

**PAGES
MISSING**

CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision,
Canned Goods and Foodstuffs Trades of Canada.

Montreal: 791-792 Eastern Townships Bank Bldg.
London, Eng.: 28 Fleet St., E.C.

Toronto: 142-149 University Ave.
New York: Rooms 1109-1111, 146 Broadway.

Winnipeg: 211 Union Bank Building

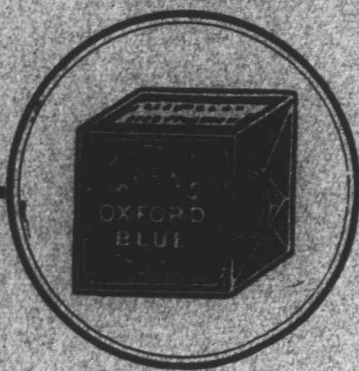
VOL. XXIV.

PUBLICATION OFFICE: TORONTO, SEPTEMBER 2, 1910

NO 35.

OXFORD

Keen's



Blue

At home and abroad
enjoys a unique rep-
utation for purity

It is the most perfect
and satisfactory Blue
made

It's money to you, Mr. Grocer, to make it your leading laundry blue

FRANK MAGOR & CO., 403 St. Paul Street, **MONTREAL**

Agents for the Dominion of Canada

The Leading
Laundry
and
Cooking
Starches
in
Canada
are

Benson's "Prepared" Corn

— AND —

Edwardsburg "Silver Gloss" Starch

They are purity personified, and are in demand by
up-to-date housewives throughout the Dominion. See
to your stocks. For sale by every jobber.

Edwardsburg Starch Co., Limited

ESTABLISHED 1858.

53 Front Street East, Toronto, Ont.

164 St. James Street, Montreal

Works: Cardinal, Ont.

You
Can Sell
These With
Satisfaction
and Profit

SURPRISE SOAP



A SURE, STEADY PROFIT IS
WAITING FOR THE GROCER
WHO PUSHES THE SALE OF
"SURPRISE"—BE ONE OF THEM

The St. Croix Soap Mfg. Co.

Factory at St. Stephen, N.B.

Branches: Montreal, Toronto, Winnipeg, Vancouver, West Indies

THE CANADIAN GROCER

COCO FRUITINE:

An absolutely pure extract of Coconut. Can be used with great advantage in every species of cooking and pastry.

Pure, - Nourishing, - Economical, - Palatable

Superior to Lard—Equal to Butter.

ADDED TO THIS, IT IS MOST AGREEABLE TO THE TASTE.

A PURE VEGETABLE BUTTER

TRADE



MARK

COCO FRUITINE

The QUALITY of COCO FRUITINE is quite remarkable.

First—It is superior to Butter, Oil or Lard, owing to its extremely delicate taste and flavor.

Second—It is peculiarly nourishing, being superior to any other similar product.

Third—It is extremely easily digested and assimilated by the most sensitive stomachs.

Fourth—Owing to its great richness and purity, it is more economical.

Packed in ½ kilo. tins, 1 kilo. tins, 5 kilo. tins, 25 kilo. tins. SEND FOR FREE SAMPLE.

ARTHUR P. TIPPET & CO.,

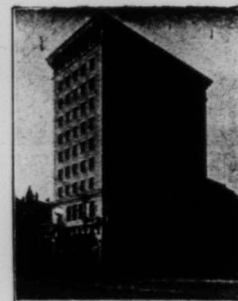
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Sole Agents for Canada



Montreal Office

Manufacturers' Agents and Brokers' Directory



Winnipeg Office

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

<p>R. B. Colwell BROKER HALIFAX, N.S. REPRESENTING LEADING MANUFACTURERS, SUCH AS E. D. Smith Lowneys Toblers</p>	<p>W. S. CLAWSON & CO. Manufacturers' Agents and Grocery Brokers. Warehousemen ST. JOHN, N.B. Open for a few more first-class lines.</p>	<p>W. G. PATRICK & CO. Manufacturers' Agents and Importers 77 York Street, Toronto</p>
<p>J. W. GORHAM & CO. JERUSALEM WAREHOUSE, HALIFAX, N.S. Manufacturers' Agents and Grocery Brokers WAREHOUSEMEN can give close attention to few more first-class agencies. Highest references.</p>	<p>Get our Prices for IMPORT Raisins and Currants</p>	<p>MacLaren Imperial Cheese Co. Limited AGENCY DEPARTMENT Agents for Grocers' Specialties and Wholesale Grocery Brokers TORONTO, Ont. DETROIT, Mich.</p>
<p>FOR SALE Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order. J. T. ADAMSON & CO. Customs Brokers and Warehousemen 27 St. Sacramento Street, Montreal TEL. MAIN 778 BOND 28</p>		<p>RAW SUGAR ON SPOT Barbadoes, Muscovado, Jamaica Light and Dark Crystals Lind Brokerage Company 73 Front St. E., Toronto</p>
<p>ROBERT ALLAN & CO. MONTREAL General Commission Merchants Representing Morris Packing Co. Pork and Lard—Finest Quality</p>	<p>W. H. Millman & Sons Wholesale Grocery Brokers TORONTO NEWFOUNDLAND T. A. MACNAB & CO. ST. JOHN'S, NEWFOUNDLAND MANUFACTURERS' AGENTS and COMMISSION MERCHANTS Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A. B. C. 5th edition, and private.</p>	<p>THE HARRY HORNE CO. Grocery Brokers and Manufacturers' Agents. 309-311 King St. West, Toronto Leading manufacturers of Grocery Specialties desirous of extending their business, should write us at once. Correspondence solicited from Foreign Firms.</p>
<p>WESTERN DISTRIBUTORS LIMITED Wholesale Commission Merchants, Customs Brokers and Manufacturers' Agents. Cars Dis- tributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity. SASKATOON, - WESTERN CANADA</p>	<p>G. C. WARREN Box 1036, Regina IMPORTER, WHOLESALE BROKER, and MANUFACTURERS' AGENT Trade Established 12 Years. Domestic and Foreign Agencies Solicited</p>	<p>WATSON & TRUESDALE (Successors to Stuart, Watson & Co.) Wholesale Commission Brokers and Manufacturers' Agents. WINNIPEG, - MAN. Domestic and Foreign Agencies Solicited</p>
<p>BUCHANAN & AHERN Wholesale Commission Merchants and Importers QUEBEC, P.Q. Groceries, Provisions, Sugars, Molasses, Dried Fruit and Nuts, Grain, Mill Feed, Fish, Fish Oil, Etc. Correspondence Solicited. P.O. Box 2nd</p>	<p>W. G. A. LAMBE & CO. TORONTO Grocery Brokers and Agents. Established 1885</p>	<p>— WINNIPEG — H. G. SPURGEON Wholesale Broker and Manufacturers' Agent United Kingdom and Foreign Agencies Solicited. 230 Chambers of Commerce. P.O. Box 1812</p>
<p>TRY A CONDENSED AD. IN THE CANADIAN GROCER.</p>	<p>Canadian Manufacturers and Exporters Are you aware of the fact that there are 4½ millions Irishmen prepared to buy Canadian Goods? Don't you want some of this business? You can get into touch with 5,000 distributors every week by advertising in THE IRISH GROCER, DRUG, PROVISION and GENERAL TRADES' JOURNAL, the best known general store and grocery paper in Ireland. Write for sample copy and particulars to 10, Garfield Chambers, Belfast, Ireland</p> <p>When writing advertisers kindly men- tion having seen the advertisement in this paper.</p>	<p>BUSINESS IS BOOMING IN WINNIPEG BAWLf, DAVEY & CO. Wholesale Grocery Brokers. AGENCIES WANTED WINNIPEG MAN. DISTRIBUTORS, LIMITED P. O. Drawer 99 EDMONTON, ALBERTA Manufacturers' Agents, Commission Mer- chants, Warehousemen. We sell direct from the Manufacturer to the Retailer Track connections with all Railroads.</p>

J. F. EBY

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THE CANADIAN GROCER

PAPER

J. F. EBY—President

HUGH BLAIN—Vice-Pres.

We are headquarters for all kinds of WRAPPING PAPERS

To be up-to-date you must use our

Broadstripe Sealing Paper—

All weights
LIGHT
MEDIUM
HEAVY

IN ROLLS—9, 12, 15, 18, 20, 24 and 30 inches

The finest and yet most economical paper you can use.

Genuine Vegetable Parchment Paper

FINEST QUALITY GERMAN MAKE

Get our quotations on 5, 10, 25 and 50 ream lots

TOILET PAPERS—Square or Rolls

WE HANDLE THESE ON A VERY CLOSE MARGIN
YOU CAN SAVE MONEY BUYING TOILET PAPERS FROM US

EBY-BLAIN, LIMITED

Wholesale Grocers

Toronto

THERE ARE TWO ADEQUATE
REASONS FOR STOCKING AND
PUSHING

Ram Lal's Pure Tea

It maintains a uniform high quality suited to your better-class trade.

It gives to the drinker all that is required in superior flavor and strength.

SEND TO US FOR SAMPLES AND PARTICULARS

RAM LAL'S PURE TEA CO., Limited

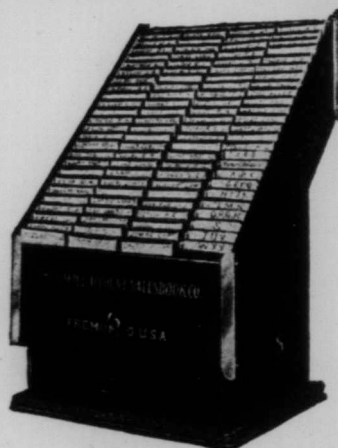
MONTREAL,

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CANADA



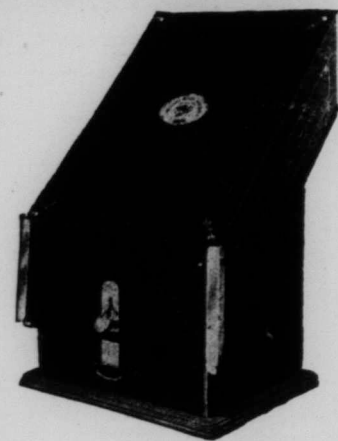
Cut of 100 Customer Size, without hood, showing alphabetical arrangement of books.

SAVES YOU TWO HOURS' HARD WORK EACH DAY.

How many hours each day or night must you put in working and worrying over your accounts? Let us be conservative and say it takes two hours of your valuable time each night during the week to post your accounts. That means you spend one day out of every week, or

52 days out of the year on your books

Ever think how much this time would be worth to your family and to your own health if spent at home or at some pleasant diversion?



Cut of 100 Customer Size, showing hood locked to cabinet.

HERE ARE SOME THINGS THE KEITH SYSTEM WILL DO FOR YOU:

1. Enable you to settle with a customer at any time without any delay or confusion in checking up accounts and still be sure you have made no mistakes.
2. Fully protect your accounts in case of fire.
3. Permit any number of clerks to make a charge or settle with a different customer at the same time without conflicting with each other and without any possibility of mixing accounts or bringing forward the wrong past balances.

WRITE US AT ONCE AND LET US TELL YOU MORE ABOUT AN EASIER DAY'S WORK FOR YOU.

THE SIMPLE ACCOUNT SALESBOOK COMPANY

Sole Manufacturers, also Manufacturers of Counter Pads for Store Use.

101-125 Jackson Street

Fremont, Ohio

"Enterprise" Economy



An Enterprising grocer, who does things *right*, uses an "Enterprise" Electrically-Driven Coffee Mill

The right way is also the cheapest way in the end. It always *pays*. Take the experience of the Philadelphia grocer who grinds 15,000 pounds of coffee a month with an "Enterprise" Mill electrically-driven at a cost for current of \$3.00.

He bought the Mill as a great convenience—a time and labor saver, and an up-to-date attraction for his store. Its economy astonished him.

Look through our catalogue and you will find Mills of any capacity, any power required, for direct or alternating current. Your local power supply company will co-operate with advice and assistance.

The Mill illustrated here is No. 08712, fitted with $\frac{1}{2}$ horse power motor for alternating current. Capacity of each iron hopper, 6 pounds of coffee. One Mill is fitted with grinders for granulating, the other for pulverizing. Granulates 2 pounds of coffee per minute, and can be regulated for fine or coarse grinding while mill is running. If you haven't the catalogue showing all our Mills, write for a copy to-day.

The Enterprise Manufacturing Co. of Pa.
Philadelphia, U.S.A.

21 Murray Street, New York

544 Van Ness Ave., San Francisco

**Early June
Peas**



IT IS A FACT that you can make a greater profit by selling our finer grade peas than you can out of the lower grades. A little extra selling talk with your good customers as to the superior flavor and tenderness of the better grades will land a trial order in nine cases out of ten. Generally, customers of fair means who have been persuaded once to try the better grades will never again be content with lower priced lines. As the profit is greater, and the satisfaction of the customer is unfailing, why not push our better grades of peas? Ask your wholesaler for our Early June (sifted) and Sweet Wrinkle (extra sifted).

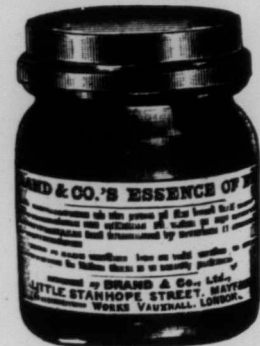
Dominion Cannery, Limited
Head Offices: Hamilton, Canada

NOT "JUST THE SAME"



There's nothing similar to the meat extracts with which you are familiar, about

BRAND'S ESSENCE OF BEEF



We issue a hearty invitation to every Canadian grocer visiting the Exhibition to call at our stand in the Manufacturers' Building and get particulars of our **Special Introductory offer.** Brand's Essence is specially recommended by leading physicians the world over for invalids, and although immense quantities are sold by druggists, a much larger amount is handled through grocery stores. There is a very good margin of profit for the dealer, and every assistance will be given and no expense spared by the manufacturer to help you to dispose of Brand's Specialties.

READ WHAT ONE DELIGHTED DEALER SAYS:

Thos. O. Baxter

Peterboro, 9th July, 1910.

Dear Sir,—Would you please send us by Express, one dozen Brand's Essence of Beef in tin, same as we had before. There is a growing demand for it. Two new customers are waiting for this lot to arrive. The case of one man with the worst type of Anaemia has been a great advertiser. It has been a great thing for him, and all his friends are talking about it, so it has a good start now. You will find enclosed Express Order in payment of last lot. Your kind attention will oblige.

Yours truly,

A LEADING GROCER. (Name on request)

T. O. BAXTER, 25 Front Street East, TORONTO

or H. HUBBARD, 27 Common Street, MONTREAL

BRAND & CO.

Purveyors to
H.M. the King

London, Eng.

THE FAMOUS DAYTON SCALE

NOTE THE SPECIAL FEATURES; also note that no other maker can use these but the Dayton. **SWIVEL BASE**, making the scale to revolve to either side of the counter. **LOW PLATFORM**, only 7½ in. from the counter. **AUTOMATIC THERMOSTATS**, regulating the scale in any temperature. **DIAL FITTED with BALL BEARINGS**, making it very sensitive for small weighings. These Special Features alone make the **DAYTON SCALE** superior to all others.

There are more DAYTON SCALES sold than all other makes of Computing Scales combined.

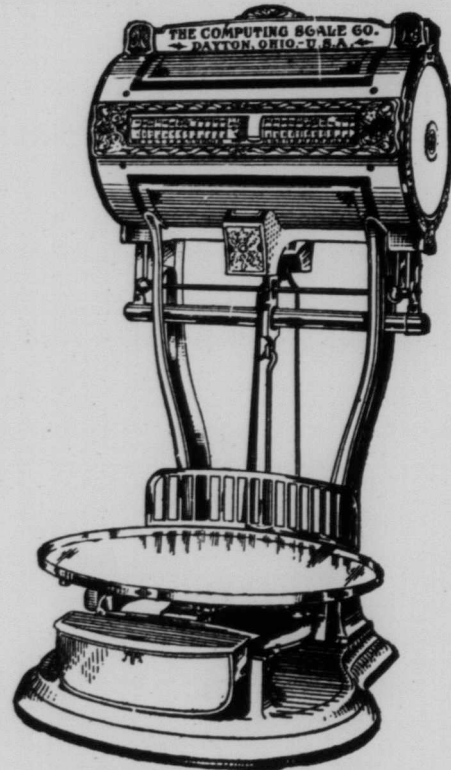
We make a generous allowance for your old Computing Scale.

Write us and get our quotations.

MADE IN CANADA

**The Computing Scale
Co. of Canada, Limited**

164 West King Street, TORONTO, ONT.



Dayton Moneyweight Scale
Note the low platform

Liven Up Your Business

with a line of Preserves that pleases the palate, is attractively packed and of unrivalled purity.

"KOOTENAY" BRAND

JAMS AND JELLIES, in Bottles

are made solely from the most luscious British Columbia fruits and the purest cane sugar and retain to a remarkable degree the natural flavor of the fruit.

See to your stocks! There's money in handling a ready seller like "KOOTENAY" BRAND.

Kootenay Jam Co., Limited

Nelson, B. C.

AGENTS:

Donnelly, Watson & Brown, Ltd., Calgary and Vancouver

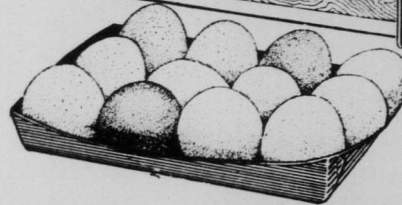
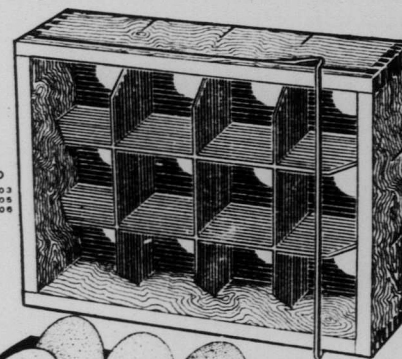
A Broken Egg Means Loss

a smeared package and a Dissatisfied Customer

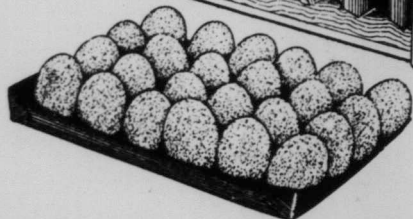
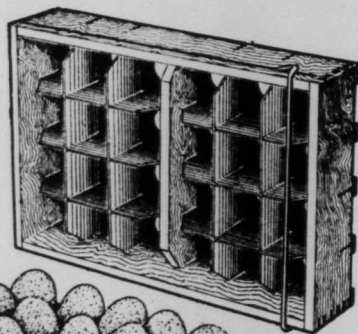
Star Egg Carriers and Trays

assure safe egg delivery and Satisfied Customers

NO. 1
PATENTED
U. S. MAR. 10, '03
CAN. DEC. 19, '02
ENG. APR. 14, '05



NO. 2
PATENTED
U. S. MAR. 10, '03
CAN. DEC. 19, '02
ENG. APR. 14, '05



For Sale by Wholesale Grocers

MacLaren Imperial Cheese Co.

LIMITED

TORONTO, - - - ONTARIO

Selling Agents

THE CANADIAN GROCER

PERRIN'S BISCUITS

THREE



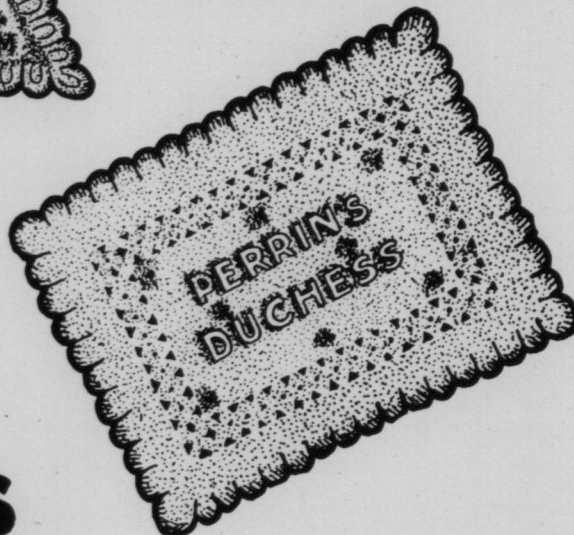
SELLERS

AND

ALL

TRADE

KEEPERS



SATISFIED CUSTOMERS

OUR BIGGEST ASSET

Give your customers

Balaklava Brand Baked Beans

And you can rest assured that the merits of these goods will bring repeats and satisfied customers.

Write us for Information and Prices. Your Interests are Ours.

THE EASTERN CANNING CO., Port Canada, N.B.

CANADIAN AGENTS—Green & Co., John Street, Toronto; D. O. Hannah, London, Ont.; G. Wallace Weese, Hamilton; H. D. Marshall, 197 Sparks Street, Ottawa; Nicholson & Bain, Winnipeg, Western Agents; Martin & Robertson, Vancouver, B. C.

When at the **Canadian National Exhibition**

DON'T FAIL TO SEE THE EXHIBIT

OF

H. P. SAUCE

AND

Midland English Malt Vinegar

IN THE MANUFACTURERS' BUILDING

Remember, when in the city, we will appreciate a visit from you; our office and staff are at your disposal.

W. G. PATRICK & CO., 77 York Street

CANNED GOODS

We are now booking orders for 1910 pack of our celebrated
"Rex Brand Canned Goods"

WE ARE NOT IN THE COMBINE

and guarantee our goods to be equal to any on the market.

SEE OUR TRAVELLERS BEFORE PLACING YOUR ORDER

GORMAN, ECKERT & CO., Limited

HIGH-GRADE FOOD PRODUCTS

LONDON

WINNIPEG

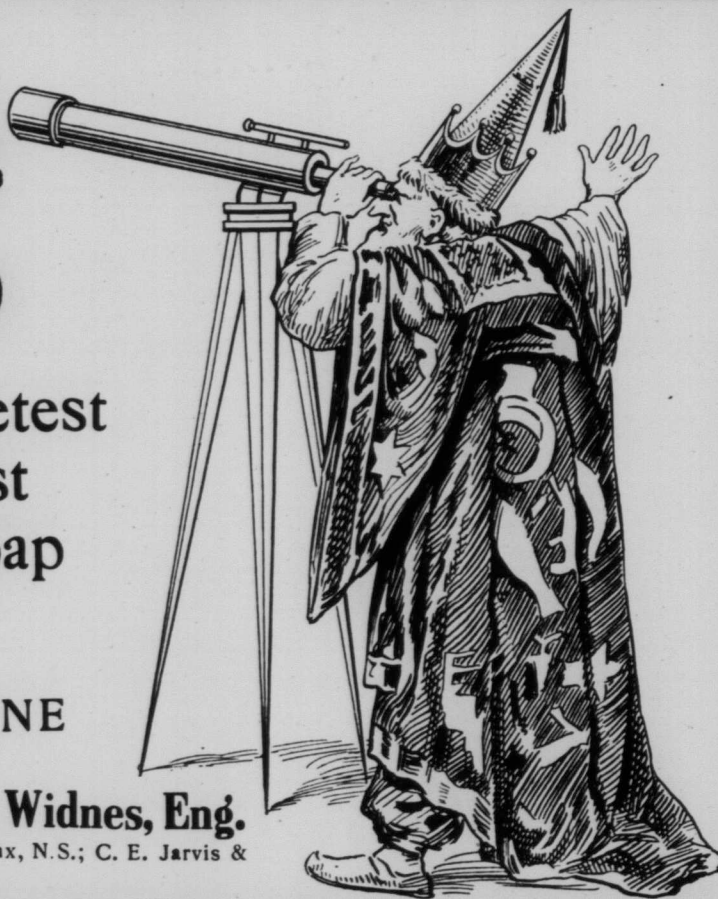
Gossages' Magical Soap

The Best, The Sweetest
and The Cheapest
Free Lathering Soap
in the Market.

GUARANTEED GENUINE

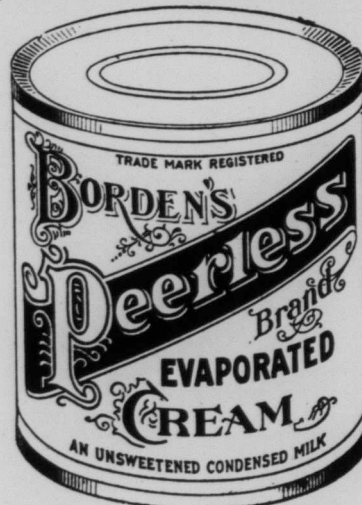
William Gossage & Sons, Ltd., Widnes, Eng.

Agents:—Arthur B. Mitchell, Mitchell's Wharf, Halifax, N.S.; C. E. Jarvis & Son, Vancouver, B.C.



You **MUST** push the
Best Goods if you
would hold your trade
permanently.

The "Best Goods" in a grocery stock
always includes



**Borden's Eagle Brand Condensed Milk
and Peerless Brand Evaporated Cream**

WILLIAM H. DUNN, Montreal and Toronto

Mason & Hickey, Winnipeg, Man.

Shallcross, Macaulay & Co., Vancouver, Victoria, Nelson and Calgary

Canada National Exhibition

~~~~~  
**Wagstaffe Limited**

Everybody is heartily welcome to visit their display in the

**Manufacturers' Building**

acknowledged by the press and the public to be the finest and most luscious exhibit of preserved fruits ever displayed by a Canadian firm.

**Get in the Guessing Competition**

FIRST PRIZE, VALUE - - \$5.00  
SECOND PRIZE, VALUE - \$2.00

given to the one who guesses the nearest number of plums and pears in the two large display glasses.

~~~~~  
Wagstaffe Limited

PURE FRUIT PRESERVERS

Hamilton - - - - - *Ontario*

It is worth something to a grocer to sell the most famous coffees in America. Such, beyond question, are the products of Chase & Sanborn.

CHASE & SANBORN
MONTREAL

Cut this out for Reference

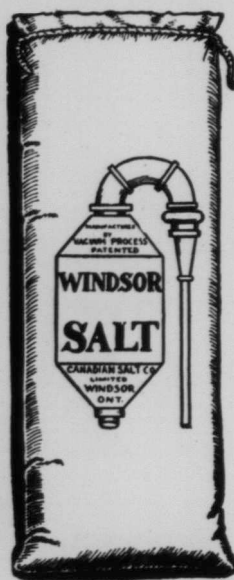
**BRITISH COLUMBIA
COMPANIES ACT
1910**

We are prepared to act as principals for companies desiring to do business in British Columbia without such companies assuming the responsibilities and obligations imposed by the above Act.

