

**PAGES
MISSING**

THIS IS THE 1,347th ISSUE OF

CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada.
THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVII.

PUBLICATION OFFICE: TORONTO, OCTOBER 3, 1913

No. 40



"THIS IS THE STOVE POLISH THEY COME BACK FOR EVERY TIME."

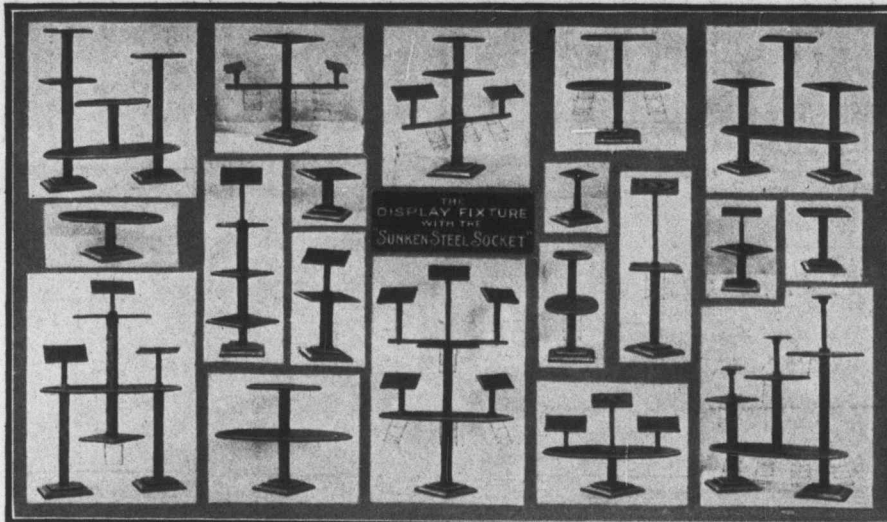
Push GIPSY Stove Gloss and you tie a string to future business. Your customers will remember its intense blackness, ease of polish, and lasting brilliance; its freedom from dust, and the novel double package which aids economy and prevents waste. They will remember too, that GIPSY Stove Gloss costs but 10 cents and where they bought it, because the quality is unusual.

It is easier to sell GIPSY than not to—after the first tin. You can start right away with the assurance that GIPSY will sell. It gives certain satisfaction to the most particular people, and justifies your recommendation every time. Keep good stocks always, but especially NOW, when more GIPSY is wanted because more is used. Order through your wholesaler, or send to us for samples and prices.

HARGREAVES (Canada), Limited,
33, Front Street, E. TORONTO

WESTERN AGENTS:
For Manitoba, Saskatchewan and Alberta:
NICHOLSON & BAIN, Winnipeg, Regina,
Saskatoon, Calgary and Edmonton.
For British Columbia and Yukon:
CREEDEN & AVERY, 118 Homer Arcade, Vancouver.
ASK YOUR JOBBER!

SENT ON 30 DAYS TRIAL (See Note Below)



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

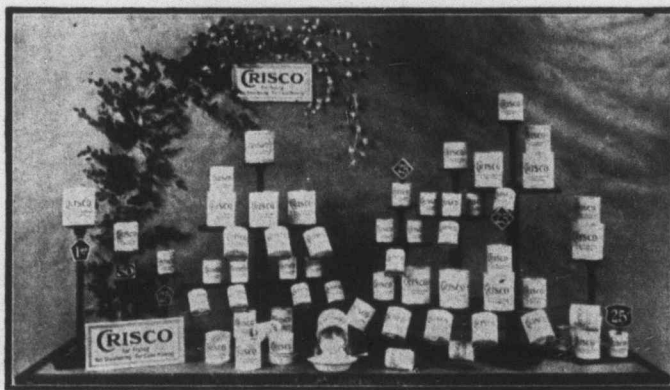
Above shows in a very small way a few of the different groups and fixtures that can be made with the assortment of YOUNITS. In each case the fixtures are ABSOLUTELY RIGID and will hold all the merchandise placed on them. The fixtures are put together as you want them, either high or low, or wide or narrow,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

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

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



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



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



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

Set No. 20 Large enough for two Grocery windows and inside store use. 89 YOUNITS \$35.00
Set No. 20½ Large enough for one Grocery window and inside store use. 50 YOUNITS \$21.00

Send for Catalog

F.O.B. Hamilton, Ontario, Canada

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

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

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

Shipments Made at Once. Every Set Guaranteed Absolutely.

