

**PAGES
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THIS IS THE 1,346th ISSUE OF

CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVII.

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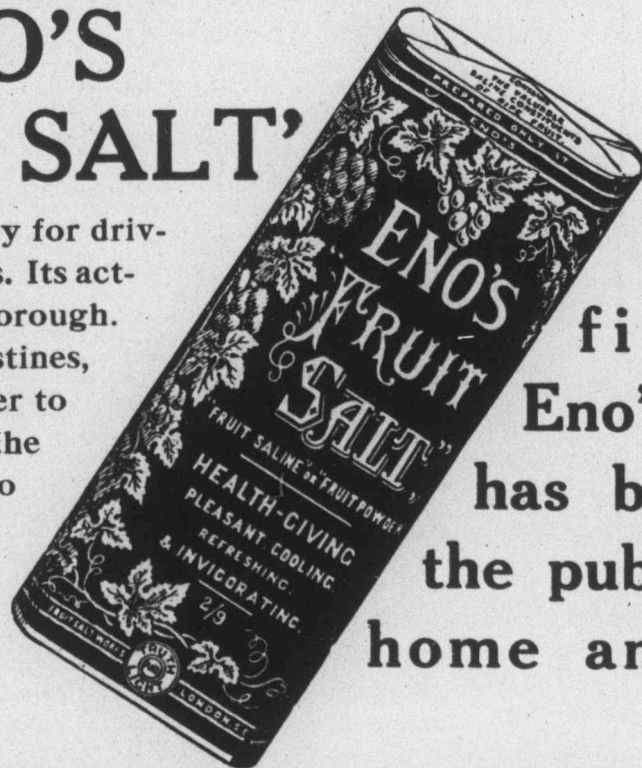
No. 39

A Natural Remedy

There is no simpler, safer, or more agreeable preparation than

ENO'S 'FRUIT SALT'

The approved remedy for driving out disease germs. Its action is quick and thorough. It clears the intestines, rouses the torpid liver to new life, stimulates the mucous membrane to a healthy action, and cleanses and invigorates the whole digestive tract.



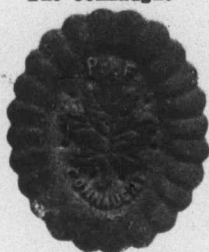
For more than thirty-five years Eno's Fruit Salt has been before the public both at home and abroad.

Largely advertised and well established it is now in good demand and is therefore bound to carry with it enquiries for other lines.

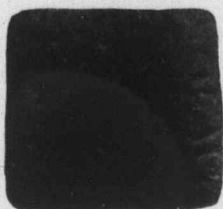
Should consequently be stocked by all Chemists, Grocers and Stores.

Prepared only by J. C. ENO, Limited, 'FRUIT SALT' Works, London, Eng.

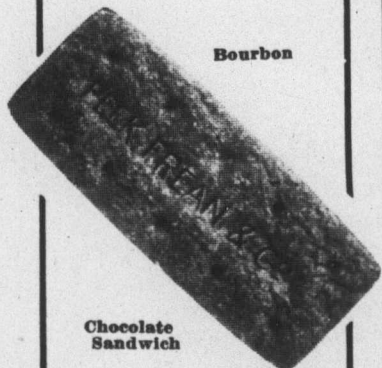
The Connaught



A Princely Biscuit



Pat-a-Cake

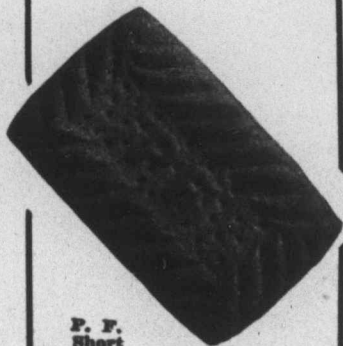


Bourbon

Chocolate Sandwich



Ye Billiken



P. F. Short Cake

*biscuits from
across the "brine"*

Peek,
Frean **P.F.** London

Peek, Frean's Biscuits are the most toothsome of all. :: ::

*Have you tried the famous
P.F. Short Cake?*

Proof of the popularity of this delicious biscuit is in the fact that about 325,000,000 were sold the year of its introduction. The delightful crispness, the genuine old time short cake flavor and the richness of quality not only sell the first order, but ensure continued demand.

The Connaught

P. F.'s latest introduction—a delicious biscuit—good design, popular name, attractive flavor, striking label. About 48 to the lb.. All P. F. Biscuits are shipped in hermetically sealed tin boxes, are always oven fresh. A postal today to any agent will bring samples of these lines.

PEEK, FREAN & CO., Limited

Biscuit Manufacturers

LONDON, ENG.

AGENTS: British Columbia—The W. H. Malkin Co., Ltd., Vancouver; Alberta, Manitoba, Saskatchewan, Euttan & Chipman, Fort Garry Court, Winnipeg; Ontario, The Harry Horne Co., 309-311 King St. W., Toronto; Ottawa and Eastern Canada, Frank L. Benedict & Co., 45 St. Alexander St., Montreal.

—*caught right and
canned right where
they are caught*



“Thistle” Brand Haddies

The packers of “Thistle” Brand Canned Haddies have further improved the packing of their product by the adoption of a new seamless, sanitary tin. These tins are of $\frac{1}{2}$ and 1 lb. sizes, and are attired in particularly striking labels.

The new tins will tend to still better preserve the deliciousness of the freshly caught fish and will give the dealer a new talking point in selling.

“Thistle” Brand Haddies are backed by a lifetime experience; they are absolutely free from slime or any uncleanness whatsoever.

Other lines of “Thistle” Brand fish are Kipper-ed Herring, Herring in Tomato Sauce, Tunny Fish, etc., all leaders of quality in their respective lines.

Serve your own and your customers' best interests by displaying well and recommending the leader—“Thistle” Brand.

Arthur P. Tippet & Company

Agents

Montreal

Toronto

Wagstaffe's Mincemeat and Plum Puddings

Mincemeat Season Mr. Grocer

Mincemeat, Plum Puddings, Drained Cut Peel, Orange and Lemon mixed in 1 lb. cartons and 25 lb. Gold Lined Pails.


Mincemeat packed in 1 lb. glass, 2s, 5s, 7s. and 25 lb. Gold Lined Pails.

Plum Puddings packed in 1 lb, 2 lb. and 3 lb. crocks. 1 dozen to the case.



REPRESENTATIVES:

W. L. Mackenzie & Co.,	- - -	Winnipeg, Man.
McKelvie & Stirrett,	- - -	Calgary, Alta.
Dominion Brokerage Co.,	- - -	Edmonton, Alta.
Shallcross, Macaulay & Co.,	- - -	Vancouver, B.C.
R. S. McIndoe,	- - -	Toronto, Ont.
Gordon Miller,	- - -	Montreal, Que.
H. M. Wylie,	- - -	Halifax, N.S.



**SYMINGTON'S
SOUPS**

One packet of any of the eleven varieties makes a quart of rich, nourishing, and wholesome soup. The flavours are distinctive and delightful. Let any home-cook try these fine soups—just once!

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

Easy to prepare—put the contents of packet into water—stir—boil—serve.

Canadian Agents:—
Messrs. F. E. ROBSON & CO.
25 Front Street East, Toronto

B. CANNON & Co., Ltd.
LINCOLN, ENGLAND

PURE GELATINES

Stocks:—Toronto, Montreal,
New York.

SOLE AGENTS
FINEGAN & ELLIS
506 Board of Trade Bldg.
TORONTO



**Your Experience and
Our Experience**

Your experience, Mr. Dealer, has largely been in the selling of food-stuffs, and no doubt you have found that by stocking and recommending pure and high quality lines your sales are decidedly more steady, your profits a certainty and your customers pleased.

Our experience of over 50 years has been in the Condensing and Evaporating of the most essential and yet the most delicate article of food—Milk. The lengthy experience and perfectness of system has put the Borden Brands in the pinnacle position for quality and purity.

Our point is clear, Mr. Dealer,—need we say more.

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

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

BORDEN'S





**Preserved
Purity**



**Highest in
Government
Test**



Your Decision Means Money

on the brand of Jams and Jellies you decide to stock depends your success in **sales, profits** and the **good will** of your customers.

E. D. S. fresh fruit products never disappoint, the people enjoy the fresh, unadulterated fruit flavor, they want more and more. Thus the dealer can enjoy big sales, big profits and the good-will of his patrons. E. D. S. products are

100% PURE

This has been proven by the most rigid Government tests, and no merchant can overlook this fact if he is anxious to give his patrons the best value possible to for their money.

The fall season is Pork and Bean time. Stock and recommend the E. D. S. Brand — the kind that is as pure and good as its name (E. D. S.), in preservedom. Try a sample order.

E. D. Smith & Son, Ltd.
WINONA, ONT.

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

Peas that Please the Palate!



¶ Instead of selling Foreign Peas to supply the demand for finer grade peas, sell "Sweet Wrinkle" and "Early June" Brands.

¶ They are the lines that will help increase the demand for the higher grade peas and will give your customers greater satisfaction and yield you a better profit.

¶ The vivid green color, so noticeable in Foreign Peas is produced by a chemical, this not only destroys the true flavor of the peas, but also is injurious to the human system.

¶ Dominion Cannery Peas are not adulterated in any way, no chemical coloring is used whatsoever, they retain the full natural flavor of the freshly picked and carefully selected peas being canned a few hours after they come from the vine.

¶ It will pay you well to study the "Pea Question" closely and to figure out for your own satisfaction, the larger margin of profit that will be yours if you sell the *finer grades*.

¶ If you will write us we will give you still further information on the subject of "Peas."

Dominion Cannery, - Limited
Hamilton **Ontario**





Royal Shield Jellies

Pure, Delicious, Always Ready Sale

The increasing popularity of **Royal Shield Brand Jelly Powders** is the outcome of unequalled quality, the result of Royal Shield Service.

This is the best season of the whole year for the sale of jelly powders. They make particularly delicious jellies to be served either alone or with fresh ripe fruits.

Send for trial order of Royal Shield Teas, Coffees, Banking Powder and Jelly Powders.

Write to-day to any of our offices.



Campbell Bros. & Wilson, Ltd.

WINNIPEG

Campbell, Wilson & Horne, Ltd.
CALGARY, EDMONTON & LETHBRIDGE

Campbell, Wilson & Adams, Ltd.

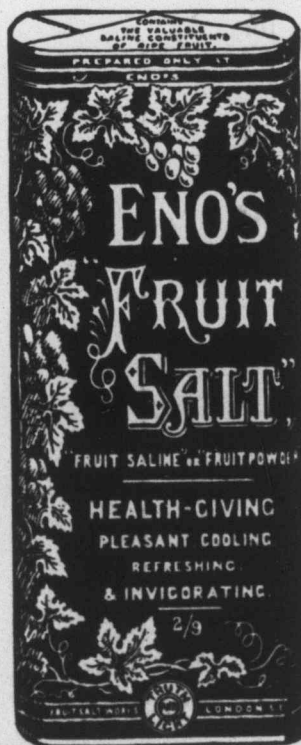
SASKATOON

Campbell, Wilson & Strathdee, Ltd.
REGINA

Wholesale Grocers and Importers

Every Household and Travelling Trunk ought to contain a bottle of

ENO'S "FRUIT SALT"



A gentle natural aperient that stimulates the organs of elimination.

A delightful sparkling draught that children like, that invalids can safely take without fear of griping or weakening effects.

Travellers need this valuable preparation to prevent sea-sickness, train-sickness, and illness caused by sudden changes of water or climate.

If you suffer from Constipation, Biliousness, or Indigestion, the regular use of

ENO'S "FRUIT SALT"

will promptly correct the disorders and greatly improve your general health.

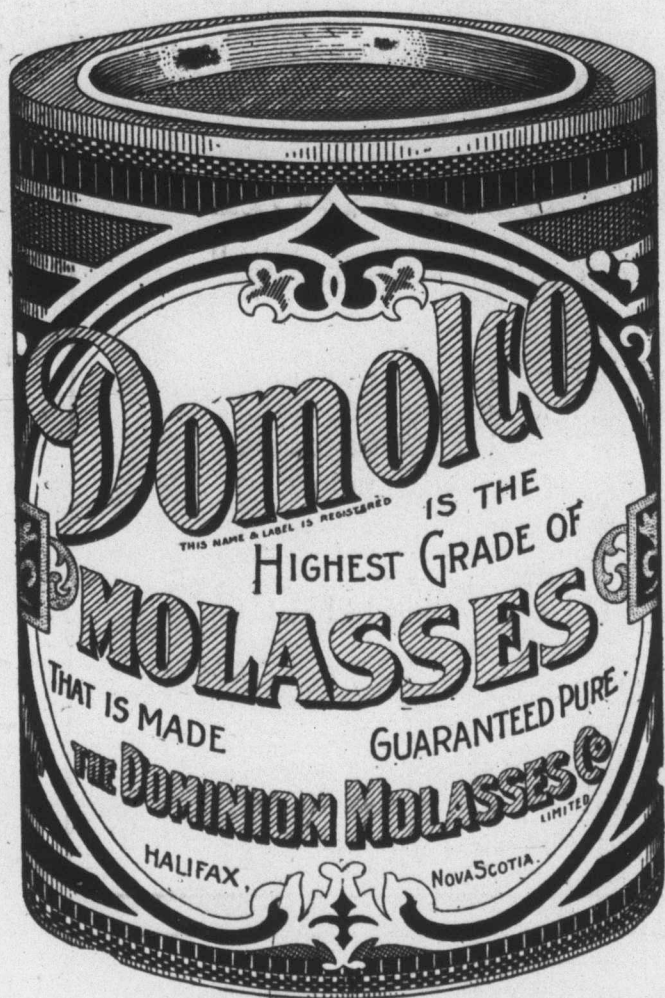
This world-famous aperient has been in use for forty years, and to-day stands unrivalled.

"It is not too much to say that its merits have been tested from Pole to Pole, and that its cosmopolitan popularity presents one of the most signal illustrations of Commercial enterprise to be found in our trading records."

Sold by Chemists and Stores throughout the World

Prepared only by

J. C. ENO, Ltd., FRUIT SALT WORKS, London, S.E.



Note
registered
label

OFFERED
TO YOUR
PATRONS

as the most superior Molasses for table use to any other on the Canadian market.

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

Almost every family on your list of customers uses Molasses to some extent and the majority of them will come to your store regularly for their supply when once you get them started using

DOMOLCO

Put up in sanitary lever top tins in cases as appended:

No. 2's—2 dozen to the case.

No. 3's—2 dozen to the case.

No. 5's—1 dozen to the case.

No. 10's— $\frac{1}{2}$ dozen to the case.

No. 20's— $\frac{1}{4}$ dozen to the case.

THE
Dominion Molasses Co., Ltd.
HALIFAX, N.S.

With 200,000,000 Bushels of Wheat in the West to Sell

and the whole world needing it, why should Western Canada not be a big and profitable market for your goods?

If you are interested in placing your goods in the Western Market and hesitate because of the expense, write to us and find out the proposition we offer. With the advantages of our **Weekly Pooled Car Accommodation**, our storage facilities in the principal western distribution points, we should interest you. Write to-day.

W. H. Escott Company, Limited

181-183 BANNATYNE AVE. E., WINNIPEG

BRANCHES AT

Regina, Calgary and Edmonton

Our Salesmen call on every wholesale house in the Provinces of Manitoba, Saskatchewan and Alberta regularly. We do Missionary work.



WE CLEAN UP EVERYTHING

"Bull Dog" Brand Bleach-O is the best for washing white goods and flannels—removes stains.

"Bull Dog" Brand Ammonia Powder.

"Bull Dog" Brand Chloride of Lime.

"Bull Dog" Brand Borax.

"Bull Dog" Brand Liquid Blue.

"Bull Dog" Brand Liquid Ammonia.

They do the work as it should be done

Whatever work the housewife may have in hand a "Bull Dog" Cleanser is ready to do it. Be it the washing of clothes, woodwork, dishes, tinware, etc., "Bull Dog" Cleansers are popular because they require little exertion on the part of the housewife to make a most thorough cleansing.

Every initial sale means additional sales and you know these "additional" sales mean good business. Get your stock in shape for the demand that will come with Fall housecleaning.

The John B. Paine Company, Limited

65 Pearl Street

Toronto

Fresh British Columbia

FRESH
BRITISH COLUMBIA

“CALEDONIA” BRAND SALMON

PINK

SALMON

PACKED BY
ANGLO-BRITISH COLUMBIA PACKING Co., LTD.
VANCOUVER, B.C.

H. Bell-Irving & Co.,
Limited (Agents)
Vancouver, B.C.

SALMON

Selected Fish
Early Run

White Swan

Satisfaction to your patrons with every sale of White Swan Products

This satisfaction means a growth of your business and incidentally the development of your other departments. Housewives appreciate the superior quality of the White Swan products—they produce better results and are more economical because they are pure.

Order from your wholesaler or direct.

“Surity of Purity”

WHITE SWAN SPICES & CEREALS LIMITED
TORONTO ONTARIO

MODERN GROCERY EQUIPMENT

Adds an air of distinction to your store
—and

ATTRACTS TRADE.

The "Walker Bin" System

will save 25% of your floor space and
also of your expense for skilled sales-
men.

Is this worth your consideration?

We manufacture the best in show
cases and refrigerator counters.

Write now for illustrated catalogue
and estimates.

Walker Bin & Store Fixture Co.,

LIMITED

Berlin,

Ontario



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

TWO CENTS PER WORD

with a Want Ad. in this paper.

You can talk across the continent for two cents per word

Think of it.

HUNDREDS OF THOUSANDS
of women throughout the world
ask every day for

Reckitt's Goods

and have done so for years.
Satisfaction is the great truth
behind this. Show—

Brasso Metal Polish

—and—

Zebra Stove Polish

where they will be seen and
prove it for yourself.



**"Have you
Brown & Polson's"?**

That is what buyers of high-class corn starch are saying all over Canada. The grocer who can supply them with

**Brown & Polson's
Corn Starch**

gets the trade and the profit. There is scarcely a grocer in England who doesn't stock and display and recommend Brown and Polson's Corn Starch. He knows it pays. **Have you a good stock?**

Canadian Agents:
HAMLIN & BRERETON, Ltd.,
149 Notre Dame Avenue, E., WINNIPEG.
510 Ninth Avenue West, CALGARY.
842 Cambie Street, VANCOUVER.

Proprietors:
BROWN & POLSON, Paisley and London, England. S.S.S.



**Sound
Logic**

The logic of 'Camp' is irresistible. 'Camp' is splendid value, is extensively advertised, and pays a good profit. Therefore, there is sound business advantage in stocking 'Camp'

R. Paterson & Sons, Ltd.
Coffee Specialists
Glasgow

**'Camp
Coffee'**



Goes Soap One Better

Snap is a soap—it is more than a soap. Soap cleans the surface of the skin, but fills the pores which ultimately injures the flesh. Snap cleans the pores and refreshes the skin, leaving it clean and uninjured.

It goes Soap one Better.

A stock now will prove to be a money maker for you.

**Snap Company, Limited
MONTREAL**

**MEADOW CREAM
SODAS**

Delicious and Crisp

The value to the merchant and the satisfaction to the customer depends very largely on the length of time sodas stay fresh. Then, too, the ready sale of the sodas ensures quick turnover, and incidentally no stale stock.

Meadow Cream Sodas retain their crisp deliciousness indefinitely, and therefore sell readily. Have you tried them out? If not, introduce them to your patrons now. Send to-day.

The
W. J. Crothers Co.

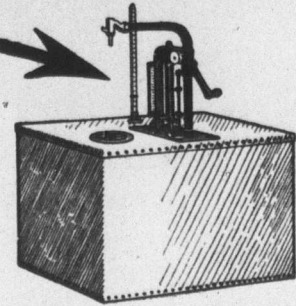
Kingston, Ontario

THE BEST OF THEM ALL.

HOW MUCH SHOULD



you charge her?



When customers want you to fill odd measures with oil you don't know exactly what to charge unless you have a **BOWSER SELF-MEASURING OIL TANK**. You may guess **high** and lose their **trade** or guess **low** and lose your **profit**. Get a **BOWSER OUTFIT** and cut the guesswork. Make a profit every time you sell oil, have a clean store, avoid loss of oil and damage to other goods. "Cut out the dripping and keep all the profits." The **BOWSER** is equipped with a float gauge which shows how much oil you sell and how much is left in your tank. It is in plain sight and can be read 20 feet away from the tank. It also has an automatic cut-off that stops the flow of oil as soon as you cease to pump and prevents dripping. Send a postal card for our **FREE BOOK**, telling how to **MAKE MONEY** out of oil.

S. F. BOWSER & COMPANY, Inc.

66-68 Frazer Avenue

Toronto, Ont., Canada

Made by Canadian Workmen and Sold by Canadian Salesmen.

Sales Offices in all Centres and Representatives Everywhere.

Original patentees and manufacturers of standard, self-measuring hand and power driven pumps, large and small tanks, gasoline and oil storage and distributing systems, oil filtering and circulating systems, dry cleaner's systems, etc.

Established 1885.

Finest
Quality

Whittemore's
Shoe Polishes

Largest
Variety



Oldest and Largest Manufacturers of Shoe Polishes in the World

"**GILT EDGE**" Oil Polish. The only Ladies' Shoe Dressing that positively contains oil. Softens and preserves. Imparts a beautiful Black lustre. Always ready to use. Largest quantity. Finest quality. Polishes without rubbing. Retails 25c.

"**BULLY SHINE.**" A waterproof paste polish for all kinds of black shoes and old rubbers. Blacks, polishes, softens and preserves. Contains oil and waxes to polish and preserve the leather. Also Russet Bully Shine for tan leathers. Large tin boxes. Boxes open with a key. Retails 10c.

"**SUPERB**" (a paste) for polishing Patent and Shiny Leather Boots and all Shiny Leather Articles. Boxes open with a coin. Retails 10c.

"**DANDY**" COMBINATION. For cleansing and polishing all kinds of russet, brown or yellow boots, shoes, saddles, bridles, etc. Retails 25c. "Star" russet combination (10c size). Russet, Brown and Ox Blood Pastes (5 sizes of each color).

"**ELITE**" COMBINATION. For those who take pride in having their shoes look A1. Restores color and lustre to all black shoes. Retails 25c. "**BABY ELITE**" COMBINATION (10c size). "**ELITE**" PASTE in 5 sizes.

"**BOSTON**" WATERPROOF POLISH. A black liquid for men's and boys' shoes. Produces a patent leather shine without brushing. Retails 25c.

Send for circulars giving full particulars of our other Polishes to **WHITTEMORE BROS. & CO.**, Boston, Mass., U.S.A. For sale by the Shoe Findings and Shoe Jobbing Trades of all Canada.

Investigate the features of the Elgin National Coffee Mills before buying

A few turns of an Elgin grinds a pound of coffee, there is no expense to operate and it is of lifetime durability.

Fitted with special adjuster and new force feed steel cutting grinders, runs easily and grinds perfectly. The adjusting device on the Elgin mills permits of regulating for fine or coarse grinding while the mill is running.

All the latest designs and improvements are embodied in the Elgin Coffee Mills, being the result of over 30 years' experience.

Thousands of the best Grocers in Canada and the States use the Elgin.

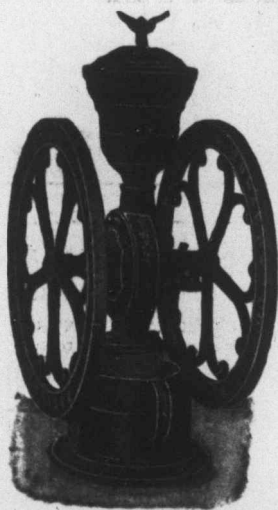
Write for our new catalog to any of the following wholesalers.

Made by

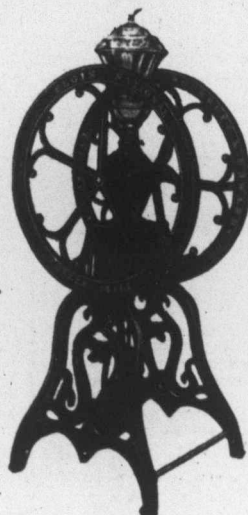
Woodruff & Edwards Co.
Elgin, Ill., U.S.A.

AGENTS

MONTREAL—The Canadian Fairbanks Co. (and branches).
TORONTO—Eby, Blain, Ltd.; R. B. Hayhoe & Co.
HAMILTON—James Turner & Co.; Balfour, Smye & Co.; McPherson, Glasco & Co.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour & Co.; Dearborn & Co.
WINNIPEG—Blue Ribbon, Limited (and branches); the Codville Co. (and branches).
REGINA, Sask.—Campbell, Wilson & Strathdee, Ltd.
SASKATOON—Campbell, Wilson & Adams, Ltd.
EDMONTON, Alta.—The A. MacDonald Co.
CALGARY—Campbell, Wilson & Horne, Ltd., and P. D. McLaren, Ltd.
VANCOUVER—The W. H. Malkin Co., Ltd.; Wm. Braid & Co.; Kelly, Douglas Co., Ltd.; Empress Manufacturing Co.



No. 40



No. 35



PURITY—the axis around which everything revolves in the production of L. & B. Banner Brand Jams and Jellies.

Right from the picking of the fruit to the sealing of the jars and pails the most sanitary methods of preparation are employed. Only fresh ripe fruit, apple jelly and granulated sugar are used in making the

Banner Brand Jams and Jellies

The contents of every pail and jar is truly stated on the label. Your customers will appreciate the deliciousness and the purity. "Banner Brand" values will interest you. Write for prices.

Put up in 2, 5, 7 and 30 pound pails and 12 oz. glass jars.

LINDNERS LIMITED

340 Dufferin St., TORONTO
Phone Parkdale 2985

REPRESENTATIVES:

The Amos B. Gordon Co., Toronto; Watt, Scott & Goodacre, Montreal; H. D. Marshall, Ottawa, Ont.; C. A. Munroe, St. John, New Brunswick; W. H. Lyne Usher, Halifax, Nova Scotia and Prince Edward Island; H. Donkin & Co., Vancouver; W. L. McKenzie & Co., Edmonton and Regina; Western office at Winnipeg.



Manufacturers' Agents and Brokers' Directory

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

ONTARIO.

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

Wire us for prices on Currants.
We represent Mr. C. Ceroni, one of the best and most reliable packers in Greece.

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

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

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

The
Condensed Ad.
page
will interest you

WESTERN PROVINCES.

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

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

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

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

HOLLOWAY, REID & CO.
Cor. Vermillion Ave. and 5th St.
EDMONTON - ALBERTA
Importers and Manufacturers' Agents
We specialize in Biscuits and Candies
We are still open for a few good Agencies

THE "WANT AD."
The "want ad." has grown from a little used force in business life, into one of the great necessities of the present day.
Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.
The "want ad." gets work for workers and workers for work.
It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.
The "want ad." is the great force in the small affairs and incidents of daily life.

WESTERN PROVINCES—Continued.

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

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

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

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

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

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

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

Manufacturers' Agents and Brokers' Directory

(Continued.)

BRITISH COLUMBIA.

McLEOD & CLARKSON

Manufacturers' Agents and Wholesale Commission Agents

282-4 Cambie St., Vancouver, B.C.

Can give strict attention to a few first-class Grocery Agencies. Highest References.

O'Loane, Kiely & Co., Ltd.

WHOLESALE GROCERY BROKERS
CANNED GOODS, DRIED FRUITS, ETC.
CANNED SALMON A SPECIALTY

We cover British Columbia and Alberta
Head Office - - - Vancouver, B.C.
Reference: The Bank of Montreal.

The CAMPBELL BROKERAGE CO.

Manufacturers' Agents and Commission Brokers.

We have our own warehouse and trackage. Shipments stored and distributed. Can give special attention to a few good agencies.

857 Beatty Street . . . Vancouver B. C.

NEWFOUNDLAND.

The CHAMBERLAIN-DOWNEY Company, Limited.

Wholesale Jobbers & Manufacturers' Agents.
Grocery, Confectionery and Tobacco Specialties.
Correspondence solicited on Domestic and Foreign Lines.

TRACKAGE AND WAREHOUSE,
1214 Homer Street, Vancouver, B. C.

**E. O. CORNISH
COMMISSION AGENT**

Canned Goods a Specialty

821 Pender St. W., Vancouver, B.C.

McCANN & LANGFORD

Winch Building Victoria, B.C.
Manufacturers' Agents and Commission Brokers.

We can give special attention to a few good agencies. Anything we handle we push
References: Bradstreets, Royal Bank, Union Bank.

**T. A. MACNAB & CO.
ST. JOHN'S NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS**

Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references.
Cable address: "Macnab," St. John's.
Codes: A, B, C, 8th edition, and private.

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

Grocery Advertising

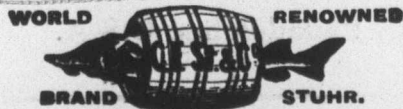
By Wm. Borsodi

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

PRICE \$2.00

ALL ORDERS PAYABLE
IN ADVANCE.

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



**STUHR'S
GENUINE CAVIARE,
ANCHOVIES IN BRINE**
(Salted Sardels).

In Tins and Glasses.

"Please ask for our offer"

C. F. STUHR & CO., HAMBURG.



Oakey's

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

'WELLINGTON'

KNIFE POLISH

JOHN Oakey & Sons, Limited
Manufacturers of

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

Wellington Mills, London, England

Every Merchant who handles—

Mathieu's Nervine Powders



Syrup of Tar and Cod Liver Oil

knows that they sell themselves. So effective are they in all cases of headaches that when once tried they are immediately recommended. Every merchant can with perfect safety recommend Mathieu's Nervine Powders as a perfectly safe and harmless remedy in all cases of headaches. Any merchant may try Mathieu's Nervine Powders at our expense, as per coupon attached. Mathieu's is a specific in all forms of 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 townProv.....

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

JAPAN TEAS

FURUYA & NISHIMURA



The Test of Time

For more than forty years, Electric Paste Stove Polish has met every requirement of thousands upon thousands of critical housekeepers. What more could you ask? Have you tried it yet?

**For Sale By All First-Class
Jobbers in Canada.**

Manufactured only by John Diamond, 458 North Third St., Philadelphia, U.S.A.