This Act, which came into force July 1st, 1910, requires the registration or licensing of extra-provincial companies doing business in British Columbia, the payment of fees set forth in the Act and the filing of statements, together with particulars of all mortgages and charges created by an extra-provincial company.

Shallcross, Macaulay & Co., Ltd.

Branches at Victoria, Vancouver, Nelson, B. C.,
and Calgary, Alberta



Why Not
concentrate on
**Windsor
Salt**

- the best Salt sold.
- the Salt nearly all your customers already use.
- the Salt that is widely advertised.

Why carry a slow-selling or dead stock of other Salts ?

The Canadian Salt Co., Limited
WINDSOR, ONTARIO

"JAMES DOME"

This is the brand of **STOVE POLISH** that will give satisfaction all the time. The old reliable **BLACK LEAD** that has been used for more than 60 years. It will stand the test every time. Gives a clean, bright, quick shine. Pays a good profit and sells well.

Canadian Agents:

W. G. A. LAMBE & CO.

When you buy

Redpath

Extra Granulated Sugar, you secure the results of the latest process, of modern machinery and of years of experience.

Manufactured by

The Canada Sugar Refining Company, Limited, Montreal, Que.



Tell this
to the
WOMEN

By using Minute Tapioca a first-class, delicious summer dessert can be produced in fifteen minutes.

Minute Tapioca does not require soaking—ready for instant use right from the package. One package of **MINUTE TAPIOCA**

makes six full quarts of a pudding that is unusually delicious in taste and appetizing in appearance. **MINUTE TAPIOCA** is absolutely pure and is put up in the largest and most sanitary tapioca factory in the world.

Ask your Jobber for
MINUTE TAPIOCA

Minute Tapioca Co., Orange, Mass.

JAPAN TEAS

We can accept a few more import orders for low grade at reasonable price. Jobbers, who have not yet given us their order, please write for samples at once.

S. T. NISHIMURA & COMPANY
MONTREAL and JAPAN

Grocers

of Northern Ontario!

Freight Rates eat up your legitimate profits.

Avoid this
Unnecessary
Expense



Our Customers
are doing so;
Why not you?

The Young Company
LIMITED
North Bay and Sudbury

Everything About--

Wonderful Soap

will show you that it is the Washday Wonder Soap. The Friend of the Household.

The packing, the make-up and the quick sales have made it the friend of the grocer.

We Have a Proposition to Offer You

One that will work to our mutual advantage. It isn't a long story, but it will prove an interesting one. Write for particulars.

The Guelph Soap Co.,

GUELPH, : : ONT.

TORONTO AGENTS:
MacGREGOR SPECIALTY CO.

Perfection Cheese Cutter Made in Canada



Every Slice is a Fresh, Even Cut.
Accurate in Weight. Pleasing to the Eye.
It pays to buy a Perfection Cutter.
It is built to last; made substantial and strong.
It prevents overcuts, scraps and waste.
It saves its cost in time, labor and money in less than twelve months.
Patented and Manufactured by
The American Computing Co. of Canada
Hamilton, - Ontario
SOLD BY THE WHOLESALE GROCERS.

HAVE YOU

SHIRRIFF'S

FLAVOURING ESSENCES

on your shelves? They are unequalled for strength and purity, and are good all the year round.

IMPERIAL EXTRACT CO., 8-10-12 Matilda St., Toronto, Can.

If your Jobber cannot supply you, write us direct.



The
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Spec
Safe
The
Count
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duplic
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The kind that is different!



There's a "something" distinctive about the flavor of our RED LABEL SODA CRACKERS that commends them to your particular customer. No soda biscuit is at once so crisp, fresh and appetizing.

We are also makers of all kinds of dainty and high-grade biscuits.

TELFER BROS., LIMITED, - COLLINGWOOD, ONT.

Branches: - Toronto, - Winnipeg, - Hamilton, - Fort William

THREE THINGS ARE REQUIRED OF
COUNTER CHECK BOOKS

<p>They must be Convenient, Speedy and Safe</p>	<p>By Convenient, we mean they must be of such style as to be handled easily.</p> <p>They must permit of fast work on the part of the clerk.</p> <p>They must produce good copies.</p>
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The most Convenient, the Speediest and the Safest Counter Check Book is made of

Surety Non-Smut Paper

We make Surety Books in duplicate and triplicate. In the duplicate book the original is of white paper, coated on the back with a non-smutting carbon, the duplicate is of yellow. In the triplicate both the original and duplicate are white, coated on the back, the triplicate being of yellow.

Every Copy is 100 Per Cent. Perfect

There are no loose carbons to become wrinkled or torn or to give poor copies. We make many other varieties of Counter Check Books, and will be glad to quote prices upon application.

Dominion Register Co., Limited

Manufacturers of
The McCaskey Account Register System
Toronto, Ontario

**DID YOU
EVER**

come across a woman who wasn't glad to save labor on wash day?

Sell her

A SEPTO
Soap Powder The Enemy of Dirt

Asepto will lighten her labor and earn for you the housewife's goodwill.

Order to-day through your wholesaler

Agents: **Rose & Laflamme, Ltd.**
MONTREAL

Asepto Mfg. Co. - St John, N.B.

**SWEET
PICKLES**

Here's a line for YOU!

For distinctiveness and excellence of flavor and for purity and quality of contents no line you handle will give you greater satisfaction than



**SWEET
PICKLES**

They're warm favorites among SWEET PICKLE EATERS, and are a proposition worth handling.

See to your stocks.

The T. A. Lytle Co.,

LIMITED
Sterling Road, TORONTO

Tartan
BRAND

We have Specials in—
Salmon, Canned Goods
and other lines

See our travelers or phone at our expense

BALFOUR, SMYE & CO., WHOLESALE GROCERS . . **HAMILTON**

St. Lawrence

GRANULATED

and

GOLDEN YELLOWS

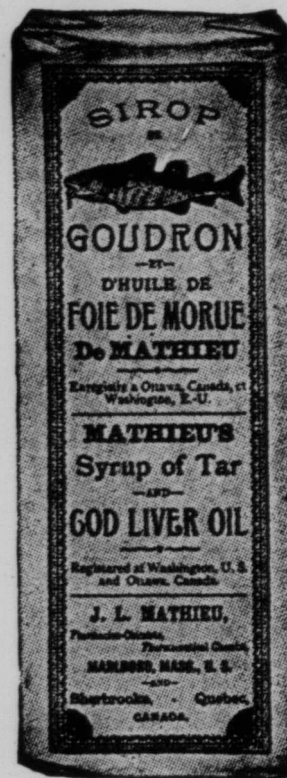
Made only from Pure Cane Sugar

The Trade will appreciate the advantage of our machine sewn bags if they will follow these instructions in opening them:—

Cut off the shortest chain close to the side of the bag, and pull out the single thread.

This is a quick operation and leaves the bag in perfect condition.

The St. Lawrence Sugar Refining Co., Ltd.,
Montreal



A COLD CURE EVERY Dealer Can Recommend

To be able to recommend an article because of its success in the past makes selling easy.

MATHIEU'S SYRUP

of Tar and Cod Liver Oil

has been a wonderful success. The testimonials received by the proprietors tell of marvellous cures. Thousands of households are never without it. Its sales have multiplied in every community where it is sold. Dealers never find it a slow seller. During the Fall and Winter seasons large sales are assured. Keep a good supply on hand and when ordering order also

MATHIEU'S NERVINE POWDERS

which are necessary to reduce fever and remove pains in connection with colds.

J. L. MATHIEU CO., Props.
SHERBROOKE, P.Q.

Distributors for Western Canada:

Foley Bros., Larson & Co., Wholesale Grocers and Confectioners,
Winnipeg, Edmonton, Vancouver.
L. Chaput, Fils & Cie., Wholesale Depot, Montreal.

Government Report—Bulletin No. 208

shows eight samples tested

Canada First Evaporated Cream

Test proves this brand to be the
Richest on the Market

Manufactured and Guaranteed by Canadians

THE AYLMEY CONDENSED MILK CO., Limited,

AYLMER, ONT.



Be
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305

It grows—and grows—and grows—does the demand for H.P. SAUCE

Be ready to meet it—be progressive—be wide-awake. If you don't supply H.P., "the other fellow" will; probably he'll soon be supplying a good many other things, too, for a customer who wants H.P. means to have it, and when she's had H.P. once she's more than ever certain to take care she gets it again.

The moral is very simple—and very sound.

W. G. Patrick & Co., Toronto and Montreal.
R. B. Seeton & Co., Halifax, N. S.
W. H. Escott, Winnipeg, Man.
Donnelly, Watson & Brown, Limited, Calgary, Alta.
The Midland Vinegar Co., Birmingham, Eng.

H.P. SAUCE

GROCERY

WE SELL
**PURITY
SALT**

**A Sign
of Success**

It's a sure sign that you are pleasing your customers when you sell

**PURITY
SALT**

It is pure—that's why the women think so highly of it. Purity Salt is never a "sticker" but always a seller.

THE
WESTERN SALT CO., Limited

Mooretown — Ontario

The Commercial Account Register

**The Only Perfect
One Writing System**

Does away with Bookkeeping, Posting, Statements and Trouble. THE BEST COLLECTOR KNOWN.

Time Saver

SAVES FULL
TIME of
ONE MAN
in your store, and
PAYS FOR IT-
SELF in few
months.



FITS ANY SAFE

Fire Protection

Books of sheets made to fit any safe. INDISPENSABLE ADVANTAGE.

Thousands in successful use in Canada and the U.S. Send postal for catalogue and testimonials of Canadian merchants.

COMMERCIAL REGISTER CO.

178-180 Victoria Street - - Toronto, Ont.

The West India Co., Ltd.

The Canadian house of

Sandbach, Parker & Co., Demerara, B.G. Sandbach, Tinne & Co., Liverpool, Eng.

and with agents and correspondents in all British West Indian Islands.

WEST INDIAN PRODUCE

of all descriptions.

WRITE US FOR PARTICULARS, PRICES, ETC.

305 St. Nicholas Building,

MONTREAL

THE WORTH OF
WHITE SWAN

PERFUMED **100%** POWDERED

LYE

HAS BEEN PROVEN BEYOND DOUBT
BY HUNDREDS
OF AGGRESSIVE GROCERS

A SIMPLE TRIAL

WILL PROVE TO YOU THE FACT THAT YOUR CUSTOMERS WILL APPRECIATE 25% MORE PURE LYE FOR THEIR MONEY—AND YOU SECURE A BETTER PROFIT.

Banish Trouble!

How? Handle "Quality" Goods! Sell

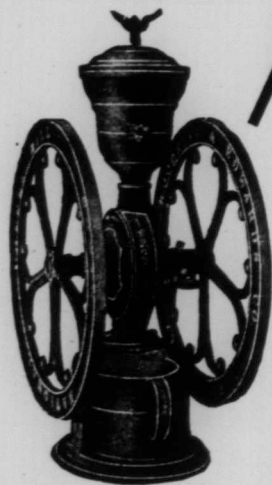
Crest Brand Olives

They are "Quality" through and through. No culls or blighted fruit under our label. Particular people will thank you for recommending this line, and the satisfaction it invariably gives will add to your reputation for handling none but "Quality" goods.

Your jobber can supply you ; if not, write us direct.

Canada Spice & Grocery Co., Limited

LONDON,
ONT.



Built on Merit

The easiest running, quickest grinding and most attractive mill for your store is the

ELGIN

NATIONAL COFFEE MILL

It is equipped with our new style force feed steel cutting grinders, which make for fast grinding and durability.

Prompt shipments our specialty.

Ask any of the following jobbers for our Catalogue:

WINNIPEG—G. F. & J. Galt (and branches) The Codville Co. (and branches); Foley Bros., Larson & Co. (and branches).
VANCOUVER—The W. H. Malkin Co., Ltd.; Wm. Braid & Co.
HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; McPherson, Glasco & Co.
TORONTO—Eby, Blain, Ltd.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour Co.; Dearborn & Co.
REGINA, SASK.—Campbell Bros. & Wilson.
MONTREAL—The Canadian Fairbanks Co. (and branches).

MADE BY

Woodruff & Edwards Co.

ELGIN, ILL., U.S.A.

Smoked Herring

In Bouillon

The new line put up by CHR. BJELLAND & CO., Stavanger, Norway (packers of King Oscar Brand Sardines).

A large tin of small Herrings packed sardine style in Spiced Bouillon.

Pays the retailer a handsome profit at

10 cents per tin.

John W. Bickle & Greening

(J. A. Henderson)

Canadian Agents

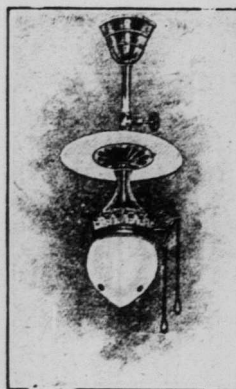
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McLean's

"The Name"

AND THE PACKAGE
TO THE RIGHT

The Canadian Coconut Co.
Sole Makers
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**MORE LIGHT MEANS
MORE BUSINESS**

If you are looking for a steady, brilliant white light in your home, store, hotel or church, get in touch with us. Our apparatus is absolutely safe, is better than electricity and city gas, and safer than coal oil or candles.

Write for circular and special price to merchant direct.

MacLAREN & CO.

Gasoline Lighting Systems

AGENTS WANTED MERRICKVILLE, - ONTARIO

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ENGLAND'S
LEADING
FRUIT SAUCE

25 years' reputation, and the only
sauce backed up by a purity guar-
antee of

1000 GUINEAS

Sells at 15 cents and 25 cents
BE WARY OF IMITATIONS

SAUCE

George Mason & Co., Limited

Sole Manufacturers LONDON, ENG.

Sole Canadian Agents

S. T. NISHIMURA & CO.
MONTREAL

SUB-AGENTS:-

Toronto, Ont.—Geo. Stanway & Co
Hamilton, Ont.—James Somerville
Ottawa, Ont.—H. D. Marshall
London, Ont.—Wm. G. Coles & Co.
Quebec, Que.—A. Francois Turcotte
Kingston, Ont.—James Craig

GINGERBREAD

—BRAND—

MOLASSES

A Molasses that increases your sales.

THREE reasons for it:

- No. 1—A Strong Baker
- No. 2—Body
- No. 3—Flavor

Packed in tins—2's, 3's, 5's, 10's and 20's;
pails—1's, 2's, 3's, 5's gals. and in barrels
and halves.

A trial order from your wholesaler will
convince you that Gingerbread Brand is

THE BEST THERE IS

Be convinced now.

**The Dominion Molasses
Co., Limited**

HALIFAX - NOVA SCOTIA

Facts are Stubborn Things
and the fact that

AURORA COFFEE

is so much Superior to all the others is a valid reason why
you should handle it! The aroma and flavor of "Aurora"
Coffee are unsurpassed, and its retail price, 40c., leaves
you a very good margin of profit. Stock up without delay.

W. H. GILLARD & CO., Hamilton, Ont.



BRANCH—SAULT STE MARIE.



The
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Been
Created

All you have to do is satisfy your customers by giving them

ROWAT'S Sauces and Pickles

They
have
no
equals

Rowat & Co.
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Manitoba and the North-
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Halifax, N.S.; F. H.
Tippett & Co., St. John,
N.B.; C. E. Jarvis &
Co., Vancouver, B.C.



"KITCHENER" BRAND OF CANNED GOODS

At this time of year this subject should have your consideration.

WE ARE PACKERS of full lines of FRUITS and VEG-ETABLES, and guarantee the quality of all goods.

Write us before placing your order.

The Oshawa Canning Co., Limited

OSHAWA : : ONTARIO

Something that Interests Grocers

A "GALT" EMBOSSED STEEL CEILING is an essential in any modern store.

It adds a touch of beauty and dignity to the interior of your store that nothing else can. No trouble to get a design that will harmonize with your fixtures and equipment.

A "GALT" METAL CEILING, however, is not merely an ornament. Its *practical* advantages appeal particularly to shrewd business-men. It is fire-proof; will not stain, crack or fall down; it is unaffected by heat, dampness or vibration.

A "GALT" CEILING is moderate in cost and, if necessary, may be applied over a wood or plaster ceiling without interrupting business.

Send sketch and measurements of your ceiling for quotation and catalog "A-3," showing hundreds of designs.

The Galt Art Metal Co., Ltd.
Galt, Ont.

TEA good enough for Monarchs is none too good for your customers!

Sell

TWINING'S TEA

the most reliable of package teas.

We have Bona Fide Warrants from the Crowned Heads of Europe which only emphasize the fact that for Palace, Mansion, Home, or Cottage, TWINING'S TEA is unsurpassed.

Sold in Packets Only

CANADIAN AGENT

HAROLD RITCHIE

8 Matilda Street, - TORONTO

BAIRD'S
"Second-to-None"
Pickles



So called because they are second to none for value.

No other manufacturer has produced a better pickle at the price, and there are few as good.

GOOD, SOUND
 VEGETABLES
 and
 PURE VINEGAR

Low Price
 High Quality

JOHNSTON, BAIRD & CO.
 GLASGOW, SCOTLAND

Agents:-Maclure & Langley, Ltd., 12 Front E., Toronto. 604 Lindsay Bldg., Montreal; W. L. McKenzie & Co. Winnipeg; R. Robertson & Co., Vancouver and Victoria.



Give the Tomato a Chance

Pack your Tomatoes in the Tomato Can made for Tomatoes.

Adapt the **Opening** to the size of the **Tomato**, not the **Tomato** to the size of the **Opening**.

Pack **Whole Tomatoes**, not Crushed Fruit.

Sanitary Can Co., Ltd.,

Niagara Falls, Ont.

Max Am's Patents

On the lookout for the better-class trade?

Then be wise to your own interests and feature

PURNELL'S

Pickles, Sauces and Pure Malt Vinegar

They have proved throughout the Dominion the most ready and profitable sellers of any imported line. Our Watchword is Quality and Right Packing.

Order through your Jobber

Canadian Agents:

Charlottetown, P.E.I., Horace Hazard; St. John, N.B., C. E. McMichael; Halifax, N.S., Erb & Rankin; Montreal and Ottawa, C. S. Harding, Canada Life Building; Quebec, Cy. D. Bonhomme, 181 St. Peter St.; Toronto, Lind Brokerage Co., 73 Front St. E.; Hamilton, J. H. Stratton & Co.; Winnipeg, Carmar Brokerage Co., 141 Bannatyne Avenue E.; Vancouver, B.C., C. E. Jarvis & Co., Mercantile Bldg., Corner Cordova and Homer Sts.



ESPECIAL EMPHASIS

should be laid on the fact that

SNAP

does its work *honestly!*

There are no half measures in the way SNAP removes every vestige of tar, dirt, grease or paint from soiled hands. And it is, moreover, anti-septic, and beneficial to the skin.

SNAP SELLS ALL THE TIME!

TRY IT!

SNAP CO. LIMITED



Montreal, Que.



A Strong Combination :

UTILITY CLEANLINESS ATTRACTIVENESS

A "Walker Bin" Outfit is a "Necessity" to the Modern Grocery

Write for Illustrated Catalogue "Modern Grocery Fixtures."

Walker Bin & Store Fixture Co. LIMITED

REPRESENTATIVES:—
Manitoba: Watson & Truesdale, Winnipeg, Man.
Saskatchewan and Alberta: J. C. Stokes, Regina, Sask.
Montreal: W. S. Silcock, 33 St. Nicholas Street
Berlin, Ontario

EVERY CAN



GUARANTEED

St. Charles

Evaporated Cream

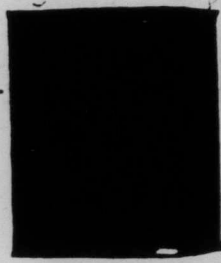
BETTER PROFITS
MORE SALES
SATISFIED CUSTOMERS

With a Good Stock of St. Charles



St. Charles Condensing Co.

INGERSOLL, ONT., CANADA



Purity
within this can
White Dove
Cocoanut

The friend of
those who cook

W. P. DOWNEY
MONTREAL



No Odor
It drives them up **Common Sense**
KILLS { *Roaches and Bed-Bugs*
Rats and Mice
All Dealers and 381 Queen St. W., Toronto, Ont.
Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same. Write for prices.

FOR SALE
STANDARD CEDAR SHINGLES
Extras \$2.20 Clear \$1.75
2nd Clear 1.40 Clear White 1.30
Extra No. \$1.65
AND ALL LUMBER
A. C. Landry, Ste. Flavie Station, Que.

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

**THE PEOPLE OF
JAMAICA**

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON
"GLENER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax

WARMINTON'S

Shipping Specialties
STRAPPING, CLUTCH NAILS, PAIL HOOKS, ETC.

Save expense to shipper

J. N. WARMINTON
207 St. James St., - MONTREAL

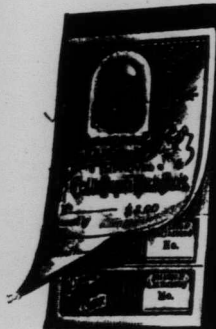
QUIT LOSING!

What's the use of sticking to anything that is continually causing you loss? If your credit customers are the source of the greatest loss to you, why not try the ONE way to make them a safe, profitable ASSET? You can do this by adopting the Allison Coupon Book System, which has proved its worth to hundreds of progressive merchants all over the country.

Allison Coupon Books

systematize credit accounts, simplify collections, please the customers and eliminate arguments. They cost but little and pay for themselves many times over.

HOW THEY WORK



A man wants credit. You think he is good. Give him a \$10 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with \$10 - No trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the \$10 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best.

For sale by the jobbing trade everywhere. Manufactured by Allison Coupon Company. Indianapolis, Ind.

Mr. Dealer

When anybody mentions picnics or traveling



be sure they take a can of our

**Cold Spring
Lemonade Powder**

along as it is

The Only Summer Drink.

S. H. EWING & SONS
MONTREAL and TORONTO



**CHINESE
STARCH**

Quick Sales.
Satisfaction.
Large Profit.
No Dead Stock

Get Prices

OCEAN MILLS
MONTREAL

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

75,000 Gallon Pickles in Brine

This is at least one of the largest stocks held in Canada.

Kegs—1, 5 and 10 Gallon.

Bottles—Malt lever tops, and 40 oz. square.

Write for prices before placing orders elsewhere.

Thos. McCready & Son, Ltd., St. John, N.B.

Bonded Vinegar, Pickle and Spice Manufacturers.

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 LIMITED,

Tel. Address: "Laminated," London.
A.B.C. Codes used 4th and 5th Editions.

**LIMEHOUSE,
LONDON, E., ENG.**

Canadian Agents

ALFRED B. LAMBE & SON, TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL.

—BUY—

Star Brand

Cotton Clothes Lines

—AND—

Cotton Twine

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

For Sale by All Wholesale Dealers.

SEE THAT YOU GET THEM.



QUALITY

When anyone wants a high-class household refrigerator they always buy the Ham & Nott make. Our grocer refrigerators are made on the same principle. That means the best.

Sold by leading hardware dealers, or write to us.

HAM & NOTT CO.
Limited
BRANTFORD CANADA

BLACK JACK

QUICK, CLEAN, HANDY



TRY IT.

SOLD BY
ALL
JOBBERs

½-lb. tins—3 doz. in case.

BOYD & CO.

(formerly Watson, Boyd & Co.)

Port of Spain,

TRINIDAD, B.W.I.

Are prepared to receive and handle to best advantage all classes of Canadian Produce, including Hay, Oats, Fish, Flour, etc., etc.

Correspondence Invited.

All Codes Used.

TEAS

Now is the time to buy!
Delays are Dangerous!
Markets are Advancing!

We are looking for independent buyers who want values regardless of any other consideration. We have a big stock of Japan Teas @ 18 to 20c. per pound.

Ceylon, Green and Black Teas @ 18 to 20c. per pound. Samples submitted upon request.

R. Simpson & Co., Cor. Gore and Hughson Sts., Hamilton, Ont.

TEA IMPORTERS

TELEPHONE 3541

NATION'S CUSTARD POWDER

Noted
for its Flavor and Purity.

Attractively Packed
in Large 5c. Packets, and in half-
pound and one-pound Tins.

Send for Free Sample.

GREEN AND CO TORONTO

BE WISE

to your own interests; feature those lines that have hit the public taste.

Queen Quality Pickles

have made good because they are **made good.**

Our
Sweet Mixed Chow

is especially recommended and will be found a rapid seller at this season.

Packed in 10 and 20 oz. bottles and leave an excellent profit to the retailer. May we quote you? Our prices are very attractive.

TAYLOR & PRINGLE Co., Limited
OWEN SOUND - ONTARIO



Summer Rubs!

It is during this weather that much polishing is done—door knobs, letter box slits, brass on boats, etc. Is your stock of

Royal Polishes

sufficient to meet all requirements? If NOT, increase it to-day. Shipments very prompt.

ROYAL POLISHES COMPANY
MONTREAL



The North Queensland Meat Export Co., Ltd.

WORKS, OOLBUN TOWNSVILLE, NORTH QUEENSLAND

MANUFACTURERS OF

Canned Meats, Extract of Meat, Etc.

OF FINEST QUALITY

SPECIALTY:

Boiled and Roast Beef
in 1 lb., 2 lb. and 6 lb. tins, full weight.

As supplied to British War Office, Admiralty and Indian Government.

CORRESPONDENCE INVITED FROM WHOLESALE BUYERS

Apply: C. J. PIGGOTT, Sole Agent, 19 Eastcheap, London, E.C., Eng.



Again we say—



TASTE THE TASTE OF
FROU-FROU
 THE WORLD'S GREATEST WAFER



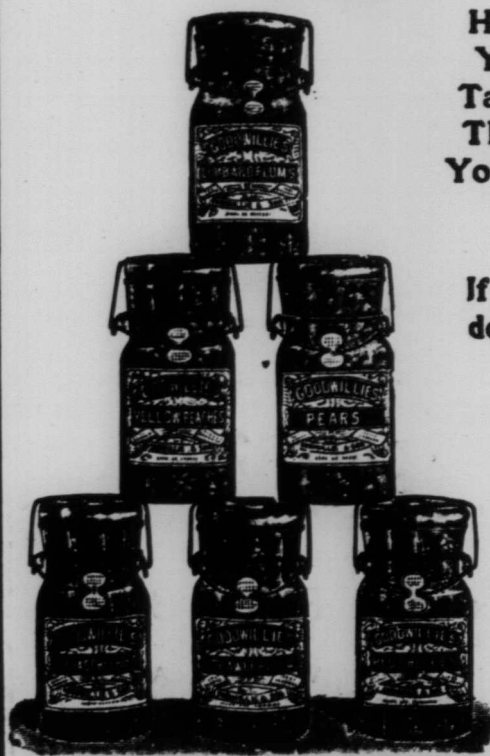
Canadian Distributors

MacGregor Specialty Co.