Order Through Your Jobber or Direct. Satisfaction guaranteed or you can return the set within 30 days to Jobber, or Hamilton, Ontario, Canada, and we will pay the return freight.

THE OSCAR ONKEN CO.

Established 33 Years.

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



“Le Calice” CASTILE SOAP

injures neither fine fabrics
or delicate complexions

For the washing of fine fabrics, delicate
lingeries, etc., recommend the pure and
perfect soap “*Le Calice*.”

Le Calice Castile Soap rings as honest and
true, as the matchless steel blades of the old
Spanish town from which it takes the name
“Castile.” It is not a tallow soap, positively
contains no corrupt animal fat, *it is pure*
as oil and skill can make it.

People appreciate this soap because they can
rely on its purity and good washing quali-
ties. Substitute no other, Mr. Dealer, if you
haven't “*Le Calice*” in stock, get it from
your jobber, it will pay you. Made only by
Messrs. D. Leca & Co., Marseilles.

ARTHUR P. TIPPET & CO.
MONTREAL Agents TORONTO

Wagstaffe's Mincemeat and Plum Puddings

Mincemeat Season Mr. Grocer

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

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

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



REPRESENTATIVES:

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

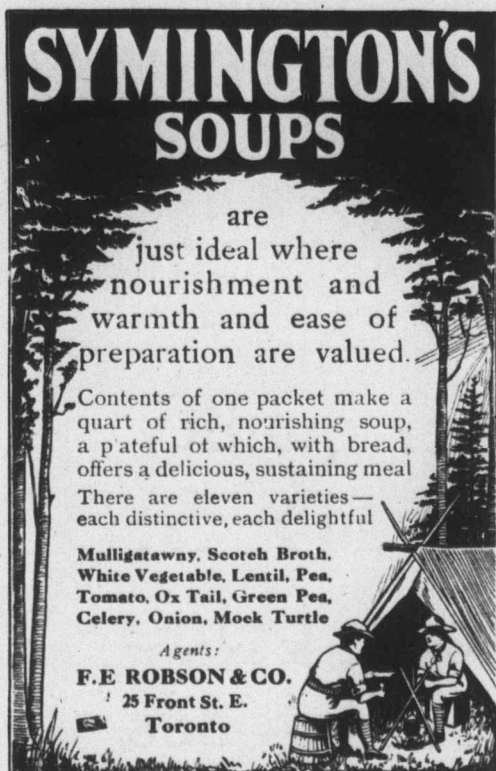
SYMINGTON'S SOUPS

are just ideal where nourishment and warmth and ease of preparation are valued.

Contents of one packet make a quart of rich, nourishing soup, a part of which, with bread, offers a delicious, sustaining meal. There are eleven varieties — each distinctive, each delightful.

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

Agents:
F. E. ROBSON & CO.
 25 Front St. E.
 Toronto



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

PURE GELATINES

Stocks: - Toronto, Montreal,
 New York.