Rideau Hall Coffee



PERFECTLY BLENDED AND ROASTED

—the coffee that you need not hesitate to stock and recommend to your best coffee-drinking trade. Put up in one pound and 25c tins only. Rideau Hall Coffee is famous for its delicious flavor resulting from the perfect blending and roasting.

Gorman, Eckert & Co., Ltd.
LONDON, ONTARIO

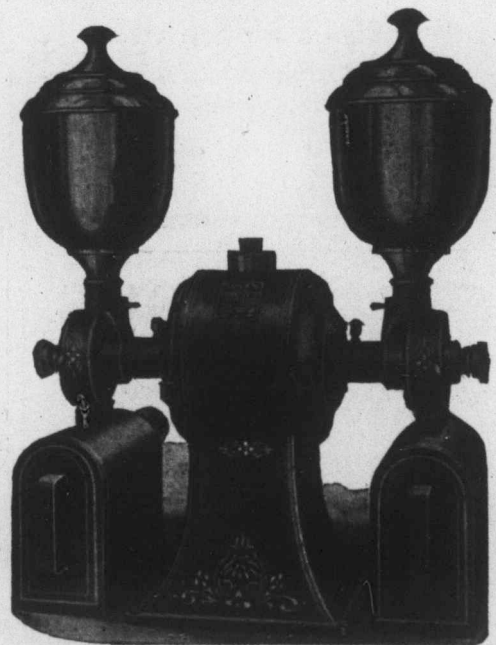
Western Selling Agents, Mason & Hickey, Winnipeg

More Than Ever in a Class by Itself

One of our 12 new models. Wouldn't it be a good idea then to look into the Coles? It ranks with the best and meets your price.

26 models of electric machines.

Makers of Hand Coffee Mills for twenty-five years.



COLES MANUFACTURING CO.

1615 North 23rd St.

PHILA., PA.

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

THE CANADIAN GROCER

St. Lawrence

Extra Standard Granulated.

The Canadian standard of quality. The best sugar made.
Blue label. Red label. Green label.



Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste 'Bluenose' yourself! Then you'll feel more enthusiastic about recommending it.

SOLE PACKERS

SMITH & PROCTOR, - HALIFAX, N.S.

**SMITH
AND
PROCTOR**

SOLE PACKERS

Halifax, - N.S.

PURNELL'S

FINEST



ENGLISH

PICKLES

Finest English Vegetables

With Celebrated
PURE MALT VINEGAR

Agents in all Countries

Purnell & Panter Limited
BRISTOL, ENGLAND

John Gray & Co., Limited

Glasgow

Scotland

**1 lb. Floral
Glass**

Samples and Prices
from

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



Tartan
BRAND
THE SIGN OF PURITY

"TARTAN Salmon is the highest grade of fish packed. If you want a real trade winner, book up with our travelers for Fall delivery at the lowest price issued in many years.

TARTAN Brand Fruit and Vegetables as far as packed are the finest we ever opened.

Our Travellers have full particulars of all fall goods, Mediterranean Fruits, etc.

TARTAN Brand Spices, Extracts, Jelly Powder manufactured by us of highest quality. Full assortment of Wagstaffe's Jam and Imperial Golden and Silver Grain Vinegar.

When in a hurry for goods, 'phone us and experiment with us. We are the original quick shippers."

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


**PURE STRAWBERRY JAM
CHIVERS' QUALITY**

We are in a position to protect you for your requirements in Strawberry and other Jams, either immediate or future delivery, and can supply you with CHIVERS' QUALITY.

Do not buy the first jam offered you, thinking you will not be able to secure your supplies. We can protect you, and besides guaranteeing delivery we can save you money and give you CHIVERS' Quality.

Our bookings are quite heavy owing to the complete satisfaction given by CHIVERS' goods in the past. Get in touch with our travellers or write us direct and take advantage of our SPECIAL 1913 INTRODUCTORY OFFER ON CHIVERS' LINES.

FENWICK, HENDRY & CO.
Manufacturing Wholesale Grocers
KINGSTON, ONTARIO



**POWLEY'S
SILENT
MATCH**

EVERY MATCH

a sure light. 500 lights to a box. 144 boxes to a case.

STOCK THE LINE THAT PLEASES
SELL THE MATCH THAT IS A

GOOD MATCH

The Geo. Powley Paper Co., Ltd.
62-66 JOHN ST. TORONTO, 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

ZIP HAND CLEANER



The first hand soap manufactured in Canada. It's a funny thing if you have never heard of it! Better stock the original.

ZIP contains a more generous supply of glycerine than any other.

ZIP costs more per tin to make than any other, yet we are satisfied to have it retail at

10c—Good Value—10c.

The Zip Mfg. Company, - Sutton, P. Q.

AGENTS:—R. E. Boyd & Co., Montreal; The Harry Home Co., Toronto; Leadley & Company, Winnipeg; A. Francois Turcot, Quebec, Que.; C. O. Genest & Fils, Sherbrooke, Que.

Grand Duchess Whole Roasted Coffee

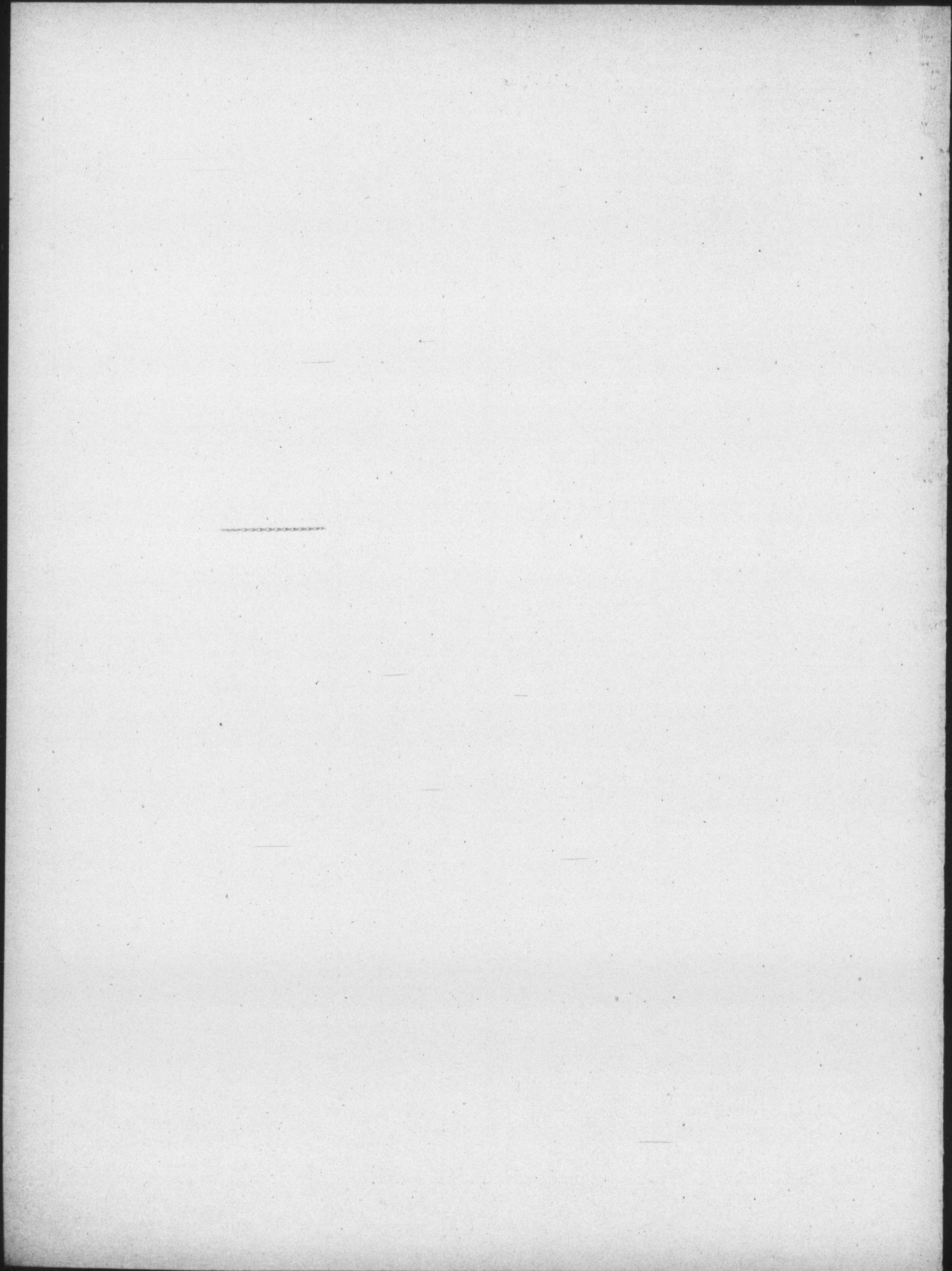
FIFTY ONE-POUND CAR-
TONS TO A CASE. ORIG-
INAL PACKAGES ONLY.



This carton is para-
fine lined so as to
conserve the fresh-
ness of the coffee
berry.

Grand Duchess has good full strength and
particularly fine flavor.

Chase & Sanborn, - Montreal



CLARK'S MINCEMEAT

Isn't it just about the time, Mr. Grocer, that you begin to prepare for your mincemeat trade?

**Clark's Mincemeat is Ready for Use
AND
Clark's are Ready for Your Business**

Nothing but the finest fruits and spices used in its preparation. Guaranteed absolutely pure.

Packed in Glass. One size only.

In hermetically sealed tins, sizes No. 1, 2, 3, 4 and 5.

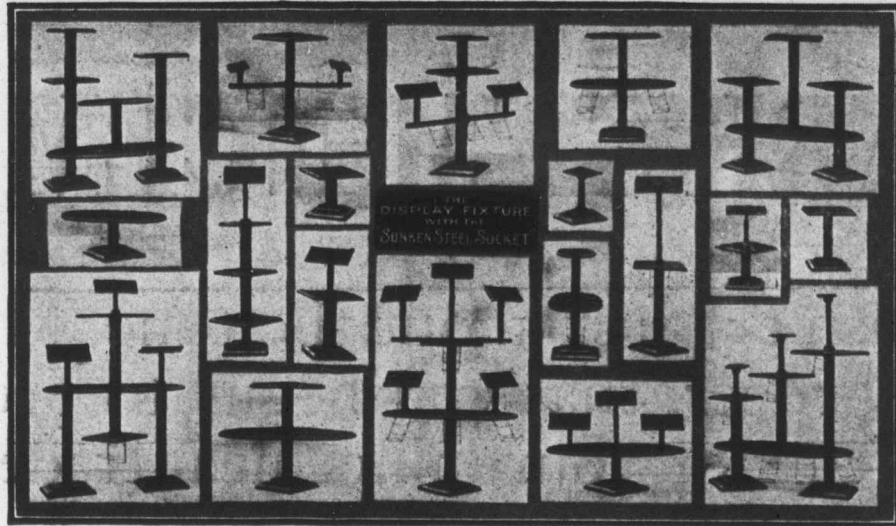
In pails, tubs and barrels, 5, 10, 25, 45, 85 and 300 lbs.

Your customers want it.

It pays you to sell it.

W. CLARK, MONTREAL

SENT ON 30 DAYS TRIAL (See Note Below)



Some Sample Groupings Made With Set No. 20, Which is Made Exclusively for Grocery Store Window Trimming.

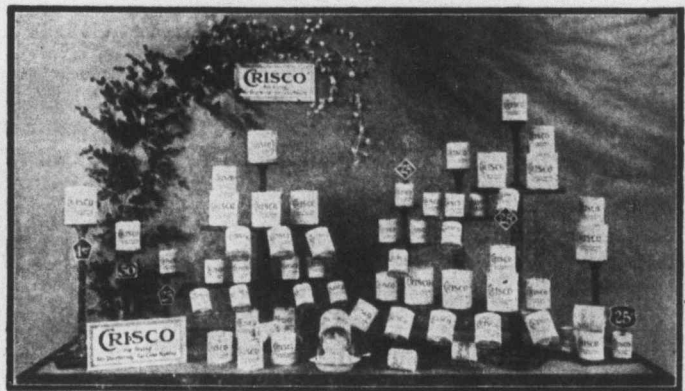
Above shows in a very small way a few of the different groups and fixtures that can be made with the assortment of YOUNITS. In each case the fixtures are ABSOLUTELY RIGID and will hold all the merchandise placed on them. The fixtures are put together as you want them, either high or low, or wide or narrow, in other words, you put together a fixture just as you require it, and this is done very quickly, and remember, you do so WITHOUT THE AID OF A TOOL, NOT EVEN A SCREW DRIVER.

There are 89 parts or YOUNITS that constitute the set No. 20 ONKEN Interchangeable Wood Window Display Fixture YOUNITS. All YOUNITS are made of thoroughly kiln dried oak and all metal parts are of cold rolled steel; all YOUNITS are accurately machined so they will fit right, and are interchangeable. When a number of YOUNITS are set together, they form a fixture that is positively RIGID and STRONG. With these 89 YOUNITS you can make HUNDREDS of standard and odd window display fixtures and easily more than 500 window trims, never making any two trims alike. The 89 YOUNITS are put up in a HARDWOOD HINGED LID STORAGE CHEST, (Oiled Finish).

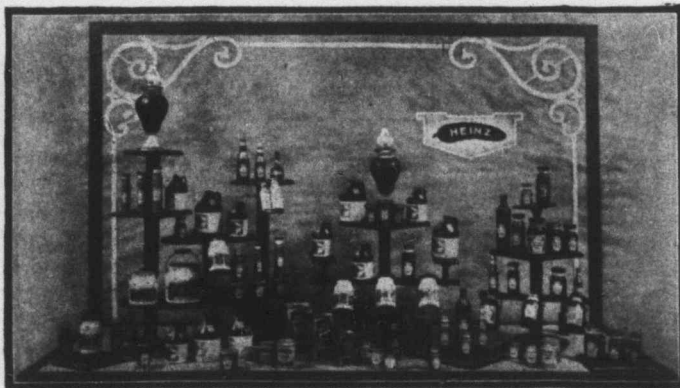
**There are no screws, screwing into wood.
The Fixture with "The Sunken Steel Socket."**



This Window trim was made with Set No. 20. In making this trim 39 YOUNITS were used of the 89 in the set, leaving 50 YOUNITS that can be used in making other trims and individual fixtures for inside store use.



This window trim was made with Set No. 20. In making this trim 58 YOUNITS were used of the 89 in the set, leaving 31 YOUNITS that can be used in making other trims and individual fixtures for inside store use.



This window trim was made with Set No. 20. In making this trim 40 YOUNITS were used of the 89 in the set, leaving 49 YOUNITS that can be used in making other trims and individual fixtures for inside store use.

Set No. 20 Large enough for two Grocery windows and inside store use. **\$35.00**
89 YOUNITS

Set No. 20½ Large enough for one Grocery window and inside store use. **\$21.00**
50 YOUNITS

Send for Catalog

F.O.B. Hamilton, Ontario, Canada

Finish Made of select oak in three stock finishes. Weathered, Golden or Antique Oak, in a soft, mellow, waxed finish.

Storage Chest Each set is put up in a hardwood, hinged-lid storage chest (oiled finish). A place to keep the unused YOUNITS.

Book of Designs A beautiful book of photographs showing large sized trims made with ONKEN YOUNITS sent free with each set.

Shipments Made at Once. Every Set Guaranteed Absolutely. Order Through Your Jobber or Direct. Satisfaction guaranteed or you can return the set within 30 days to Jobber, or Hamilton, Ontario, Canada, and we will pay the return freight.

THE OSCAR ONKEN CO.

Established 33 Years.

No. 788 Fourth Ave., W.
Cincinnati, Ohio, U.S.A.

Does Your Sign Say “Fish?”

No? Well it says “Everything for the Household.” This is a contradiction in terms. There is just as much reason why you should handle fish as vegetables—both are in daily demand.

Fish Sales Are Always Steady.

A selection from any of the following means a “Quality Pick.”

Ocean Brand

Haddies
Kippers
Bloaters

Ocean Brand

Plump
Fillets

Canada Brand

Pure
Boneless
Cod

Salt Herring in quantities—

The best the Northern Waters of the Atlantic Produce.

Cool Weather, Fish Weather is Here. Get Busy.

North Atlantic Fisheries, Limited
MONTREAL

Ask for Booklet on “Fish and How Handled.”

The small bottles pay well
The large pay better

BOVRIL
the winter beverage



Our winter campaign has commenced. You will have noticed the reasons for the use of Bovril given in our newspaper and magazine advertisements and there will surely be an increased demand in response.

Send in your orders at once to complete your stocks in all sizes. Bovril is sold in 1 oz., 2 oz., 4 oz., 8 oz., 0.16 oz. bottles.

Bovril Cordial in 20 oz. and 5 oz. bottles is a good seller.

BOVRIL
is the great body-builder

BOVRIL LIMITED

27 St. Peter Street

MONTREAL

The Obvious Advantages of Handling

"SALADA"

You always have FRESH TEA which *is most important*, as all Tea deteriorates with age.

You carry a *small stock*, and *little capital* is locked up.

You make *no loss* in weights—you have *no complaints* from customers.

You quickly *kill off* your *most dangerous* competitor—the pedlar.

You can always get *cost in cash* from us for every pound of Salada Tea you have in stock, and

WE PAY FREIGHT BOTH WAYS

LONDON, ENG. BUFFALO NEW YORK TORONTO MONTREAL BOSTON CHICAGO DETROIT
 41 Eastcheap 11 Terrace 198 W. Broadway 32 Yonge St. St. Paul St. 34-35 S. Market St. 361 N. River St. Shelby Block
 Branches also in Pittsburg and Philadelphia

STORE MANAGEMENT—COMPLETE

16 Full-Page Illustrations



272 Pages Bound in Cloth

ANOTHER NEW BOOK

By FRANK FARRINGTON

A Companion book to Retail Advertising Complete \$1.00 POSTPAID

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

THIRTEEN CHAPTERS

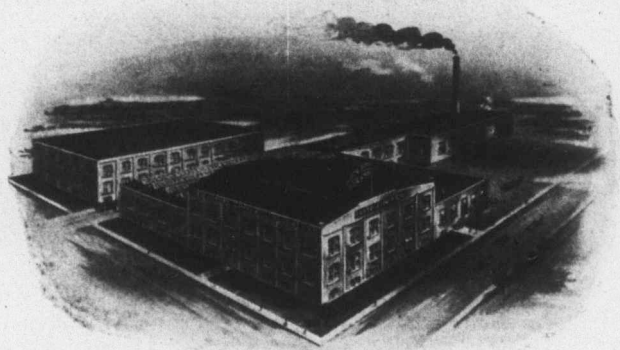
Here is a sample:

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

ABSOLUTELY NEW JUST PUBLISHED

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

Technical Book Dept., MacLean Publishing Co. TORONTO



The Home of

"Harvest Brand"

Canned Fruits, Vegetables, Jams and Jellies

Located as we are in the heart of the fruit and vegetable growing district enables caring for the fruit and vegetables the day they are taken from the vines. This, coupled with a sanitary way of handling goods by skilled workmen and by the use only of steam jacketed copper preserving kettles, accounts for the high standard of "HARVEST BRAND" GOODS.

PLACE YOUR ORDER NOW.

FRETZ, LIMITED

Hamilton

Ontario

The Summer over. Fall and Winter is cleaning time. Show Wonder-Shine. Counter display boxes are silent salesmen.

Wonder-Shine

Cleans without Rubbing. SILVER, GOLD, PLATED WARE and CUT GLASS

ABSOLUTELY GUARANTEED

25c. size (1 and 3 doz. cases) \$2.00 doz.

10c. size (3 and 6 doz. cases) 80c. doz.

(In counter display boxes)

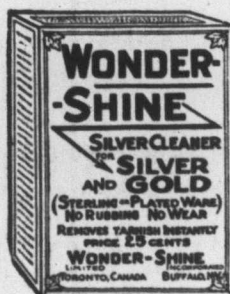
All wholesales or direct to

STUART & FOSTER, Limited

Established 1882

KING AND BERKELEY STS., TORONTO

(Now owning and operating Wonder-Shine Limited)



Order To-Day. Sale Time NOW



One Quality Always and That the Best

Mustard, the staple condiment, to be good must be the Right Brand and properly prepared. Inferior quality materials are never used in the preparation of

COLMAN'S MUSTARD OR KEEN'S MUSTARD IN SQUARE TINS

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

Magor, Son & Co., Limited

Agents for the Dominion of Canada
403 St. Paul Street, Montreal
Toronto Office, 30 Church Street

AS CANADA GROWS

There are so many newcomers to Canada, Mr. Grocer, that the depletion of other countries is causing alarm.

These newcomers should be good customers for the oldest and best food-products of Canadian manufacture.

So that when a new customer opens an account with you, you should not hesitate to recommend these 50-year Canadian food-standards.

CROWN BRAND CORN SYRUP AND BENSON'S PREPARED CORN

For handy, quick and easy cooking they can't be beaten and your customers can obtain a book of delightful recipes by just dropping us a card.

Why not suggest this?

THE CANADA STARCH CO., LIMITED

Manufacturers of the EDWARDSBURG BRANDS

Montreal Cardinal Toronto Brantford Calgary Vancouver

British Earl's Co-operative Leanings Scored

Speech Before Glasgow Co-operative Congress in the Limelight in the Old Country—His Charges That Retailers Are Parasites Soundly Repudiated—Co-operative Dividends Represent Supercharges, Says London (Eng.) "Grocer."

The statements made in last week's Canadian Grocer regarding methods of co-operative stores and their alleged effectiveness in reducing the cost of living to the consumer are fully borne out in the last issue to hand of "The Grocer," of London, England. It will be remembered that some time ago dispatches from the Old Country reached Canada of a speech made by Earl Grey before the Co-operative Congress in Glasgow, Scotland, in which he intimated that this co-operative movement was a heaven-born panacea for all the ills of life.

The Earl has been taken to task by many associations and individuals for his loose statements and particularly the one in which he charges the men in the retail trade as "parasites."

Opinions of Retailers.

A couple of letters from Old Country retail grocers to The (London) Grocer are here reproduced as well as some comments of that paper itself on this speech of Earl Grey:—

Sir,—One wonders if Lord Grey realizes the harm he is doing to his own class by unfairly bolstering up the co-operative stores.

If his Lordship understood business he would know that the best and cheapest market for the working classes (at the present time) is centred in the shops the proprietors of which do not charge 20 per cent. more than the article is worth to enable them to give a dividend of 2s. 6d. in the £.

The injury he is causing to those of his own rank and station is that he is further eliminating the sympathy and goodwill of the business men and middle classes, who have hitherto been the bulwark between the upper and lower orders, for he must know that without middle-class support the Peers will lose what influence they still possess.—I am, etc., August 30.

Fairplay.

The second reads:—

Sir,—Earl Grey, in his opening address to the Co-operative Congress, described middlemen as parasites without, in my opinion, the least grounds for the imputation, and by this lapse dragged his title in the mire.

Why should he use this untrue and opprobrious term of one class when all classes might be stigmatised as parasites? Aren't we all living on each other? He lives on his tenants, labourers, and stock.

This page gives further evidence of the fact that co-operative stores must overcharge customers in order to pay the dividends stated in their prospectuses. It is quite plain to anyone in the trade who has any competition at all, that prices on staple goods as sold by the retailer are shaved as low as possible and still allow a fair margin for the dealer's time, work, worry, living, and store expenses, not to speak of a profit over that again to which he is entitled.

How would he describe the clergy and ministers of all denominations, pensioners such as peers, prelates and premiers, countless Army, Navy, and other state officials, who do little or nothing for their salaries and pensions? What descriptions would he apply to those dividend receivers from co-operative societies who never pay income tax? I only mention a few of the large multitude of parasites which Earl Grey might have included.

Middlemen have played a considerable part in the trade of this country, and will survive the wanton criticism of a partial speaker who goes to Congresses to please his audiences, and defames an honest class of traders who, after all, are only servants of the consumers.

Has Earl Grey ever sold any of his farming stock to middlemen? Has he ever sold any of his horses, cows and sheep to dealers? Has he ever sold any of his shares through brokers on or off the Stock Exchange? Justice demands a straightforward answer.—I am, etc.,

Arthur E. Davies.

Llanely, September 1.

Charges Repudiated.

The London "Grocer" comments as follows on the speech as follows under the heading "CO-OPERATOR, PEER and PARASITE":—

"It was only to be expected that Earl Grey's unwarrantable assertion at the recent Co-operative Conference that 'every middleman not required by a wise and practical system of co-operative organization cannot be regarded in any other light than that of a parasite,' would meet with the indignant repudiation that such a statement merits. What ever may be the merits or demerits of

co-operatism or of competitive commerce, the attainment of any ideal system of trading cannot be achieved by controversial methods of the kind adopted by Lord Grey, and it is, to say the least, unfortunate that the head of a famous house and the bearer of a name honored in English history should descend to this kind of argument—if argument it can be called. In the circumstances it is not surprising that the trading interests are giving vent to a natural feeling of resentment against the ill-founded opinions voiced by our co-operative peer. Having had his say, Lord Grey will, we hope, be interested to know what the "parasites" have to say in reply. Middlemen's opinion on the subject is fittingly expressed in the resolution adopted this week at the meeting of the Wrexham Grocers' Association, when it was decided to ask the Federation of Grocers' Associations of the United Kingdom to "repudiate such scurrilous language and to correct the misleading statements contained in the speech." A similar decision was reached at the Birkenhead meeting, and it may, we think, be taken that the terms of the resolution referred to express the mind of the trade pretty clearly. The letters on the subject, which are given in our Correspondence columns to-day, also indicate that grocers at any rate are not disposed to allow Earl Grey's remarks to be passed by without protest, and it is certain that the Federation will not allow the matter to remain in its present position.

What Competitive System Does.

"The competitive system has contributed in a vast degree to the well-being of the people of this country, for it ensures that the nation's food is supplied on a fair and proper price basis. So much cannot be said for Lord Grey's idealism. Times without number it has been shown that private enterprise can supply foodstuffs to the consumer at lower rates than the co-operative stores, whose prices are artificially installed in order to provide the decoy—the dividend. It seems to us unreasonable to expect, and folly to assert, as many do, that an organization which has to pay interest on share capital and a dividend of, say, two shillings in the £ on members' purchases, can supply goods at the same level of prices as the private trader who is content with a fair margin of profit—a margin which is controlled not by the tradesman but by the system under which he works.

Rules For Figuring Profit in Percentage

One Rule That is Reliable, Simple and Safe—Several Examples Given—Remember the Difference Between Margin and Profit—Advice Given to Figure Closely—Down to Smallest Fractions.

*By Henry Johnson, Jr.

The following enquiry is on an old but ever timely subject. It touches on a problem that is ever with us:

Henry Johnson, Jr:

Dear Sir,—What is the easiest way to figure your per cent. of profit? (Gross profit.) For instance, goods costing 90c. and selling for \$1.20.

Flour costing \$5.20 and selling for \$6.00. Goods costing \$4.35 and selling for \$6.00.

An early reply will be appreciated.

Very truly yours,

E— A—

It is difficult to compose rules, that is, set forth in the fewest words such formula as will enable one to reach correct conclusions from given basic facts through certain processes; but I shall try to give you something reliable.

The Rules.

Where the cost is given and you desire to make a certain percentage of gross margin: Subtract the desired margin from 100 and divide your cost by the remainder: the result will be your selling price.

Example: I have some extra fine sifted peas which cost me \$1.25 a dozen, laid in. I wish to make 30 per cent. gross margin on them.

Process: I take the 30 from 100, leaving 70. I divide my cost, \$1.25 by 70—thus:

$$\begin{array}{r} 70)125(178 \\ \underline{70} \\ 550 \\ \underline{490} \\ 600 \\ \underline{560} \\ 40 \end{array}$$

My result shows that I must sell those peas at \$1.78 plus, per dozen. In practice, I shall get 15c the can for them and, so long as present values hold, shall probably sell them at \$1.65 the dozen. In this way, I shall average my 30 per cent. because \$1.80 is upward of 30.5 per cent., as can be seen through a study of rule II. This rule has to do with the other end of the problem as follows:

Where both cost and selling price are known and it is desired to ascertain the gross margin: Subtract the cost from the selling price and divide the remainder decimally by the selling price.

*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.

Example: The canned peas noted above.

Process: Take the cost, \$1.25, from the selling price, \$1.80. You have 55c. Divide the remainder by the selling price. The result will be your gross margin. Thus:

$$\begin{array}{r} 180)550(305 \\ \underline{540} \\ 1,000 \\ \underline{900} \end{array}$$

It is thus seen that if I sell most of the peas by the can, I shall have a little more than 30½ per cent. My dozen sales are limited to a few customers, comparatively, hence I shall run to just about 30 per cent.

Dozen and Case Sales.

If, however, I wish to see how I am coming out on inside figures, I shall take my cost, \$1.25, from my dozen price \$1.65, leaving me 40c. I divide the 40 by 165 and find that my gross margin will be 24.24 per cent. plus.

Then I may want to find how I shall come out on case sales at \$3.25, so I shall take my cost, \$2.50, from the selling price of \$3.25, and divide my gross margin of 75 by 325. This will show me a gross margin of 23 per cent. plus.

By all these processes I shall be able to determine whether my selling prices are properly fixed. Competition may tend to force me to a lower level of prices. Such analysis as I have given above will enable me to judge whether I can go further in meeting price-competition or whether I must now stop and decline to sell unless I can get my price, or find a brand which will cost less and be out of the reach of competitive endeavor; or do whatever else seems expedient or feasible. The point is, that such analysis enables me to know where I stand and what I must do to insure my proper average gross margin.

Arithmetical Terms and Methods.

In my examples you will look in vain for "decimal points." It is well, in practical matters such as you and I have to handle, to forget such things. The figures given would be no stronger, no more conclusive, if decimal points were scattered all over this page. Get down to the facts. Seek the actual meat in the nut. The more speedily you do this the more rapidly will you become familiar with the really very simple processes of ascertaining your gross margins, your net profits and your safe selling prices in relation to your costs.

Terms to be Distinguished.