TORONTO : : ONTARIO



Goodwillie's Fruits
 IN GLASS



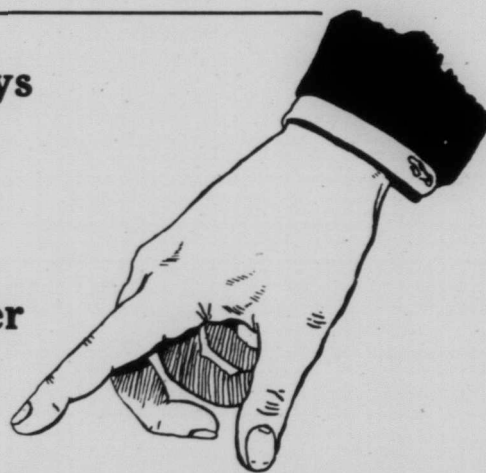
Have
 You
 Tasted
 Them
 Yourself
 ?

If not,
 do so

Agents:
 Rose
 &
 Laflamme
 Limited

Montreal
 and
 Toronto

Always
 Look
 For
 The
 Beaver



**BEAVER
 BRAND**

VALENCIA RAISINS

are packed by MAHIQUES, DOMENECH &
 CO., and invariably excel.

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Close Study of the Relation of Cost to Retail Price

Henry Johnson Jr., Gives the Retailers Some Sound Advice in This Article—Shows Why 25 Per Cent. on is Equal to 20 Per Cent. off—The Grocery Department of the Catalogue House—Grocer Must Not Pay More Than an 80-Cent Average for Goods Selling at \$1—Cost Price Should be Figured on Replacement Value.

By Henry Johnson, Jr.

Many years ago, when I was learning the true inwardness of the grocery business in the hard school of experience, an old wholesale grocer said to me, impressively: "Know what things cost—KNOW what things COST—that's the most important thing you can learn." And, being necessarily the basis of the entire structure, surely this knowledge is fundamental.

The trouble is that figures do lie so badly that we must watch them every minute or they will deceive us; and as for tapping the till—why, figures are the greatest thieves you ever saw. But, like the "trustee" in prison, the reformed set of figures is the best and most reliable friend any merchant can ever hope to tie up with. Therefore, let us reform our set of figures without delay.

Some Vagaries of Figures.

Maybe you have tried some of these experiments. Take \$1 and add 20 p.c., then deduct 20 p.c. and see if you have your dollar. You surely have not. Take 65 cents and add 25 p.c., then take away 20 p.c., and see what you have. You will have 65 cents. Let me see: 65 plus 25 p.c. is 81½ cents. 20 p.c. of 81½ is 16½, which being deducted, leaves us with the original 65 cents. This illustrates, to some extent, that we must be careful from which end we figure our profits and our expenses.

Department stores are things we do not like, yet they are wonderful organizations. If they were not well organized, they could not live because their average of expense is killing heavy. It is not uncommon for them to carry a burden of upwards of 30 p.c. on the average. Now, figuring your way and mine, we would say that, in order to "get by" those people would have to make a profit of 33 1-3 p.c. or better; and, to get any velvet, they must work the average up to nearly 40 p.c. But the department store does not figure things that way. They determine that they "must not pay to exceed 60 (or 65) cents for their goods." That means that merchandise to be sold for \$1 must cost only 60 to 65 cents on the average.

Not a Profitable Department.

This is what is meant by the Relation of Cost to Retail Prices. But let us follow the department store a little further, just to demonstrate that we grocers have no monopoly of trouble. In the department store there is a grocery department. It is put there as a leader, the intention being to carry it for the advertising, etc., or to plan things so that it will carry itself. But the truth is, it never really carries itself, in a department store, for that is not in the nature of the grocery busi-

ness. With all the "buying power" in the world and unlimited markets, etc., to draw from, no grocer can work up an average profit of much over 22 to 23 p.c.—and he is a bright grocer who can get it above 20 p.c. The reason is obvious—competition will not admit of wider margins. Thus the department store must work things out so as to carry the grocery department.

To begin with, then, there is the millinery department, with actual, direct expense of, say, 27 p.c., though really I do not know just what it is. To this 27 p.c. must be added, say, 8 p.c. to cover the owner's salary; the office help, general telephone service, the "rest room", the children's school, and sundry other things which must be "spread around" to be carried. In this way the grocery department on the face of things shows an expense account of 24 p.c.—an impossible figure. So the management arbitrarily deducts 8 p.c. from the burden of the grocery department, leaving 16 p.c. of an expense account, and this 8 p.c. is credited on the sales of groceries and apportioned onto the other departments pro rata.

Cost, 80 Cents; Selling Price, \$1.

The figuring of the proper margins, etc., on all these departments, keeping track of returned goods, credits, and "mark-down" sales, and all that, is a stupendous and exceedingly intricate task; and, to simplify things, so the matter might be clear to the ordinary man, the plan of working on the Relative Cost basis came into vogue. Thus, the grocer, who is the man we are interested in, finds that, to make any showing at all, he must not pay over 80 cents for his goods.

And this is a system not without merit for our consideration. And its management is simple, once we get accustomed to it. Suppose you start to work that scheme now. Your first step will be to inventory your stock, and figure up the list at retail prices in a first column. Then, in a second column, put down your cost prices, always using replacement values as your cost. Now, add up your columns and you can see at almost a glance what you are paying for a dollar's worth of goods.

Shrinkage in Figuring Profits.

Taking round figures, suppose your first column foots up \$6,000 and your second column produces \$4,800, you have right before you the "answer" that you are paying 80 cents for your goods. And one vast and helpful advantage here is that you know this is the average of your cost-relation. Such an example, honestly followed out, would set you thinking hard, very hard in-

deed. I am satisfied it would set you about the task of raising the average materially, for I believe you would agree with me that such a high cost-relation was too dangerously near the limit at which the margin might be lost entirely. For it must be remembered that, in all such processes, one takes the full value of each package. One estimates 100 lbs. of sugar in a bag; 49 lbs. of flour in the quarter barrel sack; 119 lbs. in the bag of nuts just in from the jobber. But, in selling these things there is the inevitable shrinkage with which we are all theoretically familiar, but which we do not always remember when we get to "figuring profits."

Now, therefore, let us examine things. We have arrived at the average cost-relation and it has been a revelation to us; let us profit by the lesson. If we find that our cost-relation on our best grade of canned goods has been 70, maybe we can find ways and means to reduce that to 65 or even 60. If we have been giving undue prominence to a breakfast food which we have been told "pays 20 p.c.," but which our critical study demonstrates yields only 16 2-3 p.c. gross, let us lay that away and devote our attention to a line that yields better money.

Absolute Knowledge Obtained.

The point is, that such critical, analytical study of the facts of our business will tend to put us on the sure ground of absolute knowledge, give us our bearings and enable us to read the sextant correctly.

Such thought and accurate care will prompt us to constantly aim to buy and push more profitable goods, which means better goods; which means better trade; which means a higher class business all the way through. I know because I have been there to see. I may say, in fact, that the store of Johnson & Son, which was formerly one of many, is today the place where the "best people" like to trade; it is the "fashion" to trade at Johnson's. And, much as we may feel like smiling at such notions, we can usually find a solid basis for the preference. While a lot of women are chattering in a sort of aimless way about how and why they like this or that better than the other, you may properly and correctly conclude that the store they prefer to go to, passing many others on the way, has character and abiding merit.

And that comes about in just one way, gentlemen. It is the result of honest effort along all the various avenues of work, thought, study and business analysis. What say you?

Grocers' Section R.M.A. Ask for Consideration

Send Out Argumentative Letter to Food Stuff Manufacturers in Reference to Retailers' Profits—Question of Manufacturers Selling Cheaper to the "Favored Few" Taken up—Large Retailers Destroy Profit on Some Lines of Groceries, They Claim.

The Grocers' Section of the Retail Merchants' Association, through its Dominion secretary, E. H. Trowern, sent out recently the following letter to manufacturers of food products; it explains itself:

"As you are doubtless aware, the retail merchants of Canada are now incorporated by Act of Parliament, the association being known as "The Retail Merchants' Association of Canada," which consists of the various sections of trade such as dry goods, groceries, hardware, drugs, boots and shoes, general stores, etc.

"The Grocers' Section of the Retail Merchants' Association of Canada have met recently to discuss the situation as regards the relations between the manufacturers, wholesalers, and retailers, and we address you now with a view to giving you an expression of our views, having an acknowledgement

from you, and, if possible, a fair understanding as to your position with regard to the retail trade.

"For your information we beg to say that the association is now several thousand strong, and in a short time we expect that the membership will comprise fully ninety per cent. of the retail trade in the Dominion.

"One of the greatest difficulties the trade have to contend with is the lack of fairness on the part of the manufacturers in their dealings with the retail trade. We refer particularly to sales by manufacturers direct to large retail buyers at wholesale prices, also of sales by manufacturers to so-called jobbers who are indirectly connected with retail establishments, and to sales by manufacturers to jobbers who violate their selling contracts with manufacturers by cutting prices to favored retailers. If the legitimate and honest

channels of trade are interfered with, the effect is very disastrous upon the very great majority of retailers. At the present time through conniving with some dishonest wholesale houses, some large retailers have succeeded in securing concessions that the ordinary retailer would not stoop to obtain. When manufacturers are a party to a large retailer obtaining goods on as low a basis as the wholesaler, you must readily see the serious effect this has upon the retail trade of the country, and The Retail Merchants' Association of Canada desires, therefore, to put itself on record with you as being strongly opposed to manufacturers who directly or indirectly supply large retailers on a favored basis.

Grocery Business Suffering.

"On some lines of goods the profit of the retail trade is absolutely destroyed through the action of some large retailers who use these goods as a medium to attract consumers for the purchase of their more profitable lines, and the grocery business is, therefore, suffering on this account, and largely because of the assistance rendered by some manufacturers, directly or indirectly.



Some of those who attended the British Columbia Retail Grocers' Association Convention at Vancouver, a report of which appeared in last week's issue. The names are from left to right:

Top Row—George M. Thrift, J. S. Foran, W. E. Tolson, Sidney J. Heale, A. Tait, T. H. White.
 Second Row—T. S. Fletcher, J. W. Thompkins, A. M. Tolson, C. R. Aetzel, G. N. Kelly.
 Third Row—T. F. McDowell, T. Redding, Fred W. Welch, E. J. Wall, W. Clark, Wm. B. Hall.
 Bottom Row—A. G. Main, R. D. Dinning, O. Clark, J. J. Efford.

"The situation is so serious to the retail trade of this country that The Retail Merchants' Association of Canada have passed resolutions and determined upon a course that they hope and believe will lead to a better understanding between the trade and the manufacturers.

"We believe that the business of the manufacturer should be done entirely through the wholesale trade and that all proprietary lines controlled by the manufacturer should be distributed on a basis that will ensure a reasonable margin to all those concerned in the distribution of the goods. Manufacturers who consider it in their interests to sell large retail concerns and lend encouragement to the conduct of business on lines hurtful to the retail trade have, of course, the right to continue doing business that way, but to be frank with you it is the intention of the retail trade throughout the country to drop the sale of goods the manufacturer of which is unmindful of the interests

of the retail trade. It will be our special effort to keep in touch with the consumer on lines of goods that show the retailer a fair margin, and on lines upon which there is no profit there will be an organized effort on the part of the retail trade to entirely dispense with the sale of the same.

Want Manufacturers' Views.

"We speak plainly in this matter so that you will thoroughly understand the situation, that it is the desire of our association to put ourselves in communication with all the Canadian manufacturers and get their views so that they can in turn post all the members of The Retail Merchants' Association of Canada as to the sale of the products of manufacturers who will properly protect the interests of the trade generally.

"We would be pleased if you would give this matter your serious thought and reply at an early date, giving us your views on the subjects referred to."

Manufacturer and Retailers Have Conference

Item in Canadian Grocer re Purchasing Canned Goods Brings Them Together—Entire Pack of Peas Sold—Was Only 62 per Cent. of Orders—Why Goods Advance on Dec. 1st Explained.

Toronto, Sept. 1.—In the issue of The Canadian Grocer of August 19, there appeared a report of a meeting of the Toronto Retail Grocers' Association under the heading: "Retailers Not Satisfied—Toronto Grocers have Complaints Against Canned Goods Manufacturers' and Jobbers' Methods."

The report in part was as follows:

"The trouble is due to what the grocers claim to be a 'hold-up' on the part of the manufacturer and jobber. Now is the time when they usually contract for their canned goods for fall delivery. In the case of peas, however, they are not going to be able to secure their entire orders. Some talked of only being able to get 25 per cent., or whatever the wholesaler cared to give them. But when it comes to corn and tomatoes, on which there is likely to be a good pack, they will be given the entire amount that their contracts call for.

"What the retailers actually claim is that the other parties to the transaction are holding back peas in anticipation of higher prices later on. Retailers, too, say they cannot contract for peas without contracting for equal quantities of corn and tomatoes, but they can order corn or tomatoes separately.

"There is still another grievance. When an order is given for fall delivery, the entire order arrives, and the retailer has to pay for the whole amount. He thus ties up a considerable sum of money in canned goods, which he has to stock about his premises, and take all risks."

On Monday of this week the Dominion Canners, Hamilton, Ont., invited repre-

sentatives of the Grocers' Association and a representative of The Canadian Grocer to take a trip to Hamilton and have a look at their books with reference to the question of holding back goods for higher prices. This invitation was accepted and on Tuesday, D. McLean, president, Toronto R. G. A., and D. W. Clark, one of the members, with a Grocer representative from the Toronto office, went to Hamilton.

The books showed that in the case of peas the total pack was a little less than 62 per cent. of the goods ordered by the wholesale trade. The pack was short. There was a good acreage of peas and there was a good crop expected until June, when dry weather set in. The contract between the canners and the wholesale trade calls for delivery of 60 per cent. of the goods ordered in case of a short pack, and this has been done by the canners, who have delivered their entire pack of peas.

The deputation asked why it was that prices were slated to go up 2½ cents per dozen on Dec. 1. To this the canners replied that it was because they wish to get rid of their pack before that date. If they were not able to do this it meant loss of interest on money tied up in unsold stock, storage risks, etc. They would, however, prefer to clear out stocks at the opening prices.

Purchasing in Advance.

The retailers also brought up the matter of the retail trade having to take its entire supplies of canned goods as soon as they were shipped. It was pointed out that this meant that the retailers had money tied up in stock in the autumn which would not be all sold for almost a year. They also carried the risk of

storage during the winter. What they would like was that they should be able to buy their canned goods supplies when needed and at the same time be assured against price changes during the year. It was suggested by one of the retailers that a sufficient price to the retail trade be made on the goods when opening prices were named to cover the expense of manufacturer or jobber in carrying the unsold stocks and the interest on the money tied up in them. This is a question that will call for further consideration; it was merely suggested.

There were several other matters talked over, the conference being of a harmonious character, and illustrated to both manufacturer and retailer the value of coming together occasionally for a friendly conversation on business matters. By such meetings each is able to understand more clearly the difficulties of the other.

What a Retailer Should Know About Credit Customers

A merchants' association in the United States which has a credit department points out some things each merchant should know about a customer. Among them are:

"Be sure to get his name in full, his occupation, where employed, residence, with whom he traded previous to you, the amount of his income.

"To this should be added, whether or not he is a property holder and also how he draws his money, whether weekly, every fortnight or once a month. An applicant for credit who has good intentions and is responsible will have no reason to withhold from you any of the above information. Appearances are often misleading. The man who enters a locality, has good furniture, dresses well and to all intents and purposes may appear prosperous, possibly is in debt for most of what he possesses, and is less worthy of credit than the man who goes to work in an old suit of clothes, but believes in paying promptly for what his moderate income enables him to purchase.

"Fear of offending a prospective customer is a factor which often times gets the retailer into trouble. He is so blinded by appearances that he is afraid that if he mentions terms of settlement, references, etc., the applicant for credit will leave the store and become the customer of some competitor in the vicinity. No merchant, of course, wants to turn away trade, and it is not hard to do this if he fails to use reasonable judgment in handling a new customer, but when a man gets to the point that he will take chances on trusting a customer for fear of offending him by asking pertinent questions relative to his ability and disposition to pay his accounts, that merchant is bound to accumulate a very sizeable list of old and slow accounts."

The Canadian Grocer

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SITUATION IN BROOMS.

While it is rather early in the season to give any definite report on the broom corn situation, it is now well known that a large acreage has been planted.

Reports differ slightly as to the probable outcome of the crop, which will not be all harvested until October. Some state that the weather has been favorable and that there is good reason to expect a fairly good crop. Another report says there has been little rain in the west, and that it is possible the growth will be stunted and light per acre. Harvesting is going on now.

Some of the manufacturers have already placed orders for corn, but the shipments will likely be small before the middle of October, as it is necessary that all corn, except that for immediate consumption be air dried, as otherwise it gets mouldy, rots and becomes discolored.

The foreign corn which has been imported and used by some manufacturers, is somewhat coarse in quality, and unprofitable for the manufacturer, on account of its great length and consequent waste in making up into brooms.

The Illinois corn is claimed to be the best in the world, as it makes the most durable brooms. Oklahoma and Kansas are other big producing States.

While broom prices are weaker, and in some cases lower, than they were last winter and spring on account of last year's partial crop failure, there is not likely to be any big general reduction

before the middle of October. Prices then will depend entirely upon how the new corn turns out, as the market is now practically bare of old stock.

EATONS AT FALL FAIRS.

The fall fairs held in county centres during September have great advertising value. This fact is recognized by one at least of the large city mail order houses. The Canadian Grocer is reliably informed that this house has been making arrangements to run a series of free moving picture shows of their stores, factories and service equipment on the country fair grounds, simultaneous with the display of local products.

Such a show is, of course, intended to strengthen the hold of the mail order house upon its local customers and encourage the long-distance shopping habit, as well as suggesting the initial step to others who perhaps had never tried it.

Now, the local merchant contributes to these fall fairs. When there is not sufficient money in hand or receipts fall shy of the prize money, he it is who has very often to go down into his pocket to help out the deficit. The local merchant, too, recognizes that the fair has an advertising value to the town as well as to his store. He helps decorate and uses and pays for any advertising spaces that may be available to him. The fair brings his country people to town and he does everything possible to convert the occasion into a good business opportunity. Into every feature of it is introduced local loyalty.

There are some avenues of mail order ingress which cannot be very well controlled by local merchants, but the local fair is not one. If they are alive to their interests the merchants will not only see that the directors entertain no such proposition, but that no donation is solicited or accepted from the mail order houses. Every effort should be put forth to preserve the local character of the fair and to make it a local success. The merchant has the situation entirely in his hands. He will see that it is a stepping stone to his and not the mail order house's success.

THE GROCERY BARGAIN COUNTER.

A grocer in a flourishing western town recently advertised a bargain counter with one price for any of the goods displayed thereon. He looked over his stock and found some lines that were not moving out satisfactorily.

They were in fact becoming stale and he felt that he might better realize

something from them than to hold them longer. Hence the bargain counter scheme.

The systematic and scientific grocer of to-day may not approve of this scheme. In the first place he would say that it is an evidence of poor judgment in buying. Either too much of these several lines was bought at once or they were of such a quality that they would not bring trade.

The modern grocer is careful to buy in moderate quantities in the most cases in order not to become overstocked. In the bargain counter sale the grocer was offering his customers goods which did not have the quality stamp character about them that brings the customer back for more.

However, even the best of grocers sometimes make mistakes and it is better to sell the goods than to throw them away. Besides there is a class of customer who will be quite content to take the cheap goods because they are cheap. As a class these are becoming less numerous, but there are generally sufficient to clean up a bargain counter stock.

Customers who are known by the store staff to be particular about the quality of the goods they purchase should be told the exact nature of the bargain goods. If they need anything in this line they can be easily persuaded to accept a fresher and better brand.

It remains, therefore, that the bargain counter in the ordinary grocery store is something that should be carefully handled if it is inaugurated. It might be successful in one store where it would drive away trade in another.

Are you trying to perfect yourself along the line of your work, or are you sitting back with a self-satisfied feeling that you can't improve upon yourself very much?

YOU OUGHT TO READ IT.

The first article in this issue is another from the pen of Henry Johnson, Jr. It deals with some problems which are uppermost in the minds of retail merchants and therefore it ought to be read most carefully by every reader.

The question of buying and its relation to the selling price is one which cannot be ignored. Henry Johnson, Jr., has been in the retail business for 28 years and has made a pronounced success. He talks with authority.

He will be glad to have any merchant drop him a line in reference to any statement he makes. If it is doubted, or if you want it elucidated in any particulars, write him through The Canadian Grocer. He wants to hear from you.

The Markets—New Crop Currants Shipped Sept. 2nd

Price Was Much Above That of Last Year and Some Wholesalers Believe That for Shipments After the First the Price will be Easier and They are Playing a Waiting Game—The Other Side of the Argument—Market, at Any Rate, is Very Strong—Sugar Market is also Interesting.

See also Provisions, Cereals and Fruit, Vegetables and Fish Departments on Pages Following.

QUEBEC MARKETS

POINTERS

Sugar—Weaker.
Dried Fruits—Firm and advancing nearly all lines.

Nuts—Firm and advancing nearly all lines.

Beans—Now \$2.40.

Montreal, Sept. 1, 1910.

The feature of the week here is of course the approaching Congress, and the preparations for largely increased trade being made with this in view. It is thought that there will be fully 200,000 visitors to the city and naturally this will prove the harvest time of restaurant men and caterers generally. Their stocks are being rapidly replenished, and the general city trade has boomed for some time past as a direct result. Many tourists are stopping over and hotel accommodation is already almost exhausted. It will be a great benefit to the city trade in many different lines.

Sugar has weakened sufficient to discount what was at first expected, that a rise was in prospect. It is too early to say whether this is only a temporary reaction or not, and until that is assured one way or the other buyers are only filling their immediate requirements.

Beans are higher and seem likely to stay there for some time to come. The supply seems to have vanished.

Sugar.—The raw market shows signs of weakening, according to the latest New York and European dispatches. This is rather hard to reconcile with the recent firm holding of the raw article. However, this precludes the immediate possibility of the advance dealers were looking for last week.

The sale of refined is brisk in small lots at present, though the weakening of the raw market has had a bad effect on the trade generally.

Granulated, bags	5 05
" 20-lb. bags	5 15
" Imperial	4 90
" Beaver	4 90
Paris lump, boxes, 100 lbs.	5 85
" " 50 lbs.	5 95
" " 25 lbs.	6 15
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 75
" " 100 lb. boxes	5 85
" " 50 lb. "	5 95
" " 25 lb. "	6 15
" " 5 lb. cartons, each	0 37 1/2
Crystal Diamond Dominoes, 5-lb. cartons, each	0 37 1/2
Extra ground, bbls.	5 50
" " 50-lb. boxes	5 70
" " 25-lb. boxes	5 90
Powdered, bbls.	5 30
" " 50-lb. boxes	5 70
Phoenix	5 50
Bright coffee	5 00
No. 2 yellow	4 90
No. 1 "	4 80
No. 1 " bags	4 65
Bbls. granulated and yellow may be had at 5c. above bag prices.	

Syrup and Molasses.—There is a decided falling off in the demand for both syrups and molasses during the past week, and the bright outlook is somewhat the worse for wear.

However, with the approach of cooler weather there should be a decided improvement for molasses in this province as it forms one of the greatest foods of the French Canadian farmer.

Several fair sales of molasses are reported by local importers for future delivery, and there seems to be a bright lining to the present cloud.

Tea.—The demand for Japans continues strong, and the market is firm. There has been a large increase in outside business of late, which has helped matters considerably.

The demand for gunpowders is on the increase, though Japans have still the cream of the business.

Ceylons are quiet at present, and there seems to be little immediate likelihood of any material improvement.

Coffee.—Coffee demand is again on the increase, and the market as a result shows a decidedly firmer tone. The present cool weather has undoubtedly had a beneficial effect, and should it continue there will undoubtedly be a still further improvement.

Mocha	0 18 1/2	0 25	Santos	0 14	0 17
Rio, No. 7	0 10	0 12	Maracaibo	0 15	0 18

Spices.—While spice men report good business for all lines, there is not quite the volume passing that was the case a few weeks ago. Still it continues remarkably well in view of its steady flow during the greater part of this summer.

Prices show a slightly weaker tendency except in gingers and peppers. These continue to be firmly held.

Allspice	Per lb. 0 13	0 18	Ginger, whole	0 15	0 20
Cinnamon, whole	0 16	0 18	" Cochin	0 17	0 20
" ground	0 15	0 19	Mace	0 75	
Cloves, whole	0 18	0 30	Nutmegs	0 30	0 60
Cloves, ground	0 20	0 25	Peppers, black	0 16	0 18
Cream of tartar	0 23	0 32	" white	0 20	0 25

Dried Fruits.—Valencia raisins are scarce, and the few appearing are snapped up on the instant. It looks like an advance.

New York advices point to a scarcity of dates this season, and local dealers look for an advancing market.

Owing to the crop situation of currants in Greece this year, New York importers have raised their prices 4c and will only book for immediate delivery at these prices. It seems certain that local prices will have to go up in sympathy, and at present all indications point that way.

Figs also show an advancing market, in fact practically all lines of dried fruits are on a very firm basis.

Currants, fine filistras, per lb., not cleaned	0 05 1/2
" " cleaned	0 06 1/2
" Patras, per lb.	0 07 1/2
" Vostizias, per lb.	0 08

Prunes—	
40-50	0 09
50-60	0 08
60-70	0 07
70-80	0 06 1/2
80-90	0 06
90-100	0 05 1/2

Raisins—	
Australian, per lb., (to arrive)	0 08 1/2
Old seeded raisins	0 09
" fancy seeded, 1-lb. pkgs.	0 09
" loose muscatels, 3-crown, per lb.	0 07 1/2
" " 4-crown, per lb.	0 08 1/2
" sultana, per lb.	0 07 1/2
Malaga table raisins, Rideau clusters, per box	2 25
Valencia, fine off stalk, per lb.	0 05
" select, per lb.	0 06
" 4-crown layers, per lb.	0 06

Nuts.—Tarragona almonds are firm, and will likely go higher shortly, as they are scarce, and those who have them will not let go, waiting for an advance.

Walnuts are also scarce, and stocks are limited. The quality of the new crop is not known as yet, but it seems a certainty that as far as quantity goes it will be very short. Speculators in European centres have picked up large quantities, and are trying to force a higher market. Whether they do or not depends largely on the quality of the crop.

The Naples filbert crop is reported a partial failure in a recent cable.

Brazils show an advancing market, as do almonds. Thus it may readily be seen that the whole range of prices this year will be higher than last.

