
ing pork sausage and
the placing of your
standing order for
Gunns quality.

"Not how cheap
but how good"

GUNNS LIMITED

Pork and Beef Packers, Cotton Oil Refiners

WEST TORONTO, - - - ONTARIO
MONTREAL, QUEBEC, ST. JOHN, N.B.

Sausages

October marks the opening of the
Season for Fresh Pork Sausages.

Nothing nicer, nothing quite so
cheap.

Let us book your order for daily or
weekly shipment.

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."

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 90

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 26½
 Fancy Bourbon 0 26
 Crushed Java and Mocha 0 19

Package Coffee.

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

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

1-lb. decorated tins, lb. .. 0 32
 Mo-Ja, ½-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'Armatique, 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 ½ 0 25 0 30
 1 and ½ 0 32 0 40
 1 and ½ 0 37 0 50
 Packed in 30's and 50-lb. case.
 Terms—Net 30 days prepaid.

BRANSON'S SHEREEF COFFEE.

T. F. COWARD.

100 Avenue, Toronto.
 \$1.50 per doz., net
 \$3.00 per doz., net
 in 3 dozen free cases. Freight paid on ½ gross order.

CEREALS.

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

CONFECTIONS.

PEANUT BUTTER.

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

CHEESE.

MACLAREN'S IMPERIAL.

Ontario prices per doz.
 Individual (each 2 doz.) .. 1 00
 Small (each 2 doz.) 2 40
 Medium (each 1 doz.) 4 50
 Large (each ½ doz.) 8 25
 MacLaren's Roquefort—
 Small (each 2 doz.) 1 40
 Large (each 1 doz.) 2 40
 MacLaren's Canada Cream—
 Small (each 1 doz.) 0 90
 Medium (each 2 doz.) 1 35
 Large (each 1 doz.) 2 40

FLAVORING EXTRACTS.

SHIRRIFF'S.

1 oz. (all flavors) doz. 1 00
 2 oz. (all flavors) doz. 1 75
 2½ oz. (all flavors) doz. .. 2 00
 4 oz. (all flavors) doz. ... 3 00
 5 oz. (all flavors) doz. ... 3 75
 8 oz. (all flavors) doz. 5 50
 16 oz. (all flavors) doz. ... 00
 32 oz. (all flavors) doz. ... 4 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 85
 No. 3, flats, 2 doz. in case 1 15
 No. 3, talls, 2 doz. in case 1 35
 No. 6, 1 doz. in case 4 00
 No. 12, ½ doz. in case 8 50

LAPORTE, MARTIN & CO., MONTREAL, AGENCIES.

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

Per case
 Sur Extra Fins, ½ flacons, 40 bou. 10 50
 Sur Extra Fins, tins, ½ kilo, 100 tins 15 50
 Extra Fins, tins, ½ kilo, 100 tins 15 00
 Tres Fins, ½ kilo, 100 tins 13 50
 Fins, tins, ½ kilo, 100 tins 12 00
 Mi-Fins, tins, ½ kilo, 100 tins 11 00
 Moyens No. 1, tins, ½ kilo, 100 tins 10 50
 Moyens No. 2, tins, ½ kilo, 100 tins 10 00
 Moyens, No. 3 9 25
 Frs. Petit, ½ kilo, 100 7 50
 Asparagus, Haricots, etc.

MINERVA PURE OLIVE OIL.

Case—
 12 litres 8 00
 12 quarts 6 00
 24 pints 6 50
 24 ½-pints 4 25
 Tins—
 5 gals. 2s. 2 09
 2 gals. 6s. 2 05
 1 gal. 10s. 2 15
 ½ gal. 20s. 2 25
 ¼ gal. 20s. 2 40
 ⅓ gal. 48s 3d. 2 60

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
 Lemonade Savoureuse, 50's 7 50

CASTILE SOAP.

"Le Soleil," 72 p.c. olive oil.
 Case 12s. 2½ lb. bars, lb. 0 09
 Case 25s, 11-lb. bars, lb 0 08
 Case 50s, ¼ lb. bars, cs. 3 75
 Case 200s. 7 oz., case.... 7 50
 Case 200s, 10 oz., case .. 12 00
 "La Lune," 65 p.c. olive oil.
 Case 12s. 2½ lb. bars, lb 0 08½
 Case 50s. ¼ lb. bars, cs. 3 35

ALIMENTARY PASTES.

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

DUFFY & CO. BRAND.