Let me again caution you to avoid confusing the terms, margin and profit. Look in Webster for correct guidance. The margin is the gross spread between cost and selling price. Obviously, to call such spread profit is an abuse of terms. Yet this is what many of us are doing every day and it is what salesmen are taught to do to us, greatly to our confusion and loss.

Margin is a spread out of which all expenses are to be paid—all expenses of every kind, character and description—before such a thing as profit can be thought of.

Profit is a net remainder—and it will keep you and me very busy to see that there is any such net remainder. It is our chief concern in life to see that we get an adequate net remainder, or true profit. It should be our care to see that the term is not loosely and misleadingly used.

Other Examples.

By the method here given, you will find that the margin on the 90c article which retails for \$1.20, is 25 per cent. Here, however, little figuring need be done, because the gross margin is seen at a glance to be 30c. and 30c. is ¼ of \$1.20, hence, 25 per cent. of the selling price.

In the case of the flour, the cost being \$5.20 and the selling price \$6.00, the margin is 80c. Therefore, divide the 80 by 600 and you will get your gross percentage of margin. In this case it is 13⅓ per cent.—and here is a striking example of the benefit of knowing your gross margin to a fraction. For the addition of 20c on the barrel, or 5c a bag, would increase your gross margin to over 16 per cent.; and maybe the accurate figuring would lead to your making the needful advance. Perhaps you might even induce your neighbors to do likewise—greatly to the general benefit.

Another instance of the value of knowing margins exactly may be found in that item costing \$4.35 and selling for \$6.00. If the cost had been \$4.50, the gross margin would have been 25 per cent. It is unlikely that the slight difference of 15c. in the dozen or hundred would impress one, yet the method indicated will show you that your gross margin is increased by that little 15c. from

(Continued on page 29.)

Prizes For the Best Oyster Selling Methods

To be Given by Oyster Growers and Dealers Association — Reasons Why This Sea-Food is Selling Much More Rapidly Than in Past—Solid Food Can Only be Sold—How One Department Helps to Build Up Others.

Until quite recently the sale of oysters was handicapped by the general impression that they were a luxury, whose material place was a tit-bit to be served after the soup at full course dinners. This feeling is rapidly becoming eradicated and the grocer, as salesman, probably has to thank most of all the legislation in Canada and the United States that has forbidden ice or water coming in contact with the bulk oysters. The "scarcity" of oysters in a quart pail or in the resultant broth in the home, made them the butt for the joke artist, and was the worst possible "knock" they could receive as a serious and inexpensive article of food. The sale of "solid" oysters enables the consumer to place them in a class with other solid foods, where certainly, not a gamble governs the quantity, and where the oyster can maintain its position purely on its own merits as a food. Chemical analysis undertaken by the pure food departments of the governments also have added to the relative importance of the oyster, for they have established the fact that the price is much lower than many of the most popular of foods in relation to its real food value.

Plans for "Oyster Week."

Hence it is that the international movement for "oyster week" (Oct. 20-25), is meeting with a lively interest and keen support in all direction. The slogan "Eat oysters!" is likely to become the most familiar cry of all along the whole line of food dispensers within the next three weeks. It is a catchy as well as a novel phrase, and cannot but have a substantial selling value.

The Oyster Growers' and Dealers' Association of North America have adopted various plans for stimulating an interest in Oyster Week among the salesmen and the whole public. Mention is made on this page of a competition for cash prizes of \$25 and \$10 for the best practical plans for increasing oyster sales. Oyster Week buttons will be distributed for retailers and their clerks, and lithographed display posters and circulars will be ready for distribution to customers telling them why they should "Eat Oysters!" Recipes are being prepared — a never-failing route to the housewife's heart — and these could be distributed by the grocer to his customers. Several are given below.

"Sea Food" Department.

Apart from these special preparations there is an obvious device that will sug-

PRIZE OYSTER CONTEST.

In order to stimulate the oyster and sea food business of retailers and especially to aid them to increase their sales of oysters, the Oyster Growers' and Dealers' Association of North America offers a cash prize of \$25 and another of \$10 to the two retail grocers, butchers or clerks who submit the two best, practical plans for increasing oyster sales. The only condition attaching to this offer is that the plans be tried out by the retailers submitting them for at least a month and figures given showing the increase in business for that month over the same month of last year, together with a description of the method used. All that is required is a plain account of what was done during the month to increase the sales, with figures showing that this was done. The contest closes on November 15, and all plans should be in the hands of the Association by December 1. The award will be made as soon after that date as possible. Any entries sent in care of Canadian Grocer will be forwarded to the committee of the Association by the editor.

gest itself to the oyster seller: put in a "sea food department." This surely should be an essential part of every store. This should include display cases for fish as well as oysters, and these can be purchased usually from the wholesale fish dealers on the installment plan. The fish should in any case be under a glass cover to protect it from dust and the warmer outside air, or else covered with ice.

Will Not Injure Other Lines.

It has been established pretty conclusively that the development of a "sea food" business will not lessen business in meats. Indeed, contradictory as it may seem at first sight to those who have not considered it, the extension of any one department in a grocer's business will not lessen the sales in other

department. But rather will they increase them by increasing the clientele who are held by the superior methods of the special department.

Where Fish Drew Meat Sales.

A certain grocer with a large fresh meat department decided to extent his business along fish lines. So for a display he took an ordinary box table, lined it with cracked ice, placed a large cake of clean ice in the centre, and ran a pipe with a spray at the end through this, giving the effect of a fountain. At each end of the table he placed a pile of clams in the shell; and banked around the centre cake of ice were the various varieties of fish he had on sale. The whole he garnished with green seaweed, and the effect was exceedingly taking. Soon it came about that fish was the best sideline that he had taken up. Nor did it hurt his meat sales. His reputation for keeping a stock of good fresh fish always on hand drew buyers from a distance, as well as the neighborhood, and many of them gradually extended their purchases from him to meat and finally to the regular line of groceries also. So his fish were not only a profit maker but a trade winner.

RULES FOR FIGURING PROFIT IN PERCENTAGE.

(Continued from page 28.)

25 per cent. to 27½ per cent.—never would have suspected it, would you?

Look After the Little Things.

In this grocery business, it is the little things that count. Consider that your average single sale is not far from 33c., and you will at once see the figure which can be cut by ¼c. and ½c. here and there. You cannot possibly figure too closely; and if you tell me that you "haven't the time," I shall reply that (1) you cannot occupy your time to better advantage, and (2) that very soon a lot of this will become mechanical to you, so that you can do it very quickly.

Any questions on this ever-increasing and instructive topic?

Vice-President Fountaine, of the London, Ont., R.G.A., has returned from a trip to the Old Country. He says they have compulsory closing in both England and France, with a fine attached in the latter.

The CANADIAN GROCER

Established 1896.

Only Weekly Grocery Paper Published in Canada.

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John Bayne MacLean - - President

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TORONTO, SEPTEMBER 26, 1913

BEWARE OF THE SNEAK THIEF.

A clever robbery was committed in a London, Ont., grocery store the other day which should put retail dealers always on their guard. It was accomplished by two clever visitors, one of whom became acquainted with the grocer during the morning by buying two or three small articles. Then at about one o'clock he bought a small quantity of carrots, enticing the grocer to the rear of the store by insisting on seeing them personally.

While this was going on his confederate entered the store when there were no customers in it, and rifled the safe. He succeeded in getting only a small sum of money, but he also took three cheques, one of which was endorsed for the sum of \$81.43.

A peculiar fact connected with the robbery was that it was not found out until nearly 7 o'clock in the evening and would not have been discovered then had not an unknown man found the firm's bank book on York Street and returned it to the owners. On investigation of the safe, the grocer confirmed his suspicions of robbery and the police department were notified.

Discussing the robbery with one retail dealer, he told Canadian Grocer that a policy of his had always been to never leave the store when there was a stranger in front of the counter. "I would sooner miss the sale," he said, "than take a chance with a stranger." This ought to be the policy of every dealer. This year, apparently, there are too many of this class of sneak thief at large and an eye should be kept continually on all suspects.

ELIMINATE THE HACKNEYED PHRASES.

Is there any real significance to "The Best" in a newspaper advertisement?

When one considers the problem he will undoubtedly say there is not. You can probably count on your fingers two or three times, a list of manufacturers who, although they compete against one another, put up the "best" goods in their line on the market.

It stands to reason that each of two competitive lines cannot be called the "best." One might be better than the other or they may be equal in quality and purity but both cannot be the best.

So when you come to think of it, isn't the term "the best" a little hackneyed? Why then use it in your retail advertising? You have no doubt as good goods in certain lines as any other grocer. You may have better, but the general public knows that you and your competitor cannot both sell the "best" goods and not buy everything from the same manufacturers.

Probably more effective advertising would be to include something distinctive about each line advertised, for instance:—tasty desserts; body building meat extracts; appetising meat sauces; sweet butter, etc., etc.

There are undoubtedly too many of these hackneyed phrases in use in advertising. Give the public something new and they will respond more readily. Get out of the beaten rut and be original. There is more money in it.

UNITED STATES TARIFF EFFECT ON WHEAT.

Millers generally do not seem to expect any material change in conditions as they affect them, through the putting into force of the new United States tariff.

"As a matter of fact," said a Montreal miller, "the United States miller has been enjoying free wheat for years. The twenty-five cent duty was given as a protection to the miller. Now the American miller uses Canadian wheat only to improve the quality of his export flour. None is used for domestic purposes. And in the export flour business the American miller is given a rebate of almost 24 cents on his original duty of 25 cents. The rebate practically means free wheat, so that the new regulations should mean no change in present conditions."

STEAMSHIP SERVICE WITH B.W.I.

Premier Borden announced at Halifax, recently, that the Government had concluded an agreement with the Royal Mail Steam Packet Co. for a steamer service between the Maritime Provinces and the British West Indies. This certainly must have been good news to Maritime Province exporters and will be even better to large British West India merchants who buy goods from Canada.

Such a service will not arrive in advance of its time. The benefits of a first-class transportation service between the Maritime Provinces and the British West Indies will be felt in every part of Canada.

One of the great drawbacks to better and more satisfactory trade with the West Indies in the past, has been inefficient steamship service. While the ships that were plying between these two countries were giving good service so far as they were able, yet there were not enough of them. The result was British West India merchants were buying goods from other countries which ought to have been purchased from Canada.

An improved service will be gladly welcomed. It cannot come too soon.

BARGAIN VS. QUALITY TRADE.

Do bargain sales preclude quality houses? When a store maintains a continuous policy of advertising bargains, does the "quality" trade gradually go elsewhere? What is the result of advertising bargains on the business done in the best quality lines and with people who are looking for quality only? Is there enough quality business in the average town to make any difference?"

This is a problem which every merchant faces. With the wonderful development of retail advertising, has come an era of "bargain retailing." Newspapers are full of advertisements featuring special sales, price reductions

and unusual inducements. Every merchant feels that to keep his business in the forefront, he must do a certain amount of bargain advertising. Some adopt it as a continuous policy, endeavoring by means of aggressive publicity and attractive values to so increase their turnover that it is possible to make a good profit on a small margin. Others adopt the safer policy of using bargain lines as leaders only, keeping the bulk of the stock at the regular prices.

At the same time, every merchant recognizes that the "quality" trade is an important factor. It is on the high priced goods, which appeal to people who can afford to consider quality only, that the best profits are made. If a store can attract a large share of quality business, the profits resulting therefrom will be large and, comparatively speaking, easily obtained.

There can be no doubt that bargain sales are detrimental to quality business, but they do not preclude it entirely if kept within certain bounds. It simmers down to a question of service. In the store where bargain sales are continually being held, it is impossible to give perfect service to customers. It is a case of rush and hurry all the time. Customers rush into the store in droves, paw over the goods, jostle each other and introduce an atmosphere of confusion. The sales people cannot give anything but mechanical service on such occasions. They become mere machines for the registering of customers' self decided selections and the reception of money.

In the opinion of the writer, the average merchant must endeavor to make the two branches "trot in double harness." There is not enough quality trade to make it worth his while to specialize on it entirely, but at the same time it would not be wise for him to let it go entirely and run his store for the bargain trade.

EDITORIAL NOTES.

Western men want the collection of debts made easier. Difficult to see how any honest man would deny them this.

October will soon be with us again. Present is a good time to feature goods that the hunter requires on his trips to the woods.

There is \$20 in it for the dealer who has the best plans for increasing the sale of the oyster. Don't let this opportunity slip away.

In the Fall Campaign Number of Oct. 10 will be given the complete system, interior arrangements and plan of one of Canada's most progressive grocers. Watch for this article.

The department of Marine and Fisheries has issued a red book telling housewives how to cook various kinds of fish dishes. This is going to help those dealers who sell fish to increase sales.

Has anyone discovered yet how co-operative societies can pay from 7 to 15 per cent. dividend on customers' purchases every quarter and .6 per cent. interest on their stock holdings, and still cut down the cost of living?

Canadian Grocer's annual fall number of Oct. 10, besides containing methods employed by many dealers for selling their fall, Christmas and winter stock, will include some splendid systems in use for preventing errors and keeping the proprietor fully acquainted at all times with the progress of the business. Window dressing will also be a prominent feature.

Better Debt-Collecting System Wanted

Western merchants will be greatly interested in the resolution passed by the Associated Boards of Trade of Western Canada dealing with the payment of small debts. The point chiefly discussed was the want of legislation to make a debtor pay his bills after his creditor had secured judgment against him. This resolution will be presented to the Manitoba, Saskatchewan and Alberta governments requesting them to enact legislation along the lines suggested in it.

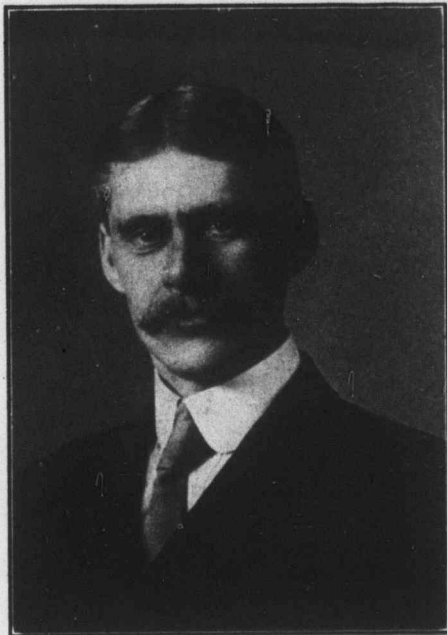
If legislation is passed along the lines requested, it will enable creditors to have garnisheed the wages of those who owe them and to receive a certain sum of money per week, month, etc., until the debt is paid.

"Any party," reads the resolution, "having an unsatisfied judgment or order for the payment of money by any person residing in the Province of _____ may, upon filing with the clerk of the District Court in which the judgment debtor, garnishee or other person so ordered to pay resides, a copy of the said judgment or order, obtain from the said clerk a subpoena which shall be served personally upon the person to whom the same is directed, requiring him to appear before the judge of the said court at a time and place therein expressed, to answer such things and to produce such books, papers and documents as are therein named; and if the defendant appears in pursuance thereof he may be examined upon oath touching his property, real or personal, belonging to him, or alleged to belong to him, and his estate and effects, and the manner and circumstances under which he contracted the debt, or incurred the liability which formed the subject of the action or proceeding, and as to the means and expectation he then had, and as to the property and means he still has, or discharging the said debt or liability, and as to the disposal he has made of any property, and what debts are owing to him. The costs of such summons and of all proceedings thereunder shall be in the discretion of the judge."

If it is found out in the inquiry that the defendant who was ordered to pay is in receipt of a salary sufficient for the support of himself and his family and also to allow a weekly or monthly payment to be made, power is wanted for the Judge to make an order directing him to pay to the plaintiff a specified weekly or monthly amount. Or if the defendant has a trade or calling which would enable him to earn sufficient money for the above purposes, the same power for the Judge is asked for.

This is undoubtedly something badly needed in Western Canada. As it is at present a merchant may befriend someone, in the matter of giving credit, only to find that he has an exceedingly long chance of getting his own, should the debtor refuse to pay. Western merchants should follow up this resolution which is going to the governments of the three Western prairie provinces and see that some such system is adopted.

As The Canadian Grocer has pointed out often in this past, what is really required all over Canada is an inexpensive small-debt court which would not only collect a debt but allow the merchant something after it has been collected.



RICHARD LONEY, Moose Jaw, Sask.,
The newly elected president of the Associated
Boards of Trade.



A. A. WILSON, Fort William, Ont.
Elected first vice-president. Convention goes
to Fort William next year.



C. H. WEBSTER, Calgary, Alta.
Secretary of the Associated Boards of Trade
of Western Canada.

Alleged Trust Among Western Fruit Men

Board of Trade Men Think the Matter Should be Investigated—Others Think High Fruit is Due to Losses in Transportation—Other Matters Discussed At Annual Meeting Associated Boards of Trade of Western Canada—To Meet in Fort William Next Year.

(Staff Correspondence.)

WINNIPEG.—Questions which are of great moment to all the Western centres, and in a large degree also to Eastern manufacturers and business men generally, were discussed at the meeting of the Associated Boards of Trade of Western Canada.

On the subject of bonusing industries a lengthy discussion took place, and, while many are opposed to this procedure, it was made very clear that some of the Western cities have found this beneficial, and are determined to continue their policy in face of any action—such as was proposed in a resolution—which may be taken by the Government.

Another problem which received attention was that of charters, held by various railway companies, and renewed, despite the fact that no actual work is commenced.

A Fruit Trust Alleged.

The wholesale fruit trade also was dealt with, it being openly stated by some that this is no better than a trust.

Questions of technical education and of good roads were also considered; while one of the most interesting discussions of the gathering, in view of present conditions, was that upon the collection of small debts.

Throughout the gathering the keenest interest was taken by the large number

in attendance, and there is little doubt that the ideas brought forward and the resolutions passed will have a good effect. Next year's convention, it was decided, is to be held in Fort William—this in face of a strong fight for the honor put up by those present from Prince Albert. Richard Lowney of Moose Jaw, was elected president for the ensuing year.

Bonusing Industries.

It was D. Y. Leslie, of Swift Current, who brought up the question of bonusing industries, he moving a resolution urging that legislation restrictions on this procedure should be enforced and supplemented. "This practice is practically jeopardizing the future of our cities and towns," said Mr. Leslie. "When a manufacturer intending to employ ten men asks for a \$20,000 bonus, as I know occurred in one case, I think it is time to stop."

That this practice of bonusing is leading to recklessness on the part of subdivision speculators was affirmed by G. C. Thomas, while H. B. Gordon pointed out that Winnipeg has for long refused to bonus any industries.

W. B. Wilcox, of Medicine Hat, took the other side of this question. In the last 18 months his city had granted to

new industries 137 acres. These, with other concessions, cost about \$150,000. The industries, on the other hand, when completed, will employ 1,900 men. Mr. Wilcox here gave an illustration showing the value to the city of these men. It had been shown that by selling natural gas at 13½¢ per thousand and at 5¢ per thousand for manufacturing purposes a revenue of approximately \$5 per head of population accrued to the city. The coming of these industries, therefore, with the population which they would bring, meant a revenue to the gas department of \$50,000 per year. From this source alone, therefore, the investment of \$150,000 for the new industries would be paid back in three years.

Bonusing Settlers.

The resolution of Mr. Leslie, according to W. E. Gunn, of Prince Albert, is in opposition to the Government's own policy. "They pay out thousands to bonus settlers," he stated.

Where does posterity come in on the bonusing system? asked one delegate. "In the words of a certain American," replied Mr. Gunn, "I ask you what has posterity ever done for us?" This speaker went on to state that Prince Rupert was to continue bonusing, no matter what the board might decide.

They have certain lands belonging to the city, and would sell these to new concerns at a nominal figure, say, \$1 per acre, if not allowed to give away sites.

At this time the resolution was put to the meeting and was lost.

Straw Charters.

As on the question of presenting industries with land or money, so on the matter of charters held by railway companies, was there a division of opinion. J. W. Meliss, of Humboldt, Sask., expressed himself very strongly on this matter. People in this district, he said, have settled there upon the promise of certain railways that lines would be constructed very shortly. One company had a charter in 1907. This was renewed in 1909, and again in 1911, though nothing had been done. "We should oppose the renewal of charters," said Mr. Meliss, "unless promised that construction will be immediately undertaken."

A. A. Wilson, of Fort William, urged that the railways are doing all possible for the West—especially the three larger ones. "Why," said Mr. Meliss, "these are the ones I have been referring to."

Upon this subject the following resolution was finally passed:

"That direct representation be made to the Dominion and provincial governments urging that unequivocal legislation be passed without delay to govern the granting of renewals of charters to railway companies, corporations or individuals, such legislation to demand from railway companies, or others on being granted either a new charter or charters, or renewal of an existing charter or charters, a guarantee of a reasonable amount of construction within a reasonable period of time, the amount of construction and the period of time to be definitely stipulated in such legislation as may be passed; further, that such legislation should make it impossible for any railway company, corporation, or individual to hold a charter or charters for more than five years without completing construction thereon to the extent of operation; further, that it be a recommendation from this convention to every affiliated board of trade, that they secure the support of their respective Dominion Government representatives for such legislation."

To Investigate Fruit Combine.

F. Maclure Schlanders, of Saskatoon, stirred up great interest by his resolution petitioning the Dominion Government to appoint a commission of enquiry to prosecute a searching investigation into the wholesale fruit business of the West. Mr. Schlanders claimed that there was evidence to show that the wholesale fruit business was in the control of the monopoly. He contended that a commis-

sion properly appointed would bring out astonishing facts, and he held that the producer could get the same price for his product and the public obtain its fruit much cheaper.

J. Crawford went even further than Mr. Schlanders, contending that one wholesale firm controls the whole business in the West.

E. V. Battley, of St. Boniface held that the fruit growers ought to be their own distributors, while H. B. Gordon, of Winnipeg, brought out the other side of the argument, declaring that extensive losses in connection with the transportation of fruit from the East and British Columbia is largely the cause of the high cost of this food. Nothing immediate was done in this regard.

Small Debts.

Upon the question of collecting small debts, G. F. Hutchings, of Calgary, brought in a resolution asking that the governments of the three prairie provinces be requested to enact legislation allowing garnishee in the case of default of small debts, and also asking that a

**THE NEW OFFICERS FOR
COMING YEAR.**

President,
Richard Loney, Moose Jaw.
First Vice-President,
E. D. Martin, Winnipeg.
Second Vice-President,
E. A. Dagg, Calgary.
Third Vice-President,
A. A. Wilson, Fort William.
Fourth Vice-President,
F. W. Mellis, Humboldt.

debtor may be examined on oath as to his real and personal property. A law similar to that of Ontario for the collection of small debts was wanted, Mr. Hutchings declared. The intention was not that such legislation should work a hardship on debtors in temporary difficulties, but that the judge should be given discretionary powers.

Many of those present agreed that some such measure was needed. H. D. Pickett, of Moose Jaw, however, pointed out that in Saskatchewan an application can now be made to a judge for subpoena, and the judge can make an order for weekly or monthly payment. To his mind the greatest weakness in the law is that there is no provision for compelling a man leaving one province for another to pay his debts. He believed that a man should be restrained from leaving until he has cleared up these debts. Such measures are in existence in Nova Scotia and New Brunswick and might well be adopted here.

A National Board of Trade.

It was finally determined to petition the government to make the legislation

required, and the attention of the delegates quickly shifted to the advisability of the Western Canada Associated Boards conferring with the other Boards of Trade throughout the Dominion with the object of forming a national body. D. J. Campbell, of Calgary, contended that a larger scope was needed. Questions are coming up which would be better dealt with in the separate provinces. He therefore thought that it would be wise to have provincial boards of trade and to have members elected from these provincial boards to a national board. W. J. Forster, of Calgary, seconded this motion, urging the need of provincial associations on account of distance as well as on account of conflicting claims of the various provinces.

C. N. Bell, of Winnipeg took the same ground, though he was not so sure that a national board would achieve the ends desired. That such a national board would bring the East and the West into closer relations, was held by E. D. Martin, of Winnipeg, and by R. J. Burdett, of Fort William. R. C. Long, Past President, also thought such a national board would be for the best interests of trade for the whole country, and his putting the resolution to the meeting, showed that this was the general opinion.

Value of Good Roads.

The value of good roads was brought out by D. J. Campbell, of Calgary, in a striking manner. Mr. Campbell used the crop of 1911 as an illustration. That year there had been 4,378,131 tons of wheat, 927,967 tons of oats, 215,700 tons of flax, 151,228 tons of barley and over 1,000 tons of rye. Adding the tonnage for roots, he showed that about 6,600,000 tons were hauled during 1911. This, at a cost of \$2.00 per ton, made a total expenditure hauled of \$13,244,476. He held that 60 per cent. would be saved in hauling were the roads good—this not only because each team would be able to draw a heavier load, but because there would be less wear and tear on the horses and on the rigs, and therefore less depreciation. If these figures were right, he pointed out, good roads would have saved, in handling the 1911 crop over seven million dollars. The increased value of farm lands due to good roads and improvements in social conditions was also to be remembered.

After hearing Mr. Campbell, the resolution asking the Government to take further steps to improve the highways, passed unanimously.

The register showed the following in attendance:—

- A. A. Wilson, Fort William; R. J. Burdett, Fort William; W. E. Gunn, Prince Albert; D. J. Campbell, Calgary; W. H. Willson, Calgary; W. G. Fowler, Calgary; J. W. Campbell, Calgary; R. J. Hutchings, Calgary; C. H. Webster, Cal-

gary; H. D. Pickett, Moose Jaw; R. H. Sweet, Moose Jaw; John Crawford, Moose Jaw; Richard Loney, Moose Jaw; M. Isbister, Saskatoon; F. Maclure Selanders, Saskatoon; F. E. Harrison, Saskatoon; F. W. Mellis, Humboldt; G. C. Thomson, Swift Current; D. Y. Leslie, Swift Current; W. B. Wilcox, Medicine

Hat; Mayor Berry, St. Boniface; J. A. Marion, St. Boniface; John Rowan, Melville; J. W. Dawsay, Melville; Bruce Campbell, Selkirk; Dr. D. G. Ross, Selkirk; G. C. Calvert, Lanigan; D. E. Gilhooly, Lanigan; John Stovel, Winnipeg; C. N. Bell, Winnipeg; E. D. Martin, Winnipeg; H. M. Beleher, Winnipeg; H. Bruce Gordon, Winnipeg.

our achievements, they are unmerited, and that considering the circumstances under which we have been compelled to operate, our achievements have not been entirely negligible.

"To my mind, the past year will prove to be one of the most remarkable in the history of this West—a year which later historians will refer to as heralding in a truer economic condition of things, and a better, safer and sounder general basis. During it we have seen the passing of hysterical real estate activity when men looked to such speculation as their main source of revenue and considered their legitimate business in the light of a mere side line. We have also witnessed the passing of the remote subdivision shark. He has mercifully relieved us of his unwelcome presence. His operations have been dire and pernicious and have affected all Western cities; and, while we are agreed as to the sterling character of good city property purchased from good people, it is certain that every thoughtful Westerner detests the parasite who has fattened upon our prosperity and the credulity of the world beyond, and whose small and crafty spirit can never know the faintest impulse of honest patriotism. It is my hope that provincial legislation will render such abuses impossible in the future; and I congratulate the citizens of Calgary upon their recent initiative toward that desirable end.

"While it is my conviction that there will probably be as much money made in future Western realty and land investments as there has been in the past, I, nevertheless, believe that it will be made in a safer, saner way. It must have been glaringly apparent to those who thought-

Business Situation and Year's Progress Dealt With by President and Secretary

THE PRESIDENT'S ADDRESS.

Gentlemen:—

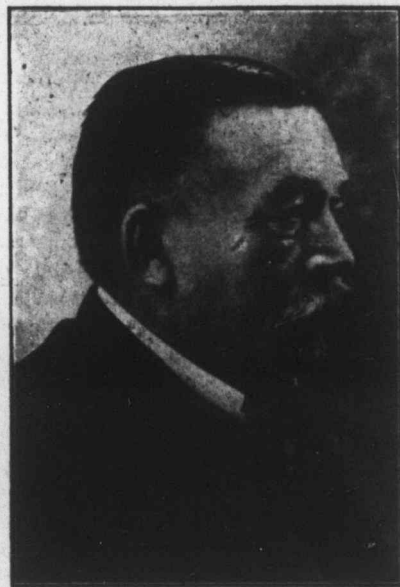
"As retiring president of the Ninth Convention of the Associated Boards of Trade of Western Canada, I have the honor to present this annual address.

"At the outset, let me say that the attendance at the present convention must be gratifying to those who, during the past year, have striven with me toward rendering our organization of real usefulness to the community as a whole.

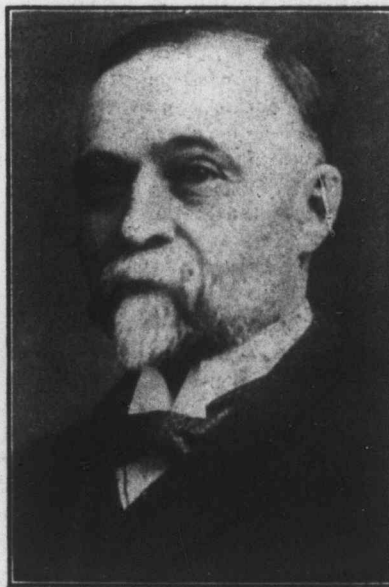
"It is my hope that the holding of our convention for the first time in the City of Winnipeg will mark the advent of a fuller activity for our association than it has yet been able to attain. This, because Winnipeg is the most important factor in our commercial, financial and industrial life; she is, in fact, the Mecca of Western business activities; and there are within her gates so many citizens who have continually exhibited a sincere and most commendable public spirit, and whose influence, experience and broad-

minded outlook have borne much good fruit throughout the West as a whole.