In shell—	
Brazils	0 13 1/2
Filberts, Sicily, per lb.	0 10
" Barcelona, per lb.	0 10 1/2
Tarragona Almonds, per lb.	0 14
Walnuts, Greenobles, per lb.	0 13
" Marbots, per lb.	0 12 1/2
" Cornes, per lb.	0 11 1/2

Shelled—	
Almonds, 4-crown selected, per lb.	0 32 1/2
" 3-crown " "	0 31 1/2
" 2-crown " "	0 30
(in bags), standards per lb.	0 26
Cashews	0 15

Peanuts—	
Spanish, No. 1	0 12
Virginia, No. 1	0 13
Pecans, per lb.	0 65
Pistachios, per lb.	0 75

Walnuts—	
Bordeaux halves	0 32 1/2
Broken	0 25

Beans and Peas.—First-class beans are selling at a premium, and even at the present high price there is little stock to be had. Only a short time ago they were selling at a trifle over \$2 and now the dealers are getting \$2.40.

Peas are quiet at present, at unchanged prices.

Ontario prime pea beans, bushel	2 40
Peas, boiling, bag	2 50

Evaporated Apples.—One or two small lots of inferior grade new crop have made their appearance, but no one seems to be greatly interested so far. It looks as if the export end of the trade will be one to occupy most of the dealers this coming season.

Prices are steady, with little or no old stock to be had.

Evaporated apples, prime	0 08
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Rice and Tapioca.—Sales of rice are good indeed, and improving every day. It looks as if the approach of fall was already forcing dealers to prepare for the cold weather trade. Prices are firm, but unchanged.

Tapioca is quiet, but there is a firm undertone to the market.

CANNED GOODS

MONTREAL.—In canned fruits and vegetables the demand is brisk, a continuation of what it has been for some time past. Fruits particularly show a decidedly healthy condition.

In canned fish, Canadian sardines present the feature. There are practically none to be had and the demand is very strong. What few shipments find their way to the local market are snapped up on the spot. Canned salmon stocks are running low, while the demand continues good.

Sales of meats are large and seem to be rapidly increasing. Fall hunting parties and, locally, the Eucharistic Congress are the causes assigned.

Peas, standard, dozen	80 37 1/2
Peas, early June, dozen	1 12 1/2
Peas, sweet wrinkled, dozen	1 10 1 12 1/2
Peas, extra sifted, dozen	1 75
Peas, gallons	3 87 1/2 3 92 1/2
Pumpkins—3 lb., \$1.00; gallon, \$3.00.	
Beans, dozen	0 92 1/2
Corn, dozen	0 90
Tomatoes, dozen (Ontario and Quebec)	0 95
Strawberries, dozen	1 50
Raspberries, 2s, dozen	1 77 1/2
Peaches, 2s, dozen	1 70
Peaches, 3s, dozen	2 65
Pears, 2s, dozen	1 65
Pears, 3s, dozen	2 40
Plums, Greengage, dozen	1 60
Plums, Lombard, dozen	1 00
Lawtonberries, 2s, dozen	1 60
Clover Leaf and Horseshoe brands salmon—	
1-lb. talls, per dozen	2 02 1/2 2 65
1-lb. flats, per dozen	1 30
1-lb. flats, per dozen	2 20 2 22 1/2
Other salmon—	
Humpbacks, dozen	1 00
Cohoos, dozen	1 40 1 50
Red Spring, dozen	1 75 1 80
Red Sockeye, dozen	1 90 2 00
Lobster Futures—	
1-lb. flats, doz., \$2.40; 1-lb. talls, doz., \$4.25.	
1-lb. flats, doz., \$4.50.	
Compressed corned beef, 1s.	2 00
Compressed corned beef, 2s.	3 35
English brawn, 2s.	3 15
Boneless pigs feet, 2s.	3 15
Ready lunch veal loaf, 1s.	1 50
Ready lunch veal loaf, 1s.	2 60
Roast beef, 1s.	2 00
Roast beef, 2s.	3 35
Stewed ox tail, 1s.	1 60
Stewed kidney, 1s.	1 50
Stewed kidney, 2s.	2 65
Minceo collops, 1s.	1 40
Minceo collops, 2s.	2 50
Corned beef hash, 1s.	1 60
Corned beef hash, 2s.	2 80
Jellied hocks, 2s.	3 50
Jellied hocks, 6s.	10 00
Paragon ox tongue, 1 1/2s.	7 50
Paragon ox tongue, 2s.	8 50
Paragon ox tongue, 2 1/2s.	9 50
Paragon lunch tongue, 1s.	4 00
Tongue lunch, 1s.	3 50
Sliced smoked beef, 1s.	1 50
Sliced smoked beef, 1s.	2 50

TORONTO—The canned goods situation has not changed to any extent during the past week. There is a strong demand for salmon, but stocks are almost done. It is practically impossible to get salmon of the first quality and jobbers say that all there is to be had are those stocks which some fortunate retailers may be carrying. In regard to canned fruits and vegetables, business is good. It is expected that the new prices for corn and tomatoes will be given out about the latter end of next week or some time during the following week. Canned peas are pretty well cleaned up and are almost all in the hands of jobbers and retailers already.

VEGETABLES	Per doz.	Group B	Group A
Asparagus tips, 2s.	2 50	2 52 1/2	
" (talls) 2s.	2 50	2 52 1/2	
Beans, Golden Wax, 2s.	0 90	0 92 1/2	
" " " " " "	1 25	1 27 1/2	
" " " " " "	1 35	1 37 1/2	
" " " " " "	0 50	0 52 1/2	
" " " " " "	1 25	1 27 1/2	
" " " " " "	1 35	1 37 1/2	
Beets, sliced, blood red, 2s.	0 95	0 97 1/2	
" " " " " "	1 30	1 32 1/2	
" " " " " "	1 35	1 37 1/2	
" " " " " "	1 25	1 27 1/2	
" " " " " "	1 50	1 52 1/2	
Peas, Standard, size 4, 2s.	0 95	0 97 1/2	
" " " " " "	1 10	1 12 1/2	
" " " " " "	1 15	1 17 1/2	
" " " " " "	1 75	1 77 1/2	
Spinach, table, 2s.	1 25	1 27 1/2	
" " " " " "	1 75	1 77 1/2	
" " " " " "	5 00	5 02 1/2	

FRUITS

Cherries, black, not pitted, heavy syrup, 2s.	1 50	1 52 1/2
" " " " " "	1 9 1/2	1 92 1/2
" " " " " "	1 50	1 52 1/2
" " " " " "	1 90	1 92 1/2
" " " " " "	1 60	1 62 1/2
" " " " " "	2 0	2 02 1/2
" " " " " "	8 50	8 52 1/2
Raspberries, black, heavy syrup, 2s.	1 75	1 77 1/2
" " " " " "	7 01	7 02 1/2
" " " " " "	1 75	1 77 1/2
" " " " " "	7 00	7 02 1/2
" " " " " "	9 25	9 27 1/2
Rhubarb, preserved, 2s.	1 80	1 82 1/2
" " " " " "	2 25	2 27 1/2
Strawberries, heavy syrup, 2s.	1 47 1/2	1 50
Clover Leaf and Horseshoe brands salmon:		
1-lb. talls, dozen 2 02 1/2 2 05		1 85
1-lb. flats, dozen 1 27 1/2 1 30		
1-lb. flats, dozen 2 27 1/2 2 22 1/2		
Other salmon prices are:		
Humpbacks, doz 0 95 1 10		
Cohoos, per doz. 1 50 1 55		
Lobsters, halves, per dozen	2 00	2 25
Lobsters, quarters, per dozen	1 40	

ONTARIO MARKETS

POINTERS—
Rice.—Firmer.
Currants—Open high.
Shelled Walnuts—Firm.

Toronto, Sept. 1st, 1910.

Sugar and dried fruits are attracting attention among the trade this week owing to the uncertainty in regard to prices. Trade in sugar is steady but brisker buying is expected in the near future. Opinion is divided to a certain extent as to how the market will go and it seems to be most strongly supported that prices will be easier and that there will be no higher prices before the decline.

First shipments of new crop currants will be made from Greece this week and the price at which they were secured was almost of the record variety. In regard to Valencia raisins, it was explained that the Spanish farmers have the idea that they can get a certain price and they are holding out for it. Raisins are not being brought to Denia, at least not in large quantities. The market is interesting particularly as the reports that have been sent out during the past three or four months are borne out by present conditions.

Sugar.—Opinions on the street are divided over the sugar question. One idea that holds is that raw sugars are already beginning to be affected by the new crop and that there is a tone of weakness to the market on that account. Those who hold this idea state that they expect a decline at any time. It may come in the meantime. A prominent wholesaler said that retailers would be wise in buying only for their actual requirements. On the other hand some state that the market is strong and that there are tendencies which would indicate a rising market. It is described as a waiting market and the consensus of opinion was that higher prices at this season are the more improbable.

Paris lumps, in 100-lb. boxes	6 05
" " " " " "	6 15
" " " " " "	6 35
Red Seal	7 10
St. Lawrence "Crystal Diamonds," barrels	5 85
" " " " " "	5 95
" " " " " "	6 15
" " " " " "	6 35
" " " " " "	7 40
" " " " " "	7 60
Redpath extra granulated	5 20
Imperial granulated	5 60
St. Lawrence granulated, barrels	5 20
Beaver granulated, bags only	5 00

Acadia granulated (bags and barrels)	5 10
Wallacburg	5 10
St. Lawrence golden, bbls.	4 80
Bright coffee	5 10
No. 3 yellow	5 00
No. 2 "	4 90
No. 1 "	4 75
Granulated and yellow, 100-lb. bags 5c. less than bbls.	

Syrup and Molasses.—This market is still quite. Molasses are likely to be cheaper.

Syrups—	Per case	Maple Syrup—	
2 lb. tins, 2 doz.	2 50	Gallons, 6 to case	4 80
in case	2 85	" " " "	5 40
5 lb. tins, 2 doz.	2 85	Quarts, 24 "	5 40
in case	2 75	Pints, 24 "	3 00
10 lb. tins, 1 doz.	2 75	Molasses—	
in case	2 70	New Orleans,	
20 lb. tins, 1 doz.	2 70	medium	0 28 0 30
in case	0 03 1/2	New Orleans,	
Barrels, per lb.	0 03 1/2	bbls.	0 26 0 28
Half barrels, lb.	0 03 1/2	Barbadoes, extra	
Quarter "	0 03 1/2	fancy	0 45
Palls, 38 1/2 lbs. ea.	1 80	Porto Rico	0 45 0 62
" " " "	1 30	Muscovada	0 30

Dried Fruits.—"Going up" has been the by-word of late in both the raisin and currant market. Locally the greater part of the trade has been excited by the rush to get a supply of currants by the first direct steamer which leaves Patras, Greece, on Friday, September 2nd. The retailer will be chiefly interested in the raisin prices by the statement of one wholesaler to the effect that if the opening prices hold there will be no more three for a quarter raisins. They will have to sell at least at 10 cents a pound straight, according to him. The same is true of currants. All along it has been pointed out in these columns that the dried fruit primary markets were going up. Everything that has been said is borne out by the present condition of the markets. However, there is a feeling among the wholesale trade that the opening prices will not long obtain. They state that after the first shipment there will be a reaction and that the price on later shipments will be lower. For that reason they are not buying first shipments. They claim that they will gain nothing nor will the retailer be a gainer by taking the first shipment fruit at the price quoted. The brokers on the other hand and some wholesalers claim that prices are not going to drop back. They have figures to support them that the production of currants and raisins is greatly below the average and further that the new stocks are coming onto a market that is pretty well depleted. They believe that prices are going up instead of any receding movement. There is the situation, practically, as it is viewed by those holding the two opinions and all admit that raisins and currants are undoubtedly firm for reasons that have hitherto been pointed out.

Prunes—	Per
30 to 40, in 25-lb. boxes	0 11 0 11 1/2
40 to 50 " " "	0 08 0 09
50 to 60 " " "	0 06 0 07 1/2
60 to 70 " " "	0 06 0 07
70 to 80 " " "	0 05 1/2 0 06 1/2
80 to 90 " " "	0 05 0 06
90 to 100 " " "	0 05 1/2
Same fruit in 50-lb. boxes 1/2 cent less.	
Apples—	
Standard	0 14 0 15
Choice, 25 lb boxes	0 15
Fancy	0 17 0 20
Candied and Drained Peels—	
Lemon	0 09 0 11
Orange	0 11 1/2 0 12 1/2
Figs	5 95
Figmes, per lb.	0 08 0 10
Tannets, "	0 03 1/2 0 04
Bag figs	0 03 1/2 0 04
Dried peaches	0 08 0 08 1/2
Dried apples	0 08
Currants—	
Fine Filiatras	0 07 0 07 1/2
Patras	0 07 1/2 0 08
Vostizzas	0 08 1/2 0 09
Uncleaned to 2s	

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The
Condensed Ads.

on page 60

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THE CANADIAN GROCER

Raisins—			
Sultana	0 06	0 07	
" fancy	0 07	0 08	
" extra fancy	0 08	0 09	
Valencia selected	0 06	0 06	
Seeded, 1 lb packets, fancy	0 08	0 08	
" 16 oz. packets, choice	0 07	0 07	
" 12 oz.	0 06	0 06	
Dates—			
Halloweens	0 05	0 05	Fards choicest. 0 10
Raisins	0 04		

Coffee.—Coffees are strong. Santos are particularly firm and higher prices are fully expected.

Rio, roasted	0 12	0 15	Mocha, roasted	0 25	0 28
Santos, roasted	0 14	0 17	Java, roasted	0 27	0 33
Maricaoibo, " 14	0 20		Rio green	0 10	0 11

Spices.—The market in spices is steady with a good demand. The season is beginning to get well underway and pickling spices will soon be bearing the brunt of the trade.

Peppers, black	0 15	0 18	Cream of tartar	0 25	0 28
" white	0 22	0 25	Allspice	0 14	0 18
" whole			" whole	0 14	0 18
" black	0 16		Mace, ground	0 75	0 80
Peppers, whole			Mixed pickling		
" white	0 23		" spices, whole	0 15	0 16
Ginger	0 20	0 25	Cassia, whole	0 20	0 25
Cinnamon	0 21	0 23	Celery seed	0 24	
Nutmeg	0 20	0 30	Turmeric	0 20	
Cloves, whole	0 22	0 35	Curry powder	0 30	
			Mustard seed	0 15	0 18

Nuts.—The market in nuts continues firm, practically all varieties being included. Shelled walnuts are particularly steady and are being sold around 35 cents with but little other option.

Almonds, Formigetta	0 11	
" Tarragona	0 12	0 13
" shelled	0 32	0 35
Walnuts, Grenoble	0 11	0 12
" Bordeaux	0 11	0 12
" Marbots	0 33	0 35
" shelled	0 11	0 12
Filberts	0 11	0 12
Pecans	0 16	0 18
Brazils	0 13	0 15
Peanuts, roasted	0 08	0 12

Rice and Tapioca.—There is a general firmness to this market. There is an improved feeling in rice buying. This season is favorable for rice and trade is expected to be better. Tapioca is also firmer.

Rice, stand. B.	0 02	0 03
Standard B. from mills, 500 lbs. or over, f.o.b., Montreal	2 80	
Rangoon	0 03	0 03
Patna	0 06	0 06
Japan	0 04	0 05
Java	0 06	0 07
Carolina	0 10	0 11
Sago	0 06	0 06
Seed tapioca	0 06	0 06
Tapioca, medium pearl	0 06	0 06

Beans.—There is a marked firmness to the bean market owing to the reports of decreased crops. Higher prices have not yet been announced, but an advance at any time would not be unexpected.

Prime beans, per bushel	2 10
Hand-picked beans, per bushel	2 25

MANITOBA MARKETS

POINTERS—

Coffees—Advancing.
Raisins and most dried fruits—Advancing.

Winnipeg, Sept. 1, 1910.

Business conditions continue to improve. There has been a marked revival of confidence during the last fortnight now that a good average crop is absolutely assured. Merchants are ordering more freely and the wholesale houses report more active business than at the corresponding time last year. For the season of the year, payments are being made satisfactorily.

Sugar.—No change since last report. The market is reported strong.

Montreal and B.C. granulated, in bbls.	5 65
" in sacks	5 60
" yellow, in bbls.	5 25
" in sacks	5 20

Leing sugar, in bbls.	6 25
" in boxes	6 45
" in small quantities	6 45
Powdered sugar, in bbls.	6 05
" in boxes	6 25
" in small quantities	6 40
Lump, hard, in bbls.	6 55
" in 100-lb. cases	6 55

Foreign Dried Fruits.—There will be several advances in this list when the new season goods arrive. Raisins are soaring and new currants will be higher in price.

Smyrna Sultana raisins, uncleaned, per lb.	0 07	0 12
" cleaned, per lb.	0 09	0 13
Valencia raisins, f.o.s., per case, 28's	1 45	
" selects " 28's	1 55	
" layers " 28's	1 75	
California raisins, choice seeded in 1-lb. packages	0 06	
" fancy seeded, in 1-lb. packages	0 07	
" choice seeded in 1-lb. packages	0 07	
" fancy seeded in 1-lb. packages	0 08	
Raisins, 3 crown muscatels, per lb.	0 06	
" 4 " "	0 06	
Prunes—		
25lb. bx. 90-100, lb.	0 06	Prunes, 50-60 " 0 08
" 80-90 " 0 06		Prunes, 40-50, lb. 0 09
" 70-80 " 0 07		Silver prunes, ac. to quality. 0 10
" 60-70 " 0 08		
Currants uncleaned, loose pack, per lb.	0 06	
" dry, cleaned, Filistras, per lb.	0 06	
" wet, cleaned, per lb.	0 06	
" Filistras, in 1-lb. pkg.	0 08	
Pears, per lb.	0 09	0 15
" stand-ard, per lb.	0 08	
" choice, per lb.	0 09	
Apriots, stand-ard, per lb.	0 14	
Apriots, choice, per lb.	0 15	
Plums, pitte, 4, lb.	0 11	0 12

Rolled Oats.—The oat market is firm and the advanced prices on rolled oats noted last week are being firmly maintained.

Rolled oats, 80 lb. sacks, per 80 lbs.	2 25
" 40 " " 40 "	1 15
" 20 " " 20 "	0 59
" 80 " (8, 10s)	2 65

BRITISH COLUMBIA MARKETS.

Vancouver, Sept. 1, 1910.

Advance orders from retailers are being sought for eastern eggs, the quotations being 31 cents for September and 32 cents for October and November. Eastern eggs now sell for 26 cents for culls, 28 for straight from the car and 30 cents for selected. Locals are nominally about 42 cents, but they are hard to get at any price. Guaranteed freshly laid eggs for boiling purposes are a rarity more so this summer than in the past. The retail price is 50 cents, but even this is gladly paid if good eggs can be got.

Potatoes are plentiful now, with a price of \$20 to \$25 a ton. Quality is good, with prospect of fair prices during the winter. The lesson learned last year of holding potatoes too long will hardly be duplicated again this season.

Sugar, standard granulated	5 80	Butter, Eastern dairy, choice	0 28	0 29
Sugar, imported	5 25	Butter, local creamery	0 30	
Val. raisins, lb.	0 05	Eggs, Eastern	0 26	0 34
Cal.	0 07	Eggs, local	0 42	0 45
Prunes	0 03	Cheese, Ontario	0 14	0 15
Currants	0 06	" Manitoba	0 14	
Dried apriots	0 11	0 13	Bacon	0 31
Flour, Standard	7 40		Ham, cooked	0 30
" bbl.			Lard, pure	0 18
Cornmeal, p. 100 lbs.	2 60		Lard, compound	0 17
Beans, per lb.	0 03	0 04	Potatoes—	
Rice, per ton	68 00	76 00	Ashcroft, ton	20 00
Tapioca, per lb.	0 03		Canned Goods—	
Apples, box	2 75	3 00	Peas, Early June	1 35
Apples, Cal. Grav.	2 25	2 50	Tomatoes	1 27
Evaporated apples	0 06		Corn	1 02
Butter, Eastern dairy in tubs	0 25		Apples	3 42
			Strawberries	1 75
			Raspberries	2 02
			Canned salmon	6 50

NEW BRUNSWICK MARKETS.

St. John, Sept. 1, 1910.

From all parts of the province come reports of a bountiful crop of hay, grain and vegetables. The first shipment of

new season Carleton county potatoes was received in the city last week, a record for early shipment. It was a carload lot and the price paid was a dollar a barrel at Hartland. The yield is large and so far the crop is untouched by rust. Oats, wheat, barley and buckwheat are yielding good.

New prices of canned peas are quoted below. These prices are subject to a discount of 2½ per cent. in ten-case lots.

Sugar—					
Standard gran.	5 30	5 40	Peaches, 2's, dozen	1 75	1 85
Austrian	5 20	5 30	Peaches, 3's, dozen	2 85	2 95
Yellows	4 70	5 10	Raspberries, dozen	1 85	
Flour, Manitoba	7 05	7 15	Strawberries	1 45	
" Ontario	8 05	8 15	Rice, lb.	0 03	0 03
Cornmeal, bags	1 50	1 60	Beans, hand picked, bus.	2 25	2 30
" bbls.	3 15	3 25	Beans, yellow eye, bus.	3 50	3 65
Oatmeal, bbls.	5 50	5 60	Cheese, new, lb.	0 14	0 14
Std. oatmeal	6 10	6 20	Lard, compound	0 14	0 14
Buckwheat, west, grey, bag	2 90	3 00	" pure, lb.	0 17	0 17
Val. raisins, lb.	0 05	0 06	Bacon	0 18	0 20
Cal. raisins, seed- ed	0 08	0 08	Pork, domestic mess	27 50	28 00
Currants, lb.	0 07		Pork, American clear	26 00	26 50
Prunes, lb.	0 05	0 05	Salmon, case	6 50	6 75
Molasses, fcy	0 30	0 31	Red spring	6 00	6 25
Butter, dairy, lb.	0 18	0 20	Cocoa	1 20	1 30
Butter, cream-ery, lb.	0 23	0 24	Baked beans, dozen	1 20	1 30
Eggs, new laid	0 25	0 26	Fish		
Eggs, case	0 19		Cod, dry	3 00	4 25
Potatoes, old	1 25	1 50	Herring, salt, bbls.	4 75	5 00
" new, bus	6 15	0 80	Bloaters, box	0 85	0 90
Canned goods—			Harbour salmon, lb.	0 16	
Peas, No. 4	1 17		Fresh Gaspe-reaux, cwt.	1 00	
" No. 3	1 25				
" No. 2	1 30				
" No. 1	1 77				
Corn, doz.	0 90	0 95			
Tomatoes, dz	1 90	1 05			

NOVA SCOTIA MARKETS.

Halifax, Sept. 1, 1910.

Some of the dealers purchased large stocks of rolled oats before the recent advance, but these have now been pretty well cleaned up. Pork is firmer and the price was advanced fifty cents per barrel this week. It is predicted that another advance will follow shortly.

All stocks of dried fruits are rapidly being cleaned up. The dealers are now on the tail end of last year's crop, and by the time that the new crop arrives, the market will be bare. The purchases last season were unusually heavy, but the demand was also heavy, and as a result everything in this line will be cleaned up.

The dealers here do not expect any of the new pack of salmon to arrive on the market before October. The stocks now held are small and at present the outlook is that there will not be sufficient salmon left in store to carry the dealers over.

Pure lard remains unchanged in price but compounds have been advanced ½ cents per pound.

Butter—					
Creamery prints	0 26		Pineapples	2 75	3 50
" per lb.	0 26		Pork, American	26 00	
Creamery solids	0 23	0 24	Pork, clear hbl.	29 00	
Dairy, tubs, lb.	0 22	0 23	Hams, smoked	0 18	
Bananas	1 75	2 50	Beef, American	22 50	
Beans, box, wax	2 50		Codfish, quintal	5 50	
Fresh eggs, doz.	0 21		Herring, pickled	5 00	
Sugars—			" per bbl.	5 00	
Extra Standard, granulated	5 23		Potatoes, new, per bbl.	1 75	
Unbranded Fel- low	4 55		Onions, Spanish	0 02	
United Empire	5 10		" ber lb.	0 02	
No. 1 yellow	4 70		Onions, Ameri- can, per lb.	0 02	
Flour h. wheat	6 75		Lard	0 17	
" per bbl.	6 75		Molasses, fancy Barbados, bbl.	8 36	
Flour, Ontario blends, bbl.	6 00		Molasses, fancy Barbados, gal.	0 32	
Cornmeal, bag	1 60	1 65	Canned goods—		
Rolled oats, bbl.	6 50		Peas, std.	1 00	
Fruits—			Peas, early June	1 15	
Lemons, Verdill	6 00		Corn beef, 1's	1 85	
Oranges	6 25	7 60	Corn beef, 2's	1 85	
Valencias	6 25	7 60			
Mediterranean	4 50	4 75			

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FERGUS **TORONTO**

Advance in Price of Eggs; Supplies Drop Off

Slightly Higher Quotations—Wholesalers State That Receipts Have Shown a Little Decrease—Supply of Honey is Better Than was Reported—Milk Supply is Heavy and Production of Butter and Cheese Should be Maintained for Some Time—Provision Market has Been Rather Quiet.

A feature of this season as far as butter and eggs are concerned is that the pastures have never been better. Some dealers state that the farmers tell them that it is nearly two decades since similar conditions existed. The result is that the flow of milk continues, not only unabated, but even better than it has been, that is, judging from some of the reports. It all means that the Ontario farmer has had a splendid year. His fields have returned him a splendid harvest. He has received good prices for his flocks. Eggs have brought a good price and the dairy department of the farm should be well up to the average, if it does not surpass it. The orchard alone has failed in some parts of the country, but the loss is not expected to be very serious. What may be said of this one province may be said practically of all. British Columbia has had a good year. Reports from Quebec indicate prosperous conditions, and the middle west is going to be much better off than was first thought.

The butter market is firmer and in some localities a slightly higher figure is being asked. Cheese is showing a brisker market and the export trade has improved. With the production of milk keeping up it is possible that the output of cheese will be up to last year's figures.

The provision market has been quiet. The market has remained steady, but supplies have been free and the demand well met. Eggs are slightly higher, owing to a heavy demand. The market should hold its own, according to dealers, who do not expect prices to fall back again. Receipts have fallen off during the week.

Receipts of honey have been larger than expected, and the high prices spoken of are not likely to materialize. In Toronto, clover honey in the comb is quoted as high as \$2 a dozen, although there are some houses offering it lower.