Grape Juice, 12 qts. 4 75
 Grape Juice, 24 pts. 5 00
 Grape Juice, 36 splits 4 75
 Apple Juice, 12 qts. 3 75
 Apple Juice, 24 qts. 4 50
 Champagne de Pomme, 24 p 5 00
 Matra Golden Russett—
 Sparkling Cider, 24 pts. ... 4 00
 Apple Vinegar, 12 qts. 2 50

CANNED HADDIES "THIS-TLE" BRAND.

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

INFANTS' FOOD.

Robinson's patent barley, ½-lb. tins. \$1.25; 1-lb. tins, \$2.25; Robinson's patent groats, ½-lb. tins, \$1.25; 1-lb. tins, \$2.25.

BOAR'S HEAD LARD COMPOUND.

N. K. FAIRBANK COMPANY.
 Tierces, lb. 0 10½
 Tubs, 60 lbs. 0 10¾
 Pails, 20 lbs. 0 11
 Tins, 20 lbs. 0 10½
 Cases, 3 lbs., 20 to cs. 0 11½
 Cases, 5 lbs., 12 to cs. 0 11¾
 Cases, 10 lbs., 6 to cs. 0 11¾
 F.O.B. Montreal.

GUNN'S "EASIFIRST" SHORTENING.

Tierces 0 10
 Tubs 0 10¼
 20-lb. pails 0 10½
 20-lb. tins 0 10
 10-lb. tins 0 10¾
 5-lb. tins 0 11
 3-lb. tins 0 11
 1-lb. cartons 0 11¾

MARMALADE.

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

MUSTARD.

COLMAN'S OR KEEN'S.
 Per doz. tins
 D. S. F., ¼-lb. 1 40
 D. S. F., ½-lb. 2 50

D. S. F., 1-lb. 5 00
 F. D., ¼-lb. 0 85
 F. D., ½-lb. 1 45

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

MACLAREN'S IMPERIAL PREPARED MUSTARD.

Ontario Prices.

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

VERMICELLI AND MACARONI

D. SPINELLI C'Y., MONTREAL

Fine.

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

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

JELLY POWDERS.

JELL-O.

Assorted case, contains 2 doz. 1 80
 Straight

Lemon contains 2 doz. 1 80
 Orange contains 2 doz. 1 80
 Raspberry contains 2 doz. 1 80
 Strawberry contains 2 doz. 1 50
 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
 Floriola soap, per gross.. 12 00
 Straw hat polish, per gr. 18 20
SNAP HAND CLEANER.
 3 dozen to box \$ 3 00
 6 dozen to box 7 20
 30 days.

RICHARDS PURE SOAP.

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

FELS NAPTHA.

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

HEINZ

Amongst the many good things that H. J. Heinz Company make, there is one that appeals especially to the appetite, and it's Tomato Soup. There's no mistake about this, for it has the true tomato flavor. The fresh packed stock is now ready for delivery at the following prices:

Heinz Tomato Soup, small	-	-	.95 doz.
“ “ “ medium	-	-	\$1.35 “
“ “ “ large	-	-	\$2.35 “

MUSHROOMS

French Maiden Brand
Hotel quality and extra good - - - - - 12 $\frac{3}{4}$

SARDINES

Domestic Pack of the best grade of fish, $\frac{1}{4}$ s., 5 case lots - \$2.85

BARBADOES SUGAR

Fine grainy quality particularly suited for baking and cooking purposes, put up in hundred pound cotton lined bags - 4 $\frac{1}{4}$ c.

SALMON

Victor Brand Salmon is a winner all along the line, quality and price both very suitable for large consumption - - \$2.40 doz.

H. P. ECKARDT & CO.

WHOLESALE GROCERS

Cor. Front and Scott Sts. - TORONTO

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
Culinary Starch.
40 lbs. W. T. Benson & Co.'s prepared corn .07½
40 lbs. Canada pure corn starch (20-lb. boxes ¼c higher.) .08½

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
Culinary Starches—
Challenge Prepared Corn—
1-lb. pkts, boxes of 40 lbs. .06
Brantford Prepared Corn—
1-lb. pkts, boxes of 40 lbs. .07½
"Crystal Maize" Corn Starch.
1 lb. pkts., boxes 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, \$1.00;
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, Mackerel, Vermicelli, Tomato, Consomme, Tomato.

No. 1's, 95c per dozen. Individuals, 45c per dozen. Packed 4 dozen in a case.

SYMINGTON'S SOUPS. Quart packets, 9 varieties, doz. 0 90

Clear soups in stone jars, 5 varieties, doz. 1 40

SODA—COW BRAND. Case of 1-lb., containing 60 packages, per box, \$3.00.