"And, at this particular juncture we require the added guidance and co-operation of such men, because it is now necessary that the whole life and influence of our association should be vitalized and expanded in keeping with the general development of the country; it is now essential that we be amply equipped to encounter and solve the varied and most intricate problems affecting our welfare—problems which have been precipitated by our phenomenal development. At present, we are not so equipped; nor have we ever been in the past. As a matter of fact, and particularly during recent years, our chronic condition has been one of financial decrepitude; there has been barely sufficient cash on hand to liquidate ordinary petty expenses, while the labors of our secretary have been purely honorary. I feel, gentlemen, that there is no reason for such unpropitious conditions, and I respectfully submit that in the light of



M. ISBISTER, Saskatoon.
The retiring president of the Boards.



C. N. BELL.
Secretary of the Winnipeg Board of Trade.

THE CANADIAN GROCER

fully contemplated realty conditions as they were last year, that they could not long continue so. It must now be evident that had they done so there would, ere long, have come a crash and a calamity under which we should have staggered for years. That the tide turned when it did was surely a veritable blessing for which every intelligent individual should be devoutly thankful.

"Gentlemen, I look upon the present lull as merely the little step backward for the big leap forward; and it certainly seems to me that all things have worked together for the good of this our beloved land. The European troubles, coupled with an unprecedented industrial activity in Great Britain, brought about a scarcity of money, which, in turn, not only checked real estate hysteria, but also permitted us a thoughtful breathing spell—a moment for a pause and a glance around, so that we might recover our economic equilibrium, so that we might confront and conquer those problems which had stealthily accumulated—problems upon the solution of which our thoughtful people are now earnestly absorbed.

"Now, not only has the present lull influenced sounder conditions in the realm of commerce, but, as you all know, its effect upon our agricultural community has also been most marked and most beneficial. Of this there is encouraging evidence in the statistics furnished from Ottawa for the year ending 30th June last. From these it will be seen that in Saskatchewan, for instance, the number of milch cows shows an increase on the previous year of 163 per cent., sheep 151 per cent., and swine 88 per cent. Similar remarkable increases are also apparent in the sister provinces.

More Mixed Farming.

"Surely, such indications prove that the farmer has also grasped the blessing of the general breathing spell, and that the one-crop fallacy now appeals to him in its true light. I am satisfied, gentlemen, that most of the intelligent men upon our lands have now realized that it is impossible to starve out the mixed farmer, and that, after all, the primary function of the land is to provide food for the farmer's own table. And, I am persuaded that this welcome change has been brought about by the tightness of money. It is also my humble conviction that we are now witnessing the first real awakening of diversified agriculture on these prairies; and if the progress of the past year be any criterion for the years to follow, we shall swiftly achieve the cherished ambition of our economists and become a mighty exporting country instead of a great importing one.

THE SECRETARY'S ADDRESS.

Chas. H. Webster, Calgary, secretary of the association, read the following address:—

President and Members of the Associated Boards of Trade of Western Canada:—

"I beg' herewith to submit for your consideration the synopsis of the follow-up work in connection with the resolutions that were endorsed by you at your last meeting, and in this connection I might say that this report will take the place of the bulletins that it has been customary to issue during former years. You are, no doubt, aware of the fact that no bulletins have been sent out from the secretary's office since the holding of the Ninth Convention, the simple reason being the lack of the necessary finances and the fact that existing conditions with regard to the future prospects and final support were not sufficient evidence to encourage your secretary to undertake the liability.

"Further, while no doubt the idea of the bulletin is a good one, it is questionable whether or not the expense is warranted, as such a considerable number of bulletins are published and there is a possibility of only a small percentage of them receiving attention. While I do not advocate the complete elimination of the bulletin system, I would advise its continuation in a more modified form, namely:—by issuing individual bulletins, or, in other words, advising the different boards from time to time, regarding the progress their resolutions are meeting with, closing the year by issuing one general bulletin dealing finally with the result of the year's work. With this end in view I will ask your indulgence for a few moments while I endeavor to place before you in as concise a form as possible the attention we have received at the hands of those to whom the resolutions were addressed.

"The resolution, 'Freight Rate Experts,' introduced by the Moose Jaw board, was submitted to the different provincial governments. In a reply received from the Saskatchewan government our attention is drawn to the fact that this would mean the inauguration of a new department entailing a considerable expense, and before the government would care to commit themselves, they would have to subject the proposition to a thorough investigation with a view of becoming satisfied that the advantages would be sufficient to warrant the expenditure.

"The Manitoba government take practically the same stand; as it is a proposition that has never been considered by the government and will require considerable investigation. We are advised by the Alberta legislature that the resolution will receive their consideration in

due course, and I am sorry that I find it necessary to report no further definite replies to our numerous communications.

Government Realize Importance.

"The resolution, 'Government Elevators and Terminal Facilities at the Pacific Coast,' was introduced by the Red Deer board. In this connection the following communication was received from the Rt. Hon. R. L. Borden:—'This subject is engaging the attention of the Government. At the present time I am not able to make any announcement respecting our proposals, but you may rest assured that the Government realizes the very great importance of the consideration to which you have directed our attention.'

Storage Elevators.

"The resolution, 'Interior Storage Elevators,' produced by Calgary Board, brought the following replies as follows:—'In the Saskatchewan government's election manifesto for last summer's campaign we inserted a plank to effect that if the Dominion Government failed to fulfil its duty in this matter we should deem it our duty to investigate the whole question to determine how far we should go in endeavoring to meet the necessities of the case. Following our elections a session of the legislature was held this past winter and the question was fully debated in the House. The opinion was, I think unanimously, expressed that the duty in connection with the establishment and maintenance of interior storage elevators is a duty devolving wholly upon the Dominion authorities.'

(Signed) WALTER SCOTT,

Premier of Saskatchewan.

"Other considerable correspondence has passed between your secretary and Mr. F. C. T. O'Hara, deputy minister of trade and commerce, the final one under date of August 29th, 1913, reads as follows:

"Replying to your letter of August 23rd, I beg to state that the tenders for the elevators at Moose Jaw and Saskatoon are not expected in until the 8th of September. The Board of Grain Commissioners, however, at Fort William, have full charge of this matter, and I would suggest that you communicate with them. There is really no further information that I can give you at the moment, other than sending you herewith a copy of the call for tenders. I doubt very much if any announcement will be made in time for you to include in your report, which you state you are preparing for presentation at the next convention, September 11th, 12th and 13th.'

"Following out as suggested, I have communicated with the board of grain commissioners, requesting that they direct their reply to me at Winnipeg.

The Clerks' Page

By the Cub Reporter

SELLING A GOOD BROOM.

Since Canadian Grocer went to press last week further suggestions have come in as to methods of argument in selling good quality brooms. They are as follows:—

The Cub Reporter. — Re selling the forty-cent broom in preference to the thirty-cent one; I would point out that "the corn is longer and more even in this forty-cent broom; it is also finer corn; it will, therefore, sweep cleaner, and the price is only a trifle higher."

MILVERTON, ONT., CLERK.

• • •

The Cub Reporter.—Re sale of brooms. Woman notices brooms hanging from the ceiling in the broom rack. Following conversation ensues:—

Customer.—I want a good broom, Mr. W.—

Mr. W.—Yes, Mrs. B, we have three lines, 40c, 50c, 60c each. (Mr. W. walks from behind counter to rack and brings down the three lines.)

Mr. W.—That is a good broom at 50c. (display same for the customer to see), but this one at 60c. is far better quality for the small difference in price; you will find this broom a little heavier but it will give you far greater satisfaction, both from the sweeping (display the width on store floor) and wearing qualities.

"In the store one of these (40c.) brooms (price not mentioned), lasted me only one month. I have now been using this one 6 weeks; (produces same, a 60c. one from cellar doorway which is close by). You see how well it wears.

Mrs. B.—I wish my maid could keep a broom as straight as that. I will take this one. (The 60c. broom taken from the rack.)

This sale was made nearly as rapidly as it takes to read this.

J. A. W., Dauphin, Man.

Editorial Note.—This letter from the Dauphin clerk is a particularly good one. It gives an actual sale of the more expensive broom.

HALF HOLIDAY NOT YET.

The Shops Regulation by-law, the aim of which was to give all clerks in New Westminster, B.C., a half holiday on one day each week, was voted down by that city's council. After being discussed by every alderman and the mayor and after three representatives of the business men, representatives of the clerks, of the Trades and Labor Council and the Local Council of Women and a representative of modern democracy, had addressed the council, the clauses referring to the half holiday closing were voted struck out and then the by-laws withdrawn on a vote of the council.

Every alderman was in his seat and the council chamber was crowded. Both sides interested in the question were well represented and both sides were given every opportunity to air their views.

Many and interesting were the arguments advanced and the debates between the aldermen as the battle proceeded grew spirited.

QUALITY VINEGAR AND SPICE TALK.

Many grocers are now recognizing the importance of the pickling season by advertising vinegar and spices. Following are prominent extracts from the newspaper ad. of The Bell Trading Co., Nelson, B.C.:—

A RUN OF VINEGAR AND SPICES.

Pickling time is here. We refuse to sell anything but the purest of vinegars, free from harmful foreign acids. SPICES.

We buy our Spices from Quality standpoint, for their flavor and aroma contained in them. Without these spices are useless. Full stock of all you need for pickling.

White Mustard Seed, Cinnamon Bark, Turmeric, White and Black Pepper, Chilli Peppers, Root Ginger, Bay

Leaves, Corianda Seed, Cardamon Seed, Mace, Nutmeg and Assorted Pickling Spices.

Here are two strong talks which should hold every woman's attention, who has pickling to do. Quality is emphasized particularly and in the part of the ad. prices were quoted on the various kinds of vinegar.

VACATION TIRES HIM.

Thomas A. Edison who is ill at his home in West Orange, N.J., has been ordered by his physician never to take another vacation and has been ordered to remain away from his laboratory for another two weeks to recuperate from his recent fortnight in New England.

This was Mr. Edison's first vacation in eight years, and according to the doctor, the ageing inventor is more tired out from his holidays than from working 20 hours a day.

Edison has always been a hard worker. He has described "a normal day's work" as being from 6 a.m. to midnight.

"Then a man couldn't let his brain cells deteriorate," he explained. "That's the only way to get what you want—work. Everything on earth depends upon will. I never had an idea in my life. I've got no imagination. I never dream. My so-called inventions existed in the environment.

OBSERVATIONS OF THE CUB REPORTER.

As you work you win.

Service means trade. System means profit.

Never put off till to-morrow. Tomorrow never comes.

The hits you made yesterday won't win to-day's game.

We all must work if we mean to bring out and perfect our nature.

There is no man who grows so old that he cannot learn one new thing.

If you want to get something, the best plan is to meet it more than half way.

Current News of the Week

Quebec and Maritime Provinces.

Anderson Bros. have opened a general store in McAdam, N.B.

Z. Raymond, general merchant, Hull, Que., has sold to F. Perron.

W. E. Collins has opened a new grocery store at 44 Westminster Avenue, Montreal West.

The warehouse of J. B. Toombs & Son, wholesale grocers, Moncton, was damaged by fire recently.

R. H. Armstrong and Wm. Ferguson have opened a grocery store in Newcastle, N.B., in the establishment formerly occupied by S. A. Russell.

J. A. Paulhus, of the D. Hatton Co., wholesale fish merchant, Montreal, left Monday night on his annual trip through the lower provinces in connection with business for his firm.

J. T. Robertson Co., of Canada Ltd., with head office in Maisonneuve, Que., has been incorporated under a Federal charter to manufacture soaps, toilet articles, etc. The capital stock is \$50,000.

Louis Adhemar Delorme, ex-secretary-treasurer of Laporte, Martin, Limitée, Montreal, died last week at his residence, 508 Bloomfield Avenue, Outremont. Mr. Delorme was born in Montreal in 1869, and was in the employ of Laporte, Martin, Limitée, for over thirty years. In public life, too, he also was a conspicuous figure.

Ontario.

Geo. Haigh has purchased a grocery store in Seaforth, Ont.

P. W. Raehar, grocer, Toronto, has sold to Robt. C. Morrison.

John Hewitt, grocer, Hagersville, Ont., is moving to Hamilton.

Mrs. E. N. McCuaig, grocer, Schrieber, Ont., has sold to G. H. Reid.

Wilkie & Fulcher, grocers, etc., Alvington, Ont., have dissolved, Jos. S. Wilkie continuing.

Miss T. Rink has purchased the business of Mr. R. A. Lambert, North Main Street, Welland, Ont.

J. A. Bragg, of Perry & Bragg, grocers, Parry Sound, Ont., has gone to Newfoundland on a holiday trip.

A Toronto dealer was fined \$20 and costs during the week for having a half-peck measure with a false bottom.

The autumn and winter meetings of the Grocers' Section of the Peterborough branch of the R. M. A. will be resumed on Monday night next, Sept. 22.

Jas. McFarren, a Toronto King Street grocer, was seized with a weak spell on the street recently and collapsed. He

was taken to a hospital, where he afterwards recovered.

Latest Canada Gazette to hand announces the incorporation of Minto Bros., Limited, tea and coffee dealers, with capital stock of \$500,000. The head office is in Toronto, the company being previously known as Minto Bros.

The increase of the Robt. Simpson & Co.'s, Toronto, sales for June and July of this year as compared with 1912 amounted to \$153,232, making a total increase for the first six months of the company's business year to the end of July of \$750,000 as compared with 1912.

A dividend at the rate of 13¼ per cent. on Dominion Cannery's stock, for the quarter ending the 30th of September, being at the rate of 7 per cent. per annum, has been declared on the preferred stock, and 1½ per cent., or at the rate of 6 per cent. per annum on the common stock.

It is reported that a co-operative society is organizing in Bracebridge, Ont. In this connection it might be mentioned that the R.M.A. is carrying on a vigorous campaign against wholesalers and manufacturers selling to these stores. One manufacturer last week was interviewed in this regard and promised to discontinue to sell in future to any of these stores.

Western Canada.

Hodges & King, grocers, Victoria, B.C., have dissolved, A. B. King retiring.

J. G. McGowan & Co., general merchants, Rathwell, Man., have sold to Smith & Co.

The Banner Store (T. E. Glanville), Vermillion, Alta., have opened a grocery department in connection with their dry goods.

Retail merchants in New Westminster, B.C., are strongly opposed to the by-law now before the council of that city to make a half holiday each week compulsory. They are not opposed to a weekly half holiday, provided it is made general on the lower mainland, but it is feared that if it is observed in New Westminster alone, trade will be driven to Vancouver. The following committee has been appointed to appear before the City Council to enter protest:—A. F. McDonald, C. A. Welsh, E. C. Traves, L. B. Lusby, E. Sinclair, W. S. Collister, M. J. Phillips, S. P. Ross, J. B. Grant, and H. T. Morey.

J. M. S. Paterson, of Peek Bros. & Winch, London, England, is now making a trip through the West. Mr. Paterson, whose headquarters are in Columbia,

Ceylon, is in charge of the tea department of this firm, and was in the West with the object of determining the best method of putting their teas on the market. All the details have not been arranged as yet, but Mr. Paterson gave the agency for Manitoba, Saskatchewan and Alberta to W. H. Escott & Co., of Winnipeg, which firm has for some time been handling the spices and coffees for Peek Bros. & Winch. Mr. Paterson is now visiting W. H. Escott & Co.'s various Western branches, being accompanied by T. C. Dawson, secretary-treasurer of this agency.



Following items are from The Canadian Grocer of September 29, 1893:—

"Mr. Ashwell, of Geo. R. Ashwell & Son, Chilliwack, B.C., was in Toronto this week on his way from New York, where he has been doing business for the firm. He intends returning home via Chicago."

Editorial Note.—Geo. R. Ashwell & Son are to-day in business in Chilliwack. Not long ago Canadian Grocer showed two attractive window displays made by this firm.

"At a special meeting at the Montreal Retail Grocers' Association, Monday evening, the president, S. Demers, in the chair, resolutions were passed regretting the death of H. Viger; determining that the members of the association attend the funeral in a body; that a floral offering be sent to be deposited on the remains, and the secretary send a copy of the resolutions to the family of the deceased and to the press."

"Eighty cents per dozen for good brands of corn, peas and tomatoes, from present indications, is a good purchase."

Editorial Note.—This, it will be noted, is from Canadian Grocer of 20 years ago. So far as peas are concerned it might well fit in now, but we shall have to wait a few days before it is known whether history will repeat itself as regards corn and tomatoes.

Brooms Advance; Good Demand for Salmon

Prices Up 25 Cents a Dozen on All Grades of Brooms Owing to High Price of Corn—Brown Sago Down 1/2 Cent.—Twine Advances Cent a Pound—Santos And Mild Coffees Up 1/2 Cent.

MARKETS IN BRIEF

QUEBEC.

PRODUCE AND PROVISIONS—

Easier feeling prevails in meats. Butter advances 1c per lb. New laid eggs move up 2c. Cheese slightly easier in country. Ordering of honey now heavy.

FISH AND OYSTERS—

Supplies of halibut from now on likely to be irregular. Smoked fish season opening up. Oysters are in heavy demand. P.E.I. shell stock show poor quality. Trade is still very favorable to Malpeque oysters.

FRUITS AND VEGETABLES—

Ontario basket fruits the feature. Prospects are for good cranberry crop. Potato dealers still figure on the proposed tariff changes.

FLOUR AND CEREALS—

Rolled oats dropped 25c per barrel. Quality of new flour shows high average. Firmness still rules in mill feeds.

GENERAL GROCERIES—

Brooms advance another 5 per cent. Glucose advances 40c per cwt. following high corn. Cotton twine advances 1c per lb. Canadian sardines now quoted at \$3.50. Prunes move up 1/2 to 1c all round. California loose muscatels move up 1/2c. Brown sago drops 1/2c. Conflicting reports received regarding salmon.

ONTARIO.

PRODUCE AND PROVISIONS—

Hogs declined to \$9.15, a drop of 50c in three weeks. Eggs advanced 2 to 3c in all grades, owing to scarcity. Heavy supply on hand keeps butter down, although export of cream and milk may cause rise.

FRUITS AND VEGETABLES—

Peaches dropped to 35c, but recovered. Grapes in weak demand, down to 20c. Farmers rush in tomatoes, and price is low. Potatoes remain up owing to tariff rumors.

FISH AND OYSTERS—

Whitefish, herring and cod steak advance, owing to lack of supplies. Fall run of trout late. Quality of oysters continues to improve; demand increasing.

FLOUR AND CEREALS—

Rolled oats drops 25c a barrel. Rolled wheat also down 10c bbl. Ontario flour about 5c per bbl. lower. Latest wheat estimate 188,000,000, and 87 per cent. showing contract grade.

GENERAL GROCERIES—

Brooms advance 25c a dozen on all grades; record in last six weeks. Canadian sardines up 25c on some brands. Advance of 5/8 to 3/4c in Santos and mild coffees. Brown sago down 1/2c. Reports from coast indicate increase in prices of highest grade salmon.

QUEBEC MARKETS.

Montreal, Sept. 24.—Following better feeling which has been prevailing during past couple of weeks and freer circulation of money in all channels, activity has again started in price movement. Many articles of food are again on upward trend. This week out of seven price changes in lines handled by the wholesale grocer, six of them are in the upward direction. The other, that in sago, shows a decline of only 1/2 cent. Jobbers predict that from now on most changes made are likely to be in an upward direction.

BROOMS.—Brooms made a further advance this week of 5 per cent. all round. First advance following shortage of corn crop was made about August 12 and amounted to 25 cents per dozen. At that time manufacturers claimed that the advance was only the first of several. This week's move would tend to bear out the prediction. Prices now quoted for average weights are as follows:

5 strings	3 75	4 75
4 strings	3 00	3 00
3 strings	2 75	2 75
2 strings	2 50	2 50

GLUCOSE.—Glucose has also advanced 40 cents per cwt., following high prices in corn. This advance makes prices read as follows:

Glucose—	
Barrels (600 lbs.), per cwt.	3 85
Half barrels (300 lbs.), per cwt.	3 80
Keys (200 lbs.), per cwt.	3 95

COTTON TWINE.—Jobbers advanced prices 1 cent per lb. on cotton twine this week. This advance is directly in sympathy with advances on the cotton market. Four ply is now quoted at 27 to 27 1/2 cents; three ply at 24 1/2 to 25 cents.

SUGAR.—"Sugar here," states one importer this week," is at present largely dependent on New York. All the sugar in sight for U.S.A. market still falls below requirements. U.S. refiners are playing their usual waiting game in which they are pastmasters, and making Cuban sellers come to it.

"European beet crop is perhaps a little less than anticipated by a number of people. Licht cabled preliminary estimates on the crop and the average between his maximum and minimum estimates strikes about 8,445,000 tons. This is slightly less than anticipated by some, and no doubt accounts for better feeling in Europe for new beet sugars.

"Tariff is causing weakness in the States. As a reduction of approximately 25 per cent. comes into force March, U.S. sugar interests are doing their best to get their sugars marketed before the new tariff comes into effect.

Locally firmness still continues, though not quite so marked following a slight falling off in demand.

Extra Granulated Sugars—	Per 100 lbs.
100 lb. bags	4 80

20 lb. bags	4 60
2 and 5 lb. cartons	4 80
Second grade, in 100 lb. bags	4 35
Extra Ground Sugars—	
Barrels	4 90
50 lb. boxes	5 10
25 lb. boxes	5 30
Powdered Sugars—	
Barrels	4 90
50 lb. boxes	5 10
25 lb. boxes	5 10
Paris Lump—	
100 lb. boxes	5 25
50 lb. boxes	5 45
25 lb. boxes	5 55
Crystal Diamonds—	
Barrels	5 30
100 lb. boxes	5 45
50 lb. boxes	5 55
6 lb. cartons	6 40
Crystal Dominoes, cartons	7 20
Yellow Sugars—	
No. 3	4 85
No. 2	4 85
No. 1	4 15
Barrels granulated and yellow may be had at 5c per cwt. above bag prices.	

MOLASSES AND SYRUPS.—Greater firmness is noted this week in molasses situation. Jobbers are willing to pay a little more for their supplies, and demand is proving rather more than at first estimated. A better feeling rules all round.

Corn syrup also holds very firm, following high prices on corn.

Barbados Molasses—	Prices for Island of Montreal.
	Extra Fancy. Fancy. Choice
Punchcoons	.44 .41 .39
Barrels	.47 .44 .42
Half Barrels	.49 .46 .44

For outside territories prices range about 2 cents lower per gallon than for delivery, Island of Montreal. Careful lots of 20 punchcoons or its equivalent in barrels or half barrels, to one buyer, may be sold at "open prices." No discounts will be given.

Corn Syrups—	
Barrels, per lb., 3/4c; 1/2 bbls., 3/4c; 1/4 bbls.	0 04
Pails, 38 1/2 lbs., \$1.85; 25 lbs.	1 35
Cases, 2 lb. tins, 2 doz. in case	2 50
Cases, 5 lb. tins, 1 doz. in case	2 85
Cases, 10 lb. tins, 1/2 doz. in case	2 75
Cases, 20 lb. tins, 1/4 doz. in case	2 70
Maple Syrups—	
Pure, per 8 1/2 lb. tin	0 75
Pure, in 15 gal. kegs, 8c. per lb., or per gal	1 00
Maple Sugar, pure, per lb.	0 10 0 11

DRIED FRUITS.—Prunes advanced 1/2 to 1 cent all round this week, following greater firmness on primary sources. California loose muscatels, 3 crown, also advanced 1/2 cent per lb., which now brings price up to 8 cents.

All dried fruits are on the upward move and before long, jobbers claim, will show advances on many lines.

EVAPORATED FRUITS.	Per lb.
Apples, 50-lb. boxes	0 07 1/2 0 08
Nectarines, choice	0 11
Peaches, choice	0 09 1/2
Pears, choice	0 12 1/2

DRIED FRUITS.	
Candied Peels—	
Citron	0 17
Lemon	0 11
Orange	0 12
Currants—	
Amalias, loose	0 07
Amalias, 1-lb. pkgs.	0 07 1/2 0 08 1/2
Fillatras, fine, loose	0 08 1/2 0 09
Dates—	
Dromedary, package stock, per pkg.	0 10
Fards, choicest	0 11
Hallowee, loose	0 08
Hallowee, 1-lb. pkgs.	0 08 1/2
Figs—	
Finest, 6 crown, about 12 pounds	0 15
Same fruit, 5 and 4 crown, 1 and 2 cents less.	
Prunes—	
40 to 50, in 25-lb. boxes, faced	0 14
50 to 60, in 25-lb. boxes, faced	0 13
60 to 70, in 25-lb. boxes, faced	0 12
70 to 80, in 25-lb. boxes, faced	0 08 1/2
80 to 90, in 25-lb. boxes, faced	0 08
90 to 100, in 25-lb. boxes, faced	0 07 1/2
Raisins—	
Malaga table, box of 22 lbs., according to quality	2 50 5 25
Muscateles, loose, 3 crown, lb.	0 07 1/2
Sultana, loose	0 10
Sultana, 1 lb. pkgs.	0 11
Valencia, old stock	0 04
Seeded, fancy	0 08 1/2
Seeded, choice	0 08

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Prices quoted on all lines of fruits liable to be shaded for quantities, according to the state of the market.

TEAS.—Firmness continues to rule in the tea situation. Japans arriving, show fine quality and are said by importers to be giving much better satisfaction than during past few years.

Japans—		
Choice	0 40	0 60
Choice	0 35	0 40
Fine	0 30	0 35
Medium	0 25	0 30
Good common	0 18	0 25
Common	0 15	0 18
Yamashiro	0 75	1 00
Ceylon—		
Broken Orange Pekoe	0 30	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
Garden grown	0 75	1 00
India—		
Pekoe Souchongs	0 19	0 20
Ceylon Greens—		
Young Hysons	0 24	0 26
Hyson		0 22
Spanish No. 1		0 12½
Virginia No. 1		0 13½
Gunpowders	0 19	0 35
China Greens—		
Pingsuey gunpowder, low grade	0 14	0 18
Pingsuey gunpowder, pea leaf	0 20	0 30
Pingsuey, gunpowder, pinhead	0 30	0 50

COFFEES.—Coffees have advanced slightly in the South during past week, but so far the change is not regarded as permanent. Locally situation holds unchanged, with good demand.

Coffee, Roasted—		Per lb.
Jamaica	0 21½	0 23½
Java	0 29	0 33
Maracaibo	0 21	0 23
Mexican	0 25	0 28
Mocha	0 23	0 25
Rio	0 19½	0 21½
Santos	0 20½	0 23

SPICES.—Cream of tartar advanced and dropped during week on primary sources, and now holds practically at last week's level. The future now is even more uncertain than at last week's writing.

Peppers hold firm, and all other spices practically unchanged.

Spices—	Compound, per lb.	Pure, per lb.
Allspices, ground	0 10	0 13-0 15
Allspice, whole		0 12-0 15
Cinnamon, whole		0 20-0 25
Cinnamon, ground	0 17-0 18	0 20-0 25
Cinnamon, Batavia		0 25-0 35
Cloves, whole		0 25-0 30
Cloves, ground	0 18-0 23	0 22-0 30
Cream of tartar	0 18-0 21	0 27-0 30
Ginger, Cochin	0 12-0 15	0 18-0 21
Ginger, Jamaica, ground	0 15-0 18	0 22-0 25
Ginger, Jamaica, whole		0 22-0 25
Ginger, African, ground		0 18-0 21
Mace		0 75-1 00
Nutmegs, brown, 6½, 50;		
80, 40; 100		0 35
Nutmegs, ground, bulk, 40;		
1 lb. tins		0 50
Pastry spice		0 25
Peppers, black, ground	0 10-0 14	0 17-0 20
Peppers, black, whole		0 18-0 20
Peppers, white, ground	0 15-0 23	0 27-0 30
Peppers, white, whole		0 26-0 28
Seeds—		Per lb.
Canary	0 07½	0 09
Caraway, Canadian		0 10
Caraway, Dutch		0 14
Cardamon	1 25	1 50
Celery		0 40 0 50
Hemp	0 06½	0 08
Rape	0 07	0 07½

RICE AND TAPIOCA.—Demand for all rices is steadily on the increase with cooler weather setting in, and the necessity for bigger fires.

Brown sago dropped another ½ cent this week to 4½ and 5 cents. This is the result of the new crop which is said to be heavy.

Rangoon Rice—		Per cwt.
"B," bags 50, 100 and 250 lbs.		3 15
"B," pockets, 25 lbs.		3 25
"B," pockets 12½ lbs.		3 35
"C.C.," bags 50, 100 and 250 lbs.		3 05
"C.C.," pockets 25 lbs.		3 15
"C.C.," pockets 12½ lbs.		3 25
India bright		3 30
Lustre		3 40
Fancy Rices—		Per cwt.
Polished Patna		4 40
Pearl Patna		4 50
Imperial Glace		4 30
Sparkle		5 10

Snow, Japan	5 30
Ice drips, Japan	5 45
Crystal, Japan	5 10
Carolina head	7 10
Imported Patna—	Per lb.
Bags, 25 lb.	0 05½
Half bags, 12 lb.	0 05½
Quarter bags, 5 lb.	0 05½
Velvet head Carolina	0 09
Sago, brown	0 04½
Tapioca—	Per lb.
Singapore, medium pearl	0 05
Singapore, seed	0 05½
Penang	0 04½

NUTS.—Firmness rules on all markets with tendency steadily upward on primary sources. No further changes however are to be reported this week.

In shell—		Per lb.
Almonds		0 17
Brazils		0 20
Filberts		0 13
Peanuts, American, according to qual.		0 09
Peanuts, French		0 09
Pecans, polished, large		0 18
Walnuts, marbots		0 15
Shelled—		
Almonds, Valencia	0 38	0 40
Almonds, Alicante		0 45
Almonds, Jordan		0 50
Cocconut, shredded p.kgs, ¼ lb., 30;		
½ and ¼ lbs., mixed, 29½c; ¼ and		0 30½
¼ lbs., mixed		0 20
Cocconut, shredded, pails, 10 & 15 lbs		0 21
Cocconut, shredded, tins, 5 lbs.		0 08
Peanuts		0 09
Walnuts	0 31	0 33

ONTARIO MARKETS.

Toronto, Sept. 25.—Business conditions from a provincial point of view at least continue to improve slowly, and general satisfaction is expressed among wholesale trade at orders and payments. Signs are increasing that grocers are feeling able to break away from hand-to-mouth ordering that seemed forced on them since early last spring. While sugar demand is fast declining, orders are rushing in for salmon, the first example of "stocking up" that has come to cheer wholesalers. Opinion is unanimous that public will almost double last year's purchases, and buying by trade is stimulated by disquieting rumors as to smaller pack of best grades than was anticipated, and increase in price on coast.