Poultry is coming in much freer now and as reports from the country indicate good supplies of fowl prices should go lower when they are shipped to the market. In fact, the quotations will have to be dropped to attract trade, as at present dealers describe it as too high for general demand.

MONTREAL.

Provisions—The present cool weather, combined with the number of out-of-town visitors coming into town, have put new life into the provision trade, and local men report a brisk trade at former prices. Live and dressed hogs are somewhat easier, and are coming in freely.

The prospects seem to be for a steady market for the next few weeks.

Pure Lard—	
Boxes, 50 lbs., per lb.	0 15 1/2
Cases, tins, each 10 lbs., per lb.	0 15 1/2
" " " 5 " " "	0 15 1/2
" " " 3 " " "	0 15 1/2
Pails, wood, 20 lbs. net, per lb.	0 15 1/2
Pails, tin, 20 lbs. gross, per lb.	0 15 1/2
Tubs, 50 lbs. net, per lb.	0 15
Tierces, 375 lbs., per lb.	0 15
Compound Lard—	
Boxes, 50 lbs. net, per lb.	0 13 1/2
Cases, 10-lb. tins, 60 lbs. to case, per lb.	0 14
" " " 5 " " "	0 15 1/2
" " " 3 " " "	0 14
Pails, wood, 20 lbs. net, per lb.	0 12 1/2
Pails, tin, 20 lbs. gross, per lb.	0 13 1/2
Tubs, 50 lbs. net, per lb.	0 12 1/2
Tierces, 375 lbs., per lb.	0 13 1/2
Pork—	
Heavy Canada short cut mess, bbl. 35-45 pieces	28 50
Bean pork	23 50
Canada short cut back pork, bbl. 45-55 pieces	29 00
Clear fat backs	31 00
Heavy flank pork, bbl.	21 00
Plate beef, 100 lb. hbls.	9 25
" " 200 "	18 00
" " 300 "	26 50
Dry Salt Meats—	
Green bacon, flanks, lb.	0 16
Long clear bacon, heavy, lb.	0 15
Long clear bacon, light, lb.	0 16 1/2
Hams—	
Extra large sizes, 25 lbs. upwards, lb.	0 16 1/2
Large sizes, 18 to 25 lbs., per lb.	0 15
Medium sizes, 12 to 18 lbs., per lb.	0 21
Extra small sizes, 10 to 13 lbs., per lb.	0 21
Bone out, rolled, large, 16 to 25 lbs., per lb.	0 20
" " small, 9 to 12 lbs., per lb.	0 21
Breakfast bacon, English, boneless, per lb.	0 21
Windsor bacon, skinned, backs, per lb.	0 18
Spiced roll bacon, boneless, short, per lb.	0 25
Hogs, live, per cwt.	0 25
" dressed, per cwt.	13 00

Butter—Creamery butter is on the up-grade, owing to the large demand existing. It may be only temporary, but as receipts are light they will undoubtedly have a bullish effect on prices. Receipts for the week are 13,262 packages, as against 13,855 packages same week last year. For the season they are 276,806 packages, as against 253,034 same season last year.

New milk creamery	0 24 1/2	0 25
Dairy, tubs, lb.	0 21	0 22
Fresh dairy rolls	0 21	0 22

Eggs—New lays are now selling as high as 28c. owing to the heavy demand in which they are now held. All other grades show a decided firmness, and the prospects of an advance look good. Receipts are falling off to a slight degree, which has also helped to firm the market. Receipts for the week are 5,968 cases, as against 6,256 cases same week last year. For the season they are 139,324 cases, as against 142,139 cases same season last year.

New lays	0 27	0 28
Selects	0 24	0 24
No. 1	0 20	0 20

Cheese—The usual September briskness is already putting in an appearance, and not only is the increase local, but export demand also is on the up-grade. However, shipments to date are still less than last year at the corresponding time. This is partially accounted for by the fact that receipts are also less. They are 1,173,146 boxes, as against 1,212,453 same season last year. For the week

they are 70,316 boxes, as against 81,184 same week last year.

Quebec, large	0 11 1/2
Western, large	0 11 1/2
" " twins	0 12
" " small, 20 lbs.	0 12
Old cheese, large	0 13

Honey—Honey is easier this week, due to the much larger receipts than were expected. According to the early prophecies, there was to be a short crop this year. Local men say there is no difficulty whatever in filling their requirements at lower prices than last year. In this province, at any rate, there is a good crop.

White clover comb honey	0 15
Buckwheat, extracted	0 08 1/2
Clover, strained, bulk, 30 lb. tins	0 10
Buckwheat comb	0 12 1/2

TORONTO.

Provisions.—The provision market is much the same as a week ago. The prices of live and dressed hogs are the same and supplies have been coming in freely. The various houses apparently have sufficient supplies on hand to meet the demand which has only been normal. It is expected, however, that prices may go up slightly during the next two weeks as there is bound to be a heavy demand.

Long clear bacon, per lb.	0 15
Smoked breakfast bacon, per lb.	0 20
Pickled shoulder	0 21 1/2
Roll bacon, per lb.	0 15 1/2
Light hams, per lb.	0 19 1/2
Medium hams, per lb.	0 19
Large hams, per lb.	0 18 1/2
Cooked hams	0 28
Fresh shoulder hams	0 13
Shoulder butts	0 17
Backs, plain, per lb.	0 20
" pea meal	0 20 1/2
Heavy mess pork, per bbl.	26 00
Short cut, per bbl.	30 00
Lard, tierces, per lb.	0 14 1/2
" tubs	0 14 1/2
" pails	0 14 1/2
" compounds, per lb.	0 12
Live hogs, at country points	8 25
Live hogs, local	8 50
Dressed hogs	12 00

Butter.—Although there is an apparent firmness to the butter market, there has been no advance in prices. From Montreal, reports have been received that prices have gone slightly higher and the same movement is not altogether improbable locally. The country was never in never condition at this time of the year. Farmers are receiving a heavy production of milk and it is expected that it will not show any diminished returns for some time to come. There is a good demand for butter.

Fresh creamery prints	0 24	0 25
Farmers' separator butter	0 21	0 21
Dairy prints, choice	0 18 1/2	0 19
No. 1 tubs or boxes	0 19	0 20
No. 2 tubs or boxes	0 17	0 18

Eggs.—The egg market is firm and has shown an advance. Receipts have been falling off recently and there is a noticeable firmness to the market. It is stated that there will be no dropping back to lower prices and that the market's movement henceforth will be upward.

Selects	0 23	0 24
Fresh eggs, doz.	0 21	0 21
Second grade, doz.	0 18	0 19
Chips, doz.	0 16	0 17

Cheese.—Locally the cheese market is firmer. The factories should have an excellent month this September as the pastures are in splendid condition, and the yield of milk has not yet begun to fall off. In fact it is increasing. The cheese business will likely vindicate itself and finish the year with as good a

THE CANADIAN GROCER

showing as in 1909. The demand from the local houses is satisfactory.

New cheese— Large..... 0 11 1/2 0 12 Twins..... 0 12 0 12 1/2

Poultry.—Receipts of ducks and chickens are coming in more freely and are meeting a good demand. The business has not yet begun to reach its full strength, and prices will have to sag a little more before buying becomes heavy.

Spring broilers, live..... 0 12 0 13
Hens, per lb. live..... 0 10 0 11
Turkeys, per lb., large, dressed..... 0 18 0 19
Spring duck, lb., live..... 0 10 0 11

Honey.—There is an improvement in the demand for honey. The presence of the new honey has made itself felt and there has already been a call for it. The supply seems to be pretty free, much better than was expected from the reports that had been sent out. The price of clover honey in comb has undergone an advance.

Clover honey, extracted, 60 lb. cans..... 0 10 0 10 1/2
" " " 10 lb. pails..... 0 10 0 11
" " " 5 lb. pails..... 0 10 0 11
" " comb, per dozen..... 2 00
Buckwheat honey, lb..... 0 07

ed twenty-five dollars he had not then made anything.

It will thus be seen that he had to sell many dollars worth of goods before he even commenced to get any returns on his investment. The grocer will realize by considering his work from this standpoint that it is most important to him that he should receive a profit on every sale.

Grocers and others in Indianapolis consider that selling eggs by the pound, instead of by the dozen, is impractical.

due to the difference in the size of the eggs, even pointing to the fact that an egg that has been in cold storage will weigh less than a fresh egg.

BUSINESS OPPORTUNITY.

FOR SALE — An old established manufacturing business of grocers' and confectioners' sundries, comprising such lines as flavoring extracts, jelly powders, catsups, fluid beef, egg products, etc. Reason for selling—winding up estate. A good proposition to the right man. Small capital only necessary. Write ESTATE LYON SILVERMAN, 313 Notre Dame St. East, Montreal.

He Has to Face
an Expense of \$25
Every Morning

By F. H. S.

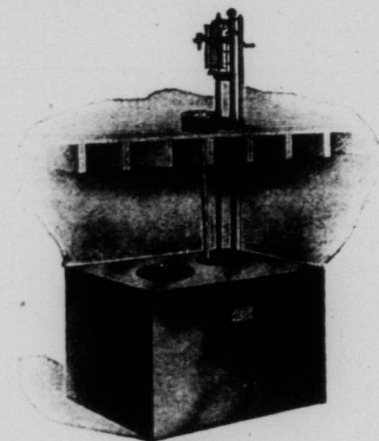
A Winnipeg grocer speaking of his cost of doing business told me the other day, that every morning when he opened his store for a day's business he saw before him an expenditure of \$25



Building of The Reed Co., Ltd., Wholesale Grocers, Moncton, N.B.

which included the wages of his clerks, his own wages and the cost of delivery. Neither was this his entire cost of doing business. When his profit had reach-

Are you sure of a reasonable profit on your gasoline and kerosene business?



Many successful grocers realize that oil is one of the most uncertain items on their balance sheet. It is a fact that evaporation alone may rob you of from 5 to 25% of the gasoline or kerosene kept in ordinary barrels. Leakage, dripping faucets, overflowing measures and funnels, etc., further combine to eat the vitals out of your profits. You can make the retailing of oil just as easy, clean and profitable as selling tea or coffee, by using a

Self Measuring Oil Tank

It is absolutely evaporation-leak-and fire-proof. It can be placed inside or outside, in the cellar or under the ground, and you can place the pump in the front of the store, if you prefer, for it is as clean, neat and odorless as a pair of scales. You can wait on ten customers in a minute—the oil being pumped and measured in one operation directly into your customer's can, with a quick and easy turn of the handle. There can be no overmeasure, no drip, no overflow, no sloppy funnels and measures, no oil on your hands.

S. F. BOWSER & CO., Inc.

Let us tell you more about it. Write for Bulletin No 5.

66-68 Frazer Ave. TORONTO



THERE ARE MORE OF
WILSON'S FLY PADS

sold in September than any other month, because the cool evenings drive the flies into the houses.



MAPLEINE

(Maple Flavor)

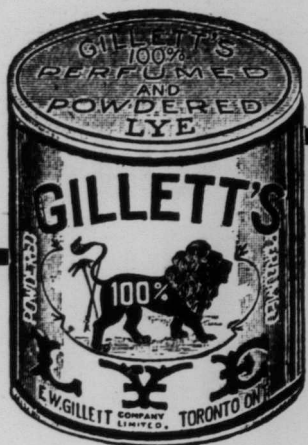
This is a strictly high-grade maple flavor, made of absolutely pure materials, and possesses the genuine rich flavor of the maple.

One ounce of Mapleine makes a gallon of delicious syrup. For manufacturing purposes it is positively unexcelled.

Send for Free Sample

Frederick C. Robson & Co.

26 Front St. E., Toronto



Millions of People Use Gillett's Lye.

The fact that Gillett's Lye is so favorably known and well advertised makes it the best cleaner to sell.

GILLETT'S LYE EATS DIRT!

It cleans baths, sinks, pans, cans, dishes, drains, closets, etc., and everything pertaining to the home. It is a fine disinfectant.



GILLETT'S CHEMICAL WORKS ESTABLISHED 1852.

YOUR TIME

is too valuable to expend in "talking" any particular product. We do all the "educational" work for Shredded Wheat. We aim to sell it before it is placed on your shelves. But nearly every grocer has a fussy customer "from Missouri." When she asks you about breakfast foods, here are three things you can tell her about

Shredded Wheat Biscuit

First—It is the cleanest, purest, most nutritious cereal food, made in the finest, cleanest food factory in the world.

Second—It contains all the rich, body-building material in the whole wheat grain—not merely the white flour, which is mostly starch.

Third—Being in biscuit form, it makes delicious combinations with fruits—in fact, it is the only cereal breakfast food that makes wholesome and natural combinations with fruits.

Memorize these three points and be ready for the customer who asks questions.

The Canadian Shredded Wheat Co., Ltd.
Niagara Falls, Ontario

Clark's Potted Meats

The modern housekeeper is quickly being educated to the merits of Potted Meats

CLARK'S POTTED MEATS are the favorite; their quality warrants it.

Packed in assorted cases if so ordered.

Your jobber handles them.

Wm. Clark - Montreal

Manufacturer of High-Grade
Food Specialties

CANADA: No better Country

MOTT'S: No better Chocolate

MOTT'S DIAMOND CHOCOLATE

All the year round

Mott's

"Diamond" and "Elite"

brands of

Chocolate

are the grocer's most ready sellers. Uniform quality and absolute purity have made this possible.

EVERY JOBBER SELLS THEM

John P. Mott & Co.
Halifax, N.S.

SELLING AGENTS:

J. A. Taylor	R. S. Meindoe	Jos. E. Huxley	Arthur Nelsen
Montreal	Toronto	Winnipeg	Vancouver
Arthur M. Loucks	Ottawa	R. G. Bedlington	Calgary

BISCUITS

from the Old Country

Some of the most popular Biscuits in Britain are made by

McVITIE & PRICE

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 for Manitoba, Saskatchewan, Alberta and British Columbia:
RICHARDS & BROWN, 314 Ross Avenue, WINNIPEG



Make a note of the brand—Y & S—on our Pepsin Gum. This brand—Y & S—has been used by us and our antecedents for forty years on the best known stick licorice in the United States and Canada. It means just as high quality when used on our chewing gum. Four flavors: Licorice, Peppermint, Wintergreen and Spearmint. Each piece wrapped singly, 5 pieces to package, 20 packages to box. Order a trial box, assorted, if required, from your jobber.

National Licorice Co.
MONTREAL

By Royal  Letters Patent

NELSON'S

POWDERED GELATINE

is a perfectly pure Gelatine in powder form, ready for immediate use, without soaking.

NELSON'S

Gelatine and Liquorice

LOZENGES

Should be in your confectionery department.

G. NELSON, DALE & CO., Ltd.
EMBOOTE MILLS, WARWICK, ENGLAND

The above can be had from any of the following agents:

The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
Ashley, Winnipeg.
Geo. A. Stone, 84 Inns of Court Buildings, Vancouver, B.C.

Opinion Divided as to Strength of Wheat Market

Considerable Decline Expected by Some, While Others Believe the Market Will Remain Steady — Feeling of Prosperity Obtains in Western Canada, Resulting From the More Optimistic Estimates of the Yield of Grain—Oat Crop did not Suffer as Much as Wheat.

It is now assured that the reports of the damage to the wheat and oat crops of the west were greatly exaggerated. The yield of wheat will, of course, be less than that of last year, but the difference is not going to be as great as at first expected. The injury to the standing oats has not been as great as that which the wheat suffered, and, as is now generally admitted, the conditions are not as bad as was expected.

There is a new feeling of prosperity as the result of the changes. Prospects and reports from the wholesale houses in Winnipeg and the west indicate that one and all are looking forward to and are preparing for a big volume of fall business. There has been an increase in the export demand of late, and it is stated by some that the extent of the demand for export will reach such a figure that cheap wheat will be unheard of this year. On the other hand, some who are equally conversant with the situation claim that the reports of diminished crops in foreign countries are not as grave as they were at first thought to be.

With opinion divided at this stage it is not easy to say which opinion is likely to be borne out. Developments in the near future should indicate which way the market is going. It is generally admitted that wheat has to decline before there is a heavy export trade.

MONTREAL.

Flour—Flours seem to be holding their own. This is probably due to a considerable increase in export trade of late. Also, local demand is showing some improvement. As yet no change has been made in previous quotations, and there does not seem to be much immediate probability of any such change occurring.

Winter wheat patents, bbl.	5 75
Straight rollers, bb	5 80
Extra, bbl.	5 50
Manitoba spring wheat patents, bbl.	6 30
strong bakers, bbl.	5 80

Rolled Oats—There is only a fair demand passing at present for these lines. There are some symptoms of a revival in local demand, however, and dealers hope to find a brisk trade during the coming month. The situation is unchanged at present.

Fine oatmeal, bags	2 70
Standard oatmeal, bags	2 70
Granulated "	2 70
Gold dust oatmeal, 99-lb. bags	2 10
Bolled oatmeal, 100-bags	1 90
Rolled oats, bags, 90 lb.	2 45
" barrels	5 10

TORONTO.

Flour—Deliveries of wheat are coming more freely just now, and thereby the millers are much pleased. It is not easy to predict what movement the flour

market will take. There has been a feeling that the price was going to drop, but local millers state that they cannot see it that way. One dealer, who fancied he saw a decline, remarked that he expected to see Manitoba flour drop 50 cents. It is a question. There was a report this week that France had called 300,000 bushels of wheat, but it was not generally substantiated. Recent influences on the market have been bearish. Previously it had been understood that France would have to import a large quantity of wheat, but of late the outlook has become more hopeful. In fact, the general wheat market has brightened, and, as before stated, the influence has, if anything, been toward lower prices. It is also held that with an increased export demand and decreased home supplies, that cheap wheat is almost out of the question, and, therefore, that flour will not go to lower figures. Those are the respective viewpoints, but in view of the heavy winter wheat supply it would not be entirely unlikely for a slight decline, which might or might not be maintained. The general feeling among the trade is that the market possesses strength, although it may not be felt for the present.

Manitoba Wheat.	
1st Patent, in car lots	6 20
2nd Patent, in car lots	5 70
Strong bakers, in car lots	5 60
Feed flour, in car lots	3 10 3 30
Winter Wheat.	
Straight roller	4 25 5 25
Patents	4 80 5 35
Blended	5 00 5 15

Rolled Oats—The market in rolled oats has been moving along steadily, but without any features. A change in prices is not expected for the present.

Rolled oats, small lots, 90 lb. sacks	2 45
" 25 bags to car lots	2 35
Rolled wheat, small lots, 100 lb. bris.	3 10
" 25 bris. to car lots	3 00
Standard and granulated oatmeal, 75 lb. sacks	2 70

EXPRESS COMPANIES AMALGAMATE.

St. John, N.B., Sept. 1.—Merchants throughout the maritime provinces and also in Ontario and Quebec will hear with a good deal of interest the announcement that the Dominion Express Company has absorbed the Maritime Express Co., the merger taking effect on September 1. This has followed the taking over of the Dominion Atlantic Railway lines by the C.P.R. The result of the absorption is that the Dominion Express will operate by steamer between St. John and Digby, N.S., and between Yarmouth and Boston, and also on the D. A. R. lines between Yarmouth and Halifax.

One claimed advantage of the merging of the two companies will likely be that merchants in Upper Canada will be able to get a through rate on goods consigned to points served by the D. A. R. system, and fish dealers and others

Biscuit Quality

is no less a matter of purity of materials and of skill and care in mixing and baking, than of the way in which the biscuits are packed.

Your absolute guarantee against soggy conditions is to sell exclusively—



This is the kind that always reaches you in the same crisp and fresh condition as it leaves our oven.

Your cracker business will be booming this summer if you are selling

MOONEY'S

Order to-day

The
**MOONEY BISCUIT
& CANDY CO., LTD.**

Stratford and Winnipeg

in Nova Scotia will also get a through rate on their shipments instead of having to pay two rates as heretofore. The Dominion Express Co. will also get an entry into Boston.

PERSONAL NOTES.

H. B. Cowan, of the Cowan Co. Ltd., has just returned from a trip to the Pacific Coast.

Mr. Tindale, of Tindale Bros., general merchants, Arthur, Ont., was in Toronto during the week and was among the visitors at the new publishing house of The Canadian Grocer.

Fred Mason, formerly assistant general sales manager of the Diamond Match Co. is now general manager of The Shredded Wheat Co. His duties began yesterday, Sept. 1. He was once secretary of the National Retail Grocers' Association.



It Pays to Sell Quality Goods!

and it will pay you well to feature the
"Quality" Products of Poulton & Noel.



Stock a Full Range of
**ROLLED
OX TONGUES
POTTED MEATS**
and
GALANTINES
etc.



We can highly recommend these goods for their
quality and the attractiveness of their packages.

PUT UP BY

POULTON & NOEL, Limited, London, Eng.

Malaga Raisins

When you order your MALAGA TABLE RAISINS or
"Blue Fruit," you want to secure the finest quality.

The undersigned packer, whom we represent, last year
shipped far and away more raisins to Canada than any
other Malaga firm.

This is a sure proof that his raisins are appreciated at their
true worth.

Stocking this brand ensures satisfactory sales and satisfactory
profits.

JOSE SEGALERVA
MALAGA—SPAIN

Prices on application to



Rose & Laflamme
Limited
Montreal - Toronto



Between the Business Getter and the Business Builder

THERE'S this difference—
QUALITY.

If you willingly throw your Personal Recommendation and Salesmanship into the balance, you can sell *poor quality flour* ONCE, maybe twice, according to your wealth of explanations. This is Business Getting, otherwise "Pedlar Salesmanship," engendering antagonism.

But it *isn't* Business Building—the difference comes in *after* the flour is sold, when She tries for success. Future sales are in the kitchen oven, depending on the housewife's pleasure or displeasure.

It's just as easy to *Build* Business as to merely *Get* Business—you don't have to choose—you can do BOTH at the same time.

Why not back your real selling abilities, your enthusiasm, with FIVE ROSES quality?

And after this flour is sold, the quality is so good and your service so excellent that the feeling of satisfaction will happen inevitably in the mind of the buyer. Engendering the "Habit of Buying."

We see no money in "one-time" sales, no hope for nimbler turnovers.

For poor flour in the past, Brother Grocer, the only apology is *better* flour in the future.

Otherwise, your flour profit will maintain its peanut proportions, while steadily undermining your goodwill, lessening the weight of your Personal Guarantee—your strongest asset.

Can't YOU see the difference to you between FIVE ROSES flour and cheap stuff?

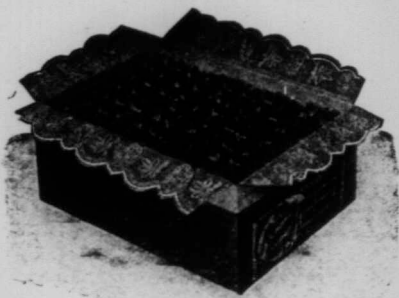
It's the same difference to your custom.

Sell flour with an eye to futurity, profit, permanence. Consider this awhile and you will inevitably sell FIVE ROSES.

Lake of the Woods Milling Co., Limited, Montreal



FIVE ROSES FLOUR



"BORDO" Chocolates

We do not like to boast, but we certainly do not think that there is another chocolate equal to our "Bordo" in America.

Read on

We have such confidence in the goods, that we will guarantee the sale of this Specialty.

There is a reason

"Bordo" is something entirely different to any other line; both in ingredients and the unique flavor that has never been equalled.

After you once stock this line, no urging on our part is necessary.

Read on

One trial will settle the chocolate question for you.

Packed: 5 lbs. boxes.

Costs you 25c., sells at 50c. lb.

Remember we guarantee the sale

Send along your order to-day.

Trial order. Express pre-paid.

Samples at least will cost you nothing, and a line of enquiry will bring you all details.

The Montreal Biscuit Co.

"Originators"

MONTREAL

"The House of High Quality"

TRUMILK

IS FULL CREAMED CANADIAN MILK IN POWDER FORM

MILKSTOCK

IS FINEST SEPARATED MILK IN POWDER FORM

These products are made by the latest and most up-to-date process at our own plant in Oxford County, are free from chemicals, preservatives or adulterations, and are the most convenient form in which milk can be got. For sale by all wholesalers. For further particulars apply to the

Sole Manufacturers

Canadian Milk Products, Limited

MAIL BUILDING, TORONTO

NO CHEMICALS are used in the manufacture of
EPPS'S COCOA

Epps's flavour is the natural flavour of fine cocoa, and is cocoa as it should be.

Epps's

'MILENIA MILK CHOCOLATE

Melts in the mouth with a delightful smoothness and a lingering delicacy of flavour.

MADE WITH FULL-CREAM MILK.

Special Agents: C. E. COLSON & SON, Montreal
Nova Scotia: E. B. ADAMS, Halifax. Manitoba: BUCHANAN & GORDON, Winnipeg

MAPLE SYRUP!

Small's Maple Leaf Brand
is the Standard the world over.
CANADA MAPLE EXCHANGE
Montreal

Cheese for 5000 Grocers

Roquefort, Gruyere, Camembert,
Oka, Parmesan, tdam, Stilton.

WE ARE SPECIALISTS FOR THE TRADE.

Write, Wire or Phone.

THE ST. LAWRENCE GROCERY
395 St. Lawrence Boulevard Montreal

WINDSOR SALT

CAR LOTS OR LESS. Prompt shipments
Write us for prices. Phone order our expense

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

W. H. ESCOTT

WHOLESALE

Grocery Broker

141 BANNATYNE AVENUE

WINNIPEG

COVERING

MANITOBA and SASKATCHEWAN

CORRESPONDENCE SOLICITED

Oval Butter Dishes

Write us for Prices

Graham Bros. & Co., Kinmount, Ont.

The GRAY, YOUNG & SPARLING CO., Limited

SALT MANUFACTURERS

Granted the highest awards in competition with other makes.

WINGHAM ESTABLISHED 1871

ROLLED OATS

FLAKED WHEAT and OATMEALS

Bags or Barrels. Car or Broken Lots.

WRITE FOR QUOTATIONS.

Prompt attention to all orders.

J. W. EWEN - Uxbridge, Ont.

SUCHARD'S COCOA

This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes. Delicious in flavor; please just right.

FRANK L. BENEDIOT & CO., Montreal
Agents.

THE HODGSON GUM CO.

898 St. Lawrence St. MONTREAL

Makers of High Class Gums at Popular Prices. Write for Samples and Quotations.

We make special brands to order.

CHRISTIE

To The Grocers of Canada

Dear Sirs,

While you are visiting the Canadian National Exhibition this season you are cordially invited to visit our factory.

You will also favor us greatly by visiting our Exhibit--The Model Store--in the Manufacturers' Building at the Fair grounds. As a practical merchant, an expression of opinion regarding our Exhibit would be highly appreciated.