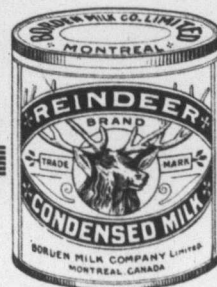
SOLE AGENTS
FINEGAN & ELLIS
 506 Board of Trade Bldg.
 TORONTO

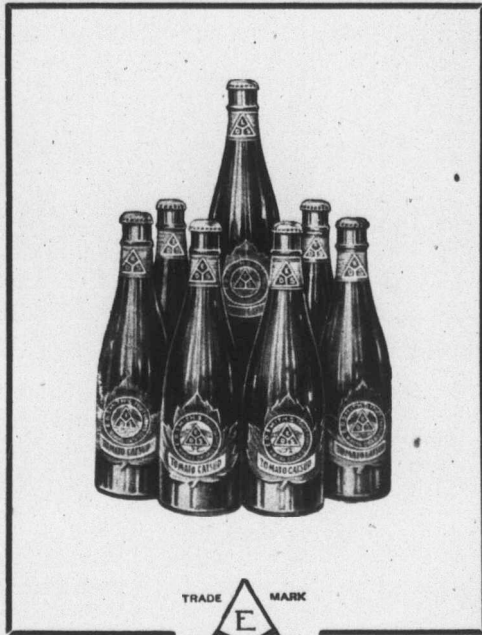


THE products of a perfect sanitary system of production invariably receive the topmost attention of the buying public — and rightly so.

The *Borden* lines of milk products have held this high position for over half a century because they are produced by the *perfect Borden system* — the people know the system and the quality of the products.

Borden Milk Co., Limited
 "Leaders of Quality"
 MONTREAL
 Branch office: No. 2 Arcade Building
 Vancouver, B.C.





—the higher quality
Catsup—E. D. S.
at a lower price
than imported goods

Like all other products issued under this well-known brand, E. D. S. Catsup is absolutely pure. Made from whole, ripe, sound tomatoes, the best granulated sugar and the best spices money can buy. No coloring or preservatives are used whatsoever.

The tomatoes are put through two high pressure cold water baths followed by two steam scaldings before cooking.

The result of this careful and sanitary preparation is a palatable, nicely spiced catsup with the rich flavor of the ripe tomato.

E. D. S. Catsup like E. D. S. Jams and Jellies is the prime favorite with the majority. It is unsurpassed by any imported and sells at a lower price.

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

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

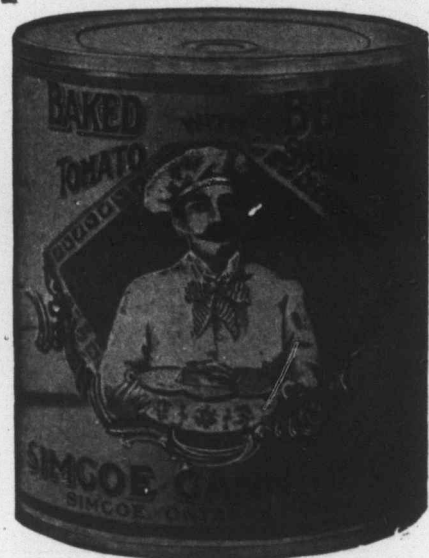
THE CANADIAN GROCER

Make it
"Simcoe"
Baked
Beans

when next
ordering
a supply

You won't be
disappointed

Dominion Cannery, Ltd.
HAMILTON, ONT



Royal Shield Western Service WAREHOUSES AT CENTRAL POINTS



WITH warehouses situated at the most central points in the heart of the best business sections of the great Canadian West, we are in a position to give a service second to none.

Among Royal Shield lines are Teas, Coffees, Baking Powder, Jelly Powder — all the finest quality goods procurable anywhere.

Write to-day for our representative to call, or send for trial order.