SUGAR.—Business is limited pretty much to withdrawals against contracts, with little in line of new orders. This condition is reflected in attitude of refiners towards offerings of raws, as they are carrying fair stocks for present requirements. Unless importers are prepared to take care of present arrivals any pressure to sell would bring about further reduction in prices of raws. On New York market recent expectation was that next sale of Cubans would be on basis of \$2.25, cost and freight, but importers were able to make a stand, and sale was effected at end of week at \$2.31, c. and f. This establishes a decline of, say, ½ cent from recent highest point, and market may be considered nominal on this basis to-day.

There has been some irregularity to prices of refined on other side of line, ranging from \$4.60 to \$4.80, f.o.b. New York, until other day when Federal Sugar Refining Co., which had been quoting on low basis, advanced price to \$4.70.

Looking at question of supplies there seems nothing to be feared for im-

mediate future. Supplies of preference sugars, both for United States and Canada, are now in very narrow compass, and there is not likely to be any pressure to sell remainder of production for this season.

To-day's basis for Cubans, c. and f. New York, is 45 cents per cwt.; ditto parity of European beet sugars, so that refiners need not look for any relief from the latter quarter, and there are no new crop Java sugars coming to this side of the water, nor even to Europe, as they are finding much better market in East, say, India, China and Japan. We are now fast approaching new beet crop in Europe, and present indications are reported to be favorable. First estimate for crop known as "commercial" estimate ranges from 8,130,000 tons minimum to 8,780,000 tons maximum, but this is not at all definite. In spite of fact that not much new business is transpiring in refined on this side of line, meltings continue heavy, which is very satisfactory indication, and with light receipts last week United States and Atlantic stocks were reduced by over 31,000 tons.

Extra Granulated Sugars—		Per 100 lbs.
100 lb. bags		4 60
20 lb. bags		4 70
2 and 5 lb. cartons		4 80
Beaver granulated, in 100 lb. bags		4 45
Extra Granulated Sugars—		
Barrels		5 00
50 lb. boxes		5 20
25 lb. boxes		5 40
Powdered Sugars—		
Barrels		4 80
50 lb. boxes		5 00
25 lb. boxes		5 20
Paris Lump—		
100 lb. boxes		5 35
50 lb. boxes		5 45
25 lb. boxes		5 65
Crystal Diamonds—		
Barrels		5 40
100 lb. boxes		5 35
50 lb. boxes		5 45
5 lb. cartons		7 50
Crystal Dominoes, cartons		7 60
Yellow Sugars—		
No. 3		4 85
No. 2		4 65
No. 1		4 45
Barrels granulated and yellow may be had at 5c per cwt. above bag prices.		

MOLASSES AND SYRUPS.—No further advance is heard of in corn syrups, but "you never can tell" is the attitude of the street. Prices remain firm, but unchanged.

Syrups—		Per case.
2 lb. tins, 2 doz. in case		2 80
5 lb. tins, 1 doz. in case		2 85
10 lb. tins, ½ doz. in case		2 75
20 lb. tins, ¼ doz. in case		2 70
Barrels, per lb.		0 03½
Half barrels, lb.		0 05½
Quarter barrels, lb.		0 04
Pails, 38½ lbs. each		1 85
Pails, 25 lbs. each		1 35
Molasses, per gallon—		
New Orleans, barrels	0 27	0 29
New Orleans, half barrels	0 29	0 31
West Indies, barrels		0 28
West Indies, half barrels		0 30
Barbados, fancy, barrels	0 45	0 47
Barbados, fancy, half barrels	0 49	0 50
Maple Syrup—Compound—		
Gallons, 6 to case		4 80
½ gals., 12 to case		5 40
¼ gals., 24 to case		4 80
Pints, 24 to case		2 70
Maple Syrup—Pure—		
5 gallon cans, 1 to case		1 85
Gallons, 6 to case		6 00
½ gallons, 12 to case		7 25
Quarts, 24 to case		7 25
Pints, 24 to case		4 70
Maple Sugar—		
Pure, per lb.		0 14
Maple Cream Sugar—		
24 twin bars		1 80
40 and 48 twin bars		3 00
Maple butter, lb. tins, dozen		1 80

DRIED FRUITS.—Mediterranean fruits easy, and Californian firmer and

tending to higher levels, seems general disposition at present. Last year's lower prices in several Californian lines seem to have spoiled the Street for late announcements of determination to secure "a living profit," and many are inclined to resent more than fractional increases. As to just which will win out, that's one of problems future alone can solve.

New crop of raisins are on the way, and one wholesaler has fixed .08 and .08½ for first shipment and .07-.07½ for second of Valencias. Currants are about ½ cent easier, and peels tend same direction.

Apples, evaporated, per lb.	0 07½	0 08
Apricots—		
Standard, 25 lb. boxes	0 16	0 18
Choice, 25-lb. boxes	0 18	0 20
Fancy	0 22	0 24
Candied Peels—		
Lemon	0 11	
Orange	0 12	
Citron	0 16	
Currants—		
Filiatras, per lb.	0 06½	
Amalas, choicest, per lb.	0 07	
Patras, per lb.	0 07½	
Vostizas, choice	0 09	
Vostizas, shade dried,	0 10½	0 11
Cleaned, ¼ cent more.		
Dates—		
Pards, choicest, 15-lb. boxes	0 09½	0 09½
Pards, choicest, 60-lb. boxes	0 07	0 07½
Package dates, per pkg.	0 06½	0 07½
Figs—		
Natural figs, in bags, lb.	0 05	0 07
Osmaadre figs, in taps, per lb.	0 04	0 04½
Kilms figs, in boxes, according to size, lb.	0 10	0 15
Peaches—		
Standard, 25-lb. boxes	0 09	0 10
Choice, 25-lb. boxes	0 09	0 10
Choice, 60-lb. boxes	0 08½	0 09
Raisins—		
Sultana, choice	0 10	0 12
Sultana, fancy	0 12	0 14
Valencias, old stock	0 08	0 09½
Seeded, fancy, 1 lb. packets	0 08½	0 09½
Seeded, choice, 1 lb. packets	0 08	0 09

SPICES.—Supply has fallen off slightly this week, with no change in prices. Reports from primary markets indicate scarcity of peppers, and prices are likely to advance. Cloves are higher abroad than here, and stocks are small. Gingers are likely to go up slightly with heavier demands. Larger sizes of nutmegs are scarce.

	5 and 10 lb.	¼ lb.	½ lb.
	Tins, pkgs, doz.	tins, doz.	
Allspice	14-17	60-670	70-800
Cassia	22-27	72-800	80-100
Cayenne pepper	22-25	72-800	80-100
Cloves	22-25	1 00-1 00	—
Cream tartar	22-25		
Curry powder	22-25		
Ginger	22-27	62-800	72-800
Mace	22-27	72-800	80-100
Nutmegs	22-27	62-800	72-800
Peppers, black	12-22	67-800	72-800
Peppers, white	22-27	62-800	72-800
Peas, green	22-27	62-800	72-800
Pickling spice	14-18	72-800	72-800
Turmeric	14-18		

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

Cardamon seed, per lb., in bulk	1 80	2 25
Carraway, per lb.	0 10	0 10
Cinnamon, Ceylon, per lb.	0 08	0 08
Mustard seed, per lb., in bulk	0 10	0 12
Calary seed, per lb., in bulk	0 08	0 10
Shredded coconut, in pails	0 18	0 20

RICE AND TAPIOCA.—There is no change to record this week except a drop of ½ cent in brown sago.

Rangoon, per lb.	0 03½	0 04
Rangoon, fancy, per lb.	0 04	0 04½
Patna, per lb.	0 03½	0 04
Japan, per lb.	0 03½	0 04
Java, per lb.	0 03½	0 04
Carolina, per lb.	0 03	0 04
Sago—		
Brown, per lb.	0 04½	0 05
White, per lb.	0 04	0 05
Tapioca—		
Bullet, double goat	0 04½	0 05
Medium pearl	0 05	0 05
Seed pearl	0 05½	0 06
Flake	0 05½	0 06

NUTS.—Market is still unchanged awaiting new arrivals.

In shell—		
Almonds, Formigetta	0 15	0 16
Almonds, Tarragona	0 17	0 18
Brazils	0 20	0 22
Filberts, Sialy	0 12½	0 13
Filberts, Barcelona	0 09½	0 10
Peanuts, green, per lb.	0 19½	0 20
Peanuts, roasted	0 12½	0 14
Pecans	0 18	0 20
Walnuts	0 13	0 14
Walnuts, Grenoble	0 16	0 17½
Walnuts, Marbots	0 15	0 16½
Walnuts, Comes	0 13	0 14
Shelled—		
Almonds	0 40	0 41
Filberts	0 37	0 38
Pecans	0 09	0 10
Pecans	0 09	0 10
Walnuts	0 32	0 33

COFFEE.—Most notable advance in prices during week equivalent to ⅓c to ¾c on Santos and mild coffees. Scarcity of Mexicans in New York was reflected in price of mild coffees generally, but notably in increased demand for Bogotas of high grades, and price has advanced quite sharply. One prominent New York importer has contracted for practically whole output of Midellino coffee on private terms, but said to be considerable advance over prices ruling in early part of this month.

Coffee, Roasted—		
Bogotas	0 27	0 28
Guatemala	0 26	0 28
Jamaica	0 24	0 25
Java	0 32	0 33
Martico	0 25	0 26
Mexican	0 27	0 28
Mocha	0 30	0 32
Rio	0 18	0 20
Santos	0 22	0 23
Chicoory, per lb.	0 10	0 12

TEA.—Supplies from primary markets continue to show decreases. China's export will not be above 50 per cent. of last season's; there is falling off of 4,000,000 lbs. in Japan tea settlements, and practically no Foochow teas to come forward. Indias continue to be scarce, and all Ceylon teas are bringing higher prices. Prices remain firm for all kinds.

BEANS.—As reported last week, Ontario bean crop is proving of splendid quality, and one importer expressed opinion that price will freely equal that of imported, instead of being lower, as this year. Although partly threshed, new crop is not yet on market. Prices continue firm, with Canadian extra H.P. very scarce.

Beans—		Per bushel.
Austrian H. P.		2 40
Canadian, prime		2 30
Canadian, extra H. P.		2 25
Yellow eyes		3 25
Brown		2 75
Peas, Canadian, per bushel		2 60
Green, imported, bush.		2 60

BARLEY.—Prices show no change this week.

Barley—		
Pot, per bbl.	6 75	
Pot, per bag	3 00	
Pearl, Scotch, per bag of 112 lbs.	3 75	

CANNED GOODS.

MONTREAL, Sept. 24.—Canadian sardines advanced this week 25 cents to \$3.50. This follows on several advances which have taken place during the past few months.

Conflicting reports are being received with regard to prices on salmon. Some are to the effect that a few packers have already advanced their prices 15 to 25 cents per case on cheaper grades and that if demand keeps up a general advance may be expected about December. Other advices however are that packers

are practically peddling their stuff to get rid of it; and that jobbers are anxious to get rid of what they now have contracted for before they load up any further. The former is probably more likely.

Prices on corn and tomatoes are still the subject of much discussion. The longer fine weather keeps up, the better packers will be able to meet demands and figure on lower prices. Throughout Eastern Ontario however and the provinces report has it that much damage has been done by frost, and were prices to depend on that district they would have to be high. Jobbers figure on prices opening above the dollar mark at least.

Toronto, Sept. 25.—Reports from wholesale houses indicate heavy demand for salmon following big reduction in prices. There is one factor that is causing some anxiety: on coast one brand at least of high grade salmon has advanced 25 cents a case, according to a local wholesale grocer. This is due, it is said, to remarkable demand of English market as result of low prices.

Last few days reports as to frost damage to tomatoes and corn not so great. Some weeks likely before prices are announced.

MANITOBA MARKETS.

Winnipeg, Sept. 23.—Receipts of grain now run to about 1,500 cars a day, and the crop is grading remarkably high, and the weather has generally been most favorable to threshing and delivery. This early movement of the crop is very pleasing to the business world, and commercial travellers report an optimistic tone prevails among Western merchants.

Last week was a somewhat dull one in the grocery trade. Buyers are expecting some revisions of prices, especially in Eastern canned goods, which are expected to be cheaper, as the pack is known to be large and of good quality.

Evaporated apples are firm, and this applies to California fruits, while Mediterranean raisins are likely to be cheap. Smyrna figs are a short crop.

There is no great improvement in collections as yet, but it is a little soon for crop money to be finding its way to the wholesaler.

SUGARS.—Prices are steady and demand good, with stocks ample for requirements. There is a plentiful supply of preserving fruits, which keeps up demand for sugar.

Sugar—		Per 100 lbs. in bbls.
Extra standard granulated		5 10
Extra ground or icing		5 05
Powdered		5 45
Lumps, hard		5 05
Montreal yellow		4 85
B. C. yellow		4 65

Prices on sugar in bags, 5c per 100 lbs. less.

SYRUPS.—There is nothing new in the syrup situation, which hinges on corn prices, which are high, and expect-

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ed to go higher. A better demand is looked for when butter becomes scarcer and dearer.

Corn Syrups—	
Barrels, per 100 lbs.	4 25
Cases, 20-lb. tins, 1/4 doz. in case	2 77
Cases, 10-lb. tins, 1/2 doz. in case	2 66
Cases, 5-lb. tins, 1/2 doz. in case	2 36
Cases, 2-lb. tins, 2 doz. in case	2 48
Molasses—	Per gal.
Barbadoes	0 45 0 50
New Orleans	0 33 0 36
Maple Syrups—	Per case.
Quarts	6 20
Half gallons	6 65

DRIED FRUITS.—The Smyrna crop of dried figs is reported as much below average in yield, and prices may advance when the new crop comes on market. Currants are steady. Prunes firm. Valencia raisins weak.

Apricots—	Per lb.
Choice	0 16 1/4
Standard	0 15
Slab	0 11 1/2
Currants—	
Dry clean	0 07 1/2
Washed	0 07 1/2
1 lb. package	0 08 1/2
2 lb. package	0 17 1/2
Figs, Cooking—	
Choice, boxes	0 06 1/2
Half boxes	0 06 1/2
Half bags	0 06 1/2
Nectarines	0 11 1/2
Prunes, in 25-lb. boxes—	
90 to 100	0 06 1/2
80 to 90	0 06 1/2
70 to 80	0 07 1/2
60 to 70	0 08 1/2
50 to 60	0 10
40 to 50	0 12
Raisins, Valencias—	Per box.
Fine, f.o.a., 25s. s.p.	2 75
Fine, selected, 25s. s.p.	2 70
4-crown layers, 25s. s.p.	2 65
4-crown layers, 17s. s.p.	1 35
4-crown layers, 17s. s.p.	0 75
No plus ultra, 25s. s.p.	2 20
Raisins, Sultanas—	
California	0 09 1/2
Smyrmas	0 14

TEAS AND COFFEES.—There is nothing new to report as regards the situation in these lines.

Coffee—	Per lb.
Rio, No. 5, green	0 12 1/2
Rio, roasted	0 17 1/2
Santos, green	0 15
Santos, roasted	0 21
Chicoory, per lb.	0 11 1/2
Tea—	
China, blacks, choice	0 35 0 40
India and Ceylon, choice	0 32 0 49
Japans, choice	0 35 0 45

NUTS.—The end of the summer, closing down of summer resorts, etc., will bring down the consumption of nuts to the normal. There are no changes in price.

In shell—	Per lb.
Almonds, Tarragona	0 16 1/4
Brazilis	0 15 0 19
Filberts, Sicily	0 11 1/2
Peanuts, Jumbos, roasted	0 11
Peanuts, choice, roasted	0 11
Pecans	0 22
Walnuts, Grenoble	0 16
Walnuts, Marbot	0 13 1/2
Shelled—	
Almonds	0 38
Walnuts	0 31

BEANS.—There is no very definite news as to whether there will be any ease up of prices when the new Ontario crop comes on the market. The quality is said to be excellent and yield good.

Beans—	
Hand picked	1 35
3 lb. picker	1 85
Peas	
Split peas, sack, 50 lbs.	2 85
Whole peas, bushel	2 75
Barley—	
Pot. per sack 50 lbs.	4 75
Pearl, per sack 50 lbs.	3 65

GREEN FRUITS AND VEGETABLES.—Potatoes are up 5 cents per bushel, but from the heavy Manitoba crop this will hardly hold unless there is a heavy export demand, which is expected in some quarters. Preserving fruit is very plentiful and in demand.

Prices all round are easier on fruits and vegetables.

	Per bushel.
Cranberries, Cape Cod, bbl.	10 00
Potatoes, car lots	0 40
Potatoes, car lots	0 35
Tokay grapes, case	3 25
Ontario grapes, basket	0 35
Cocoanuts, dozen	1 25
Iowa apples, bbl.	5 00
Washington plums, crate	1 25
Washington peaches, crate	1 00
Washington pears, crate	3 25
Bananas, per bunch	2 50
California lemons, crate	10 00
Messina lemons	7 50
Valencia oranges	6 50
Watermelons, dozen	6 50
Evaporated cranberries	3 50
California plums, crate	2 00
California peaches, crate	1 35
Imported honey, box	5 50
California Bartlett pears	4 00
California cantaloupes	6 00
Ontario tomatoes, basket	0 75
Ontario pears, basket	0 75
B. C. crab apples, basket	2 25

PRODUCE AND PROVISIONS.

Creamery butter is quoted at an advance of 1 cent per lb, yet stocks are said to be heavy. Dairy butter, eggs and cheese are steady. Cured meats are unchanged, but dressed pork is 1 cent up.

Cured Meats—	
Hams, per lb.	0 19 0 21 1/2
Shoulders, per lb.	0 25
Bacon, per lb.	0 20 1/4 0 22 1/2
Long clear, D.S., per lb.	0 15 1/2
Mess pork, bbl.	28 00
Lard—	
Tierces, per lb.	0 13
20 lb. tubs	6 80
3 lb. tins, cases	2 70
5 lb. tins, cases	8 40
Butter—	
Creamery, per lb.	0 28 0 30
Dairy, per lb.	0 17 0 23
Cheese—	
Ontario, large, per lb.	0 15 1/2
Ontario, twins, per lb.	0 16
Eggs, dozen	0 22 0 25

NEW BRUNSWICK MARKETS.

By Wire. St. John, Sept. 24.—Markets generally are same with little change in quotations. Business is steady with collections fair and fall prospects are bright. Dealers look for lower flour soon but are not expecting a sugar change for a while. Provision market is firm and oatmeal will probably go higher. Spectacular advance in middlings is due to high price of corn. Cheese is firmer and evaporated apples will go higher through scarcity of crop. Prospects as to apple crop are discouraging. Tomatoes are also disappointing. Dairy products are mostly unchanged. Compound lard 11 1/4 to 11 1/2; pure 15 1/4 to 15 1/2; salt, coarse, bags 75 to 80; factory filled 1.05 to \$1.10.

Bacon, roll	0 15 0 16 1/2
Bacon, breakfast	0 20 0 22
Beans, Canadian white	2 35 2 40
Beans, Austrian	2 90 2 55
Beans, yellow eye, bushel	3 75 3 80
Butter, dairy, per lb.	0 22
Butter, creamery, per lb.	0 26 0 28
Buckwheat, W., grey, bag	2 75 2 85
Cheese, new, lb.	0 14 1/2 0 15
Currants, 1's lb.	0 07 1/2 0 08
Canned Goods—	
Beans, baked	1 30 1 35
Beans, string	0 87 1/2 0 90
Corn, doz.	0 97 1/2 1 00
Peas, No. 4	0 95 0 90
Peas, No. 3	0 97 1/2 0 90
Peas, No. 2	0 90 0 85
Peas, No. 1	1 30 1 35
Peaches, 7's, doz.	1 95 1 80
Peaches, 5's, doz.	2 35 2 40
Raspberries, doz.	1 97 1/2 2 00
Strawberries	1 97 1/2 2 00
Tomatoes	1 05 1 70
Cornmeal, gran.	6 50
Cornmeal, bags	1 85
Cornmeal, bbls.	3 85
Eggs, in case, 30; hennery	0 38 0 34
Flour, Manitoba	6 45
Flour, Ontario	5 80
Lard, compound, lb.	0 11 1/4 0 11 1/2
Lard, pure, lb.	0 15 1/4 0 15 1/4
Lemons, Messina, per box	3 50 4 00
Molasses, Barbados, fancy	0 38 0 39
Oatmeal, rolled	5 40
Oatmeal, std.	5 25
Pork, domestic mess	20 00

Backs, American clear, bbl.	25 00 27 50
Potatoes, barrel, new	1 00
Raisins, California, seeded	0 05 1/2 0 08
Rice, per cwt.	3 60 3 70
Salmon, Case—	
Pinks, 4 doz. case	4 25 4 75
Gooses, 4 doz. case	7 40 7 90
Red spring, 4 doz. case	8 25 8 35
Salt, coarse, per bag	0 75 0 80
Factory filled	1 05 1 10
Sugar—	
Standard granulated	4 70
United Empire	4 00
Bright yellow	4 40
No. 1 yellow	4 20
Paris lumps	5 60

NOVA SCOTIA MARKETS.

Halifax, Sept. 24.—There is a good demand for Valencia onions owing to fact that Canadian onions will be late in arriving. Quality of Valencias is fine this season and sales are being made at 2 1/2 and 3 1/4 cents per pound. An advance of two cents per pound has been expected in California prunes upon opening price for season's crop.

Butter market is firm and prices have tendency upwards. Receipts of fresh laid eggs are light and choice stock is selling at 32 cents. Fruit markets are active and several ship loads of apples have already been sent to England. No. 1 Gravensteins are \$4.50 to \$5.00 and No. 2's \$3.00 to \$3.50. Flour is firmer and sugar in good demand, but whether flour will remain so is a question.

Apples—	
Gravensteins, No. 1, bbl.	4 50 5 00
Gravensteins, No. 2, bbl.	3 00 3 50
Eggs, new laid, per dozen	0 30 0 32

SASKATCHEWAN MARKETS.

By Wire.

Regina, September 24.—Markets are somewhat stationary this week. There is a one cent raise in butter, while tomatoes declined to \$2.95. Other late canned goods expected to drop with approach of the new crop prices. Cheese is up half a cent and lard is still declining. Rolled oats are on the incline on account of excellent reports from Saskatchewan crops and a large quantity of wheat is being marketed.

Bacon, breakfast, per lb.	0 22 1/2 0 23
Beans, Ontario, per bush.	2 90 2 90
Beans, Hungarian, per bush.	3 05
Butter, creamery, per lb.	0 31
Cheese, per lb.	0 15 1/2 0 16 1/2
Canned Goods—	
Corn, standard, per 2 dozen	2 05 2 15
Peas, standard, per 2 dozen	2 00 2 05
Tomatoes, standard, per 2 dozen	2 95 3 04
Cornmeal, 24s	0 67 1/2
25s	1 20 1 25
36s	2 44 2 44
10-10s	2 55 2 75
Eggs	0 28 0 30
Flour, 60s	2 80
Flour, 48s	2 65
Flour, 24s	3 35 3 35
Lard, 3s	8 03 8 25
Lard, 5s	7 93 8 15
Lard, 10s	7 82 8 05
Lard, 20s (each)	2 65 2 75
Potatoes, per bush.	0 57 1/2 0 58
Rolled oats, 20s	0 99 1 05
Rolled oats, 40s	1 92 2 00
Rolled oats, 80s	2 36 2 55
Raisins, selected, per lb.	0 06 1/2 0 09 1/2
Rice, per cwt.	4 35 4 40
Sugar, standard, gran., per cwt.	6 37
Sugar, yellow, cwt.	4 97
Starch, std., per case	2 80

Trial shipments of lemons and oranges have arrived in Victoria, B.C., from Australia. Reports are that the fruit arrived in good condition.

FLOUR & CEREAL DEPARTMENT



Decline in Rolled Oats and Rolled Wheat

Former Goes Down 25 Cents a Barrel And Latter 10 Cents—Manitoba Flour Remains Firm, But Ontario is Easier—Wheat Market Somewhat Lower.

These are waiting days in the flour market, for as one miller remarked, he would be a millionaire whose knowledge ran ten days ahead. Government estimates of Western wheat placed it at 188,000,000 bushels, but most of the millers hold to over 200,000,000. But exact figures are of small account compared with actual results of inspection, for to date slightly over 87 per cent. has been of contract grade. In spite of unusual shipments and milling, prices of flour remain unchanged, although wheat is considerably easier compared with a week ago. This is due partly to American market, as exporters are buying all along the line, and Liverpool cables are firm.

MONTREAL.

FLOUR.—Firmness still rules on flour markets, but owing to wheat dropping off somewhat is inclined to ease off slightly. Grinding of new wheat has been going on for some time in the West, and as new wheat is now arriving in Montreal, should begin here shortly also.

Reports from the West as to wheat still continue unusually favorable. Of receipts to date, it is claimed that about 90 per cent. grades No. 1 Northern. Deliveries have been heavy. From all sides wheat has been pouring in in a way never heard of before, and the fact that farmers are forcing their goods on the market is given as reason for decline in wheat. This year Liverpool is following Canadian markets instead of leading as usual.

	Car lots, in bags,	per bbl.
Manitoba Wheat Flour—		
First patents	5 00	5 75
Second patents	5 10	5 45
Strong bakers'	4 90	5 25
Flour in cotton sacks, 10 cents per barrel more.		
Winter Wheat Flour—		
Fancy patents	5 00	5 20
90 per cent.		5 10
Straight roller		4 90
Blended flour	5 00	5 40

CEREALS.—A decline of 25 cents per barrel, or 12½ cents per sack, was registered last Saturday morning in rolled oats and oatmeal. Millers locally disagree as to the exact cause of the decline, but are inclined to favor its being due largely to manipulation, and not to market conditions.

Oats, however, have been falling off slightly, but as quality is somewhat below average, both in Ontario and the West, it is thought that no great decline in rolled oats can continue to hold throughout.

Cornmeal still rules firm at high levels, following firmness in corn.

	Per 98-lb. sack
Cornmeal—	
Kiln dried	2 60
Softer grades	2 50
Roller Oats—	
Small lots	2 22½
25 bags or more	2 12½
Roller oats in cotton sacks, 5 cents more.	
Oatmeal—	
Fine, standard and granulated, 10 per cent. over roller oats in 90s, in jute.	
Roller wheat—	
Small lots	100-lb. bbls. 2 85
Hominy, per 98-lb. sack	2 75

MILL FEEDS.—Firmness still continues in mill feeds, and, though wheat is dropping off slightly, millers state that in face of scarcity of feeds and high prices offered from across the line there is not likely to be any decline for some time yet. Some dealers even claim that an advance would be more probable.

	Car lots, per ton
Mill Feeds—	
Bran	22 90
Shorts	24 00
Middlings	25 00
Wheat molice	28 00
Feed flour, per bag	34 00

TORONTO.

FLOUR.—Manitoba flour remains unchanged, but Ontario is slightly lower, about 5 cents a barrel. Demand is very poor for both owing to uncertainty of prices continuing week at a time. Ontario farmers, too, are holding off.

	Small lots, in bags,	per bbl.
Manitoba Wheat Flour—		
First patent	5 60	
Second patent	5 00	
Strong bakers'	4 80	
Flour in cotton sacks, 10c per bbl. more.		
Winter Wheat Flour—		
Fancy patents	5 00	5 20
90 per cent.	4 60	4 80
Straight roller	4 60	4 80
Blended flour	5 05	5 35

CEREALS.—Why rolled oats and oatmeal went up a short time ago seems about as easy to explain as why they went down this week. When other explanations fail, "speculative reasons" are usually assigned. The Western crop, of course, is proving of excellent quality, which has helped some in the downfall. Rolled wheat, which has been unchanged for many weeks past, has felt effect of easier prices of new crop and dropped 10 cents a barrel, as indicated below.

Cornmeal remains unchanged, but has easier tendency in face of latest reports indicating unexpected increase in world's supply, contrary to anticipations.

Cornmeal, per 98 lb. bag—		
Kiln dried, 25 bag lots	2 20	2 30
Softer grades, 25 bag lots	1 90	1 95
Roller oats, per 90 lb. sack, in jute—		
Small lots	2 22½	2 25
25 bags to car lots	2 12½	2 17½
Roller oats in cotton sacks, 5 cents more.		
Oatmeal, standard and granulated, 10 per cent. over roller oats in 90 S, in jute.		
Roller Wheat—		
50 lb. boxes		1 45
100 lb. barrels, small lots		2 80
100 lb. barrels, 5 bbl. to car lots		2 70

MILL FEEDS.—Demand both for home consumption and export continues steady, and prices remain firm and unchanged.

	Car lots, per ton.
Mill Feeds—	
Bran	22 00
Shorts	24 00
Middlings	25 00
Wheat molice	28 00
Feed flour, per bag	1 70

WINNIPEG.

FLOUR AND CEREALS.—There is a little better export enquiry for flour, while the domestic trade is considered good. With wheat prices on decline it is probable that there will be a downward revision of flour prices in near future.

Best Patents, bbl.	5 60
Seconds	5 10
First Clears	4 20
Low grade	3 10
Jute bags 10 cents less.	
Cornmeal, 98 lbs.	1 95
Roller Oats, 90 lbs.	1 65
Wheat granules, bale, 16.60	3 25
Granulated Oatmeal, 98 lbs.	2 15

A FRIENDLY TALK.

Yerxa's, grocers in Fredericton, N.B., introduced a recent advertisement in the following way:—

"WE WANT TO GUIDE YOU

with a friendly hand when you select your groceries. Remember the best is none too good for your family. In this day of close buying the best is just as reasonable as the indifferent in quality. Looking over our stock demonstrates that to any one. All staple groceries and specialties always carried in stock. You can never be disappointed in us. We are the house that will meet you half way."

This is good, sound convincing talk which ought to secure the attention of many readers. A cut appeared alongside the introduction showing a grocer with a hand extended explaining to a customer the features of a particular line.



Toronto Market Glutted; Peaches at 35c.

Recovered Slightly on Tuesday—Plums Nearly Done—Grapes Scarce But on Poor Demand Drop to 20 Cents—Farmers' Supplies Keep Tomatoes Down.