Case of 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 65
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 3½
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. 23
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 46
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 85
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 90
Pint bottles, 3 doz. cases, doz. 1 75

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 lb. 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 53
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 .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, ¼'s & 1's .28 .40

Brown Label, ¼'s 30 .40
Green Label, ½'s & 1s. .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

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

Mr. Manufacturer, Mr. Shipper :

**Do you want a Successful
Western Market? —————**



We can increase your sales in Western Canada. This is not merely an idle boast on our part, but a statement that bears some significance because we "make good."

We have the experience, the staff, money, aggressiveness to represent you in this good market in a way that will prove beyond peradventure that you can do a successful selling business in Western Canada.

WRITE TO-DAY

NICHOLSON & BAIN

Wholesale Commission Agents and Brokers

Head Office - - - - WINNIPEG, Man.

WINNIPEG REGINA SASKATOON EDMONTON CALGARY



THE WORLD-FAMOUS
Georgian Bay Apples
(Beaver Brand)

Every barrel we put our Brand on the quality goes in before it is branded, and it is worth the money. We are now packing Fall Apples, and can quote right prices on car lots or less.

Winter Apples, good % of Spies and 60 to 75% No. 1 in a car. Full Government Standard. We can now quote prices for future shipment.

We are also handlers of Potatoes, Live and Dressed Fowl, Butter, Eggs and all farm produce.

Beaver Brand Evaporated Apples. We can now quote prices on cars or less. Good, bright, prime, well cured stock. Write or wire us when in need of any of the above.

ELLIS BROS.

MEAFORD, - ONTARIO

PHONES:

Nights and Holidays.	175
Shipping Office.	79
Evaporator.	177

Georgian Bay Apples

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

Prompt attention and first-class service.

WRITE AT ONCE

LEMON BROS.

Owen Sound, Ontario

It affects your "pocket"

The Pocketbook is the Barometer of all successful business men—so the superior quality of

"St. Nicholas"

Lemons is the

"Something Different" that appeals to you, because it affects your Barometer.

J. J. McCABE

Agent

Toronto, - Canada

Thorne's Caramels

Dainty, creamy confections, popular with everybody, made from the finest sugar, pure butter, and milk.

"Health" Caramels, wrapped in 2 gross boxes. "Emerald"

Almond Caramels, unwrapped, in 2 lb. boxes, at prices to tempt you. Send a trial order now to

HENRY THORNE & CO., Ltd.
The Cocoa Works
LEEDS, ENGLAND



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

NATION'S CUSTARD POWDER

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

Nation's Egg Powder



AGENTS:

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

Samples free by post.

Long Island Native OYSTERS

When you start oysters start with this well known brand, and you will be a permanent customer. Packed at the beds in 1, 3, and 5 gallon cans. Absolutely clean; large and delicious flavor.

Oyster Signs Supplied.

A full line of Fresh and Smoked Fish, Haddies, Fillets, Kippers, Bloaters, Cod-fish, etc.

WHITE & CO., LTD.

Wholesale suppliers to the trade in
FRUIT, FISH AND PRODUCE

TORONTO and HAMILTON

OYSTERS

We are again handling those celebrated Oysters put up by H. C. Rowe & Co., of New Haven. These oysters are always the same—large, fat, solid meats, with a most delicious flavor.

Handle Rowe's and watch your oyster trade increase.

We can also supply you with very attractive display cases.

Finnan Haddie and Ciscoes

THE HOUSE OF QUALITY.

HUGH WALKER & SON

Established 1861

GUELPH and NORTH BAY

OUR ADVERTISING HELPS YOU TO SELL HEINZ FOODS

We are regularly telling your customers about our products through the most widely circulated magazines in the country. Just now we are running an extensive advertising campaign on

HEINZ BAKED BEANS

(The Oven-Baked Kind)

Get your share of this increased demand by keeping a stock of Heinz Beans constantly on hand.

H. J. HEINZ COMPANY

Eureka ^{Canada's} Sanitary Refrigerator

THE GREATEST

Dry air circulating Refrigerator of the age.



This is the Refrigerator that has become famous from Coast to Coast.

More of them are used by Butchers than all other patented Refrigerators combined in Canada.

Made all sizes and prices for every purpose.