Campbell Bros. & Wilson, Ltd.
WINNIPEG

Campbell, Wilson & Adams, Ltd.
SASKATOON

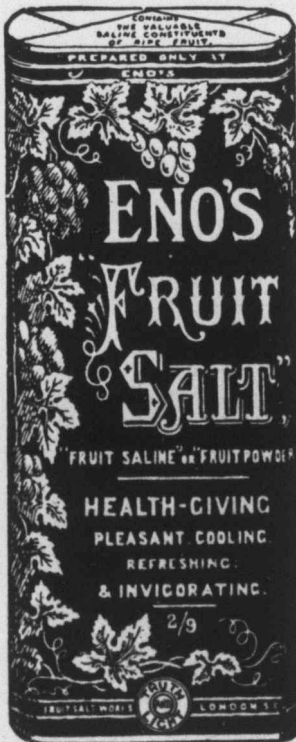
Campbell, Wilson & Horne, Ltd.
CALGARY, EDMONTON & LETHBRIDGE

Campbell, Wilson & Strathdee, Ltd.
REGINA

Wholesale Grocers and Importers

Every Household and Travelling Trunk ought to contain a bottle of

ENO'S "FRUIT SALT"



A gentle natural aperient that stimulates the organs of elimination.

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

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

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

ENO'S "FRUIT SALT"

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

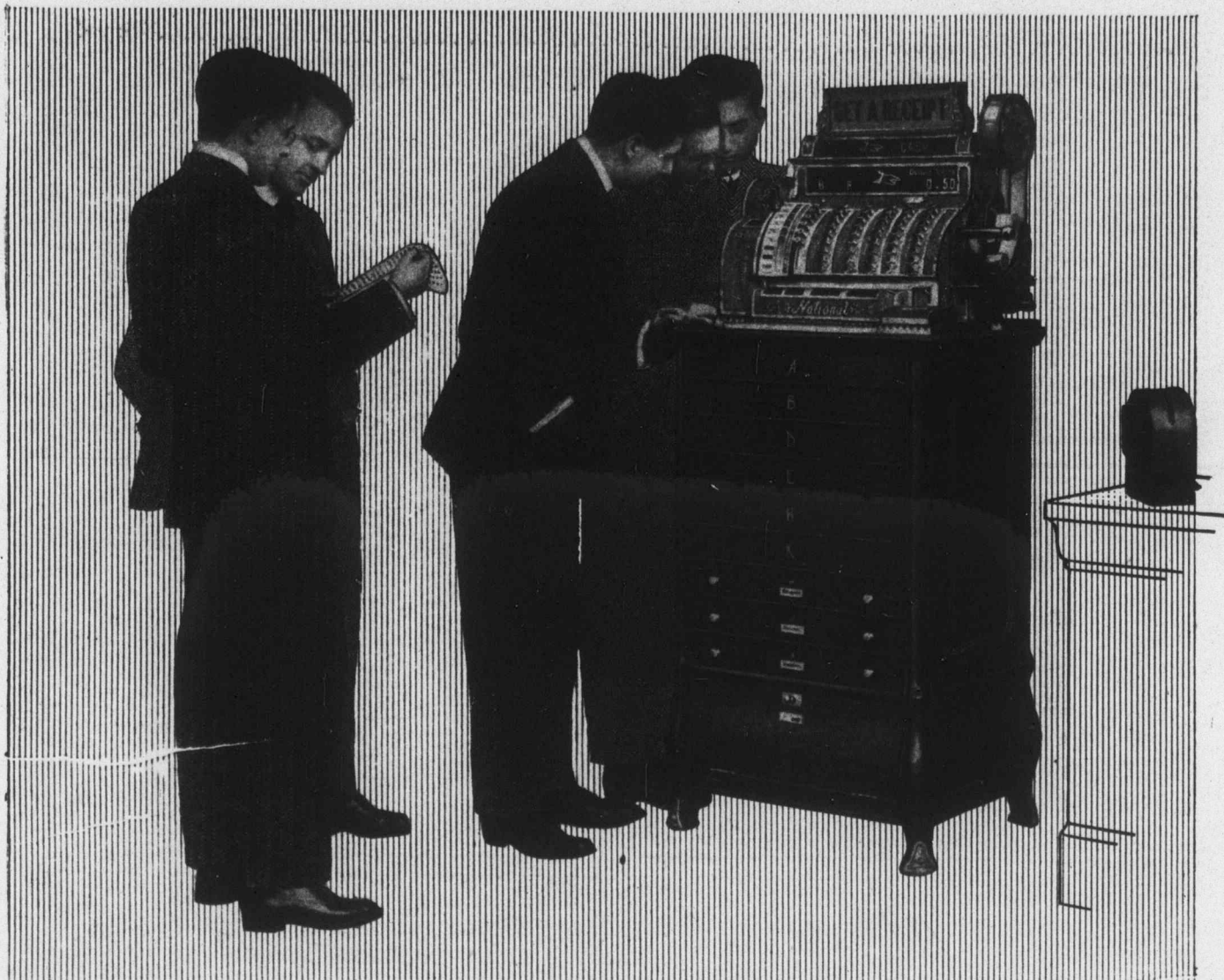
This world-famous aperient has been in use for forty years, and to-day stands unrivalled.