MONTREAL.

GREEN FRUITS.—Ontario basket fruits still continue to form the main feature on the fruit market. Consignments have been fairly heavy but at no time has the market been glutted. Thus high and steady prices have ruled throughout.

Plums are now nearing a close and another week should see stocks practically absent from market.

Owing to fairly heavy receipts, prices on grapes have dropped somewhat, but still continue over the 20 cent mark.

Blueberries are practically done. Some small consignments of New Brunswicks were received Monday and sold at 19c per qt., but these were probably the last for the season.

Cape Cod cranberries show fine quality and, following favorable crop reports are being sold at a comparatively low figure for first of season. New Brunswick reports a good average crop and with a larger number of people going in for growing than ever.

Apples, Canadian, per bbl.—		
St. Lawrence, Wealthies and Alexanders, No. 1	5 50	6 50
Calverts, Jenningts and other Falls, No. 1	4 50	5 50
No. 2, all grades, 75c less than No. 1s.		
Bananas, crate	3 00	3 75
Blueberries, N.B., per qt.	0 19	
Cantaloupes, 11-qt. bkt.	0 60	
Cantaloupes, Canadian, crate, 7-9	1 00	
Cranberries, Cape Cod, bbl.	8 00	9 00
Grapes, Tokay, 25-lb. box	2 75	3 00
Grapes, Moore's early, 5-qt.	0 22	
Grapes, Niagara, 5-qt. bkt.	0 22	
Grapes, Red Rogers, 5 qt. bkt.	0 27	
Grapes, Delaware, crate of 8 bkts.	2 00	
Grapefruit, Jamaica, 54s, per case	7 50	
Lemons, Verdelli, case	4 00	
Limes, Florida, box of 100	1 25	
Oranges—		
Jamaicas, 126s to 250s	3 00	
Late Valencias	5 50	
Pears, Gifford, Canadian, 11-qt. bkt.	0 50	
Pears, Gifford, Canadian, 8-qt. bkt.	0 30	
Pears, Gifford, Can., per bbl.	5 00	
Pears, Oregon, box	3 25	
Pears, Bartlett, Can., per bbl.	6 00	
Pears, winter, per bbl.	4 50	
Peaches, Freestone, 11-qt. bkt., No. 1.	0 60	
No. 2	0 50	
Peaches, Freestone, 5-qt. bkt. No. 1.	0 30	
No. 2	0 25	
Peaches, Crawfords and Elberta, California, box	1 25	
Plums—		
Blue, Canadian, 11 qt. bkt.	0 45	
Red, Canadian, 6 qt., 25c; 11 qt.	0 40	
Yellow, Canadian, 11 qt. bkt.	0 40	
Green gages, Canadian, 11 qt. bkt.	0 50	0 60

VEGETABLES.—Expected changes in tariff still continue to keep up price on

potatoes. New Brunswick reports a good crop, and with a market opening up to the South, and freight rates favorable to compete with Montreal and Western markets, dealers are early figuring on disposing of their stocks in this way.

Egyptian onions are practically off. Canadian reds are now occupying foremost place.

Cabbage, per doz	0 35	
Celery, per doz. heads	1 00	
Corn, per doz. ears	0 25	
Cucumbers, per doz.	0 25	
Egg plant, basket of 12	0 60	
Garlic, per lb.	0 10	
Onions—		
Spanish, per case	2 50	3 00
Red Danvers, 75-lb. bag	2 00	
Peppers, green, 11-qt. bkt.	0 50	
Potatoes—		
Green Mountains and Quebecs, per lb	0 01	
Potatoes, sweet, per bbl.	4 60	
Potatoes, sweet, Jersey, hpr.	1 50	1 75
Turnips, Quebec, bag	1 25	
Tomatoes, Canadian, outdoor, 11-qt. bkt.	0 35	
Tomatoes, Canadian, box 33 lbs.	0 40	1 25

TORONTO.

GREEN FRUITS.—"The worst is over," so far as peaches are concerned. Friday last saw local market glutted and some commission men refused any more shipments with result that carloads were sacrificed at Hamilton at prices that netted growers practically nothing. Most sold in Toronto at 35 and 40 cents for finest 11-qt. basket, while poor quality went as low 15 cents. Some of commission men were up until 2 and 2.30 a.m. Saturday finishing their work. By Tuesday rush had ceased and from now on, although supply will be good for some time yet, market is not likely to recede. Prices on Tuesday ranged around 40 and 50 cents whereas Saturday retailers commonly sold for 50 cents, lowest price this year.

Plums are nearing an end, Lombards being rarely seen. Greengages sell around 40, and blue from 30 to 40. Grapes are very scarce yet and public demand will be weak until peaches have disappeared. Blue and green alike sold around 20 cents for 6 quarts and 11-quart baskets could hardly be disposed

of. Wealthy and Alexander apples have begun to arrive in bags and barrels. Crab apples are still scarce and sell as high as 60 cents a basket.

Apples—		
Wealthy, basket	0 40	0 50
Wealthy and Alexander, bbl.	2 50	2 75
Crab	0 35	0 60
Culverts, bbl.	2 00	2 25
Bananas, per bunch	1 25	1 60
Cranberries, bbl.		8 00
Cranberries, box		3 00
Grapes, Malagas, case		2 25
Grapes, Canadian, basket	0 17	0 25
Grapes, Tokay, case		2 50
Cantaloupes—		
Salmon, crate		0 60
Salmon, basket		0 40
Green centres, crate		0 40
Green centres, basket		0 30
Oranges, California, Valencias		6 60
Limes, per box of 100		1 50
Lemons, Verdelli		4 50
Peaches, Canadian, large bkt.		0 40
Peaches, Canadian, small basket		0 20
Pears, California, Bartlett		3 00
Pears, Canadian, Bartlett		0 40
Plums, California		1 50
Plums—		
Canadian, green gages		0 40
Canadian, blue		0 30
Canadian, yellow egg		0 45

VEGETABLES.—Later shipments of Eastern potatoes have proved better than first lots and dry rot seems absent. The early weakness, however, added to impending U. S. tariff changes have kept prices up to the same level as last week.

Tomatoes remain low and so far as quantity on fruit market is concerned are an anomaly. Great rush is over but price is down. Reason, however, is that retailers are buying bulk of supplies from market gardeners and farmers generally who are delivering them as low as 15 and 20 cents a 11-quart basket. Ruling figures on market, however, are up to 35 cents. Same condition prevails all over Western Ontario and tomatoes are selling retail in London and other cities at 25 cents. Green tomatoes in large baskets are now on sale, at about 25 cents. Corn is getting scarce and is higher, and most lots went at 15 cents.

Beets, Canadian, per bkt.	0 30	
Carrots, Canadian, bkt.	0 35	
Celery, domestic, doz.	0 35	0 40
Corn, dozen	0 13	0 15
Cucumbers, Canadian, basket	0 25	0 35
Egg plant, basket of 12	0 25	0 30
Gherkins, 5-qt. basket	0 75	1 25
Mushrooms, per lb.		0 75
Spanish, crate	3 75	3 80
Silver skin, pickling, bkt.	1 00	1 50
Large cooking, bag		1 25
Parsley, bkt.		0 75
Green peppers	0 40	0 60
Potatoes, Ontario, per bag	0 90	1 10
Sweet potatoes, bbl.		4 25
Sweet potatoes, hamper		1 75
Squash, dozen		1 25
Tomatoes, Canadian, basket	0 30	0 35
Tomatoes, green, basket		0 25
Vegetable marrow	0 15	0 25
Water cress, domestic, 11-qt. basket.		0 80

Gherkins were not plentiful and ranged for small basket from 75c to \$1.25, and, large, from \$1.50 to \$1.75.



Produce & Provisions



Sharp Decline in Hogs; Eggs Advance 2c.

Pork Market Seems on a Toboggan at Last—Eggs Up From 1 to 3 Cents in Every Line in Toronto—Creamery Butter Advances 1 Cent in Montreal — Cheese Slightly Easier.

After wavering on the edge for weeks it looks as if hogs had tumbled at last. For weeks, prices stood around \$9.65—\$9.75; then for a couple of weeks \$9.40 to \$9.65, but on Tuesday of this week down went the market to \$9.15, and buyers declare that it will not rise again for some time. Supply is still slight.

"However," a packer remarked to Canadian Grocer, "the drop is a seasonal one, with cooler weather causing lower consumption of cured meats and fish sales increasing." Present price is lowest since middle of July and probably will be reflected shortly in drop in hog products.

Fall "firmness" in eggs as it is called to lighten the blow to retailer and consumer, has started in earnest, and with increased cost the grocer's percentage is decreasing as his average profit per dozen remains about the same. Eggs in many stores are selling as high as 40 cents a dozen. Butter while higher in Montreal remains same as last week in Toronto.

On Toronto Produce Exchange only eggs offered were storage, and one cent higher was asked than one week ago.

Offerings were as follows:—

BUTTER.—Dairy none; creamery, 25 solids, finest, 25½; no offer; 50 box solids, finest pasturised, 25½; bid 25; 25 box prints, finest, 25¼; sold; 25 box prints, finest, 25¼; no offer.

EGGS.—400 cases storage, April, May, ins. sto. pd. Jan. cases ret., 27; bid 26; 400 ditto above free cases, 27½; no offer.

CHEESE.—150 large pfr., 13¾; bid, 13¾; 150 twins pfd., 13¾; bid 13½; 100 large pfd., 13¾; bid 13¾; 25 trip-lets, 14½; sold; 25 old Sept. large, 13¾; no offer; 25 old Sept. twins, 13¾; no offer.

HONEY.—10 bbls. clover No. 1, 10; no offer; 20-60 clover No. 1, 10½; bid 10¾; 20-30 last year, 10¾; bid 9¼.

MONTREAL.

PROVISIONS.—Rather an easier feeling has been noted in price of some meats during past week. Light hams, cooked meats, and barrelled pork have shown a slight drop in price, but other lines continue steady. Decline in barrelled pork is said to be due directly to an easier tone on the American market.

In compound lard the feeling is still one of easiness owing to a declining cotton seed oil market. Pure lard, however, is still being firmly held owing to shortage in supplies of the packers.

	Per lb.	Per cwt.
Hams—		
Light, under 12 lbs.	0 20	0 20%
Medium, 12 to 20 lbs.	0 19½	0 20
Large, 20 to 40 lbs.	0 19	0 19%
Backs—		
Plain, bone in	0 23½	
Boneless	0 25	
Peameal	0 25	
Bacon—		
Breakfast	0 21	0 23
Roll	0 17	0 17
Shoulders, bone in	0 15	0 15
Shoulders, boneless	0 16½	0 16½
Cooked Meats—		
Hams, boiled	0 30	0 30%
Hams, roasted	0 31	0 31
Shoulders, boiled	0 27	0 27
Shoulders, roasted	0 28	0 28
Dry Salt Meats—		
Long clear bacon, 50-70 lbs.	0 15½	0 15½
Long clear bacon, 80-100 lbs.	0 14½	0 14½
Flanks, bone in, not smoked	0 15½	0 15½
Barrelled Pork—		
Heavy short cut mess	30 00	30 00
Heavy short cut clear	30 00	30 00
Clear fat pork	28 00	28 00
Clear pork	26 50	26 50
Lard, Pure—		
Tierces, 375 lbs. net	0 14½	0 14½
Tubs, 50 lbs. net	0 14½	0 14½
Boxes, 50 lbs. net	0 14½	0 14½
Pails, wood, 20 lbs. net	0 11	0 11
Pails, tin, 20 lbs. gross	0 10½	0 10½
Cases, 10-lb. tins, 60 in case	0 15	0 15
Cases, 3 and 5-lb. tins, 60 in case	0 15½	0 15½
Bricks, 1 lb. each	0 15½	0 15½
Lard, Compound—		
Tierces, 375 lbs. net	0 10½	0 10½
Tubs, 50 lbs. net	0 10½	0 10½
Boxes, 50 lbs. net	0 10½	0 10½
Pails, wood, 20 lbs. net	0 11	0 11
Pails, tin, 20 lbs. gross	0 10½	0 10½
Cases, 10-lb. tins, 60 in case	0 11½	0 11½
Cases, 3 and 5-lb. tins, 60 in case	0 11½	0 11½
Bricks, 1 lb. each	0 12½	0 12½
Hogs—		
Live, f.o.b.	9 70	9 95
Live, fed and watered	10 00	10 25
Dressed	10 00	14 50

BUTTER.—An advance of 1 cent. per lb. took place on all creamery butter this week. This is due directly to the continued firm feeling which has been characterizing the situation in the country for at least last two weeks and which was even more pronounced than ever last Saturday. On that date St. Hyacinthe moved up 1¾ cents to 27

cents, and Cowansville up 1¼ cents to 27½ and 27¼ cents.

Locally stocks are still on the heavy side but the decidedly better feeling noticed of late in the financial situation has again invited speculation and thus kept a firm feeling ruling throughout. General opinion too is that the change in tariff will tend to higher prices, which fact also has firmed up the market.

Butter—	Per lb.
Creamery prints, fresh	0 28½
Creamery solids	0 28
Dairy, prints or solids	0 23
Separator, prints or solids	0 23

EGGS.—Strictly new laid eggs have advanced another 2 cents per dozen owing to falling off in receipts from the country. Though prices on these at present are said to be higher than at corresponding date last year, still it is claimed that on an average prices on eggs are if anything a little lower this year. So far dealers see no reason for prices advancing to a higher level than usual, though prices are now running to a fair figure.

Eggs, case lots—	Per dozen.
New laid	0 37
Selects	0 30
No. 1s	0 27
No. 2s	0 25
Splits	0 20
New laid eggs, in cartons	0 35

CHEESE.—Country boards are slightly easier and are expected to ease off towards the end of the month. New Zealand is now becoming such a factor that dealers here have lost control of the winter situation and instead of gambling on the September cheese, are forced to go rather easy.

Small cheeses still hold high and when compared with prices on large cheeses and prices in the country are quite out of proportion. This, however, is said to be due entirely to temporary shortage.

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

POULTRY.—Frozen stock has practically disappeared from the market. That still to be found is composed chief-

THE CANADIAN GROCER

ly of turkeys which sell, No. 1's at 23 to 24 cents.

In fresh stock there is some slight movement, but for most part dulness prevails causing a tendency towards easing off in prices.

Fresh Stock—		
Broilers, spring, live	0 22	0 34
Broilers, spring, 3 lb. pr., dressed	0 24	0 36
Ducks, spring, dressed	0 24	0 28
Ducks, old, dressed	0 14	0 15
Ducks, old, live	0 13	0 13
Fowl, live	0 15	0 16
Fowl, dressed	0 19	0 20
Turkeys, old Tom, dressed	0 22	0 23

HONEY.—Ordering for the season's supply of honey has now begun in earnest, and already a number of contracts have been booked.

Honey—	White Clover	Buckwheat
Barrels	per lb.	per lb.
Tins, 60 lbs.	0 12	0 09
Tins, 30 lbs.	0 12 1/2	0 09 1/2
Comb, 13-14 oz. section	0 20	0 15
Tins, 5 and 10 lbs.	0 13	0 10

TORONTO.

PROVISIONS. — Drop in price of hogs has not affected hams and bacon yet, but with lessened demand may be expected to in few days.

An interesting controversy was started in the press this week on a charge that packers were storing in order to keep prices up, with idea that profits would be reaped if hogs went up after Buffalo market was opened to them by new U.S. tariff. One large packer laughed at story and emphatically denied it, declaring supply was not more than enough for demand.

Hams—		
Light, per lb.	0 21 1/4	0 21
Medium, per lb.	0 21	0 20
Large, per lb.	0 19 3/4	0 20
Bacon—		
Plain, per lb.	0 24	0 24
Boneless, per lb.	0 25 1/2	0 25
Pea meal, per lb.	0 24 1/2	0 25 1/2
Shoulders, per lb. less than smoked.		
Dry Salt Meats—		
Long clear bacon, light	0 16 1/4	0 16 1/4
Long clear bacon, heavy	0 15	0 15 1/4
Cooked Meats—		
Hams, boiled, per lb.	0 30	0 30
Hams, roast, per lb.	0 30	0 30
Shoulders, boiled, per lb.	0 23 1/4	0 23 1/4
Shoulders, roast, per lb.	0 23 1/4	0 23 1/4
Cured Pork—		
Heavy mess pork, per bbl.	24 00	25 00
Short cut, per bbl.	23 00	23 00
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 13 1/2	0 14
Tubs, 60 lbs., per lb.	0 14	0 14 1/4
Pails, 20 lbs., per lb.	0 14 1/4	0 14 1/4
Pails, 3 and 5 lbs., per lb.	0 15 1/4	0 15 1/4
Bricks, 1 lb., per lb.	0 15 1/4	0 15 1/4
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 10 1/2	0 11
Tubs, 60 lbs., per lb.	0 10 1/2	0 11 1/4
Pails, 20 lbs., per lb.	0 11	0 11 1/4
Hogs—		
F.O.B., live, per cwt.	9 15	9 15
Live, fed and watered, per cwt.	9 60	9 25
Dressed, per cwt.	13 50	13 75

BUTTER.—Local market remains unchanged and heavy supplies prevent any upward movement. Produce dealer in referring to rise in prices at Montreal attributed it to shipping of cream and milk across Quebec border. Same movement had begun in Ontario and might increase during next month as result of cool weather. This would tend to slight increase in price of butter, owing to drop in supply.

Butter—		
Creamery prints, fresh	0 26	0 26
Creamery solids	0 24	0 25
Dairy prints, choice	0 22	0 24
Dairy solids	0 20	0 22
Separator prints	0 23	0 26

EGGS. — Advances of from one to three cents were features of market this week as supply grew less, and there has been a suggestion of Christmas and Easter prices. Stories were abroad of producers selling "guaranteed new laid eggs" to retailers at 35 cents. Carton lots sold regularly at 32 and 33 cents; fresh gathered were up 2 cents to 27 and 28, and No. 2's and splits came to be considered quite valuable and brought 22 cents, an increase in most cases of 3 cents. Storage eggs are being brought on the market at 26 and 27 cents.

Eggs, case lots—		
Selects	Per dozen.	0 30
Selected, new laid, in cartons	0 32	0 33
Fresh gathered	0 27	0 28
No. 2's	0 22	0 22
Splits	0 22	0 22

CHEESE. — Prices on the exchange were 1/8c lower this week, although outside markets as a rule were slightly higher.

Cheese—		
Old, large	0 14 1/2	0 15
Old, twins	0 15	0 15 1/4
New, large	0 14 1/2	0 14 1/2
New, twins	0 14 1/2	0 15

HONEY. — Bee-keepers are finding that their early figures as decided on by the Association were much too high for the market, and sales are being made daily at reduced rates. In fact there is no record of scheduled prices being realized. "I got caught with a stock on hand from last year owing to too high

prices and I determined I would not touch this year's unless things came to a saleable level," observed one honey buyer, who, so far has done little business with new crop. "They tell us crop is light, but all our reports agree that it is better than last year's."

Prices rule as follows:

Clover, bbls., per lb.	0 08 1/2
60, 30-lb. tins, per lb.	0 10 1/2
10, 5-lb. tins, per lb.	0 11
Buckwheat	0 07 1/4
Comb	2 25

POULTRY. — In about a week the few remnants left of frozen stock will be off the market. At present no dressed fowl can be secured in frozen stock. Supplies are fair this week and dressed spring broilers are down to 18 cents, a drop of 2 cents.

CATALOGUES AND BOOKLETS.

"Fish and How Handled" is the subject of an interesting booklet issued by the North Atlantic Fisheries Limited, of Halifax, N.S. This book, besides showing half-tone cuts of the principal fish marketed in Canada, describes their habits, methods of capture, cleaning, curing, etc. Lists of smoked, salt, boneless, skinless, green, fresh and shell fish are given. The booklet is certainly an educative one from the standpoint of a study on fish.

ASSOCIATION NEWS

The Retail Merchants' Association is carrying on organization work in Barrie, Orillia and Bracebridge. The office of the secretary reports that 125 new members joined last week.

At the regular monthly meeting of the Retail Grocers' Association of London, Ont., held in the Board of Trade rooms, Thursday evening, September 18th, it was decided, after considerable discussion, to circulate petitions to all retail grocers in the city asking them to close their places of business every Wednesday afternoon during the year, also to close their stores at seven o'clock every night excepting Saturday nights and nights before public holidays. Both petitions will be sent to the City Council asking that body to pass a by-law making them compulsory, the same as the by-law re the closing of barber shops, which was passed by the City Council six months ago, and which, it is claimed, is working satisfactorily.

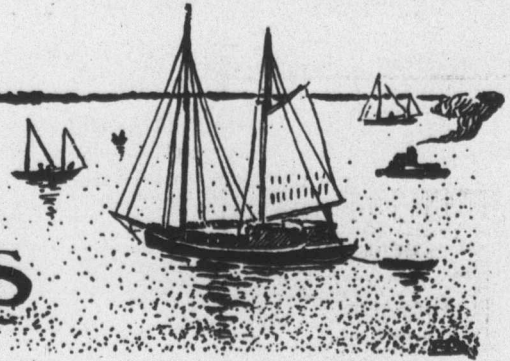
It was also decided to cut out the annual picnic at Springbank Park this year. This picnic winds up the closing of the Wednesday half holiday for the

summer months, and is looked forward to as the event of the season. However, the fun makers on the executive are arranging to have a special car for all grocers who want to go to Dorchester Fair, otherwise known as "Donnybrook Fair," which means another Wednesday afternoon off, as the Fair is Wednesday, October 1st. The grocers have promised to put on two special features, and the directors of the Fair are advertising them. One is the Johnston-Jeffries prize fight. A well-known Canadian league pitcher, who resides in London, and a prominent butcher, are the participants. There will be some horse race in the 5.30 class, and the President of the Association is said to be warming up his nag every morning for the event. The favorite horse is to be ridden by an ex-grocer. Gordon Drake and Adam Palmer were the instigators of this affair. President Ranahan and G. B. Drake were named to look after the transportation.

It was decided to hold a banquet during the winter months and invite the officers of Toronto, Hamilton and Brantford Associations, requesting them to attend.



FISH & OYSTERS



Some Fish Prices Rise Through Scarcity

Cod Steak, Herring and Halibut Up—Halibut Supply in Future will be Irregular—Rush on for Bulk Oysters.

MONTREAL.

FISH.—Halibut is still scarce due to bad weather and fish leaving by degrees their summer feeding grounds. Latest reports claim that big catch season is practically over and that trips will now be extended to 17 and 20 days. This latter will tend to make supply quite irregular from now on.

Western salmon is arriving in larger quantities this week. A few shipments of Gaspe came in last week which will practically close season for another year.

In preserved and salt fish market has been busy during past week on account of Ember Days, but it has quieted down now, though prices are still well sustained. Codfish in all its shapes and forms, it is claimed, is quite likely to advance before close of navigation.

Smoked fish have not done as well as expected on account of warm weather, but curers and distributors are getting ready for business, and claim that prospects are for a good demand and a profitable season.

OYSTERS.—There has been a rush for bulk oysters lately but owing to heavy weather and unpreparedness of shuckers down South, trade received only about half of their requirements. Producers expect to be in better shape this week, and as visible supply, i.e., oysters on the bed, is plentiful, there is no reason why there should not be a large trade carried on up to Christmas.

A few shell oysters from P.E.I. are coming in daily, but most of them are said to be of poor quality. One kind is generally termed in this market "Degenerated Cape Cod Oysters." These oysters have been transported from Cape Cod beds to Canadian bottoms, and so far the change is said to have gone against them. Public beds will be opened Oct. 1.

Fresh Stock—		
Bluefish, per lb.	0 15	0 15
Carp, 100 lb. boxes, per lb.	0 10	0 11
Cod, market, 250 lb. cases, per lb.	0 05	0 05
Doree, 100 and 150 lb. cases, per lb.	0 10	0 12
Flounders, per lb.	0 08	0 07
Frogs legs, large, per lb.	0 50	0 50
Frogs legs, small, per lb.	0 25	0 25

Haddock, per lb.	0 05	0 06
Halibut, per lb.	0 12	0 13
Herring, per 100 fish, large	3 00	3 00
Mackerel, 1 1/2 lb. fish, each	0 15	0 15
Perch, dressed, per lb.	0 09	0 10
Pike, dressed, per lb.	0 08	0 09
Salmon, B.C., per lb.	0 15	0 15
Salmon, Gaspe, per lb.	0 18	0 20
Steak cod, per lb.	0 07	0 07
Smelts, per lb.	0 12	0 12
Sword fish, per lb.	0 00	0 10
Trout brook, per lb.	0 25	0 25
Trout, lake, per lb.	0 11	0 12
Turtles, small, per lb.	0 15	0 15
Whitefish, per lb.	0 12	0 13
shell Fish, Fresh—		
Clams, per barrel	7 00	7 00
Crab meats, per gal.	2 50	2 50
Lobsters, live, per lb.	0 30	0 30
Lobsters, boiled, per lb.	0 32	0 32
Meats, bulk, standards, gal., \$1.50; selects	1 80	1 80
Meats, solid, standards, gal., \$1.80; selects	2 00	2 00
Oysters, Cape Cod, shell	9 00	9 00
Oysters, Malpeques, shell	10 00	12 00
Periwinkles, per bushel	2 50	2 50
Prawns, per gal.	2 00	2 00
Scallops, per gal.	2 75	2 75
Shrimps, per gal.	2 00	2 00
Frozen Stock—		
Haddock, per lb.	0 04	0 05
Herring, per 100 fish	1 50	1 50
Pike, per lb.	0 06	0 06
Smelts, fancy, per lb.	0 12	0 13
Smelts, No. 1, per lb.	0 08	0 09
Salmon, fancy, Spring, per lb.	0 14	0 15
Salmon, Gaspe, per lb.	0 15	0 15
Salmon, Qualla, per lb.	0 07 1/2	0 08
Whitefish, per lb.	0 07	0 10
Prepared Stock—		
Boneless fish, 20 lb. pkgs.	0 07	0 08
Cod, pure, cs. of 20 tablets, per lb.	0 10 1/2	0 10 1/2
Cod, pure, 3 lb. box, per lb.	0 15	0 15
Cod, boneless strip, 30 lb. box, lb.	0 10	0 10
Cod, boneless strip, 2 lb. blks., in 20 lb. pkgs., lb.	0 07	0 08
Cod, shredded, box of 2 doz.	1 80	1 80
Cod, skinned, per 100 lb. box	6 00	6 00
Cod, dried, per 100 lb. bundle	6 50	6 50
Pollock, dried, per 100 lb. bundle	6 00	6 00
Salted and Pickled Stock—		
Cod, green, ordinary, per 200-lb. bbl.	8 00	9 00
Cod, green, white napes, per 200-lb. bbl	9 00	10 00
Haddock, No. 1, green, per 200 lbs.	5 00	6 00
Herring, Gaspe, No. 1, 1/2 bbls., \$2.75; bbls.	5 00	5 00
Herring, N. S., per 1/2 bbl.	3 00	3 00
Herring, N. S., per bbl.	5 00	5 00
Herring, Holland, per keg 75¢; per 1/2 bbl., \$5.00 to \$6.00; per bbl.	9 00	10 00
Herring, Labrador, 1/2 bbl., \$3.25, bbl.	5 75	5 75
Herring, Scotch, keg of 12 lbs. net, \$1.25 to \$1.35; 1/2 bbl.	7 00	7 00
Mackerel, No. 1, 20 lb. kits, \$1.75, 1/2 bbl., \$7.00; bbl.	14 00	14 00
Salmon, Labrador, 1/2 bbl., \$5.00 to \$9.00; bbl.	15 00	16 00
Trout, lake, kegs	7 00	7 00

TORONTO.

FISH.—Market showed firmer prices this week, owing to scarcity of various lines. Frozen whitefish was very hard to get and price rose to 10 cents. Fresh steak cod was in same category and sold up 1 to 2 cents, and fresh herring advanced 1 cent. New catch of Holland herring are quoted at 85 cents for milkers, and 80 cents for mixed. Fall run of trout is late in coming on, and this fish and whitefish are scarce. Shipments of halibut are delayed owing to stormy weather and few coming in are bid up at the Coast.

First shipments arrived this week of new cod in following packages: steak, 24 lbs.; quail on toast, 24 lbs. B. C. Salmon continues plentiful.

OYSTERS—Quality continues to improve and flavor said to be best in ten years. Oysters that spawned at later time are now coming in. Demand continues to increase.

Frozen Stock—		
Roe shad, weight 3 lbs., each	1 00	1 25
Whitefish, per lb.	0 10	0 10
Fresh Caught—		
Haddock, per lb.	0 05 1/2	0 07
Halibut, per lb.	0 11	0 12
Herring, per lb.	0 05	0 06
Mackerel, weighing 1 1/4-3 lbs., each	0 15	0 25
Pickered, yellow, per lb.	0 12	0 12
Pike, per lb.	0 08	0 08
Salmon, B.C., per lb.	0 15	0 15
Steak cod, per lb.	0 09	0 09
Trout, per lb.	0 12	0 12
Whitefish, per lb.	0 12	0 12
Smoked—		
Finnan haddie, per lb.	0 08	0 08
Kippers, new, box of 40	1 30	1 30
Bloaters, box of 60	1 25	1 25
Prepared—		
Cod, 1 lb. tablets, case of 20	2 00	2 00
Salted and Pickled—		
Herring, Holland, new—		
Milkers	0 05	0 05
Mixed	0 08	0 08
Herring, Labrador, bbl.	6 50	6 50
Mackerel, pail	2 50	2 50
Oysters—		
Bulk, per gallon	1 70	1 75
Shell, per bbl.	8 00	8 50

WINNIPEG.

FISH.—There is nothing new in the fish trade. Oysters are now on the market and in fair demand. Poultry is fairly well supplied from the West, prices depending on quality.

Fresh Stock—	Per lb.
Cod, market	0 10
Cod, steak	0 10
Haddock	0 06
Halibut	0 11
Pickered	0 09
Salmon	0 14
Trout, lake	0 12 1/2
Whitefish, Lake Winnipeg	0 08 1/2
Smoked Stock—	
Bloaters, per box	1 50
Finnan haddie, per lb.	0 08
Kippers, per box	2 00
Salted and Pickled Stock—	
Herring, Holland, per keg	0 72
Herring, Labrador, per 1/2 bbl.	4 25
Mackerel, per kit, 20 lbs.	2 75
Smoked Stock—	
Codfish	0 12
Oysters, gallon	1 75

FISH EXPORTS INCREASE.