WRITE FOR CATALOGUE AND PRICES

Eureka Refrigerator Co., Ltd. 54 NOBLE STREET
TORONTO

Montreal Representative

JAMES RUTLEDGE - Telephone St. Louis 3076

Distributing Agents, WALTER WOODS & CO., Winnipeg

Agents at Fort William. " Milton. Calgary. Moose Jaw. Saskatoon

"Live" Grocers

Who anticipate the wants
of their customers
Are stocking the new food—

Post Tavern Special

The food itself is delicious, whole-
some and richly nourishing.

It should appeal to grocers because
it is backed by a heavy advertising
campaign.

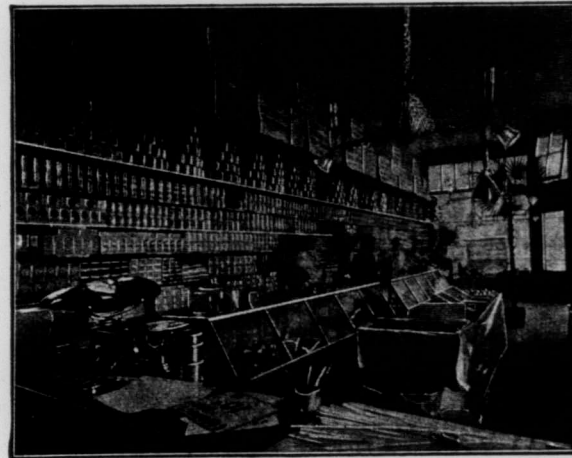
The profit to grocers is good.

The sale guaranteed.

Will you supply the demand for

Post Tavern Special

Postum Cereal Co., Ltd., Battle Creek, Mich.



A MODERN METHOD

NO WASTE SPACE—every inch of shelf room
available where our system of PATENT ADJUST-
ABLE BRACKETS is installed.

Adjustable Shelving is adaptable to any line of
goods, from the most delicate to heavy merchandise.
It is the modern method of store Shelving. Each
shelf may be of a width and distance to accommodate
the goods it carries.

NO OBSTRUCTIONS—EASILY ADJUSTED

THE PIQUA BRACKET CO. Sole
Manufacturers
PIQUA, OHIO.

How Are Your Biscuit Sales ?

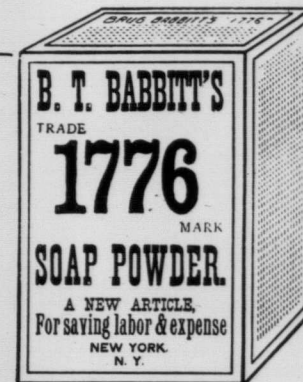
Are you making all the money you
should? Are you getting all the sales
you should? If you are not, then let
us help you—we will put your biscuit
sales on a good footing.

Meadow Cream Sodas

are the line that will do the trick.
They are so smooth, so light and
crisp, and average about 50 to the
pound. The people come back for
more, and then for more again. Get
in line with the aggressive ones. The
profits are good.

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

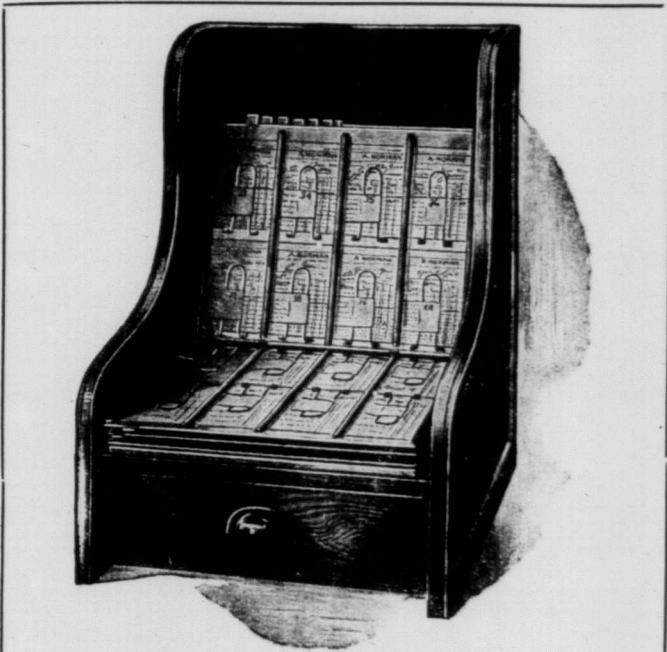
Our
Premium Store
No. 396
ST. PAUL ST.,
MONTREAL, CANADA



Helps to Sell "Babbitt's" The Original Soap Powder

Once you start a customer on "BAB-
BITT'S" she will always use it, be-
cause of its great cleansing power—it
is a concentrated powder and "a little
goes a long way." PUSH IT because
the profit on its steady sale will please
you as much as "BABBITT'S" SOAP
POWDER will please your customers.