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

Sold by Chemists and Stores throughout the World

Prepared only by

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



Who Has the Best Day's Record

When assistants become interested in knowing who has sold the most goods, you have furnished the best incentive for increased sales.

In addition to safeguarding every transaction, the National Cash Register gives a complete record of the work of each assistant. He knows that he positively receives credit for all the work he does.

This encourages industry, honesty and carefulness, and cultivates a friendly rivalry to sell more goods and increase your trade.

Investigate what the National Cash Register built for your size of store will do.

The National Cash Register Company

285 Yonge Street, Toronto

CANADIAN FACTORY: TORONTO, CANADA

ADVANCE-OR RETIRE?

there's no standing still in business

It's lines like H. P. SAUCE that make for progress.

Good Value, Good Profit and Good Advertising—some of you are doing great things through H. P. Sauce. Now how about you?

W. G. Patrick & Co., Limited, Toronto,
Montreal, Winnipeg and Vancouver.
R. B. Seaton & Co., Halifax, N.S.
The Midland Vinegar Co., Limited, Birmingham, Eng.

H.P.

SAUCE

RICE'S SALT

"The Pure Table and Dairy Salt"

Rice's salt has won its spurs from its absolute purity and uniformity. Once you introduce Rice's your customers will come to you for it again. It brings them back.

We ship promptly. Get our prices.

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



THE MCGREGOR PAPER BAG HOLDER.

**HOLDS EVERY SIZE BAG
FROM ¼ TO 10 LBS.**

hangs right above the counter ready for use. Saves time, space and waste in bags. No hole punching or any extra trouble whatsoever, simply lay the bags in their respective compartments. Quicker service a certainty. No up-to-date store should be without one.

Selling Agents for Canada:
KILGOUR BROS.
21-3 Wellington St. W., Toronto

O. P. MCGREGOR
Patentee and Manufacturer
411 Spadina Ave., Toronto



WE CLEAN UP EVERYTHING

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

"Bull Dog" Brand Ammonia Powder.

"Bull Dog" Brand Chloride of Lime.

"Bull Dog" Brand Borax.

"Bull Dog" Brand Liquid Blue.

"Bull Dog" Brand Liquid Ammonia.

They do the work as it should be done

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

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

The John B. Paine Company, Limited

65 Pearl Street

Toronto

“SOVEREIGN”

QUALITY

BRAND

QUALITY



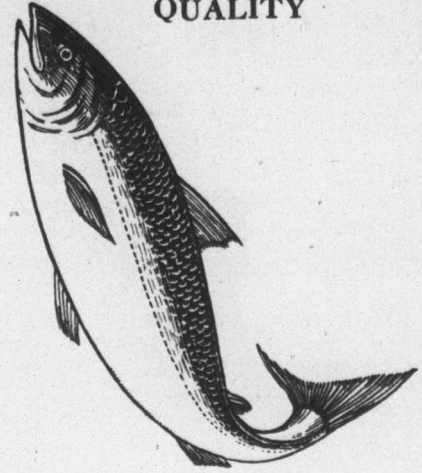
SALMON

QUALITY—NOT PRICE THAT SELLS

IT IS IMPORTANT THAT
RETAIL GROCERS
SHOULD STOCK

“SOVEREIGN” SALMON

Thereby assuring a strong and
healthy competition among
first class standard brands.