The exports of fish for the first four months of the present fiscal year show a surprising increase. Canada exported \$5,032,000 of domestic fish for the first four months compared with \$3,748,000 for the corresponding period of last year. There is a slight falling off, however, in the exports of animals and their produce. For the first four months of the fiscal year \$13,083,000 were exported as against \$13,620,000 for the same period of 1912.



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.

Proper Care

The proper care of oysters is something not always well understood. It is essential that the receptacle holding your oysters be kept in ice. It is necessary to maintain a low temperature particularly in the early part of the season. The receptacle should be thoroughly scalded and aired before the oysters are put in. If the stock is then kept well iced they are delivered to the dealer with the necessary tang to bring you repeat orders.

There is Federal Legislation prohibiting the use of ice or water in direct contact with the oysters, so that any dealer cheapening his product by the use of water is leaving himself liable to prosecution. This practice, however, is practically a thing of the past as dealers are realizing that they have got to put their stock out in the best possible condition and charge a price to afford their doing so. The retailer in quoting his price to the trade, we believe, will find it advisable to quote pints instead of quoting quarts. The most of your sales are probably in pints and it does not sound as high as the quart price.

There is no food to-day that is more entitled to prominence by the retailer than oysters. In confirmation of this we are pleased to quote Professor Frederick P. Gorham, Associate Professor of Biology at Brown University, and Sanitary Expert of the Rhode Island Shell Fish Commission, as follows:

"There is no reason to-day why we should not give the oyster a prominent place in our dietary, as a cheap, delicious, nutritious, healthful and pure food product.

As an exclusive oyster house we claim to be better equipped to serve you to your satisfaction than the ordinary source of supply. We can furnish either "Coast Sealed" or "Sealshipt" oysters as you prefer. There is nothing better grown than the stock we are shipping, which is all from Northern waters and is the run of shucking from four year old stock.

CONNECTICUT OYSTER CO.

"Canada's Exclusive Oyster House"

50 JARVIS ST.

TORONTO

QUOTATIONS FOR PROPRIETARY ARTICLES

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

BAKING POWDER.

ROYAL BAKING POWDER.

Sizes.	Per doz.
Royal—Dime	0 95
" 1/4-lb.	1 40
" 6-oz.	1 95
" 1/2-lb.	2 55
" 12-oz.	3 85
" 1-lb.	4 90
" 3-lb.	13 00
" 5-lb.	22 35

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

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Baking Powder—5-lb. size, \$3.25; 1-lb. tins, \$2; 12-oz. tins, \$1.00; 8-oz. tins, \$1.20; 6-oz. tins, 90c; 4-oz. tins, 65c; 5c tins, 40c.

BORWICK'S BAKING POWDER

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

COOK'S FRIEND BAKING POWDER.

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

In Tin Boxes—

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

FOREST CITY BAKING POWDER.

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

BLUE.

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

COUPON BOOKS—ALLISON'S.

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

UN-NUMBERED.

Under 100 books each 0 04
100 books and over, each 0 03 1/2
500 books to 1,000 books 0 03

For numbering cover and each coupon, extra per book, 1/4 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, \$4.50.

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

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

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

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

White Swan Flaked Rice, \$1.

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

DOMINION CANNERS.

Aylmer Jams. Per doz.

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

Jellies.

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

Marmalade.

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

Pure Preserves—Bulk.

	5 lbs.	7 lbs.
Strawberry	0 60	0 95
Black currant	0 60	0 95
Raspberry	0 60	0 95

14's and 30's per lb.

Strawberry	0 13
Black currant	0 13
Raspberry	0 13

Freight allowed up to 25c per 100 lbs.

COCOA AND CHOCOLATE
THE COWAN CO., LTD.

Cocoa—

Perfection, 1-lb. tins, doz.	4 50
Perfection, 1/2-lb. tins, doz.	2 40
Perfection, 1/4-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 35
Soluble, bulk, No. 1, lb.	0 20
Soluble, bulk, No. 2, lb.	0 18
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

Unsweetened Chocolate—

Supreme chocolate, 1/2's 12-lb. boxes, per lb. 0 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, 1/4's and 1/2's, 12-lb. box. 0 40

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

Vanilla, 1/4-lb., 6 and 12-lb. boxes 0 35

Diamond, 8's 6 and 12-lb. boxes 0 20

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

Diamond, 1/4's, 6 and 12-lb. boxes 0 26

Icings for Cake—

Chocolate, white, pink, lemon orange, maple, almond, cocoa-nut, cream, in 1/2-lb. packages. 2 doz. in box, per doz. 0 90

Chocolate Confections—per lb.

Maple buds, 5-lb. boxes 0 37

Milk medallions, 5-lb. boxes 0 37

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

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

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

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

Chocolate ginger, 5-lb. boxes 0 31

Milk chocolate wafers, 5-lb. boxes 0 37

Coffee drops, 5-lb. boxes 0 37

Lunch bars, 5-lb. boxes 0 37

Milk chocolate, 5c bundles, 3 doz. in box, per box 1 36

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

Nut milk chocolate, 1/2's, 6-lb. boxes, lb. 0 37

Nut milk chocolate, 1/4's, 6-lb. boxes, lb. 0 37

Nut milk chocolate, 5c bars, 24 bars, per box 0 85

Almond nut bars, 4 bars, per box 0 85

HEFF'S.

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

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

Smaller quantities 0 37

JOHN P. MOTT & CO'S.

G. J. Estabrook, St. John, N.B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Mar.; 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 90

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

" No. 1 chocolate 0 30

" Navy chocolate, 1/2's 0 26

" Vanilla sticks, per gra. 1 00

" Diamond chocolate, 1/4's 0 24

" Plain choice chocolate liquors 20 30

" Sweet chocolate coatings 0 20

WALTER BAKER & CO., LTD.

Premium No. 1, chocolate, 1/4 and 1/2-lb. cakes, 34c lb.; Breakfast cocoa, 1-5, 1/4, 1/2, 1 and 5-lb. tins, 39c lb.; German's sweet chocolate, 1/4, and 1/2-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, 1/4, and 1/2-lb. cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-6 lb. cakes, 6-lb. boxes, 32c lb.; Cinquieme sweet chocolate, 1-5-lb. cakes, 6-lb. boxes, 21c lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, 1/2-lb. pkgs., 6-lb. bags, 31c lb.; Caracas tablets, 5c cartons, 40 cartons to box, \$1.25 per box.

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

BUSINESS CHANCES

Owing to the continued ill-health, proprietor has been medically advised to sell, lease or rent his centrally located wholesale grocery warehouse, in Hamilton. Red Brick, fully equipped, would dispose of same as going concern or undertake to sell off stock, if preferable.

Property can be bought at least five thousand dollars less than it can be built to-day in same location.

The building is suitable for various purposes, including wholesale grocery, warehouse, dry goods, theatre, hotel, tenement house, lecture rooms, offices, wholesale fruits, etc. Good chance for grocery travellers with or without connection.

The owner would leave Twelve or Fifteen Thousand Dollars in the property. The building has been recently built, with three stories and cement basement, elevation all that can be desired.

ONLY PEOPLE WHO MEAN BUSINESS DEALT WITH.

For further particulars address or apply to

ROBERT SIMPSON & CO.

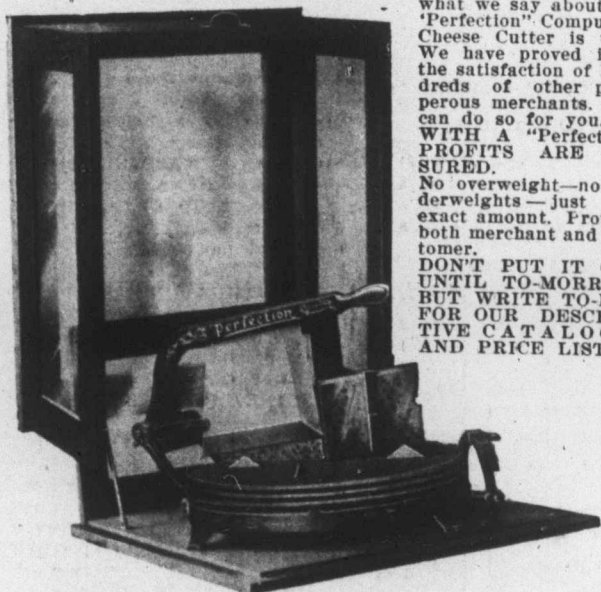
Wholesale Grocers

29-31 Charles Street

Hamilton, Ont.

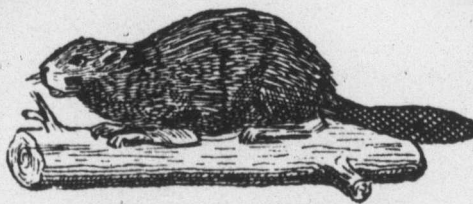
This PERFECTION Cheese Cutter will eventually PAY for ITSELF

Are You Cutting Your Cheese The Old Way?



Then let us prove that what we say about the "Perfection" Computing Cheese Cutter is true. We have proved it to the satisfaction of hundreds of other prosperous merchants. We can do so for you. WITH A "Perfection" PROFITS ARE ASSURED. No overweight—no underweights—just the exact amount. Protects both merchant and customer. DON'T PUT IT OFF UNTIL TO-MORROW. BUT WRITE TO-DAY FOR OUR DESCRIPTIVE CATALOGUE AND PRICE LIST.

AMERICAN COMPUTING CO. OF CANADA
Hamilton, Canada



"Beaver" Brand Finest Quality Valencia Raisins

are of a special fancy quality, and are sure to please the most particular of buyers. If you have not handled BEAVER—give them a trial this year.

Packed by MAHIQUES, DOMENECH & CO.
Denia, Spain

Agents:
ROSE & LAFLAMME, Limited
Montreal and Toronto



THE CANADIAN GROCER

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

East of Fort William, Ont.

Preserved—	Per Case.
Eagle Brand, ea. 4 doz.	\$6 00
Reindeer Brand, ea. 4 doz.	6 00
Silver Cow Brand, ea. 4 doz.	5 40
Gold Seal Brand, ea. 4 doz.	5 25
Mayflower Brand, ea. 4 doz.	5 25
Purity Brand, ea. 4 doz.	5 25
Challenge Brand, ea. 4 doz.	4 75
Clover Brand, ea. 4 doz.	4 75

Evaporated (Unsweetened)—

St. Charles Brand, small, ea. 4 dozen	2 00
Peerless Brand, small, ea. 4 doz.	2 00
St. Charles Brand, Family, ea. 4 doz.	3 90
Peerless Brand, Family, ea. 4 doz.	3 90
Jersey Brand, Family, ea. 4 doz.	3 90
St. Charles Brand, tall, ea. 4 doz.	4 50
Peerless Brand, tall, ea. 4 doz.	4 50
Jersey Brand, tall, ea. 4 dozen	4 50
St. Charles Brand, Hotel, ea. 2 doz.	4 25
Peerless Brand, Hotel, ea. 2 doz.	4 25
Jersey Brand, Hotel, ea. 2 doz.	4 25
St. Charles Brand, gallons, ea. 1/2 doz.	4 75
"Reindeer" Coffee & Milk, ea. 2 doz.	5 00
"Regal" Coffee and Milk, ea. 2 doz.	4 50
"Reindeer" Cocoa & Milk, ea. 2 doz.	4 80

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

1-lb. decorated tins, lb.	0 36
Mo-Ja, 1/2-lb. tins, lb.	0 32
Mo-Ja, 1-lb. tins, lb.	0 30
Mo-Ja, 2-lb. tins, lb.	0 30

Presentation (with tumblers) 28c per lb.

MINTO BROS.

MRELAGAMA BLEND.

Ground or bean—	W.S.P.	R.P.
1 and 1/2	0 25	0 30
1 and 1/2	0 32	0 40
1 and 1/2	0 37	0 50

Packed in 20's and 50lb. case. Terms—Net 30 days prepaid.

FLAVORING EXTRACTS. SHIRRIFFS

Quintessential.

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

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

Discount on application.

CRESCENT MFG. CO.

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

GELATINE.

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

CLARK'S PORK AND BEANS

IN TOMATO SAUCE.

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

LAPORTE, MARTIN, LIMITEE. Montreal Agencies.

BASIN DE VICHY WATERS.

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

VICHY LEMONADES.

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

CASTILE SOAP.

"Le Soleil," 72 p.c. Olive Oil.	
Cs. 25 1/2 lb. bars, lb.	0 03 1/2
Cs. 200 3/4 lb. pieces, cs.	4 00
Cs. 12 3 lb. bars, lb.	0 10 1/2
Cs. 50 1/2 lb. pieces, cs.	3 75
Cs. 50 1 lb. sq. pieces, cs.	4 50
Cs. 50 1 lb. long pieces, cs.	4 50
Cs. 200 300 grs. pieces, cs.	12 00
Cs. 100 300 grs. pieces, cs.	6 00
Cs. 200 200 grs. pieces, cs.	7 50

ALIMENTARY PASTES.

BLANC & FILS.

Macaroni, Vermicelli, Animals.	
Small Pastes, etc.	
Box, 25 lbs., 1 lb.	0 07 1/2
Box, 25 lbs., loose	0 07

DUFFY & CO. BRAND.

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

Motts Golden Russett—

Sparkling Cider, 12 qts.	4 50
Sparkling Cider, 24 pts.	4 75
Sparkling Cider, 36 sp.	4 90
Extra Fins, 100 1/2	16 00
Apple Vinegar, 12 qts.	2 40

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

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

MINERVA PURE OLIVE OIL.

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

CANNED HADDIES "THISTLE" BRAND.

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

INFANTS' FOOD.

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

BOAR'S HEAD LARD

COMPOUND.

N. K. FAIRBANK CO., LTD.	
Tierces	0 10 1/2
Tubs, 60 lbs.	0 10 1/2
Pails, 20 lbs.	0 10 1/2
Tins, 20 lbs.	0 10 1/2
Cases, 3 lbs., 20 to case ..	0 11 1/2
Cases, 5 lbs., 12 to case ..	0 11 1/2
Cases, 10 lbs., 6 to case ..	0 11

F.O.B. Montreal.

MARMALADE.

SHIRRIFF BRAND.

"SHREDDED."

1 lb. glass (2 ds case). \$1.90	\$1.90
2 lb. glass (1 ds case). 3.20	3.00
4 lb. tin (1 ds case)....	5.50 5.25
7 lb. tin (1/2 ds case) ..	8.00 8.25

"IMPERIAL SCOTCH."

1 lb. glass (2 ds case). \$1.60	\$1.55
2 lb. glass (1 ds case). 2.80	2.70
4 lb. tin (1 ds case) ..	4.20 4.05
7 lb. tin (1/2 ds case) ..	7.75 7.50

MUSTARD.

COLMAN'S OR KEEN'S.

	Per doz. tins
D. S. F., 1/2-lb.	1 00
D. S. F., 1/4-lb.	2 50
D. S. F., 1-lb.	5 00
F. D., 1/2-lb.	0 95
F. D., 1/4-lb.	1 45
	Per jar
Durham, 4-lb. jar	0 75
Durham, 1-lb. jar	0 25

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

Hirondelle Brand	
1 lb. pkg. Loose	
Vermicelli, Macaroni, Spaghetti, Macaroni (short cut), Animals, Stars, Alphabets, Small Paste Assorted, 30 lbs. cases.	7 6 1/2
Egg noodles, case 10 lbs. loose; case 60 pkgs., 1/2 lb. each.	7 1/2 7
Marguerite Brand.	
Same assortment as above	6 1/2 6
Egg noodles in 10 lb. cases, loose, in 60 pkgs., 1/2 lb. each.	7 6 1/2
Catelli Brand.	
Vermicelli, Macaroni, Spaghetti, 5, 10, 30 lbs. (loose)	5 1/2
30 lb. cases, 1 lb. packages	6
Terms, Net 30 days.	

D. SPINELLI CO., Registered. Globe Brand.

Vermicelli, Macaroni, Spaghetti, Macaroni (short cut), Alphabets 30 lb. case	7 6 1/2
Spinelli Brand.	
Vermicelli, Macaroni, Spaghetti, 5, 10, 30 lb. cases (loose)	5 1/2
30 lb. cases, 1 lb. pkgs. .	6
Terms—Net, 30 days.	

JELLY POWDERS.

JELL-O.

Assorted case, contains 2 doz.	1 80
Straight.	

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

JELL-O ICE CREAM POWDER

Assorted case, contains 2 doz.	2 50
Straight.	

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

SOAP AND WASHING POWDERS.

SNAP HAND CLEANER.	
3 dozen to box	3 00
6 dozen to box	7 20
30 days.	

RICHARDS PURE SOAP.

5-case lots (delivered), \$4.15 each with 20 bars of Quick Naptha as a free premium.

Richards Quick Naptha Soap. GENUINE. Packed 100 bars to case.

FELS NAPHTHA.

Prices—Ontario and Quebec:	
Less than 5 cases	\$ 5.00
Five cases or more	4 95
SAPHO MFG. CO., LTD., MONTREAL "SAPHO" INSECTICIDE.	
1-16 gall., doz.	\$ 2 00
1/4-gall., doz.	6 00
1/2-gall., doz.	10 00
1 gall., doz.	19 50
1-16 gall., gross lot	20 00



ATTENTION!

Eastern and Western Wholesale Grocers

WE ARE HEADQUARTERS IN CANADA FOR

Canned Vegetables and Fruits

Canned Salmon

California Dried Fruits and Raisins

Evaporated Apples

White Beans

Wire us your enquiries. Work with a live-wire house, who will give you lowest prices and prompt service.

THE LARGEST AND MOST AGGRESSIVE WHOLESALE
COMMISSION HOUSE IN CANADA

Nicholson & Bain Wholesale Commission Merchants and Brokers **Winnipeg**

Branches: REGINA, SASKATOON, EDMONTON, CALGARY, LETHBRIDGE

Fresh Pork Sausages

September marks the opening of the Sausage Season. Cooler weather and renewed work demand something tasty for breakfast.

Nothing can be more so or more economical than Fearman's Star Brand Fresh Pork Sausages.

Let us book you for a regular daily or weekly shipment.

F. W. FEARMAN CO.

LIMITED

HAMILTON

Established 1854

For 30 Years

Mince Meat and Wetthey's have gone hand in hand.

To-day

the two are so intermixed that it is impossible to separate them.

You need mince meat this fall, and if you want the best you will insist on

Whethey's

Ask your jobber, or write us.

J. H. Wetthey, Limited

ST. CATHARINES, CANADA

**THE FAMOUS
GEORGIAN BAY
APPLES**



BEAVER BRAND

We are again packing this well known Brand of reliable apples. We can now quote you Fall Apples in less than car lots.

WINTER APPLES

We are now in a position to quote prices on car lots or less for fall shipments. We are again putting up Beaver Brand Evaporated Apples.

Write for prices.

ELLIS BROS.

Wholesale Fruit and Produce
MEAFORD, ONT.

APPLES

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

LEMON BROS.

Owen Sound, Ontario

In an
Ontario Retail Store

it's first grade quality that sells—there is only a very limited trade for second or third grade goods.

“St Nicholas”

is the first grade of all the Lemons.

J. J. McCABE

Agent

Toronto, Ont.

Don't Overlook a
Good Quality Trade



People will deal at your store regularly, provided you can supply their wants. One of them surely is CARR'S BISCUITS, and no better or surer article could you find to cinch their business. It's the quality that is unequalled. Try a stock.

CARR & CO. CARLISLE ENGLAND

AGENTS—Wm. H. Dunn Montreal and Toronto; Hamblin & Brereton, Limited, Winnipeg, Man., and Vancouver, B.C.;
T. A. MacNab & Co., St. John's, Newfoundland.

TO THE COFFEE & TEA TRADE



Use Fancy Paper Bags

Adolph Kraut Co.

57 Warren St. New York.

Cape Cod Cranberries

Fancy Early Blacks
Good Color and Sound

Price, - \$8.00

3 bbl. lots, \$7.75

10 bbl. lots, \$7.50

The lowest price they will be this season.

Oysters and Haddies.

WHITE & CO., LIMITED
TORONTO

GRAPES

The crop this year will be away short, but the quality is exceptionally fine. We are in a position to quote you very close prices on any quantity you desire, shipped direct from the vineyards. Ask us for quotations.

CARLOAD LOTS A SPECIALTY

The House of Quality.

HUGH WALKER & SON

Established 1861

GUELPH and NORTH BAY

COOK'S FRIEND BAKING POWDER

on the market for over 50 years.
Only best quality ingredients
used—contains no alum.

If you want your customers to
come back and send their friends,
give Cook's Friend all the prom-
inence you can.

Ask Your Wholesaler

W.D. McLaren, Ltd., Montreal



Finest Quality Smoked and Cooked Hams

This is the day of cooked meats, for nearly every class of the buying public appreciates the convenience. Our Smoked and Cooked Hams have no equal. Only the finest quality pork is used and the greatest care is taken in the curing.

TRY OUR OLD CANADIAN CHEESE

We absolutely guarantee our products to be the finest made.

We solicit your Cold Storage Consignments. For convenience, send for our Post Card Order Book.

The St. Thomas Packing Co. LIMITED

ST. THOMAS, ONT.

Pork Packers and Provision Merchants. Dealers in Butter,
Eggs and Cheese.

Wholesale Branches at Windsor and London, Ont.

WRITE US FOR QUOTATIONS



EVERY POUND OF
ANCHOR BRAND FLOUR

has character in every ounce

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

The most searching analysis and tests make uniformity certain.

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

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

Standard Prices—Worth More.

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

Leitch Brothers' Flour Mills, Ltd.

Oak Lake,, Manitoba



is the ideal chocolate for cooking and drinking purposes. Is especially suitable for icing cakes, making fudge, etc. Your customers want and should be given only the best—MOTT'S

JOHN P. MOTT & CO.

MANUFACTURERS

HALIFAX, NOVA SCOTIA

Help your customers make their work easier by selling

**"Young - Tom"
Washing
Powder
and
Soaps**

and they will help you increase your sales and profits by coming back for further supplies.

They are constantly in demand. The profit is good.

"YOUNG-TOM" WASHING POWDER for washing clothes, floors, dishes, windows, etc., performs a maximum of service with minimum labor. It does not injure the hands.

"PURITY" LAUNDRY SOAP, a cake soap for those who prefer soap in the lump form. Gives splendid satisfaction.

UNCLE TOM TAR SOAP. A perfect shampoo soap and a boon to roughened complexions and hands. Fragrant and soothing. A most pleasing adjunct to the bath.

GLYCERINE PUMICE, a soap which thoroughly cleanses the hands without injury to the skin.

PURE OLIVE OIL SOAP. The purest soap made. A splendid cleanser and a toilet delight for particular people. Wash the Baby with Pure Olive Oil Soap.

We also make Liquid Olive Oil Soap, Liquid Olive Oil Shampoo, and Liquid Tar Shampoo.

GET OUR PRICES.

**Young-Thomas
Soap Co., Ltd.**

Regina, Sask.

We have them

*Giant
Prince
Globe
Beaver*

Fruit Jar Rings

Quality Guaranteed

Walter Woods & Co.
HAMILTON and WINNIPEG

Certainly You Need a Refrigerator

No grocery store can afford to be without a refrigerator—the spoilage of one year would, in many cases, more than pay the cost of a refrigerator.

EUREKA

REFRIGERATORS

are backed with over twenty-seven years of manufacturing experience, which serves to make this line the standard on the Canadian market.

The Eureka contains no zinc or galvanized iron to rust and corrode. It is the sanitary dry cold circulating air way that makes perfect refrigeration possible with minimum ice expense.



Catalog and prices sent on request.

Eureka Refrigerator Co., Limited
54 Noble Street TORONTO

Montreal Representative
JAMES RUTLEDGE, Tel. St. Louis 3076

Distributing Agents, **Walter Woods & Co., Winnipeg**

Agents at Fort William, Hamilton, Calgary, Moose Jaw, Saskatoon

A LABOR SAVING HOIST and HANGER

Bananas Ripened Better—Profits Increased—All Lifting Wonderfully Simplified

Here's a labor-saver that fruit men and grocers have wanted for years—a hoist that can be used equally well for a hanger! If you want to ease up on your back, save your boys, and make more on bananas, use



Banana Hoist



Hook on, pull up bunch (or anything else) and—let go! Pull-rope is grabbed in viselike grip by patented lock. Load is held in any position. Outward pull—down the load comes easy. Only one rope to bother with—the simplest hoisting and hanging method known.

Helps move the goods! In cold weather your boy can swing a bunch of bananas high up to the ceiling—where it's warm—where the fruit will ripen quicker, better—where it will be out of the way.

Satisfaction or Money Back

Nearly a quarter of a million Hall Self-Locking Safety Hoists are in use among farmers and others.

Try out one of these great labor saving hoists which we have now modified for fruit men. Cost quickly earned in time and money SAVED!

Roped and ready for use, 50c. If your hardware man can't supply you, remit price to us. Back comes Hoist prepaid. If you don't like it return it and we'll refund your money.

Heavier the Load, the Tighter the Grip.

Hall Manufacturing Company

Monticello, Iowa

Those Who Know Cane's Washboards Always Specify Them

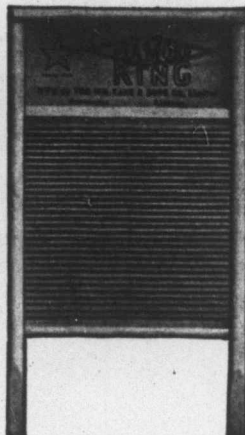
Because They are Right in Price and Give the Best Service

Cane's Washboards stand in a class by themselves for neat construction, quality and durability, and pay an attractive profit.

Among the 13 different styles and grades you will have one to meet every demand.

If you haven't our catalog on "Cane's" Wash-day woodenware, we will be pleased to send you one.

WM. CANE & SONS CO.
LIMITED
NEWMARKET, ONT.



Goes To The Very Bottom And Removes The Dirt

without in any way injuring the daintiest fabric either by discoloring or deteriorating the fabric.

WONDERFUL SOAP has that loosening quality which is so desirable in washing soaps and which is a strong point of talk when introducing this soap.

Think this over and send for a sample lot. It will pay you.

The Guelph Soap Co.

Guelph,

Ontario

BISCUITS

from the Old Country

Some of the most popular Biscuits in Britain are made by

McVitie & Price, Limited

Biscuit Manufacturers
EDINBURGH and LONDON

The thousands of new-comers to Canada will welcome the sight of their old favorite varieties in your shop.

AGENTS:

Manitoba and Saskatchewan
RICHARDS & BROWN, James Street, WINNIPEG
Alberta
CAMPBELL, WILSON & HORNE, Limited,
CALGARY, EDMONTON AND LETHBRIDGE
British Columbia and Yukon
KELLY, DOUGLAS & CO., Ltd., Water St., VANCOUVER



EPPS COCOA

"THE BEST EVER SINCE 1839"

EPPS COCOA IS MADE FROM THE FINEST SELECTED COCOA BEANS AND BY OUR SPECIAL PROCESS THE HIGHLY NUTRITIOUS BUTTER OR OIL CONTAINED IN THE NATURAL COCOA IS MADE SOLUBLE AND EASY FOR DIGESTION.

We have just received a supply of most attractive advertising matter and samples.

Write to-day—for YOUR share.

SAMPLES AND SPECIAL ADVERTISING FREE
JAMES EPPS & CO., Limited, LONDON, ENG.
25 East Front Street Toronto

The Knowing Dealer

recommends, pushes and backs up "Purity Salt." Both "Purity" (free running) package salt and "Purity" salt in cotton bags. The reputation and superior quality of these lines make them easy to sell.



THE
WESTERN
SALT CO.
LTD.

COURTRIGHT,
ONTARIO

QUALITY backed up with extensive advertising make them profitable to handle,

ROSE QUESNEL

A Pure Canadian Smoking Tobacco

specially selected and perfect in every respect. Delightfully cool and sweet in its natural fragraney.

and

KING GEORGE

NAVY PLUG—A Chewing Tobacco

surpassing all others in quality and flavor. Deliciously sweet and non-irritating.

Rock City Tobacco Co., Limited
Quebec

BUSINESS MEN.

By Paul Jones.

The man who has the ability to select good men is bound to succeed, as it is his foresight in getting together a certain class of men of character and brains that enables him to build up a successful business.

One man of business capacity can accomplish much, but his sphere is limited. To do a large and profitable business he must have an assembly of men of force and intelligence, for departmental managers worthy of the name, whose duty it is to make such departments a success. He must have confidence in them and give them free rein to accomplish their ends, as no department managers of ideas can do justice to the house or themselves if they are handicapped by intrusion from their employers. If they are not competent to handle the situation in an intelligent and careful way, it is the privilege and duty of the employers to replace them with men of capacity, but not to treat them with other than respect while holding an important position.

To get such men it is quite necessary to pay them according to the position and their ability. Be big and broad enough to recognize any successful improvement which they may make, and assist them with encouragement, so they may have respect for the house and for you.

Men of character are usually sensitive and fair; treat them like men, not as servants. Broad-gauged business men are always open for suggestions, whether it comes from the man of ideas or the humblest in their employ. No man is so great that he cannot learn something daily from circumstances and the world at large.

If you are a success, train your men according to your ideas. If only fairly successful, do not think you are humbling yourself by being open to suggestions. Success is an assembling of little things, the concentration of thoughts, no matter from whence it comes.

Business passes through a transition period nearly every ten years, and in order to keep abreast with the times one must watch carefully and well such conditions and, when necessary, change his methods to conform to the times, or he, too, like many others, will be relegated to the past.

**OYSTER WEEK IS
OCTOBER 20 TO 25**

**But Don't Wait Until Then to
Push Oysters**

There is money in oysters every day and **YOU** should push them from now until the end of the season.