B. T. BABBITT, INC.
NEW YORK



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.

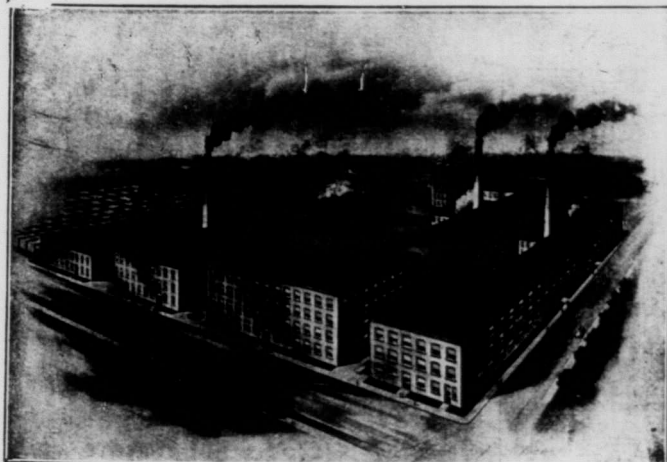
The ULLMAN Account Register

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.

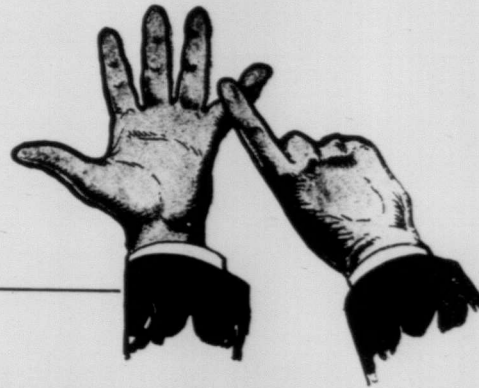
Send for illustrated booklet or ask for demonstration.

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

The Hamilton Incubator Co., Ltd.
Hamilton, Ontario



FACTORY AT HAMILTON



IMPORTANT FACTS

Every one a strong point why up-to-date dealers should handle MEAKINS' SANITARY WASH-BOARDS:

1. They are made in one piece, all metal.
2. Do not rust or corrode.
3. Has no parts to get loose to scratch the hands.
4. It will many times out-wear the old-fashioned wooden kinds.
5. Dirt has no place to lodge on the all-metal, therefore it is perfectly sanitary.

Meakins & Sons
Hamilton, - Ontario



No Dirt
Can Lodge
in the
"All-Metal"



**Stuhr's
DELICACIES.**

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

Sold by all High-class Provision Dealers.

C. F. STUHR & CO., HAMBURG

**Premiums
Won't Wash
Clothes**

and a poor soap, plus a premium, "won't wash" with women who are used to Fels-Naptha soap. Don't work in the wrong direction by booming a poor soap for any reason as long as there's Fels-Naptha for you to sell.



**This Checker
is Crowned**

In playing the game of Baking, your first move is good flour. **Anchor Brand Flour** has already been crowned, holds first position and works all ways. It will clear the board for you.



Manfd. by

Leitch Brothers Flour Mills

Oak Lake, Manitoba.

KEEP POSTED ON SUGAR

Having been identified with Sugar for the past thirty years, and being in constant 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 and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write

SMITH & SCHIPPER CO., 138 Front Street, New York

Frequency of Sailings

Every eleventh day a Pickford & Black steamer leaves Halifax for Bermuda, St. Kitts, Antigua, Barbados, Trinidad and Demerara; the round trip occupying 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

Shredded Wheat

and the process of manufacturing it are protected by many patents in this country and Europe. It is a "patented specialty." It is in a class by itself. It has no competitor among cereal "breakfast foods." Millions of dollars spent in advertising enables you to sell it for 13 cents a package, and when you sell it for 15 cents you are making a better profit than you can make on the ten-cent cereal foods. We stand behind you with a one-price-to-all policy—a fair deal for a fair dealer.