*Yours very cordially,
Christie, Brown & Co., Limited*

BISCUITS

Early St. John Peaches

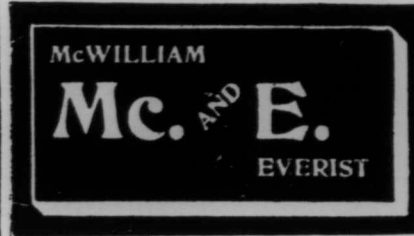
Good shippers. You will be safe ordering now, as they should carry without waste.

Bartlett Pears Fancy Plums

From now on these Canadian Fruits should be at their best.

Full Lines Imported Fruits

Oranges Lemons Bananas



25-27 CHURCH ST. TORONTO
Carload Importers

"St. Nicholas" and "Home Guard"

are the closest graded lemons that have yet been offered to the Canadian dealer—that is why the grocer can sell an entire box at full price. No culls to throw away.

J. J. McCABE

AGENT

32 Church Street, Toronto.

First Bartlett Pears are Now on the Market

It is Believed That the Crop is Well up to the Average and That the Market Supply Will be Liberal—Government Report is not Optimistic—Tomatoes are Coming in Freely and Have Dropped to a Low Quotation—Lemons are Quiet—A Review of Conditions as They are at Present—1910 Will Not be Termed a Good Fruit Year.

"A poor fruit year," are the words by which an Ontario government report refers to the present season, and it must be admitted that up to the present the conditions have not been really up to the average in some crops and the prospect for the future are not of the brightest. Apples may not be up to the average and prices for good stock are likely to be high. The Ontario crop is none too promising as has already been pointed out, but British Columbia is fortunate in having a splendid crop. Apples prospects in England and on the continent are poor and the crop in the United States is not going to be as good as expected. Plums have borne unevenly according to the degree of spraying practiced. Pears are doing better than apples although the yield will not be of the heaviest. Peaches, while they will be about an average crop, should be of good quality. Cantaloupes are good buying as there is a good demand for them now. Already the Duchess apple has reached the market although not in a large quantity. Grapes are looking well and promise a good crop.

On the whole prices are likely to range higher than last year especially in the case of plums, apples and grapes. From the vicinity of Ottawa and Montreal reports have been sent out that cabbage, beets, carrots and cauliflower are affected by vermin.

MONTREAL.

Green Fruits.—Lemons are easier this week, selling as low as \$4.25 in some cases. The whole tone of the fruit market shows decided weakness and this in spite of a very large volume of trade being done. The reason assigned is the tremendous quantity of new stock on the market. Dealers report that many lines are costing as much to lay down here as they can hope to receive for them. For this reason new orders are being placed very cautiously, although it is hoped that the Eucharistic Congress visitors will bring relief.

Bananas and oranges are lower, and there seems a prospect of a still lower range during the next few days.

Apples—	Lemons..... 4 25 5 00
Green, bbl..... 2 25 3 50	Musk melons, per basket..... 3 50
Bananas crated, bunch..... 1 75 2 00	Melons, Montreal basket..... 6 00 12 00
Blueberries, box..... 0 75	Oranges—
Blueberries, large..... 1 50	California, late Valencia..... 4 00 5 00
Cranberries, bbl..... 12 00	Pineapples—
Cocoanuts, bags..... 4 25	Floridas, case..... 5 50
Grapes, Delaware crate..... 2 50	Plums, crate..... 2 25 2 75
Limes, per box..... 1 25	Peaches..... 1 50 1 75
Call. Malagas..... 2 75	Pears..... 2 50 3 00
Tokays..... 3 00	Pears, bbl..... 6 00

Vegetables.—In the vegetable market it is very much a repetition of the fruit situation. What few changes in price have been made are downward, and the market can hardly recover under present arrivals of stock until new con-

sumers appear. All look for a very busy time after the first of the month.

Beans, green,	Boston..... 1 00 1 25
basket..... 0 40 0 50	Onions—
Beans, wax..... 0 40 0 50	Spanish, cases..... 2 50
Beets, doz..... 0 25 0 35	Potatoes—
Carrots, doz..... 0 10	Potatoes, new, per bbl..... 2 25
Cabbage, new, dz..... 0 40 0 50	Parsley, dozen..... 0 15
Celery, doz..... 0 30 0 75	Parsnips, new, dz..... 0 40
Cauliflowers,	Radishes, dozen
Montreal..... 1 50	bunches..... 0 20 0 25
Corn, doz..... 0 10 0 15	Rhubarb, doz..... 0 25 0 30
Cucumbers, doz..... 0 30 0 35	Spinach, bbl..... 3 00
Garlic, 2 bunches..... 0 25	Tomatoes—
Green Peppers,	Jersey, box..... 0 35 0 50
basket..... 0 50 0 70	Turnips, new, bunch..... 0 25
Lettuce—	
Montreal, doz..... 0 35 0 50	

TORONTO.

Green Fruits.—Business of late has been largely centred upon peaches, pears and plums, with other fruits also drawing good trade. There is a strong demand for apples especially of the eating varieties and there are also Canadian grown Duchess coming in. They are principally a cooking apple and there is likewise a good business doing with them. Cantaloupes are moving briskly and the section of the province that grows them best has of late been sending in a plentiful supply. Lawton berries seem to have been a good crop judging by the amount that passed over the local market. There are still some coming in but their season is about done. The lemon market is inclined to be steady, but the price is firm. The peaches and plums that have been received moved out rapidly. It is learned that the shipments of fruit from the Niagara district to the west have been rather extensive. Peaches will be about an average crop and there is no likelihood of record low prices being offered this year.

Some have hinted at peaches being more plentiful than last year, but this will hardly be borne out as the crop of Albertas is not as heavy as a year ago and they must be considered in estimating the crop.

Bartlett pears are now being shown on the Toronto market and from all reports the Niagara district has a good crop. The better class of plums, pears and peaches are now practically ready for the market and will soon have the bulk of the trade.

Apples, Duchess	Oranges—
bbl..... 2 25 2 75	Valencia..... 4 50 5 00
Apples, Canadian,	Peaches—
basket..... 0 30 0 40	Early Canadian
Bananas..... 1 50 2 00	Flat baskets..... 0 40 1 00
Blueberries, bas 1 25 1 35	Lemo covers..... 0 60 0 75
Cantaloupes, Canadian—	St. John..... 0 75 1 50
Crate..... 0 75 1 25	Pears, box..... 3 50
Basket..... 0 35 0 85	Pears, Canadian
Grapes, case..... 2 50 2 75	basket..... 0 30 0 75
Grape Fruit—	Pears, Bartletts
California..... 3 75 4 75	basket..... 0 50 0 75
Lawton Berries..... 0 10	Pineapples, case..... 4 00
Lemons—	Plums, basket..... 0 35 0 75
Verdelli..... 5 50	Watermelon, ea. 0 40 0 50
Limes box..... 1 25	

Vegetables.—There is a steady trade in the general line of vegetables. Cabbages are not moving any too freely although there is a fair demand. Tomatoes are coming in more plentifully and the price has dropped accordingly. They are of good quality. The majority

of the early potatoes are about done. From the district of London it is reported that there is a scarcity and higher prices are expected before long. It is generally believed that the crop will be nothing much above the ordinary.

Beets, doz.	0 25 0 30	Ontario,	1 00
Beans, wax, per		Potatoes, Onta-	
11-qt. basket...	0 15 0 25	rio, new, bag, 0	75 0 80
Cabbage, case—		Parsley, per doz	
Canadian,	1 00 1 25	bunches.....	0 25 0 30
Carrots, Cana-		Radishes, doz...	0 25
dian, doz.....	0 30	Green peppers,	
Cauliflower, dz..	0 75 0 85	11-qt. basket..	0 35 0 40
Celery, basket...	0 40	Tomatoes, Can.,	
Cucumbers, bas	0 20 0 25	basket 11 qt...	0 30 0 35
Lettuce, Cana-		New turnips, p:r	
dian, head....	0 25 0 30	11-qt. basket. .	0 50
Onions—			
Spanish, large..	2 25 2 50		

BIG WINNIPEG GROCERY CHANGE.

W. Georgeson, of W. Georgeson Co. Ltd., Calgary, and formerly manager of the Codville-Georgeson Co., Winnipeg, has organized a new million dollar company to purchase the wholesale grocery business of Foley Bros., Larson & Co., Winnipeg. The Canadian Grocer has been informed on good authority that the deal has been completed.

**Musk Melons
Rocky Fords**

We are large shippers in this line.

Grapes

Sample is fine and our prices right.

Peaches

Crawfords—large supply.

Bartlett Pears

Plums

Fancy stock.

Late, firm stock

Tomatoes

Wire, phone or mail your orders to

Stevens & Soloman

Growers and Shippers of

CANADIAN FRUITS

Phones 1990 and 2700

HAMILTON, - - - ONT.

We are Big Receivers of Canadian Fruits and Vegetables

PEACHES } Now arriving in
PEARS } large quantities
LUMS } every day

All of good quality and at reasonable prices

FANCY

ORANGES LEMONS and BANANAS
at lowest prices

SEND US YOUR ORDERS

HUGH WALKER & SON
(Established 1861) GUELPH, ONTARIO

BUSTER BROWN

LEMONS

Are the World's Best. Mention this Brand when ordering

PACKED BY
FOLLINA BROS., ITALY

SOLD BY
W. B. STRINGER, TORONTO



Are Retailers Ready for Fish Season Opening?

First of September Marks the Time for Oysters and Smoked Fish Particularly—Pickled Fish Also Attracting Notice—Lobster Crop Reported Short—The Salmon Run.

With September opens the season for all kinds of fish generally, but particularly smoked fish and oysters. There is always a rush for these lines at this time of year, perhaps due to the fact that most people who can afford to spend their summers in the country do so, and when they return to the city, tired with a round of boarding houses and hotels, with the monotonous bill of fare served in the average summer resort, they wish for something different—fresh oysters, kippered herring, or finnan haddies, something with a flavor of the sea.

Pickled and prepared fish also come in for their share of patronage. The outlook so far is for a good busy season. Every preparation is being made to cater to the wants of the trade, and yet at this time of year the fish business is largely a speculation. All the local dealers seem to have plenty of confidence in the future of the present season. Stocks of frozen fish, particularly from the west coast, are said to be ample to cover the wants of the trade, although it is reported that some lines from the east will be short, particularly frozen mackerel and haddock.

In the line of salt fish it is yet too early to forecast the crop, as, for instance, codfish. Fishing is at its best in certain localities about this time of the year. As the demand for new fish is abnormally good, it seems pretty certain that the price of green cod will be higher. This would of course affect similarly the prices of all the prepared lines of cod, such as boneless, shredded and skinless. However the situation may be now the fish business is a hard one to be sure, as regards future prices. Stormy weather, changes in demand, and other possibilities have to be taken into account.

It is reported that the lobster crop will be far below that of former years, and as European markets were depleted long ago, the new crop price seems sure to advance considerably.

QUEBEC.

Montreal, Sept. 1.—Local fish men are trying to figure out just which way "the cat is going to jump" as regards the opening of the fish season. One feature of the market is that dry fish are higher than for the past ten years. It is also reported on good authority that the Labrador catch this year is a failure.

Taken all in all, however, the outlook is for a very good season unless something unforeseen occurs to change the prospect.

FRESH	
Pike.....	0 08
Perch.....	0 07
Steak cod.....	0 05
B.C. salmon.....	0 15
Market cod.....	0 04
Sturgeon.....	0 12
Lake trout.....	0 12
Blue fish.....	0 15
Sea trout.....	0 12
Sea bass.....	0 12
Whitefish.....	0 12
Mullet.....	0 07
Haddock.....	0 04
Halibut.....	0 09
Bullheads.....	0 10
Carp.....	0 08
Dore.....	0 12
Mackerel, each.....	0 25
Swordfish.....	0 12

FROZEN	
Codfish.....	0 04
Dore, winter caught, per lb.....	0 10
Haddock.....	0 04
Halibut, per lb.....	0 09
Herring, per 100.....	1 25
Market cod.....	0 04
Steak cod.....	0 06
Mackerel.....	0 10
Pike.....	0 07
Salmon, B.C., red.....	0 09
Gaspesalmon.....	0 18
per lb.....	0 07
Smelts, 10 lb. boxes.....	0 07
Whitefish, large, lb.....	0 09
Whitefish, small.....	0 07

SALTED AND PICKLED	
Green cod, No. 1, bbl.....	6 00
Labrador herring, bbl.....	5 50
Labrador sea trout, bbl.....	3 00
Labrador sea trout, half bbls.....	10 00
No. 1 mackerel, pall.....	2 10
No. 1 pollock, l.....	10 00
Scotch herrings, bbl.....	4 00
Lake trout, half bbl.....	6 00
Salmon, B.C., red, bbl.....	14 00
Labrador, bbl.....	12 00
trca., bbls.....	8 50
300 lb.....	22 00
Salt eels, per lb.....	0 07
Salt sardines, 20 lb. pls.....	1 00
Scotch herring.....	6 50
Holland herring, bbl.....	7 00
keg.....	1 00
keg.....	5 50
keg.....	0 75

SMOKED	
Blosters, large, per box.....	1 00
Haddies.....	0 08
Boneless haddies.....	0 08
Herring, new smoked, per box.....	0 14
Kippered herring, per box.....	1 20

SHELL FISH	
Shell oysters, bbl.....	10 00
Lobsters, live, per lb.....	0 35
Oysters, choice, bulk, Imp. gal.....	1 40
Selects, Imp. gal.....	1 6
"Sealshipt," standards, per Imp. gal.....	1 75
select, per Imp. gal.....	2 00

PREPARED FISH	
Boneless cod, in blocks, 5, 6 and 7 lb. per lb.....	1 80
Shredded cod, per box.....	5 50
Skinless cod, 100 lb. case.....	6 00
Dried cod, large, bbls.....	5 50
Dried cod, medium, bbl.....	5 50
Dried haddock, medium, bbl.....	5 00

ONTARIO.

Toronto, Sept. 1.—General business in fish during the past week has been fairly good, but has been quite similar to that of the past few weeks. Prices have not changed. Supplies are coming in about the same, but the prospects are that business will be much improved in a short time.

FRESH CAUGHT FISH	
Halibut.....	0 10
Salmon trout.....	0 12
White fish.....	0 13
Herring.....	0 06
Steak cod.....	0 08
Perch.....	0 07
Haddock.....	0 07
Mackerel.....	22 0 23

FROZEN LAKE FISH	
Pickrel yellow.....	08
Pike.....	0 07
Whitefish, frozen.....	0 07

OCEAN FISH (FROZEN)	
Herring, per 100.....	1 50
Salmon, pink, per lb.....	0 08
red.....	0 09

SMOKED, BONELESS AND PICKLED FISH	
Acadia, tablets, box.....	1 60
Codfish, Bluenose.....	1 40
Cod steak, per lb.....	0 07
Cod, Imperial, per lb.....	0 05
Filleta, per lb.....	0 11
Haddle, Finnan.....	0 07
Quail on toast, per lb.....	0 05

BRITISH COLUMBIA.

Vancouver, Aug. 31.—With the closing of the sockeye season on the 25th instant, the estimated pack was 546,000 cases. This estimate will be about correct as it is based on figures that are received from time to time, and it is easy to compute the total for the last few days. On the Fraser the pack was 140,000 cases; Rivers Inlet, 124,000; Skeena river, 180,000; Naas river, 30,000; other canneries at odd places along the coast, 70,000 cases. This is not more than was expected by the canners, though at the first of the year there was stated in the press that the pack would be a large one. As last year was the big year, it could hardly be expected that again this year the

pack would be more than the average of years outside the quadrennial.

In 1906, the season in the cycle corresponding to 1910, the pack was 629,460 cases, which indicates that the salmon run is steadily diminishing. Each year, the pack is less than before, and the so-called big years are now not much larger than the old-time common run. It is true that on the Skeena river and at other northern canneries the season has been a banner one, but even with a pack there larger than usual, the total is not encouraging to those who have money invested in the industry. The big run on the Skeena is calculated to be the result of the destruction of the barricades erected by the Indians on the Babine river five years ago. Some of the old fishermen believe that the August run is yet to take place and that the fish will come up the river during the closed season, that is before September 15th, but this is thought hardly probable. The canners are not looking for them, but if they do come in it will mean more for the spawning grounds and consequently more four years hence.

A report from Bracebridge, Ont., states that the wild thimble berry crop in the Muskoka district was a good one this year. These berries have replaced to a great extent the blueberries that failed to materialize in as large quantities as usual.

Every user of your goods that goes by the store is a possible customer and amenable to the influence of your windows. Are you making your window displays count?

Dried Apples

Shipments Solicited
Settlements Prompt

W. A. GIBB COMPANY
HAMILTON

JAMES SOMERVILLE, Manager

Highest price paid for DRIED APPLES

O. E. ROBINSON & CO.

ESTABLISHED 1886

Ingersoll - Ontario

Would you like our Weekly Circular

Lemon Bros.

Owen Sound, Ont., and Sault Ste. Marie

Wholesale FRUIT, FISH and PRODUCE

Commission Merchants, and

Dealers in HIDES, WOOL and RAW FURS

Something New in Herring

Every Grocer knows the OLD method of putting up Salt Herring. The barrels leak, and the fish are NOT selected, just put up as they run.

We are now putting on the market our own brand of

LARGE FAT JULY SALT HERRING

and are using a **SPECIALLY MADE IRON HOOP BARREL**, which is Guaranteed not to leak, and we are filling it with nothing but

INSPECTED FISH

Of course we pay a little more for this grade of stock, and so will you, but **YOU GET THE BEST**

Each barrel branded with our name

Ask your supply house for OUR HERRING or write us direct

The Halifax Cold Storage Co., Limited

Selling Branch

45 WILLIAM STREET

MONTREAL

Frozen Sea Food For Sale

Frozen Fresh SMELTS, packed in boxes of 25 lbs.

Frozen Fresh Atlantic SALMON.

Frozen Fresh Atlantic MACKEREL.

Frozen Fresh Atlantic ROE SHAD.

Above can be shipped **Daily by Express** during the balance of the summer season.

Shipments leaving Chatham at night are due in Montreal the following night and in Toronto and Ottawa and other interior points the following morning.

Daily shipments of the above can be made during the winter season per freight.

We are open to book immediate orders for 1910 Golden Crown 1 lb. tall lobsters.

We are sold up on lobsters 1910 pack in flat cans. **At present we are not booking further orders** on 1910 Golden Diamond canned blueberries, owing to prospect of short pack.

Any orders entrusted to us will be appreciated and will have our careful attention.

W. S. Loggie Co., Limited
CHATHAM, N.B.

Quaker Brand Salmon

Your trade needs a consistently high-class of canned goods. You cannot afford to allow inferior grades to go to your customers.

One trial and yourself and your patrons will both insist on **QUAKER BRAND**.

Mathewson's Sons

Wholesale Grocers

202 McGill Street - - Montreal

Hints on the Care of the Oyster in the Store

Differences in the Handling of the Bivalve From the Methods of the Past—What Retailers Should Pay Particular Attention to—Warm Water Injures the Quality, Says Dealer—Season Opened September 1.

The oyster business has undergone a radical change during recent years and from the fact that Canadian grocers handle this article extensively, it may not be amiss to dwell upon the present character of the oyster business and compare it with those conditions which it has displaced.

It is admitted by interested companies that the Canadian people have a liking for oysters, and with the business placed on a new basis and with greater energy behind it the demand has noticeably increased and dealers are looking forward to good returns from the season which is now drawing near.

The part that the grocers of Canada, from coast to coast, have played in the enlarging of the business has been worthy of note and it is because of this fact and also of the opportunities which still remain to be grasped that the individual grocer should acquaint himself with knowledge of the oyster and how to handle it successfully. The season, it should be remembered, opens with the first of September.

The Water Eliminated.

The principal difference in the trade is more apparent from the standpoint

of the consumer. Under the new system when he buys a quart of oysters he gets a quart of OYSTERS. Formerly when he asked for a quart of oysters he got a certain amount of water. The consumer no doubt did not realize that the water should not have been there and probably, though not likely, the retailer knew just as little about the real conditions. At any rate, the customer, when his purchase was made under the old conditions paid for a certain amount of water. His purchase looked pretty small when it was cooked and served on the table. In some cases he had no more than two-thirds of a quart, it all depending upon the extent to which the stock had been "watered."

To-day, the consumer gets the quart measure full of oysters. The water is a thing of the past.

True, the price seems to be higher than formerly, but a representative of a large oyster company has pointed out that the actual price of oysters has not been changed. The consumer no longer pays for water and the quart he purchases now will go much further than the same quantity as it was handed out several years ago. Thus while

oysters seem to be dearer, there has been no appreciable advance in the genuine article.

No Fresh Water Used.

But apart from the consideration of price, there is also that of quality and therein, perhaps, there has been the greatest change. "Fresh water," says this large oyster dealer, "is foreign to the oyster and when the dealer used to 'water' his stock he not only decreased the quantity, but he deteriorated the quality at one and the same time.

"The oyster's method of feeding would require an article in itself, but suffice to say that salt water contains an ingredient that affords it nourishment. Fresh water lacks this constituent.

"Under the old methods when the oyster was separated from his shell, it was soaked in water, which, not being cold, it drank. This fresh water, to use a stock expression, makes the oyster 'sick.' The oyster also fattens in warm water, but although it does not lose its size, its flavor is lost and it becomes sour, to use another expression of the trade.

"The grower, the wholesaler, and, lastly, the retailer, used fresh water under the former method. The idea was to cheapen oysters—to reduce the price until it would be appealing—but, as before stated, the consumer was paying a high price for the water he bought.

"The result was that the trade suffered and it was to put it on a new basis

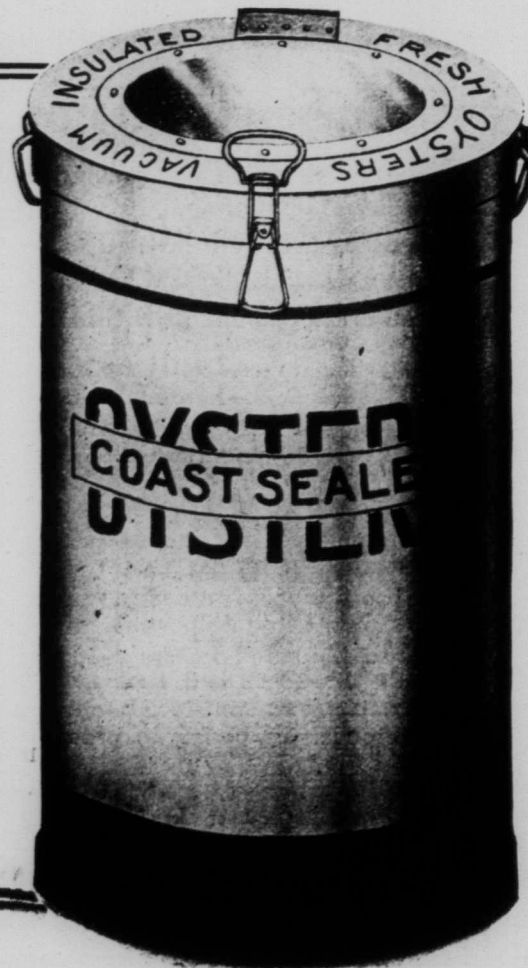
SELL "COAST-SEALED" OYSTERS

You can make more money handling "Coast-Sealed" Oysters than by handling any other kind, simply because they are first-class oysters, absolutely fresh and free from all those foreign substances that add to the weight but cannot be sold.

Coast Sealed Oysters are all Northern grown on our own grounds in Rhode Island, Connecticut and New York. All oysters must be four years old before being opened and they are packed and sealed right at the coast in the identical sealed carriers that are shipped to your store. As a result, by handling Coast Sealed Oysters, you are supplied with stock that is all good—all salable—every ounce of which will yield you a good profit.

Write us now for prices and particulars.

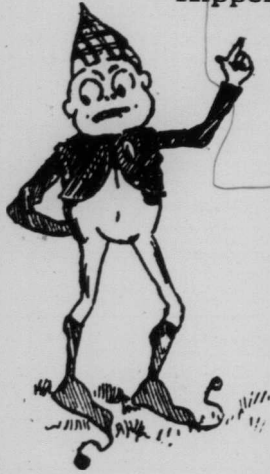
CONNECTICUT OYSTER COMPANY
88 Colborne St., - - TORONTO
HEAD OFFICE: Milford, Conn., U.S.A



NIOBE Brand!! NIOBE Brand!!

Boneless Finnan Haddies,
Kippers, Bloaters

the best to be had



Ask for one of
our new Display
Oyster Packages.
Hygienic, Neat,
Clean, Durable
and FREE to
every bona fide
customer.

D. Hatton Company

Wholesale Receivers and
Distributors of Fish

Established 1874

MONTREAL

Sardines That Sell

are those that have a guarantee on
each tin!

Concord Norwegian Sardines

are finest small autumn fish only,
packed, when freshly caught, in
high-grade oil. Each tin is pro-
vided with an extra cover for use
after it has been once opened.

The care given in selection and
packing has retained
the natural delicate
flavor of the fish in
a remarkable degree.
Order from any
wholesale grocer,
and don't forget the
name CONCORD.



LIST OF AGENTS:

R. S. McIndoe, Toronto; A. H. Brittain & Co.
Montreal; W. A. Simonds, St. John, N.B.
Watson & Truesdale, Winnipeg; Radigar &
Janion, Vancouver and Victoria. B.C.

CUSTOM CATCHERS

Particularly in the case of Canned Goods, quality is the determining
feature where the trade will go. If you stock



you will be influencing a better class trade to your store.

Our herring are the finest obtainable—coming from Passamaquoddy Bay, where they are cap-
tured in weirs or traps—the packing is done by the very latest process in a modern sanitary
manner.

BRUNSWICK BRAND

is synonymous for quality.

You are wanting a satisfaction-giving line like this! Be sure and have the name right when
you are ordering Sea Foods.

CONNORS BROS., Limited, Black's Harbor, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; C. H. B. Hillecock, Sydney, C.B.; J. L. Lovitt, Yarmouth, N. S.; Buchanan &
Abern, Quebec; Leonard Bros., Montreal; A. W. Huband, Ottawa; C. De Carteret, Kingston; James Haywood, Toronto;
Chas. Dunlop, Winnipeg; Skallerod, Macaulay & Co., Calgary, Alta.; J. Harley Brown, London, Ont.; Johnston & Yeckley,
Edmonton, Alta.

that the present methods were introduced. That they have been successful is proven by the extent to which the oyster business has grown, and dealers are looking ahead to a greater demand than ever this year.

Washed With Cold Water.