Anglo B.C. Packing Co., Ltd., Vancouver, B.C.

“FINEST GRADE OF SOCKEYE SALMON.”

A Proposition That Is Worth While

One that will fill your spare time with congenial work—bringing good money. Are you interested? You are. Well, here are the details.

Throughout Canada is scattered an army of men who are everywhere booking subscriptions for MacLean's Magazine. If you join them you can add very considerably to your regular income. If you are a hustler you will find it will pay you to give all your time to the work.

Some of our most successful salesmen were “spare time men” first.

Write us for terms and full particulars

MacLEAN PUBLISHING COMPANY

143-149 University Avenue,

:-:

TORONTO, CANADA

MODERN GROCERY EQUIPMENT

Adds an air of distinction to your store
—and

ATTRACTS TRADE.

The "Walker Bin" System

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

Is this worth your consideration?

We manufacture the best in show cases and refrigerator counters.

Write now for illustrated catalogue and estimates.



Walker Bin & Store Fixture Co.,

LIMITED



Berlin,

Ontario

REPRESENTATIVES:

Manitoba: Watson & Truesdale, Winnipeg, Man.
Northern Sask.: North-West Specialty Co., Saskatoon, Sask.
Southern Sask. and Alta.: J. N. Smith, Box 696, Regina, Sask.
Vancouver: Western Plate Glass Co., 318 Water St.
Montreal: W. S. Silcock, 33 St. Nicholas Street.
Maritime Provinces: R. R. Rankine, 4 Wright St., St. John, N.B.



KEEP POSTED ON SUGAR

Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write

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

A want ad. in this paper
will bring replies from
all parts of Canada.

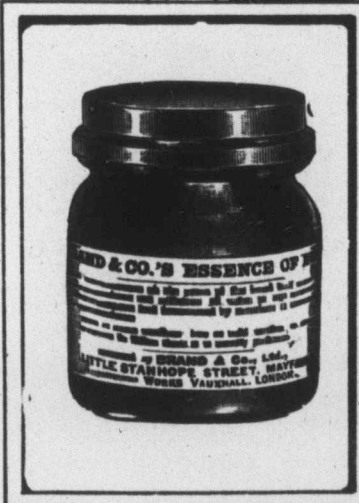
Boullion Season is here!



You can fill the wants of your customers for a healthful and invigorating drink at this season of the year. **Brand's Beef Bouillon** contains the fullest nutritive qualities and is made from the best materials, in a cheap and portable form.

Brand's Essence of Beef consists solely of the juice of the finest meats, without the addition of water or of any other substance, very nutritious. **Essence of Beef** is best taken cold.

Brand's Specialties make a favorable lasting impression wherever introduced.



Brand & Co., Limited

Purveyors to H.M. the late King Edward VII.

By appointment to his Majesty King George V.

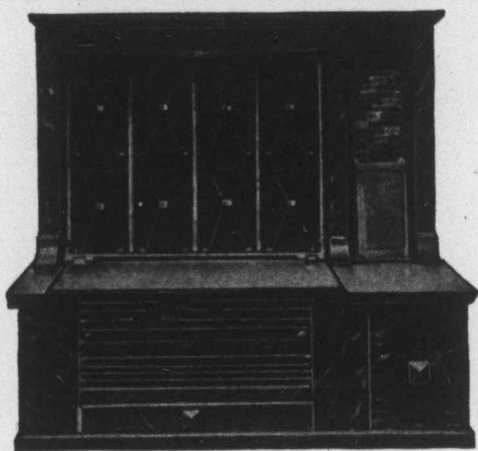
Mayfair, - - - London, Eng.