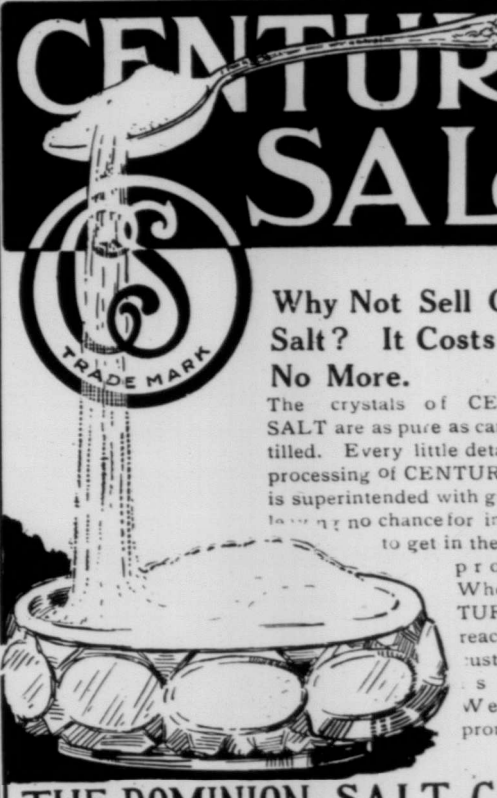
Shredded Wheat is packed in neat, substantial, wooden cases. The thrifty grocer will sell the empty cases for 10 or 15c. each, thereby adding to his profits.

**The Canadian Shredded
Wheat Company, Ltd.**

NIAGARA FALLS - ONTARIO

J 88

CENTURY SALT



**Why Not Sell GOOD
Salt? It Costs
No More.**

The crystals of CENTURY SALT are as pure as can be distilled. Every little detail in the processing of CENTURY SALT is superintended with great care, leaving no chance for impurities to get in the finished product. When CENTURY SALT reaches your customer, it is pure. We ship promptly.

THE DOMINION SALT CO. LIMITED
SARNIA, ONT.



**The Continental
Bag & Paper
Company, Ltd.**
OTTAWA

**Exclusive Bag
Manufacturers**

Selling Paper Bags is only a part of our Service. We make it a point to include Best Quality and Strength and Value in every Bag of our Manufacture. Require your Dealer to supply only

**CONTINENTAL "GERM PROOF"
BAGS**

DISTRIBUTORS:

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MANITOBA, ALBERTA AND SASKATCHEWAN: Walter Woods & Co., Winnipeg.
BRITISH COLUMBIA: Smith, Davidson & Wright, Vancouver, B.C.
MONTREAL AND QUEBEC: The Continental Bag & Paper Co., Limited, 427 St. James St., Montreal.

"COW BRAND" Baking Soda

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

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

Order from your jobber



CHURCH and DWIGHT

Manufacturers Limited
MONTREAL



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

CASTILE SOAP



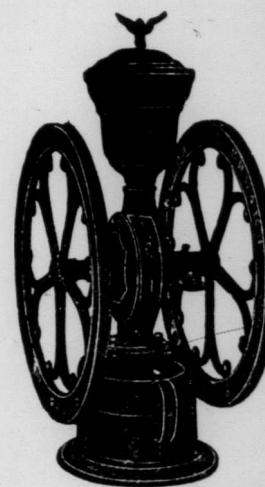
"LA VIERGE"

**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



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, Glasco & 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.



By Special royal permission

Sardines

Are Healthful
Food!

RECOMMEND "KING
OSCAR" BRAND

In so doing you are sure that every atom of health-giving quality in which the sardine abounds will reach your customer in the best form.

Pure olive oil with the greatest care in packing of the finest uniform size sardines, are features that make "King Oscar" Brand popular.

Canadian Agents

John W. Bickle & Greening

(J. A. HENDERSON)

HAMILTON, - - ONTARIO

A Genuine Trade Builder

Quality goods are the kind you have to handle if you wish to build up the best class trade.

D. W. C. OLIVES

are "quality" in every essential and will be found genuine trade-builders. They are made to sell at a price that will surprise you. Only the finest smooth skinned olives obtained from the best localities are used, while the packing of the olives is marked by exceptional care, skill and cleanliness.

They yield a good margin of profit.

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.



WE ARE BUSY

putting up an enormous pack of the popular Brunswick Brand of Sea Foods. The high quality and unvarying excellence have made for them a reputation among the buying public that serves to the best interest of the retailer who puts his selling powers behind the

Brunswick Brand

Our supplies—the choice of the fishermen's catches, together with long experience, and modern equipment, we are enabled to turn out the most perfect that can be made.

Our plans always have been to co-operate with the wholesaler and retailer and to give the consumer a good article at a fair price.