"When the oyster is taken from his shell now, the sediment, such as sand, etc., is washed off with cold water. The oyster refuses to drink cold water, and the subsequent handling is done in an atmosphere that is not far from freezing point. After being washed, the oyster is usually placed in containers of certain sizes, which are sealed and then removed to a cooling room. When the retailer receives a shipment, the container is usually still in ice. The oyster, under these conditions, has not been feeding, but it has not lost weight, and especially it has retained its flavor. It is just as it came out of the water, and by securing this condition of quality it is hoped to educate the consumer to quality in oysters just as they demand it in the other articles they buy.

Preserve Temperature.

"The grocer should aim to preserve the temperature of the oysters at the time of their arrival. This is not difficult if it is afforded refrigeration."

Many grocers have display containers, and the vessel containing the oysters is set in ice. A glass covering of some description is often used, as it keeps out dust, and even the most critical customer has no grounds to find fault.

This is a general idea of the policy of to-day by which the consumer is reached, and it is necessary that the retailer should do his part of the scheme. More details will be aimed at in future articles.

CHANGES IN THE TRADE.

Recent Business Happenings Throughout the Dominion—New Ventures Opened, Others Have Closed Their Doors.

Ontario.

Edith L. Kennedy, Warton, Ont., has assigned.

Charles Hunter, grocer, Toronto, has assigned.

MacKewn Bros., grocers, Toronto, Ont., have assigned.

A. Gray, grocer, Fort William, has sold to Wade & Stevens.

Mack Gorman, general merchant, Eg-anville, Ont., has assigned.

C. E. Jones, grocer, Uxbridge, Ont., has sold to Dobson & Crosby.

J. A. Hambleton is opening a grocery business in Fort William, Ont.

The stock of the Lang Joduin Trading Co., Ltd., of Elk Lake, Gowganda and Kelso, Ont., is to be sold by tender.

Quebec.

The Delorimer Vinegar Co., Montreal, has dissolved.

A. Denis & Co., grocers, Montreal, have registered.

R. Archambault, grocer, Montreal, Que., has assigned.

R. M. Morehouse, general merchant, Low, Que., has sold out.

Alf. Lalancette, grocer, Roberval, Que., sustained loss by fire.

E. S. Morasse & Co., grocers, Thetford Mines, have registered.

Laberge & Co., general merchants, Beloeil, Que., have dissolved.

The assets of N. Pelletier & Co., grocers, Fraserville, Que., were to be sold Sept. 1st.

The assets of Alfred Verville, grocer and Wiley & Rice, grocers, Montreal, are to be sold.

The D. Hatton & Co., wholesale fish dealers, Montreal, have dissolved, J. A. Paulus and J. E. Hawkins, registered.

Maritime Provinces.

Dingwall Bros., grocers, etc., have assigned.

B. H. Kerr, general merchant, Milltown, N.B., has assigned.

McCready & Son, Ltd., vinegar manufacturers, St. John, N.B., have incorporated.

McDade Bros., general merchants, McAdam, N.B., are succeeded by J. B. Johnston.

Western Canada.

C. Weinstein, grocer, Winnipeg, has sold to B. Grant.

J. L. Ratner has opened a general store at Fiske, Sask.

C. Johnsson has opened a general store at Virden, Man.

Miekle & Homer, general merchants, Morden, Man., dissolved.

W. R. Tennant has opened a general store at Luseland, Sask.

Miss F. M. Smith has opened a grocery store at Saskatoon.

A. C. Armstrong is opening a grocery store at Wainwright, Alta.

Shand & Coughlin have opened a general store at Brooks, Alta.

R. Scott & Co. have opened a general store at Alsask, Sask.

John H. Bentram has opened a grocery business at Saskatoon.

Acheson & Hoskins have opened a general store at Alask, Sask.

T. E. Holmes, grocer, Yonker, Sask., is succeeded by J. C. Warner.

Hector Hay has opened a general store at Yellow Grass, Sask.

S. Parks, general merchant, Garland, Man., is succeeded by A. Bay.

Arthur Veraeghe has opened a general store at St. Amelie, Man.

D. E. Price, grocer, etc., Surban, Man., has sold to J. B. Moore.

J. E. Orange, grocer, etc., Radisson, Sask., has sold to J. J. Breeze.

John Naismith & Co. have opened a general store at Jonesville, Sask.

W. Young, general merchant, Rossburn, Man., succeeded by J. Hook.

The Hub Mercantile Co. have opened a grocery business at Rawville, Sask.

The estate of Scharf & Co., grocers, Winnipeg, have sold stock to A. Berg.

H. R. Beaudry, general merchant, Winnipeg, has sold to Geo. Nicholson.

W. F. Schooley, general merchant, Holland, Man., has sold to J. J. Pickhard.

Dominion City Trading Co., of Dominion City, Man., is succeeded by A. Stobinsky.

Meikle & Homes, general merchants, Morden, have dissolved. Mr. Holmes is going to open business at Tisdale, Sask.

The stock of the Co-operative Cash store, under the name of the estate of Omer Parent, St. Jean Baptiste, Man., is advertised for sale.

Splendid Crops are Experienced Near Saskatoon

By M. Moyer.

Last week I came from Yorkton to Saskatoon, a distance of 260 miles, and all along the line the crops are considerably above the average yield. In some places they never had anything as good. At Guernsey I met a farmer whom I knew in Ontario. He took me out to see his farm, and with all the beautiful land I have seen since I came up here this district beats them all.

This man has been here only five years, owns 1900 acres, and has 800 in crop. He had three binders at work with four horses on each. All his crops as well as all the crops in the neighborhood, are excellent. He has a view of 15 miles in every direction from his house. He can count from his doorstep 250 farm homes and five railway stations—or what they call towns up here—with from 3 to 6 elevators at each.

The farmers in this locality are a thrifty class and are not only getting the land under cultivation, but they are building comfortable houses. One thing these people attended to the first year they were here, which others in many parts entirely neglected, was to plant trees, and now in the course of five years some of them have trees ten feet high, which they raised from seed. In this respect they are further ahead than many others who have been on the prairie for 30 years. These little groves around their homes serve as a shelter as well as to make the appearance of the prairie most beautiful.

Not only did they treat "your humble servant" with the greatest courtesy and kindness, but he actually had to mount the binder, pull up the reins of four steeds and get the real experience of a western farmer in the harvest field.

The large part of the crop is now past all danger and the farmers can count safely on a good return for their labors. The only danger is from hail and frost, but as the hail season is practically over and the large proportion of grain is ready to cut they can practically count on the certainty of a profitable year.

The merchants all along this line have nothing to fear and look for a prosperous season.

People in Ontario cannot understand the extent of this country. When one report reaches them that the wheat is all destroyed by drought, and another again that the crops are excellent, they often come to the conclusion that the reports are not correct. If they were to read a report that the crops near the city of New York were all destroyed and that they were excellent in Ontario, they could readily understand that. But they forget, that this place is farther away from Southern Manitoba than Toronto is from New York City, and still I am a long way from the western boundary of Saskatchewan.

What you say you can do, that you probably will do. What you say you can't do, that you probably never will do. So great is will power.

Big Profits in Handling SEALSHIPT OYSTERS



You Can't Make Less Than 25%

Write at once for catalogue and full particulars of our proposition instead of waiting until "the season" and then doing the best you can at the last moment. The sooner you get the SEALSHIPT AGENCY and start to *let your customers know you have it*, the bigger and better business you will do *all season*. In fact, your customers will get hungry for oysters as soon as they know SEALSHIPT OYSTERS—advertised in their favorite magazines as the acme of food purity and deliciousness—are on sale at your store.

Perfect Refrigeration

SEALSHIPT OYSTERS are packed at the oyster beds—(solid and dry)—in the airtight Sealshiptors, which are perfectly refrigerated every mile of the journey to your store. That is why SEALSHIPT OYSTERS taste the same in Illinois or California as the day they were dredged from the deep. The oysters are shipped to you in these Sealshiptors and you empty them into your Sealshipticase (the blue and white porcelain display and selling fixture).

Sealshipt Agents Make Money Because We Help Them

We supply you with advertisements for your local papers, an attractive blue and white steel design and muslin signs for your store front and transfer signs to stick on your door, where everyone will see them. We do all this so the Sealshipt Agent will secure all the sales we are stirring up in his territory by our extensive magazine advertising. Don't guess about the SEALSHIPT SYSTEM or what it will do for you, but write us at once for catalogue, terms and particulars.

NOTE:—People who read our advertising will go from the store where no oysters are sold, or the store where ordinary oysters are sold *to the store where they can get SEALSHIPT OYSTERS* and, the Sealshipt Agent will sell them *other things*—may win all their trade.



A Veterinary's Advice on the Delivery Horse

Says That the Ideal Horse for This Purpose Should Weigh Between 1,100 and 1,300 Pounds—The Undesirable Kind — Items to Attend to in Erecting the Stable.

"The best style of a delivery horse—its feed and care," was the subject of a recent address given in Toronto by Dr. F. J. Gallanough, and as the subject matter refers to merchants in general it will no doubt be read with interest by grocers who as a class take unusual care of their delivery outfits. The address is given in part as follows and from the fact that Dr. Gallanough is a practical man, not merely a theorist, his advice should be well received.

"The ideal delivery horse should weigh from eleven to thirteen hundred pounds, stand fifteen and a half to sixteen hands high, and should be short legged and deep-bodied with plenty of bone, a good deal of substance, smoothness of contour and be upheaded and stylish, and the higher degree of finish the better, all of which give him gracefulness.

Overweight Unnecessary.

"He does not need more weight than the work to which he is applied requires, for it would be unnecessary encumbrance, and would increase concussion. He should have clean action and cover the ground with the least possible concussion. Tall or leggy horses with long bodies and short ribs are usually poor feeders and not serviceable in work which causes severe strain.

"More style is demanded for run-about turnouts. Ten to eleven hundred is about the ideal weight, fifteen to fifteen-two the height and the horse should be particularly good-mannered with trappy but not excessive action. In other words he should be a handy, quick-moving, prompt horse with style and good manners. Delivery horses should be selected with some breeding qualities as they have a better appearance, more endurance and intelligence. A well-bred horse will learn a route much more quickly than an ill-bred one. Dark, solid colors are preferred for delivery purposes as far as the horse's color is concerned, but the bays, browns, grays, and dark chestnuts have their admirers.

The Age of the Horse.

"A delivery horse should be serviceably sound, although he may not be technically so. The feet should be large with good strong heels and free from corns. Small splints low down, capped hocks which are not unsightly, the loss of an eye, etc., are examples of unsoundness which do not interfere with the usefulness of horses, but on account of which they may be purchased much cheaper. As to age, horses are preferable ranging from five to nine years and I would give preference to an eight year old over a five.

"Four year olds should not be selected unless the work is light and slow, as at this age the teeth are undergoing change and the bones and muscles are not fully developed nor hardened and severe work quickly causes depreciation in value.

Providing Stables.

"Stabling is an important consideration. The low dark dens in which years

ago valuable horses were placed have disappeared. Iron, concrete, stone, and brick are extensively used, but care should be exercised in their construction. Each horse of medium size should have a stall at least four feet, six inches wide by nine feet long, with a passage way eight feet between rows of stalls. There should be plenty of light and ventilation. The best form of feed box is made of iron with smooth edges, placed at a height of about three feet four inches from the ground. The hay rack should be placed on a level with the boxes, with the bottom perforated for the dust and seeds to drop through. An arrangement whereby salt and water can be procured by the horse as required is an excellent arrangement."

Editorial Note.—This article will be continued in a future issue.

TO REMEMBER GOODS WANTED.

Quebec Clerk Uses a Little Card Which He Carries About With Him.

By Joseph Dubuc.

It is very valuable for a clerk to have always in his pockets a card on which he can jot down names of goods almost exhausted. I always have one with me. When I go to bring an article called for by a customer I notice whether there is a sufficient supply left for our trade.

If there is not much left I use my card and later transcribe the note to the "memory sheets." In this way forgetting to purchase goods nearly exhausted, is avoided.

Another valuable thing to me is my "retail price book," as described in a

recent issue of The Canadian Grocer. It helps me both in the buying and the selling of goods.

Only by civility to employes can you command civility from employes. Like begets like.

When you get customers into the store with your advertising and then fail to live up to your advertisement in any particular you are committing business suicide.

To discontinue your advertising is to shut off the power. The car will run for some distance by its own momentum, but the stop is certain. There is no such thing in business as perpetual motion.

Tell Your Customers That :

**SHAMROCK
BIG PLUG
SMOKING TOBACCO**

When cut never dries up or becomes hard. The leaves are so firmly packed that the plug remains fresh and moist

CLAY PIPES

The best in the world are made by

McDOUGALLS

Insist upon this make

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

SPRAGUE

CANNING MACHINERY CO.,

CHICAGO, ILL., U.S.A.

Black Watch

**The Big Black Plug
Chewing Tobacco**

"A Trade Bringer"

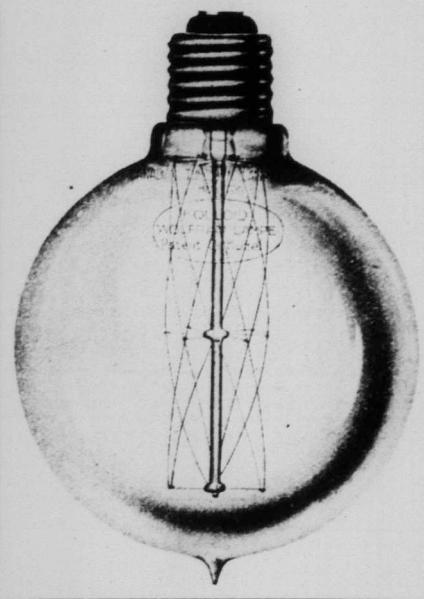
Sold by all the Wholesale Trade



"Kolloid-Wolfram"
(REGISTERED TRADE MARK)

**Brighter the
Store!**

**Better the
Business!!**



Tungsten Lamps

**Better the
Lamp!**

**Brighter the
Store!!**

Use "Kolloid-Wolfram" Lamps, increase your business and reduce your expenses.
For sale everywhere, but beware of imitations.

Manufactured in HAMILTON, ONT., by

The Canadian Tungsten Lamp Co. Ltd., Lighting Experts

**Are You Keeping Your Tobacco Stock
Up-to-Date ?**

IF NOT, WHY NOT?

"Tucketts Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured
from

Imported Leaf Exclusively

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA.

Classified Advertising

ACCOUNTS WANTED.

TWO GOOD ACCOUNTS WANTED—Two manufacturers requiring representation in Montreal are requested to write. Box 359, CANADIAN GROCER, Toronto. Wants independent canner particularly. (35p)

MALE HELP WANTED.

WANTED—Representative to handle new lines in shoe, floor, metal polishes, etc., in every city and town in Canada. Address Box 90, Halifax, N.S. (36)

WANTED—At once, first-class catsup maker. Give references and full particulars. Box 64, Hamilton, Ont. (tf)

BUSINESS CHANCES.

FOR SALE—The best general business in best agricultural and manufacturing village west of Toronto. With exceptionally clean, full stock. Turnover \$25,000, stock \$10,000, few fixtures. Long lease, low rent, spacious store, ample storage. Box 361, CANADIAN GROCER, Toronto. (35p)

FOR SALE—Grocery business, large corner store in growing locality; well established, splendid connection, big order trade; annual turnover \$20,000. Must be sold immediately. Good reasons for selling. Address Box 334, CANADIAN GROCER, Toronto. (tf)

RENT OR SALE—A first-class store for hardware and tinmith at Crayler, Ont. One opposition. Public would need one more. Includes living apartments. Reasonable price. Apply to H. A. DUPUIS, Embrun, Ont. (36)

REPRESENTATIVES WANTED.

PROBABLY the most talked about machine in Canada is the Hainer Book-keeping Machine. It combines in one machine the cash and credit register, time recorder and account register. Representatives wanted everywhere. Write for our proposition. Book-keeping Machines, Limited, 424 Spadina Avenue, Toronto. (tf)

SALESMEN WANTED.

SALESMEN AND SALESWOMEN WANTED—Thousands of good positions now open, paying from \$1000 to \$5000 a year and expenses. No former experience needed to get one of them. We will teach you to be an expert salesman or saleswoman by mail in eight weeks and assist you to secure a good position, and you can pay for your tuition out of your earnings. Write to-day for full particulars and testimonials from hundreds of men and women we have placed in good positions, paying from \$100 to \$500 a month and expenses. Address nearest office. Dept. 789, NATIONAL SALESMEN TRAINING ASSOCIATION, Chicago, New York, Minneapolis, Atlanta, Kansas City, San Francisco. (35)

MISCELLANEOUS.

A BOOK-KEEPING STAFF IN ITSELF—DOING the work with machine-precision and accuracy, the National Cash Register. Write for demonstration literature. The National Cash Register Co., 285 Yonge St., Toronto.

AUTOMATIC COMPUTING SCALES—THE ANDERSON. Worth knowing about, especially the improvements and price. Not in a combine. W. F. HARRIS, General Agent, Windsor, Ont. (37)

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott-Fisher, Ltd., Room 314 Stair Building, Toronto.

ANY man who has ever lost money in the mails has had occasion to learn by painful experience that the only proper way to remit money is by Dominion Express Money Orders and Foreign Drafts. If lost or delayed in the mails, a prompt refund is arranged or new Order issued without further charge.

COPELAND-CHATTERSON SYSTEMS—Short, simple. Adapted to all classes of business. Copeland-Chatterson-Crain, Ltd., Toronto and Ottawa. (tf)

MISCELLANEOUS.

ACCURATE COST KEEPING IS EASY if you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employees' time register and cost keeper. Whether you employ a few or hundreds of hands we can supply you with a machine suited to your requirements. Write for catalog. International Time Recording Company of Canada, Limited. Office and factory, 29 Alice Street, Toronto.

COUNTER CHECK BOOKS—Especially made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our Holder, with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems Limited, Manufacturing Stationers, Toronto.

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

EGRY BUSINESS SYSTEMS are devised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egr Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258 1/2 Portage Ave., Winnipeg; 308 Richards St., Vancouver.

ELIMINATE FIRE RISK, save insurance, reduce maintenance costs and save money on your actual building work by using the Kahn System of Fire-proof Construction. Used in many of the largest business premises on this continent. Write for catalogue. Trussed Concrete Steel Company of Canada, Limited, Walker Rd., Walkerville, Ont.

ERRORS AVOIDED, LABOR SAVED—Using the "Shou-perior" Autographic Register. Three copies issued at one writing. 1st, Invoice; 2nd, Delivery Ticket; 3rd, Charge Sheet perforated for filing. No handling of carbons. High grade printing and neat invoices. Make full enquiry. Autographic Register Co., 191-193-195 Dorchester St., Montreal. (tf)

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada. (tf)

FOR FILING PAPERS, LETTERS and Vouchers, fastening bulky envelopes or backing statements, the ACME No. 2 Binder is indispensable in every store. Penetrates the thickest paper and perforates and binds in one operation. For sale by all stationers. A. R. MacDougall & Co., Canadian Agents, Toronto.

FOR THE MONTH OF AUGUST ONLY we offer some exceptionally good values in rebuilt Smith Premier Typewriters. Do not fail to write us for prices. They will astonish you; so will the high quality of the machines. THE MONARCH TYPEWRITER COMPANY, LIMITED, 98 King Street West, Toronto

GET THE BUSINESS—INCREASE YOUR SALES. Use Multigraph Typewriter Letters. The Multigraph does absolutely every form of printing. Saves you 25% to 75% of your printing bill. Multigraph your Office Forms; Letter-heads; Circular Letters. Write us. American Multigraph Sales Co., Ltd., 129 Bay St., Toronto. (tf)

HONEY—Everybody wants the best. My 1910 crop of pure White Clover extracted now ready for delivery. Write for prices. CHAS. T. ROSS, 15 Liverpool St., Sherbrooke, Que. (43p)

IF YOU have been afflicted with one of those fountain pens that won't write when you want it to, or leaks when you don't want it to, give it away to one of your poor relations and buy a Moore Non-Leakable Fountain Pen and you will be happy. Consult your stationer. W. J. Gage & Co., Toronto, sole agents for Canada.

KAY'S FURNITURE CATALOGUE contains 160 pages of fine half-tone engravings of newest designs in carpets, rugs, furniture, draperies, wall papers and pottery, with cash prices. Write for a copy—it's free. John Kay Company, Ltd., 36 King St. West, Toronto.

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any 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.

OUR NEW MODEL is the handiest for the grocer, operated instantly, never gets out of order. Send for complete sample and best prices. The Ontario Office Specialties Co., Toronto.

MISCELLANEOUS.

SCOTCH PLAID STATIONERY is the latest creation for business and society correspondence. Paper and envelopes present a finished linen surface, most agreeable to the pen touch. Leading stationers have it. Write for samples. The Copp, Clark Co., Ltd., Toronto. (tf)

SAVE 50% OF THE COST OF HANDLING merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Ter-auley Street, Toronto. (tf)

SAMPLES FREE—Write us to-day for free samples of our new two-color Counter Check Books—white and yellow leaves. We make Check Books endfold and sidefold, single and triplicate pads. Lowest prices. Dominion Register Company, Ltd., 100 Spadina Ave., Toronto.

THE "Kalamazoo" Loose Leaf Binder is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

THE METAL REQUIRED in a Modern Concrete Building. Our special facilities enable us to produce at minimum cost Concrete Reinforcements, Fenestra Steel Sash, Automatic Fire Shutters and Steelcrete Metal Lath. Complete stock, quick delivery. Before deciding write us for catalogue and prices. Expanded Metal and Fireproofing Co., Ltd., Fraser Ave., Toronto. (tf)

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Writerpress Company, Limited, 33 John St., Hamilton, Ont. (tf)

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

WHEN buying bookcases insist on having the best on the market, "Macey Sectional Bookcases." Carried in stock by all up-to-date furniture dealers. Illustrated booklet sent free on request. Canada Furniture Manufacturers, Ltd. General offices, Woodstock, Ont. (tf)

YOU can display your goods to better advantage through the use of up-to-date fixtures. We are specialists in the planning of stores and offices. Our catalogue contains illustrations of many new features and several handsomely equipped stores and offices. Shall we send you our catalogue? Jones Bros. & Co., Ltd., 30-32 Adelaide St. W., Toronto. (tf)

PERIODICAL DEPT.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. BUSY MAN'S is on sale at all news-stands. Better still, send \$2 for one year's subscription. Mail it to-day. The Busy Man's Magazine, Toronto.

TECHNICAL BOOKS.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include Special Sales, Getting Holiday Business, Co-operative Advertising, Money-Making Ideas, Contests, etc. Price \$2.50, postpaid. MacLean Publishing Co., Technical Book Dept., 143-149 University Ave., Toronto.

CANADIAN MACHINERY AND MANUFACTURING NEWS, \$1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 143-149 University Ave., Toronto.

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Baking Powder
W. H. GILLARD & CO.
 Diamond 1-lb. tins, 2 doz. \$2 00
 1-lb. tins, 3 doz. 1 25
 1-lb. tins, 4 doz. 0 75

IMPERIAL BAKING POWDER
 Cases. Sizes. Per doz.
 4-dozen. 10c. \$9 85
 3-dozen. 6-oz. 1 75
 1-dozen. 12-oz. 3 50
 3-dozen. 12-oz. 3 40
 1-dozen. 24-lb. 10 50
 1-dozen. 5-lb. 19 80

MAGIC BAKING POWDER
 Cases. Sizes. Per doz.
 6 dozen 5c. \$0 50
 4 " 4-oz. 0 75
 4 " 6 " 1 00
 4 " 8 " 1 30
 4 " 12 " 1 80
 4 " 12 " 1 85
 4 " 16 " 2 25
 4 " 16 " 2 30
 1 " 24-lb. 5 00
 1 " 5-lb. 9 50
 2 " 12 " 16 00
 1 " 16 " 25 00

Special discount of 5 per cent. allowed on five cases or more of "Magic Baking Powder."

ROYAL BAKING POWDER
 Cases. Sizes. Per doz.
 6 dozen 5c. \$0 50
 4 " 4-oz. 0 75
 4 " 6 " 1 00
 4 " 8 " 1 30
 4 " 12 " 1 80
 4 " 12 " 1 85
 4 " 16 " 2 25
 4 " 16 " 2 30
 1 " 24-lb. 5 00
 1 " 5-lb. 9 50
 2 " 12 " 16 00
 1 " 16 " 25 00

CANADIAN CANNERS, LIMITED
 Aylmer Jams
 Strawberry 1 90
 Raspberry 1 90
 Black currant 1 80
 Red currant 1 80
 Raspberry & red currant 1 80
 Raspberry and gooseberry 1 80
 Damson plum, stoneless 1 70
 Greengage plum, stoneless 1 70
 Gooseberry 1 80
 Pure Preserves—Bulk
 5s & 7s per lb. 14s & 30s per lb.
 Strawberry 0 11
 Black currant 0 11
 Raspberry 0 11
 Other varieties 0 09
 Freight allowed up to 25c per 100 lbs.

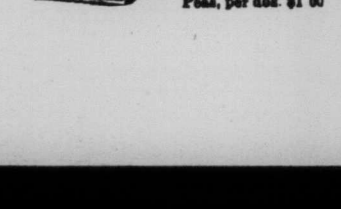
WHITE SWAN SPICES AND CEREALS LTD.
 White Swan Baking Powder—1-lb. tins, 3-dozen in case, \$2 doz.; 1-lb. tins, \$1.25 doz.; 1-lb. tins, 80c doz.



Cartoons—Per doz
 No. 1, 1-lb., 4 doz 2 40
 No. 1, 1-lb., 2 doz 2 50
 No. 2, 5-oz., 6 doz 0 80
 No. 2, 5-oz., 3 doz 0 85
 No. 3, 24-oz., 4 doz 0 45
 No. 10, 12-oz., 4 doz 2 10
 No. 10, 12-oz., 2 doz 2 20
 No. 12, 4-oz., 6 doz 0 70
 No. 12, 4-oz., 3 doz 0 75
 No. 13, 1-lb., 2 doz 3 00
 No. 14, 8-oz., 3 doz 1 75
 No. 15, 4-oz., 4 doz 1 10
 No. 16, 24-lb., 1 doz 7 25
 No. 17, 5-lb., 14 doz 0 00

FOREST CITY BAKING POWDER
 Dozen
 6 oz. tins 0 75
 12 oz. tins 1 25
 16 oz. tins 1 50

Cereals
WHITE SWAN SPICES AND CEREALS, LTD.
 White Swan Breakfast Food 2 doz. in case, per case \$3.00
 The King's Food, 2-dozen in case, per case \$4.80
 White Swan Barley Crisps, per doz. \$1.
 White Swan Self-rising Buckwheat Flour, per doz. \$1.
 White Swan Self-rising Pancake Flour, per doz. \$1.
 White Swan Wheat Kernel, per doz. \$1.40
 White Swan Flaked Rice, per doz. \$1.00
 White Swan Flaked Peas, per doz. \$1.00



Blue
 Keen's Oxford, per lb. 0 17
 In 10-box lots or case. 0 16
 Gillett's Mammoth, 1-cross box 2 00

Chocolates and Cocoas
THE COWAN CO., LIMITED
 Cocos—
 Perfection, 1-lb. tins, per doz. \$4 50
 Perfection, 1/2-lb. per doz. 2 40
 Perfection, 1/4-lb. per doz. 1 30
 Perfection, 10c size 0 90
 5-lb. tins per lb. 0 37
 Soluble, bulk, No. 1, per lb. 0 20
 Soluble, bulk, No. 2, per lb. 0 18
 London Pearl, per lb. 0 22
 Special quotations or Cocoas in blks, kegs, etc.