**The Oyster Growers and Dealers
Association of North America**

Will help by furnishing you with free circulars for distribution among your customers, telling them why **THEY SHOULD EAT OYSTERS**. It will also give you **FREE** beautiful posters to display in your store and with striking **OYSTER WEEK BUTTONS** to be worn by you and your clerks during **OYSTER WEEK**.

Write at once for these to

FRANK W. LAWSON,
Manager Oyster Week Campaign,
Navarre Bldg., St. Louis.

*DON'T NEGLECT THIS OPPORTUNITY TO
INCREASE YOUR OYSTER SALES.*

TWO CENTS PER WORD

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

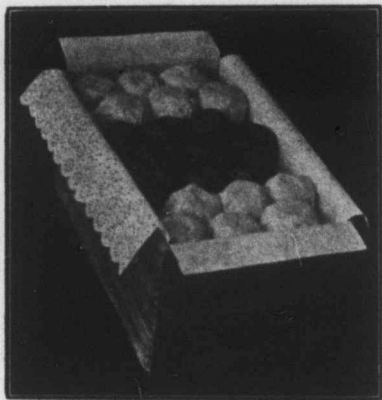
**CHOICE ONTARIO
APPLES**

In car lots, packed in barrels or boxes, straight or assorted varieties. Guaranteed full Government standard. Fruit all grown in our own orchards and packed in our own packing house at Waterdown, Ontario.

WRITE FOR PRICES

We also want a good connection in every town or city to take orders for Xmas box apples, delivered to any address in Great Britain or Ireland. Liberal commission. Choice evaporated apples always on hand from our own evaporators.

**THE WENTWORTH
ORCHARD CO., LIMITED**
Dundas, Ontario



BUY
"Redona" and "Matador"
SHELLED
ALMONDS

The most popular amongst the Grocery and Confectionery Trades

COSMELLI & COMPANY

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

The Hall-Mark of Sardine Superiority



By Special Royal Permission

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

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

You can't afford to take chances — stock "King Oscar" Sardines and you are sure of the finest, uniform sardines carefully packed in pure olive oil. Get them from your wholesaler.

INSIST ON "KING OSCAR" BRAND.

CANADIAN AGENTS

J. W. BICKLE & GREENING

(J. A. Henderson)

HAMILTON, CANADA



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 doz. in case \$3.60
Princess Condensed Milk, 4 doz. in case \$4.50
Banner Condensed Milk, 4 doz. in case \$5.25

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

J. MALCOM & SON
St. George, Ontario

MASON'S 'O.K.' SAUCE

THE ORIGINAL



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

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



THE MARK OF QUALITY

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

10cts.

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

Represented by:—

The Lind Brokerage Co., 49 Wellington St. E., Toronto.
G. H. Gillespie, 437 Richmond Street, London, Ont.
J. T. McBride, 62 Canadian Life Chambers, Montreal.
Nelson Shakespeare Watkins, Limited, 860-864 Cambie Street, Vancouver.
David Brown, 328 Smith St., Winnipeg, Man.
W. C. Mullins & Co., 25 King St., St. John, N.B.
Fenwick Hendry & Co., Wholesale Distributors, Kingston and District.



THE MCGREGOR PAPER BAG HOLDER.

HOLDS EVERY SIZE BAG FROM 1/4 TO 10 LBS.

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

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

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

Pacific Coast Halibut and Salmon

FRESH AND FROZEN

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

The Canadian Fishing Company, Limited

VANCOUVER, BRITISH COLUMBIA

Write for prices and information.

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

Quality and Service Unsurpassed

Rowat's Pickles are Unexcelled

Years of experience have combined in the development of brands which to-day challenge the admiration and quicken the taste of people the world over. Coupled with this, reliable business methods and prompt deliveries have served to satisfy our customers who girdle the globe.

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.



BRUNSWICK BRAND

WILL WIN FOR YOU a larger and more profitable fish trade. The high quality of "BRUNSWICK BRAND" SEA FOODS has produced a large trade, which, combined with conscientious business methods, is constantly increasing. When the dealer sells Connors Bros.' Brands he is selling goods that have proven winners with the general public.

Located close to the fishing grounds, we get the pick of the fishermen's catches — the plant is modern and strictly sanitary, and is operated under the most ideal conditions. "BRUNSWICK BRAND" SEA FOODS come perfect to the consumer.

Our Chief Sellers:

1/4 Oil Sardines	Kipperd Herring
3/4 Mustard Sardines	Herring in Tomato Sauce
Finnan Haddies	Clams
(oval and round tins)	Scallops

CONNOR BROS., LIMITED

Black's Harbor, N.B.

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



PROFITABLE SELLERS

Bright Ideas of Men In Harness

¶ Weeks before the Annual Fall Campaign Number of Canadian Grocer appears, the editorial department is out on the hunt for Ideas.

¶ These Ideas come from men in harness. They are the result of the thoughts and experiments of you grocers in the trade. That is why you look forward to the Annual Fall Number every year.

¶ It contains some of the best plans, methods, and ideas available in your line of business.

¶ As your most important consideration is your business, you could very well allot considerable of your time to the reading of this big Fall Campaign Number.

¶ This year the issue promises to more than live up to those that have gone before. It will contain some of the brightest ideas of men in the trade; some of the most modern methods for the stimulation of business; and some of the most attractive stores and window displays obtainable.

¶ For the man who says he hasn't time to read, we would say, "You cannot spend your time more profitably."

¶ The Fall Campaign Number of October 10 will be a worth while issue to every retailer. See that it comes your way.

Canadian Grocer

"The paper grocers read"

143 University Avenue, TORONTO



Sell the Genuine "Old Country" Quality Fruit Products--Cairns'

The fresh, natural taste of the ripe, luscious fruit, as in the Cairns products, delights the most fastidious tastes, including that of Royalty.

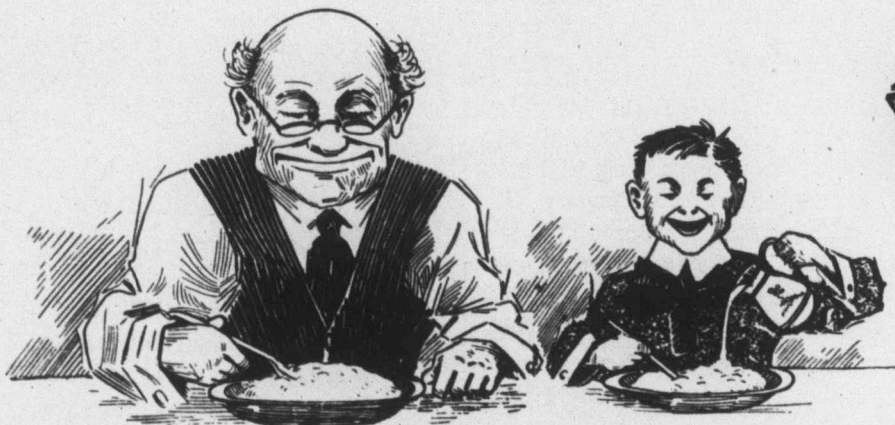
Dealers of quality goods find Cairns' Jams, Jellies and Marmalades most excellent sellers. Order your Fall supply now.

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



Alexander Cairns & Sons
PAISLEY SCOTLAND

Canadian Agents:
SNOWDON & EBBITT, Montreal, Quebec



Those that choose the finer things of life want Canuck Rolled Oats

These carefully selected rolled oats are the choice of the most fastidious. In fact people of every class, young and old alike, appreciate the wholesome deliciousness of **Canuck Rolled Oats**. A big demand is inevitable. Get a supply at once.

Order from your wholesaler or direct.

Put up in two sizes:

Premium or 25c. size, 12 packages to the case.

Regular or 10c. size, in cases of 36 packages; or half cases of 18 packages.

The Chisholm Milling Company, Limited
Toronto

CLASSIFIED ADVERTISING

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

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

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

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

WANTED

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

MISCELLANEOUS

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

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

MODERN 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.

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

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

COUNTER CHECK BOOKS—WRITE US to-day for samples. We are manufacturers of the famous Surety Non-Smut duplicating and triplicating counter check books, and single carbon pads in all varieties. Dominion Register Co., Ltd., Toronto.

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

THE "KALAMAZOO" LOOSE LEAF BINDER is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

FIRE INSURANCE, INSURE IN THE HARTFORD. Agencies everywhere in Canada. **THE NATIONAL CASH REGISTER COMPANY** guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge St., Toronto.

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt and which we will sell at \$10.00, \$15.00 and \$20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. W., Toronto, Canada.

COUNTER CHECK BOOKS—ESPECIALLY made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our holder, with patent carbon attachment, has no equal on the market. Supplies for binders and monthly account systems. Business Systems, Limited, Manufacturing Stationers, Toronto.

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott-Fisher, Ltd., Room 134, Stair Building, Toronto.

EGRY BUSINESS SYSTEMS ARE DEvised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egrý Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258 1/2 Portage Ave., Winnipeg; 308 Richards St., Vancouver.

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.

ACCURATE COST KEEPING IS EASY IF you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to a decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employees' time register and cost keeper. Whether you employ a few or hundreds of hands we can supply you with a machine suited to your requirements. Write for catalogue. International Time Recording Company of Canada, Limited. Office and factory, 29 Alice street, Toronto.

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. **WAREHOUSE AND FACTORY HEATING** systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

Experienced Salesman,

having connection in Manitoba and Saskatchewan, seeks to represent house of good repute. Address Energy, c/o Canadian Grocer, 34 Royal Bank, Winnipeg.

One of the most successful retailers of late years says: "When a firm advertises in trade papers it is getting into good company. As I pick up one of a dozen of these periodicals here in my office, and glance through it, I find that the best people, the successful firms, are represented in such a way as to reflect their importance in the trade."

WHEN A CUSTOMER

inquires for a flavor, suggest

MAPLEINE

It's pure and good—when once tried it is always used.

Order of Your Jobber, or Frederick E. Robson & Co., 25 Front St. E., Toronto, Ontario. Mason & Hickey, 287 Stanley St., Winnipeg, Man.

The Crescent Mfg. Co.
SEATTLE. - WASH.



Coffee, Its History, Classification and Description

By Joseph M. Walsh

This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include.

- Cultivation and Preparation.
- Commercial Classification and Description.
- Adulteration and Detection.
- Art of Blending, Preparing, etc.

This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you postpaid on receipt of

\$2.00

IT WILL PAY YOU TO SEND AT ONCE.

MacLean Publishing Co.

Technical Book Department

143-149 University Avenue, Toronto

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

Grocery Advertising

By Wm. Borsodi

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

PRICE \$2.00

ALL ORDERS PAYABLE IN ADVANCE.

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

Buyers' Guide

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** The profits please the
dealer. The quality
pleases the customers.
We want more
agents. Write.
Augustin Comte & Co., Limited
P.O. Box 2963, MONTREAL

GRATTAN & CO., LIMITED
ESTD. 1825
The Original Makers of
BELFAST GINGER ALE
Agents in Western Canada
EMERSON, BAMFORD CO.
842 Cambie Street VANCOUVER, B.C.

SUCHARD'S COCOA
The Highest Quality
Most Reasonably Priced
"Quality" Cocoa.
On Sale Anywhere.
FRANK L. BENEDICT & CO.
Agents Montreal

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

D. & J. McCALLUM
PERFECTION
SCOTCH WHISKEY
is known throughout the Canadian trade as the
finest flavored Scotch on the market. It hasn't that
smoky flavor of most Scotch Whiskies. It repre-
sents customer satisfaction and good profits.
Wm. E. McIntyre, Limited
23 Water Street, St. John, N.B.
GENERAL AGENT

A Few Dollars More a Week

makes a big difference in your
yearly income.

Have you ever thought how
you might add to your weekly
salary without interfering with
your regular work?

Will you let us solve this
problem for you?

So far this year, we have
shown seventy-five enterprising
and ambitious clerks how to
make \$5.00 a week more during
their spare hours. They will each
make this additional salary
every week this year, and longer
should they wish.

If you would like us to show
you, write to-day.

This is genuine.

THE MACLEAN PUB. CO.
143-9 University Ave., Toronto

Allison Coupon Books Minimize the Risk of Loss on Credit Accounts

—and bring in
the money
QUICKER—two
mighty good
arguments. In-
stalling the All-
ison Coupon Book
System in a
store that has
credit customers
gives the same
result as adding
more capital to
the business—
and Allison
Coupon Books
cost almost nothing.



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 an-
other book, as you deem wise. No pass
books, no charging, no disputes, no
errors, no time wasted.

For Sale Everywhere by Jobbers.

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

When writing advertisers kindly mention
this paper.

HOLLAND RUSK

The common verdict of your customers after they have
tried it: "There's only one thing just as good—More."
Order a case from your jobber to-day.

HOLLAND RUSK COMPANY
HOLLAND, MICH.



BLACK JACK

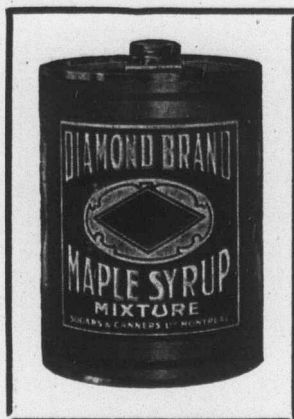
**QUICK
CLEAN
HANDY**

**½-lb. tins—
3 doz. in case**



TRY IT

**SOLD BY
ALL
JOBBERS**

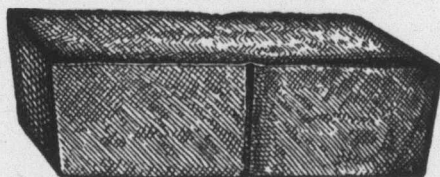


In Every Corner
of the Dominion
you will find

Diamond Brand Maple Syrup

The purest quality sap shipped by a select list of farmers, and the knowledge gained from years of experience by our employees, unite in the production of **Diamond Brand**.

**Syrup Sales Should Be Big Now.
Get Your Supply To-day.**



Twin Block Maple Sugar

Note from illustration—

the generous sized block
the general uniformity
the central dividing line which ensures
an "even break."

Retails at Ten Cents.

**Handsome Lithographed Showcards
In Each Case**



**Sugars & Cannery
Limited, Montreal**



No chance for impurity in

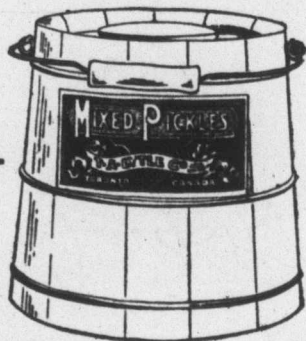


No chance of a fine, no chance of loss of customers, sales or profits.

But if you sell Hugman's Pure English Pickling Spices you have a *big* chance for more business, more profits and satisfied customers.

They are the very best procurable.

A.W. Hugman, Limited
Montreal



Sweet Mixed Pickles

in bottles or in bulk.

The exquisite flavor of "Sterling Brand" Sweet, Mixed and Sour Pickles stands unrivalled; the purity of ingredients stand unchallenged.

Stock and push this excellent stock. It holds the family trade and the profit is good.

The T. A. LYTTLE CO., LIMITED
STERLING ROAD, TORONTO

The largest Pickle Factory in Canada.

(Hirondelle) Macaroni Vermicelli Swallow Brand

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

SWALLOW BRAND
THE HEIGHT OF PERFECTION

C. H. Catelli Company, Limited
MONTREAL, CANADA

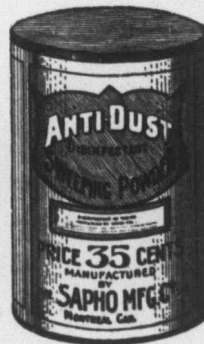
Mr. C. C. Mann, 517 Board of Trade Bldg.
Toronto, Can., Agent for Province of Ontario

Raise your profits by keeping down the dust

Sell your customers the leading sweeping compound, that disinfects, lays dust and does a host of other things that make sanitation possible in the home as well as in the store.

ANTI-DUST

DOES THE WORK



Try it in your store and see how nicely it works, then tell your customers about it.

For Attractiveness of Tin and Quality of Powder You Can't Beat ANTI-DUST.

Sapho Mfg. Co., Limited
MONTREAL



A Tale of Two Shipments

Mr. Brown, a live Western Canada grocer, had long since become disgusted with the way his shipments were received, and was at a loss to know what the solution would be, when one morning it came in the form of

Thompson & Norris Corrugated Boxes

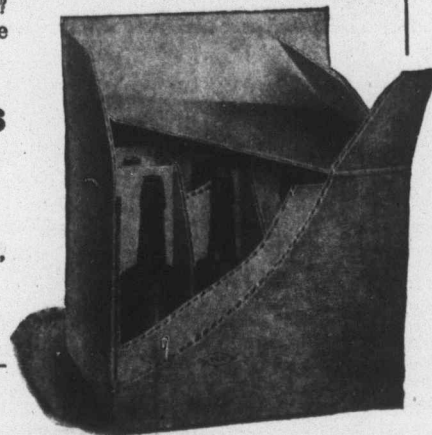
On this morning, two shipments arrived, one in wooden boxes, split as usual and some of the contents leaking out, the other, bottled goods, in T. & N. Corrugated boxes sound as a dollar—no loss—no ill temper, and less freight charges. "That settles it," says Brown, "proper shipment or no order for the next traveler who calls."

Which is happening to your shipments? Write for our catalogue and let us prove our proposition to your satisfaction.

The Thompson & Norris Co. of Canada.

NIAGARA FALLS, CANADA

Brooklyn, N.Y.; Boston, Mass.; Brookville, Ind.; London, Eng.; Julich, Germany



A SLIGHT DIFFERENCE

in price on a cheap article like

SAL SODA

should not count when quality is considered

BRUNNER, MOND & CO.'S

ENGLISH SAL SODA

is the PUREST, contains LEAST MOISTURE and therefore GOES FURTHEST of any Washing Soda Sold.

WINN & HOLLAND, LIMITED

SOLE AGENTS
MONTREAL



Litster Goods

are made good enough to guarantee. They recommend themselves and sell themselves wherever introduced. Is the best any too good for your trade?

Litster Pure Food Co., Limited

TORONTO

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For Immediate Delivery

The superior quality of the goods offered here make it urgent for you to let us have your requirements right away. We offer for immediate delivery:

1840 cs. "SOLEIL" Petits Pois
425 cs. "FRS. PETIT & CIE." Petits Pois.

"SOLEIL" Brand (Illustrated Tins)

20 cs. Sur Extra Fins, 40 flacons. \$10.00
100 cs. Sur Extra Fins, 100 1/2 kilo 15.50
60 cs. Extra Fins, 50 1 kilo 14.50
160 cs. Extra Fins, 100 1/2 kilo.. 15.00
60 cs. Tres Fins, 100 1/2 kilo .. 13.50
450 cs. Fins, 100 1/2 kilo 11.50
350 cs. Mi-Fins, 100 1/2 kilo.... 11.00
300 cs. Moyens No. 1, 100 1/2 kilo 10.00
100 cs. Moyens No. 2, 100 1/2 kilo 9.50
250 cs. Moyens No. 3, 100 1/2 kilo 9.00

"SOLEIL" Petits Pois are of the very best quality and specially packed for High-Class Trade.

"FRS. PETIT & CIE." Brand Petits Pois.

125 cs. Fins, 100 1/2 kilo \$10.00
250 cs. Moyens, 100 1/2 kilo..... 7.00

LE SOLEIL VEGETABLES.

More quality in attractive tins. The Soleil tin is more than bright in appearance and gives a decidedly bright effect in the window.

Flageolets, Spinach, Artichokes, Haricots, Macedoines, Asparagus, Brussels Sprouts, etc.

"SOLEIL" Soups.

Chervil, Oseil, Julienne, Nouvelle ou Printaniere, Tomatoes.

Write, 'Phone or Wire.

Laporte, Martin, Limitee
568 St. Paul St., - Montreal
Telephone Main 3766

Giving Service

Successful merchandising to-day means full service to your customers. The stores that have made the most outstanding successes in the last 10 years are those that have gone out of their way to give prompt and efficient service.

"The news of the trade while it is news," has been the watchword of Canadian Grocer's weekly service to its friends the grocers of Canada.

The result is such letters as below being received every day:—

The Canadian Grocer,
Toronto, Ont.

Gentlemen:—

We have much pleasure enclosing our annual subscription to the Grocer. We find it a very useful and welcome store assistant, as it brings us lots of useful and valuable information.

Wishing you every success, we are
Yours truly,

McDERMOTT & McCARTHY.
Prescott, Ont.

Canadian Grocer,

Gentlemen:—

Please find enclosed two dollars for renewal of my subscription to your paper, The Canadian Grocer.

I consider the money for your paper to be a good investment for any person engaged in the grocery business.

With best wishes for its success I remain,

Yours, etc.,

A. F. ALBRIGHT,
Kleinburg, Ont.

Canadian Grocer

Toronto, Ont.

Dear Sirs:—

Enclosed please find post office money order for two dollars, the amount of subscription to your valuable paper, which it is almost impossible to get along without, out here.

Yours truly,

D. J. MACLEOD,
608 1st St.

Edmonton, Alta.

Mr. A. Mercer, Acton Bros. Douglas Street, Victoria, B.C., writes re the Canadian Grocer, as follows: "The Grocer is well read here in Victoria, most of the clerks take it, and every one votes it 'the best yet.'"

Feb. 14, 1913.

MacLean Pub. Co.

Toronto, Ont.

Dear Sirs:—

I enclose cheque for two dollars as amount due on my Canadian Grocer.

We certainly have found it well worth the money. Sorry I did not take it years ago.

Yours truly,

GORRIE & CO.
Haliburton

Box 51.

Glace Bay, N. S.

Dear Sirs:—

MacLean Pub. Co.,

Toronto, Ont.

Dear Sirs:—

Please find \$2.00 cheque to pay for Canadian Grocer for another

year, I have enjoyed it very much and it has given me quite a few ideas. I wish it success and remain,

Yours very truly,

J. M. HOLMES,

Through the rush of business I neglected to send cheque for renewal of subscription to The Canadian Grocer. I appreciate the paper very much, and rush through all its valuable information each week. Kindly find enclosed cheque, also note my address.

Yours respectfully,

A. V. BROWNE,
241 James St. North.

Hamilton.

MacLean Pub. Co.,

Toronto, Ont.

Dear Sirs:—

Please find enclosed post office order for Canadian Grocer.

We would be lost without the Grocer now.

The brainy suggestions we have received through same have made for us.

Yours truly,

COCKELL BROS.
Whitney Pier, Sydney, C. B.

MacLean Pub. Co.,

Toronto, Ont.

Gentlemen:—

Enclosed please find two dollars for subscription to Canadian Grocer. Would not like to be without it, as I find it a great help in the business.

Yours truly,

R. J. HEWSON,
Main and Pearl Sts.
Hamilton, Ont.

Gentlemen:—

Enclosed please find money order for \$2.00 in payment of subscription to The Canadian Grocer.

I find your paper very useful and valuable.

H. D. BOULARD,

Grocery Department,

Dupuis Freres, Ltd.,

St. Catherines St. E

Montreal.

MacLean Pub. Co.,

Toronto, Ont.

Dear Sirs:—

Kindly cancel my subscription to The Canadian Grocer at the expiration of my subscription as I have sold out after thirty-one years in the same town.

During the most of this time I have read your valued paper with a good deal of interest and profit.

Yours truly,

JAMES WHITEHEAD,
Walkerton, Ont.

The MacLean Publishing Co., Ltd.,
143 University Ave.,
Toronto, Ont.

Gentlemen:—

Enclosed please find \$2.00 for subscription to The Canadian Grocer for the year 1913. I am sorry to have delayed in sending this, but it has been overlooked.

I find it a very valuable paper, and should not like to be without it while in business.

Yours truly,

M. L. NIEDERSTADT.

12th Ave. and Halifax St.

Regina, Sask.

MacLean Pub. Co.,

Toronto, Ont.

Gentlemen:—

Please find enclosed cheque for \$2.00 for the subscription to The Canadian Grocer and I wish to say that I am well pleased with your paper. That is one thing I always take time to do is to read the Grocer from cover to cover. I get some good ideas from it each week.

Yours truly,

S. M. BARABE,
West Fort William, Ont.

Canadian Grocer,

Toronto, Ont.

Dear Sirs:—

Enclosed please find cheque, value \$2.00, to cover one year's subscription to your valuable paper. Which I could not do without. I think it is one of the most valuable assets in my store.

Trusting that you will have the greatest success throughout this year.

Yours very truly,

OSCAR SIGSWORTH,
557 Pape Ave.

Toronto.

The Editor, Canadian Grocer,

Toronto, Ont.

Dear Sirs:—

Enclosed please find cheque for \$4.15, my subscription to April, 1914, and exchange.

I may add that I consider The Canadian Grocer a thorough good paper full of valuable hints and practical suggestions, and in my opinion one that every retail merchant should take and read.

Wishing you every success, I am,

Yours truly,

F. BURGESS,
Laurier & Nicholas.

Ottawa.

Canadian Grocer gives its advertisers a full service; carries their message every week without fail to the trade who need and appreciate a news service while it is still news.

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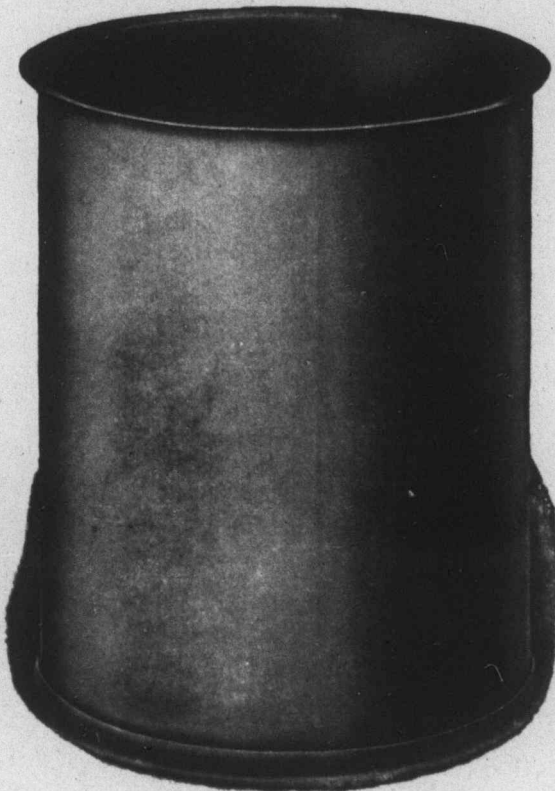
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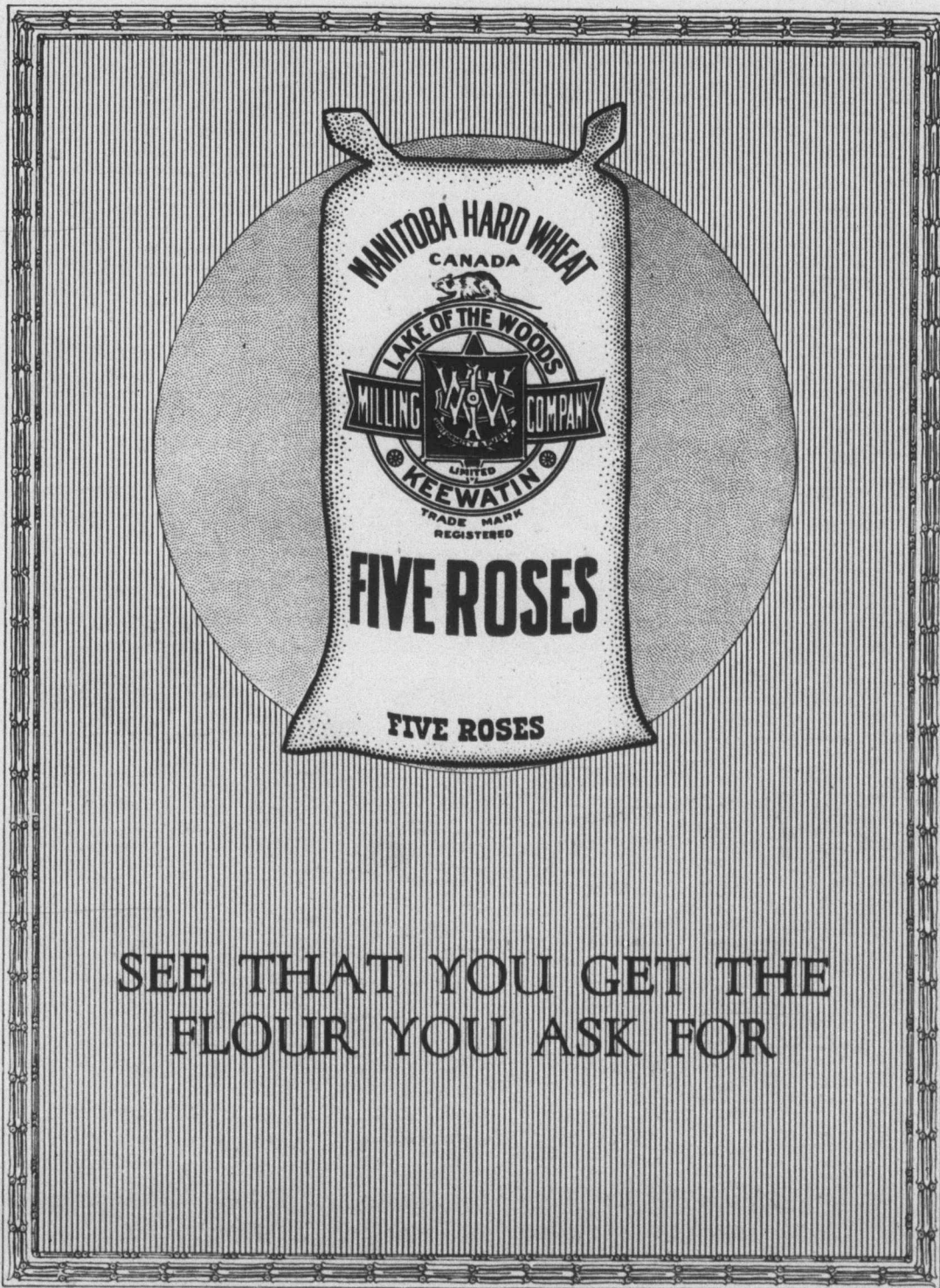
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