Just look over your stock, Mr. Grocer, and see what "CONNORS" lines you are short. Then order—here is a partial list:—

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

CONNORS BROS., Limited

Black's Harbor, N. B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; J. L. Lovitt, Yarmouth, N.S.; Buchanan & Ahern, Quebec, P.Q.; Leonard Bros., Montreal, P.Q.; A. W. Huband, Ottawa, Ont.; A. E. Richards & Co., Hamilton, Ont.; J. Harley Brown, London, Ont.; C. DeCarteret, 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.





Laurentia Milk is a Necessity

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BOTTLE-FED INFANTS	No Contagion.
YOUNG CHILDREN	No change in milk with
INVALIDS	each bottle.
EVERYONE WHERE A	Digestibility and hence the
MILK DIET IS	food value is far superior
NECESSARY	to any other milk.

**EVERY ANXIOUS MOTHER
EVERY CAREFUL NURSE
EVERY PARTICULAR PHYSICIAN**

Will find Laurentia Milk invaluable and far superior even to Certified Milk and all patent milk foods for particular cases.

DEALERS:—Get a stock at once; it's a family necessity.

LAURENTIA MILK CO., Limited
371 Queen Street West, Toronto, Ont.



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



Trade Mark of Quality

Everybody's Buying It—What? Sweetheart Brand Pickling Spice

Our pickling spice has made a reputation for itself as being the finest on the market of Canada to-day.

A few specials for the pickling season are Turmeric, Curry Powder, Chillies, Peppers, Allspice, etc.

IXL. SPICE & COFFEE MILLS, Limited, London, Ont.

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.

Renew your stock of

COPENHAGEN

Chewing Snuff



We guarantee that COPENHAGEN SNUFF is now and always has been absolutely pure—it is tobacco in its purest form. That's why it has been so often imitated—but it was never equalled. It is made of the best, old, rich leaf tobacco.

COPENHAGEN CHEWING SNUFF is the world's best tobacco for chewing and snuffing.

If a dealer has any difficulty obtaining his supply of COPENHAGEN CHEWING SNUFF, we will help him if he will write us.

The National Snuff Co., Limited
Montreal, Canada

Tea for

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following

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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
Is it Wise to Place an Importation Order?
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(Technical Book Department)

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TORONTO

King George's Navy

is worthy of your support right now for many sound business reasons. There are hundreds of men in your neighborhood whom you can "recruit" and "muster" around your store on Saturday evenings for their weekly Tobacco allowance.

KING GEORGE'S NAVY has nothing to do with the Canadian Navy, remember, but is the popular

CHEWING TOBACCO

packed by the firm which guarantees prompt delivery and quality all the time.

THAT FIRM IS

The Rock City Tobacco Co.

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Maple Sugar
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Chewing Tobacco
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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

FOR SALE

FOR SALE — GROCERY AND BUTCHER business combined. Person retiring, must be sold. Apply Box 448, Canadian Grocer

SIDE LINE WANTED

A REPRESENTATIVE OF ONE OF THE largest concerns in Canada is open to handle a good side line. I am in close touch with the Toronto grocery jobbers, and also have a salesman calling on the Ontario and city retail trade. Address Live Agent, care Canadian Grocer, 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—employee's 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 LET-ters and real printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letter-forms, real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. American Multigraph Sales Co., Limited, 129 Bay St, Toronto.

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.

FIRE INSURANCE. INSURE IN THE Hartford. Agencies everywhere in Canada.

MOORE'S NON-LEAKABLE FOUNTAIN pens. If you have fountain pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction, and it costs no more than you pay for one not as good. Price \$2.50 and upwards. W. J. Gage & Co., Limited, Toronto, sole agents for Canada.

725,000 LIVE MERCHANTS USE NATIONAL Cash Registers. We couldn't sell them unless they saved people money. The National will guard your money too. Write us for proof. National Cash Register Company, 285 Yonge St., Toronto.

MISCELLANEOUS

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott-Fisher, Ltd., Room 314 Stair Building, Toronto.

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

PENS—THE VERY BEST PENS MADE ARE those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c. assorted box of Mitchell's Pens and find the pen to suit you.

THE "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

**MAKE USE OF
MODERN
CONVENIENCES**

Let simplified methods of handling credit accounts help you to make more money and lose less.



Allison's Coupon Books

They make credit business practically same as cash.

Here's How They Work:

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

For sale by the jobbing trade everywhere.