Unsweetened Chocolate—Per lb.
 Plain Rock, 1/2 & 1/4 cakes, 12-lb. boxes 0 36
 Perfection chocolate, 20c size, 2 dozen boxes, per dozen 1 80
 Perfection Chocolate, 10c size, 2 and 4 dozen boxes, per dozen 0 90
Sweet Chocolate—
 Queen's Dessert, 1/2 & 1/4, 12-lb. boxes, per lb. \$0 40
 Queen's Dessert, 5s, 12-lb. boxes 0 35
 Vanilla, 1/2-lb., 12-lb. boxes, per lb. 0 30
 Parisian, 5s, 12-lb. boxes, per lb. 0 30
 Royal Navy, 1/2 & 1/4, boxes, per lb. 0 24
 Diamond, 7s, 12-lb. boxes, per lb. 0 24
 " 8s " " " 0 25
 " 9s " " " 0 28

Ingredients for cake—
 Chocolate, white, pink, lemon, orange, almond, maple and cocoonut cream, in 1-lb. pkgs., 2-dozen in box, per dozen 0 90
Confections—Per lb.
 Milk chocolate wafers, 5-lb. boxes 0 36
 Maple buds, 5-lb. boxes 0 36
 Chocolate wafers, No. 1, 5-lb. boxes 0 30
 Chocolate wafers, No. 2, " 0 30
 Nonpareil wafers, No. 1, " 0 25
 Nonpareil wafers, No. 2, " 0 25
 Chocolate ginger, 5-lb. boxes 0 30
 Milk chocolate, 5c bundles, per box 1 35
 Milk chocolate, 5c cakes, per box 1 35
EPPS'S
 Agents, C. E. Colson & Son, Montreal.
 In 1/2 and 1-lb. tins, 14-lb. boxes, per lb. 0 35
 Smaller quantities 0 37

JOHN P. MOTT & CO.'S
 R. S. McIndoe, agent, Toronto; Arthur M. Loucks, Ottawa; J. A. Taylor, Montreal; J. K. Huxley, Winnipeg; Tees & Ferras, Calgary, Alta.; Standard Brokerage Co., Vancouver, B.C.; G. J. Estabrook, St. John, N.B.



Mott's breakfast cocoa, 10c. size 90 per dz.
 " breakfast cocoa, 1/2-lb. 0 38
 " No. 1 chocolate, 1/2-lb. 0 32
 " Navy " 1/2-lb. 0 29
 " Vanilla sticks, per gross 1 00
 " Diamond chocolate, 1/2-lb. 0 24
 " Plain choice chocolate liquors 0 32
 " Sweet Chocolate Coatings 0 20

WALTER BAKER & CO., LIMITED.
 Premium No. 1 chocolate, 1/2 and 1/4 cakes, 35c. lb.; Breakfast cocoa, 1-5/8, 1/2, 1 and 5/8 lb. tins, 41c. lb.; German's sweet chocolate, 1 and 1/2 lb. cakes, 6-lb. boxes, 26c. lb.; Caracas sweet chocolate, 1 and 1/2 lb. cakes, 6-lb. boxes, 32c. lb.; Auto sweet chocolate, 1/2 lb. cakes, 3 and 6 lb. boxes, 32c. lb.; Vanilla sweet chocolate, 1-lb. cakes, 6 lb. tins, 44c. lb.; Falcon cocoa (hot or cold soda), 1 lb. tins, 38c. lb.; Cracked cocoa, 1 lb. pkgs., 6 lb. bags, 32c. lb.; Caracas tablets, 100 lbs., tied 5s, per box \$3.00. The above quotations are f.o.b. Montreal.

Cocoanut
CANADIAN COCOANUT CO., MONTREAL.
 Packages—5c., 10c., 20c. and 40c. packages, packed in 15 lb. and 30 lb. cases. Per lb.
 1-lb. packages 0 26
 1-lb. packages 0 27
 1-lb. packages 0 28
 1 and 1/2 lb. packages, assorted 0 29
 1 and 1/2 lb. packages, assorted 0 29
 1 lb. packages, assorted, in 5 lb. boxes 0 29
 1 lb. packages, assorted, in 5 lb. boxes 0 29
Bulk—
 In 15 lb. tins, 15 lb. pails and 10, 25 and 50 lb. boxes. Pails. Tins. Bbls.
 White moss, fine strip 0 12 0 21 0 17
 Best Shredded 0 18 0 18 0 16
 Special Shred 0 17 0 17 0 16
 Ribbon 0 19 0 19 0 15
 Macaroon 0 17 0 17 0 17
 Desiccated 0 15 0 15 0 15
 White Moss in 5 and 10 lb. square tins, 21c.

WHITE SWAN SPICES AND CEREALS LTD.
 White Swan Cocoanut—
 Featherstrip, pails 0 16
 Shredded 0 15
 In packages 5-oz., 6-oz., 1-oz., lb. 0 29

Condensed Milk
BORDEN'S CONDENSED MILK CO.
 Wm. H. Dunn, Agent, Montreal & Toronto.
 Eagle Brand Condensed Milk \$6 00 1 50
 Gold Seal Condensed Milk 4 50 1 15
 Challenge Condensed Milk 4 00 1 00
 Peerless Brand Evaporated Cream five cent size (4 dozen) 2 00 0 50
 Peerless Brand Evaporated Cream family size 3 50 0 90
 Peerless Brand Evaporated Cream pint size (4 dozen) 4 80 1 20
 Peerless Brand Evaporated Cream hotel size 3 70 1 85



TRURO CONDENSED MILK CO., LIMITED
 "Jersey" brand evaporated cream per case (4 dozen) \$3 50
 "Reindeer" brand, per case (4 dozen) 5 00



Coffees.
REY, BLAIN CO. LIMITED.
 Standard Coffees.
 Roasted whole or ground. Packed in amp-proof bags and tins.
 Club House \$0 32
 Nectar 0 30
 Empress 0 28
 Duchess 0 26
 Crushed Java and Mocha, whole 0 17
 Golden Rio 0 14
Package Coffees:
 Gold Medal, 1 and 2 lb. tins, whole or ground 0 30
 Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground 0 30
 German Dandelion, 1 and 1 lb. tins, ground 0 22
 English Breakfast, 1 lb. tins, ground 0 18
WHITE SWAN SPICES AND CEREALS LTD.
 White Swan Blend.

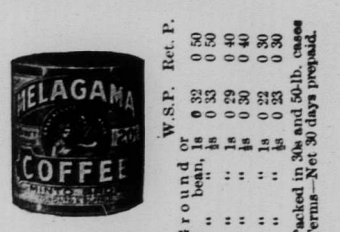


Cafe des Epoures—1-lb. fancy glass jars, per doz. \$3.60.
Cafe Aromatic—1-lb. amber glass jars, per doz. \$4.
 Presentation, with 7 tumblers, \$10 per doz.

THOMAS WOOD & CO.
 "Gilt Edge" in 1 lb. tins 0 33
 "Gilt Edge" in 2 lb. tins 0 30
Canadian Souvenir
 1 lb. fancy lithographed canisters 0 30
Cheese—Imperial
 Large size jars, doz. 8 25

Medium size jars, per doz. 4 50
 Small size jars, per doz. 2 40
 Individual size jars per doz. 1 00
Imperial holder—
 Large size, doz. 18 00
 Med. size, doz. 17 00
 Small size, doz. 12 00
Roquefort—
 Large size, doz. 2 40
 Small size, doz. 1 40

Canada Cream Cheese—
 In cartons, each 1 dozen 0 95
 Large blocks, dozen 2 35
 Medium blocks, dozen 1 40



Confections
THE COWAN CO., LTD.
 Cream Bars, 60s, assorted flavors, box 1 80
 Milk Chocolate Sticks, 36 in box 1 80
 " 10c cakes, 36 in box 2 75
 Chocolate Wafers No. 1, 5-lb. boxes, lb. 0 33
 " No. 2, " 0 36
 Maple Buds, 5-lb. boxes, lb. 0 36
 Nut Milk Chocolate, 1/2-lb. cakes, 12-lb. box, lb. 0 40
 These prices are f.o.b. Toronto.

IMPERIAL PEANUT BUTTER
 Small, cases 2 dozen 0 85 dozen
 Medium, cases 2 dozen 1 80
 Large, cases 1 dozen 2 75
 Tumblers, cases 2 dozen 1 35
 25-lb. pails 0 15 lb.

Coupon Books—Ely Blain Co. Ltd.
 For sale in Canada by The Albany Co. Ltd. Toronto. C. O. Beauchemin & Pils. Montreal \$2, \$3, \$5, \$10, \$15 and \$20.
 All same price one size or assorted.

UN-NUMBERED
 Under 100 books 0 04 each
 100 books and over 0 04 each
 500 books to 1000 books 0 05
 For numbering cover and each coupon, extra per book 1/4 cent.

Infants' Food
 Robinson's patent barley, 4-lb. tins, \$1.25; 1-lb. tins, \$0.25; Robinson's patent, 2-lb. tins, \$1.25; 1-lb. tins, \$0.25.

Flavoring Extracts.
SHIRIFF'S
 1 oz. (all flavors), doz. 1 00
 2 " " " 1 75
 3 " " " 2 00
 4 " " " 2 25
 5 " " " 2 50
 6 " " " 2 75
 7 " " " 3 00
 8 " " " 3 25
 9 " " " 3 50
 10 " " " 3 75
 11 " " " 4 00
 12 " " " 4 25
 13 " " " 4 50
 14 " " " 4 75
 15 " " " 5 00
 16 " " " 5 25
 17 " " " 5 50
 18 " " " 5 75
 19 " " " 6 00
 20 " " " 6 25
 Discounts on application.

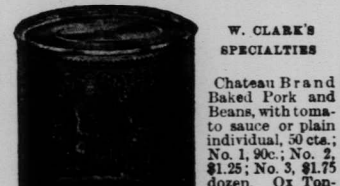
CRESCENT MFG. CO.
 Mapleine Per doz
 2 oz. bottles (retail at 50c.) 4 20
 4 oz. bottles (retail at 90c.) 6 80
 8 oz. bottles (retail at \$1.50) 12 50
 16 oz. bottles (retail at \$3.) 24 00
 Gal. bottles (retail at \$20.) 14 50

Milk Powder
CANADIAN MILK PRODUCTS, LTD., TORONTO
 Trumilk, full cream, per case (4 doz.) 1 lb tins 4 80
 Milkstock (cooking milk), per case (4 doz) 1 lb tins 4 80

Jams and Jellies
BATGER'S WHOLE FRUIT STRAWBERRY JAM
 Agents, Rose & Laflamme, Montreal and Toronto.
 1-lb. glass jar, screw-top, 4 doz., per doz. \$2 20
 T. UPTON & CO.
 Compound Fruit Jams—
 12-oz. glass jars, 2 doz. in case, per doz. 1 00
 2-lb. tins, 2 doz. in case, per lb. 0 07 1/2
 5 and 7 lb. tin pails, 8 and 6 pails in crate, per lb. 0 07
 7 wood pails, 6 pails in crate, per lb. 0 07
 30-lb. wood pails, per lb. 0 06 1/2

Compound Fruit Jellies—
 12-oz. glass jars, 2 doz. in case, per doz. 1 00
 2-lb. tins, 2 doz. in case, per lb. 0 07 1/2
 7 wood pails, 6 pails in crate, per lb. 0 07
 30-lb. wood pails 0 06 1/2

Soups
JOS. CAMPELL CO., CAMDEN, N.J.
 Soups (condensed)—No. 1 cans, all kinds per dozen. \$1.20. Chicken soup, \$1.25 per dozen. Pork and Beans, with tomato sauce or Boston style—No. 2 cans, doz. 1 80.
 Tomato Ketchup—Bottles (10c. size only) doz. \$1.40. Tabasco-Ketchup—Bottles (10c. size only) doz. \$1.40. Chili Sauce—Bottles (10c. size only) doz. \$1.40. Mustard (prepared)—With spoon (new) doz. \$1.40; No. 80 jars, doz. \$1.40.



W. CLARK'S SPECIALTIES
 Chateau Brand Baked Pork and Beans, with tomato sauce or plain individual, 50 cts.; No. 1, 90c.; No. 2, \$1.25; No. 3, \$1.75 dozen. Ox Tongues (In glass Brand), No. 1, \$10; No. 2, \$12 dz

A GROCER'S CO-OPERATION



RISING SUN Stove Polish in Cakes gives a lustre which far outlasts all others under the heat of the stove, and that is why it has so many friends that call for it over the grocery counters the world around. We believe that the real live grocer wants to push the goods that please his customers, and that is why we have the hearty co-operation of thousands upon thousands of grocers everywhere. It pays you to push it.

MORSE BROS., Props. - Canton, Mass., U.S.A.



Fortify Your Position

as a grocer by adding to your shelves

2 in 1

The World's Best Shoe Polish

It produces a brilliant, lasting polish and is, moreover, waterproof.

"2 in 1" is a popular favorite and sells all the time.

See to Your Stocks.

The F. F. Dalley Co., Ltd.
HAMILTON, ONT., and BUFFALO, N.Y.

BRANDS
"BANNER" & "PRINCESS"

CONDENSED MILK

are prepared from the purest and richest country milk, with no addition but that of pure sugar.

St. George Evaporated Cream
(Unsweetened)

The most sanitary conditions are observed in the canning and handling of the milk. The reputation of these brands as genuine satisfaction-givers is unsurpassed.

Lines that mean much in profit and reputation to every grocer who handles them.

J. MALCOLM & SON

ST. GEORGE,
ONT.

NOTICE TO MANUFACTURERS

We have sold out our warehousing and forwarding business and are now prepared to handle two or three additional high-class lines selling to the Western wholesale grocery trade.

R. B. Wiseman & Co.

123 Bannatyne Avenue East **WINNIPEG, MAN.**

Reference—Bank of Ottawa, Winnipeg

Molassine Meal

Molassine Dog and Puppy Cakes

Molassine Terrier, Hound and Puppy Meal

Molassine Chicken and Poultry Food

Are reliable foods for horses, cattle, dogs and poultry.

Sole Canadian Importer:

ANDREW WATSON

91 YOUVILLE SQUARE, MONTREAL

BROOMS OF QUALITY

WE make them! **YOU** should sell them!

YOUR customers will appreciate them! **OURS** do

and keep our factory going on **FULL TIME**

A postal will bring you information.

Walter Woods & Co. - **Hamilton and Winnipeg**

There's Genuine Pleasure


and liberal profit in selling

"WHITE LILY" BRAND MARSHMALLOW BISCUITS!

They are genuine satisfaction-givers because of their excellent flavor and the crisp and fresh condition in which they always reach the retailer. Put up in glass-front tin boxes and retail at 18c and 20c. Obtainable also in 20-lb. tins and in wood boxes. Other leading "White Lily" lines you can handle profitably are—CREAM SODAS, HAVELOCK LUNCH, JAMJAMS and PEOPLE'S FANCY MIXED.

Write for prices.

J. A. MARVEN, Limited - **Moncton, N.B.**



OCEAN MILLS
Montreal
Chinese starch, 48 1-lb., per case \$4.00;
Ocean Baking Powder, 48 3-oz., \$1.40;
48 4-oz., \$1.80; 60 8-oz., \$4.50; 36 1-lb., \$3.75; 48 1-lb. pkg., \$4; 10 1-lb. tins, \$5;
loose 25 lbs., \$1.75;
Ocean blanc mange, 48 8-oz., \$4; Ocean borax, 48 8-oz., \$1.60; Ocean cough syrup, 36 6-oz., \$6.00;
36 8-ounce, \$7.20;

Ocean corn starch, 48 1-lb., \$3.60.
Jam Per lb. 0 06
30-lb. wood pails..... 1 75
Pure assorted jam, 1-lb. glass jars, two dozen in case..... 1 75

Jelly Powders
IMPERIAL DESSERT JELLY



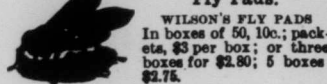
PURE AND DELICIOUS
TRUE FRUIT FLAVORS
CARTONS EACH 1 DOZ.

Assorted flavors—gross 10.75.
Soap
The GENUINE. Packed 100 bars to case.



FELS-NAPHTHA

Prices—Ontario and Quebec:
Less than 5 cases..... \$5 00
Five cases or more..... 4 95



Fly Pads.
WILSON'S FLY PADS
In boxes of 50, 10c.; packets, \$3 per box; or three boxes for \$2.80; 5 boxes \$2.75.

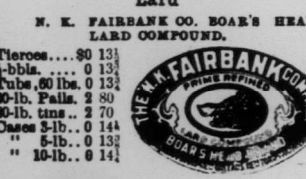


GRIGGS
RASPBERRY
RASPBERRY

SHIRRIFF'S
JELLY

WHITE SWAN SPICE AND CEREALS, LTD
White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz., 90c.

List price.
"Shirriff's" (all flavors), per doz.
Discounts on application.



Lard
N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces... \$0 13
4-bbls. 0 13
Tubs, 60 lbs. 0 13
30-lb. pails. 2 80
30-lb. tins.. 2 70
Cases 3-lb.. 0 14
5-lb.. 0 13
10-lb.. 0 14



GUNNS
"EASIFIRST"
LARD COMPOUND.

Tierces... 0 12
Tubs..... 0 13
30-lb. pails. 0 12
30-lb. tins.. 0 12
10-lb. " 0 13
5-lb. " 0 13
3-lb. " 0 13
1-lb. cartons 14

Licorice
NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb. \$0 40
Fancy boxes (36 or 60 sticks), per box... 1 25
"Ringed" 5-lb. boxes, per lb. 0 40
"Acme" pellets, 5-lb. cans, per can... 2 00
"Acme" pellets, fancy box, 40, per box 1 50
Tar licorice and tolu wafers, 5-lb. cans, per can..... 2 00
Licorice lozenges, 4-lb. glass jars..... 1 75
" " 30 5-lb. cans..... 1 50

"Purity" licorice, 10 sticks..... 1 45
" " 100 sticks..... 0 73
Dulc, large cent sticks, 100 in box.....
Lye (Concentrated)

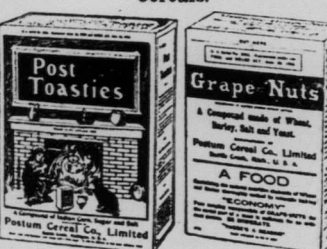


GILLETT'S
PERFUMED LYE

Per case
1 case of 4 doz \$3 50
3 cases of 4 doz 3 40
5 cases or more 3 35

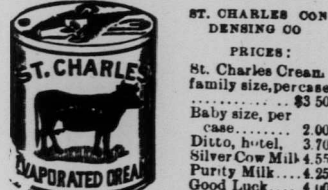
Marmalade.
T. UPTON & CO
12-oz. glass jars, 2 dozen case, per doz. \$1; 16-oz. glass jars, 2 doz. in case, per doz. \$1.45; 5 and 7 lb. tins and 7-lb. pails, per lb. 7c.; pint sealers (24 oz.), 1 doz. in case, per dozen \$2.25.

SHIRRIFF BRAND
"Imperial Scotch"
1-lb. glass, doz... 1 55
2-lb. " " 2 80
4-lb. tins, " 4 65
7-lb. " " 7 35
"Shredded"
1-lb. glass, doz.... 1 90
2-lb. " " 3 10
7-lb. tins, " 8 25



Cereals.
Post Toasties
Grape Nuts

Grape Nuts—No. 22, \$3.00; No. 23, \$4.50.
Post Toasties—No. T3, \$2.85.



ST. CHARLES
CONDENSED MILK

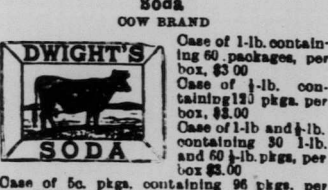
ST. CHARLES CONDENSING CO.
PRICES:
St. Charles Cream, family size, per case..... \$3 50
Baby size, per case..... 2 00
Ditto, hotel, 3 70
Silver Cow Milk 4 55
Purity Milk.... 4 25
Good Luck.... 4 00

Mustard
COLMAN'S OR KEEN'S
D.S.F. 1-lb. tins..... per doz. \$ 1 40
" 1-lb. tins..... " 2 50
" 1-lb. tins..... " 5 00
Durham 4-lb. jar..... per jar 0 75
" 1-lb. jar..... 0 25
F.D. 1-lb. tins..... per doz. 0 85
" 1-lb. tins..... " 1 45

IMPERIAL PREPARED MUSTARD
Small, cases 4 dozen..... 0 45 dozen
Medium, cases 2 dozen..... 0 90 "
Large, cases 1 dozen..... 1 35 "

Olive Oil
LAPORTE, MARTIN & CIE., LTD.
Minerva Brand—
Minerva, qts. 12's..... \$ 5 75
" pts. 24's..... 6 50
" pts. 24's..... 4 25

Sauces
PATERSON'S WORCESTER SAUCE
1-pint bottles, 3 and 6 dozen cases, doz 0 90
Pint bottles, 3 dozen cases, doz. 1 75



DWIGHT'S
SODA

Case of 1-lb. containing 60 packages, per box, \$3 00
Case of 1-lb. containing 120 packages, per box, \$6 00
Case of 1-lb. and 1-lb. containing 30 1-lb. and 60 1-lb. pgs. per box \$3.00
Case of 50 pgs. containing 96 pgs. per box, \$3.00

MAGIC BRAND Per case
No. 1, cases 50 1-lb. packages..... \$2 50
No. 2, " 120 1-lb. " " 3 60
No. 3, " 30 1-lb. " " 3 60
No. 4, " 80 1-lb. " " 3 60
So. 3 Magic soda—cases 100—10-oz. pgs. 1 case..... 1 50
1 case..... 3 50

LASCELLES DE MERCADO & CO.

General Commission Merchants

KINGSTON,

JAMAICA

EXPORTERS OF

Sugar, Rum, Coffee, Cocoa, Pimento and all West Indian Produce

MADE IN CANADA

CAN YOU AFFORD IT?

To do your work with second grade paper when you can have at hand the best that money can buy.

SUPERFINE LINEN RECORD

SAMPLES ON REQUEST.

THE ROLLAND PAPER COMPANY, LIMITED
HIGH-GRADE PAPER MAKERS

GENERAL OFFICES:
53 St. Sulpice Street
MONTREAL, P.Q.

MILLS AT
St. Jerome, P.Q.

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

FREQUENCY OF SAILINGS

Every twelfth day a Pickford and Black steamer leaves Halifax for Bermuda, The British West Indies and Demerara, and is away thirty-eight days. A delightful trip for moderate cost. Write us.

PICKFORD & BLACK
HALIFAX

DAKEY'S

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

'WELLINGTON' KNIFE POLISH

JOHN DAKEY & SONS, Limited

Manufacturers of:

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

Wellington Mills, London, England

Queen City Water White Oil

GIVES PERFECT LIGHT

The most economical high-grade oil
ever sold in Canada.

FOR SALE EVERYWHERE

ER

est of the
vice.

LIMITED
Montreal



er..... } 90 cents
ing Powder } per doz.
tion.

THOMAS WOOD
& CO., LTD.
Montreal and
Boston.

Wood's P r i m
rose, per pound
wholesale 40c., re
tail 60c.; Golden
Egg, 36c. and 50c.;
Fleur-de-Lis, 30c.
and 40c. Packed
in either black, green

REAM TARTAR Per doz
oz. in case..... \$0 90
oz. in case..... 1 80
Per case
n.) assorted..... \$7 20
Per doz
covers, 4 doz. in..... \$2 00
covers, 3 doz. in..... 3 75
Per lb
doz. in case..... 0 30
..... 0 27 1/2
..... 0 27 1/2
..... 0 25 1/2
..... 0 25

ER OATS CO.
aker oats, 36's (or 2-18's
a, 20's, (with premium
Cornmeal, 24's, 2.40
Puffed wheat, 36's, 2.90
Flakes, 36's, (11 case
ered) 2.90; 5 1/2 case lots,
Banner oats, 20's (with
oats, 20's, (with premi
breakfast food, 18's, 2.25
3.50; Saxon wheat food
eat, 24's, 3.50; Hominy
bris., 25 lbs. each, 22c 1b

COCCO.
COMPANY OF CANADA,
EMPIRE BRANCH.
ch, 6s..... 44
..... 45
..... 46
12..... 44
..... 46
..... 44
..... 56
..... 56
42
rock, 6s., plug or bar. 45
..... 45
..... 44
..... 50
50
West Fouches, 6s..... 56

ast
cent pkgs..... \$1 15
3 doz. in case. 1 15
nearest office.

The Best
(SALT)

is not too good
for you.

We supply it.

Verret, Stewart & Co.
Limited
Montreal

MR. GROCER,

Are you stocking the mince meat
that can be sold ALL SUMMER as
well as ALL WINTER?

ASK YOUR JOBBER FOR

WETHEY'S
Condensed
Mince Meat

Wrapped in sanitary packages.
Absolutely dust-proof.

3 dozen to a case.

J. H. Wethey, Limited
ST. CATHARINES, - ONTARIO

A United States Manufacturer
spending \$1,000,000 a year on
Advertising : : : : :

recently placed an order with The Canadian Grocer amounting to about \$500—the first order he ever gave to a trade paper.

This manufacturer said:—"I am convinced that the Canadian dealer is different."

He found the majority of grocers in Canada to be men of independent spirit—not mere slot machines, but real merchants capable of creat-

ing large demand for worthy goods—men whose salesmanship is the most valuable assistance a manufacturer can have in marketing his product.

He investigated and found that The Grocer was read and studied every week by the best merchants from Atlantic to Pacific—that it was absolutely unique among trade papers, both as regards circulation and influence.