Manufactured by **ALLISON COUPON CO., Indianapolis, Indiana**



**Not a Substitute
MAPLEINE**

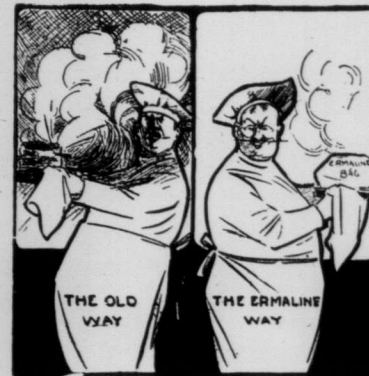
Is an original flavoring, producing a flavor similar to Maple in cakes, candies, puddings, tasties and sugar syrup.

Order of your jobber, or
Frederick E. Robson Co.,
25 Front St. E., Toronto.
Mason & Hickey, Winnipeg

The Crescent Mfg. Co.
SEATTLE. - WASH.

**YOU ARE
THE MAN**

**We Want
To Talk
To About**



**Ermaline Paper
Cooking Bags**

You think you can't sell them? Funny thing that others are selling them by the hundreds! Perhaps it's a case of "nothing attempted nothing done."

Now Listen:

Write us and we'll send you full set of bags with instructions. Let your wife use them and then—**ORDER.**

Edward Lloyd

**LIMITED
MONTREAL**

One FLAG

One NAVY

One SAUCE

HOLBROOKS

¶ If you have any call for a high grade Worcestershire Sauce, all you need is Holbrooks.

¶ It is made in the largest Worcestershire Sauce factory in the world and matured like old wine.

¶ Low priced, rank and tasteless Sauces may attract the cheap bargain-hunting trade, but is it worth while?

¶ It pays us to advertise it and it will pay you to push it. The margin s good.

HOLBROOKS LIMITED

of Birmingham, England

General Offices for Canada and U.S.A.,

TORONTO, ONT.

Manager, H. Gilbert Nobbs

Coming Out Oct. 11th

The Big Fall Campaign Number of

The Canadian Grocer

¶ It will be brim full of good practical ideas that you and your clerks can use to sell more goods between now and Christmas. Be on the lookout for it.

¶ The advertising section promises to be of more than usual interest. If you don't find it advertised in the Fall Campaign Number of The Grocer, the chances are that it isn't made. The fall offerings of the manufacturers and jobbers in this issue mean dollars in your pocket. Don't miss them.



EX

AU

Canada's Greatest Pickle
Factory makes

STERLING BRAND PICKLES



The grocer with a determination to control the best trade of his town will choose pickles and relishes bearing the brand "Sterling."

These are the favorite pickles of the epicure and people who seek a relish that is knowingly appetizing.

Sold by all jobbers or order direct.

The T. A. Lytle Co. Ltd.
Sterling Road Toronto, Can.



NO PISTOL-LIKE REPORT

When a Dominion Match is struck it lights silently, without sputtering or sparking. It is the kind you should sell your customers, you will make no mistake if you push the sale of the DOMINION SILENT MATCH.

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.



EXIT Mr. ROACH



WHEN "Auto Roach" is used in a factory or in fact anywhere, every living insect becomes a dead issue.

No cockroach, bug or insect of any kind can thrive on "Auto Roach" treatment. We have rid many Montreal factories and can remove the insect nuisance from yours.

Let us try.

AUTO-ROACH KILLER CO.
MONTREAL
AGENTS WANTED

Candied and Drained PEELS

The kind that keeps its rich, juicy flavor after cooking.

We make one quality only—
THE VERY BEST

Samples and prices from

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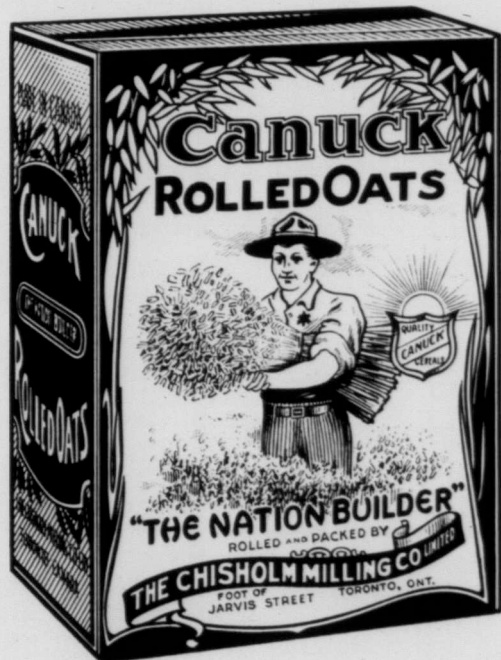
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