NEWTON A. HILL, 25 Front St. East, TORONTO
H. HUBBARD, 27 Common St., MONTREAL
McLEOD & CLARKSON, VANCOUVER

BOND'S CHOCOLATES CARSON'S PASTILLES, GUMS and CACHOUS

The show at the Canadian National Exhibition, Toronto, attracted considerable attention from visitors from all parts of the Dominion, and those buyers desiring samples and particulars should apply to

MR. J. P. WRIGHT
Queen's Hotel, Toronto



**The Barr Account Register
has proved itself
the greatest investment
a Merchant can
put into his Business—It
pays for itself**

The word of one merchant whose evidence any prospective purchaser of a Barr Account Register may have, on enquiry, is that by using this modern one-writing account system he has been able to reduce the outstanding accounts of his customers from \$3,000 to \$500.

He did it without giving offence to one of them. While he was accomplishing the result stated above his business was growing.

This all goes to show that the Barr Account Register System is a most excellent thing for the man

in business, and his customers like it better than the old long-drawn-out way of having accounts rendered to them, and the pay-as-you-please method which is the natural result.

If for no other reason than this it would pay the merchant to install the Barr Account Register. But there are a score of other just as good reasons.

The Barr Account Register is by far the most complete system and device of its kind. INVESTIGATE TO-DAY.

Write to-day for Catalogue
and full information

BARR REGISTERS, LIMITED TRENTON ONTARIO

Stock Extracts That Sell Easily

A MONG housewives, Shirriff's True Vanilla enjoys a high reputation for quality. On that account it is easy to sell. And its sale grows larger every month.

Shirriff's True Vanilla is manufactured by our own special process from Mexican vanilla beans. It is aged until its flavor, bouquet and strength are unsurpassed.

There is a good margin of profit for you in selling Shirriff's True Vanilla.

Shirriff's True Vanilla

Imperial Extract Co.
Matilda Street, Toronto

BUY
"Redona" and "Matador"
SHELLED
ALMONDS

The most popular amongst the Grocery and Confectionery Trades

COSMELLI & COMPANY

Packers and Shippers of the well-known Red "C" and Red "B" Fruit Putps.
Monument Buildings, London, England

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

Wonder-Shine

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

ABSOLUTELY GUARANTEED

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

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

(In counter display boxes)

All wholesales or direct to

STUART & FOSTER, Limited

Established 1882

KING AND BERKELEY STS., TORONTO

(Now owning and operating Wonder-Shine Limited)



Order
To-Day.
Sale Time
NOW

Not an Enterprise for the "Quitter"

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

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

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

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

Clark's Mincemeat

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

Clark's Mincemeat is Ready for Use

AND

Clark's are Ready for Your Business

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

Packed in Glass. One size only.

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

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



Your customers want it.

It pays you to sell it.

W. CLARK, MONTREAL

Manufacturers' Agents and Brokers' Directory

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

ONTARIO.

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

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

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

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

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

The
Condensed Ad.
page
will interest you

WESTERN PROVINCES.

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

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

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

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

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

W. H. Escott Co., Ltd.
Wholesale Grocery Brokers
181-183 Bannatyne Ave.
Winnipeg, Canada
Branches Covering
All the Wholesale Centres in the West

WESTERN PROVINCES—Continued.

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

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

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

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

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

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

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

Manufacturers' Agents and Brokers' Directory

(Continued.)

BRITISH COLUMBIA.

McLEOD & CLARKSON

Manufacturers' Agents and Wholesale Commission Agents

383-6 Cambie St., Vancouver, B.C.

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

O'Loane, Kiely & Co., Ltd.

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

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

The CAMPBELL BROKERAGE CO.

Manufacturers' Agents and Commission Brokers.

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

857 Beatty Street Vancouver B. C.



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

In Tins and Glasses.

"Please ask for our offer"

C. F. STUHR & CO., HAMBURG.



Oakey's

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

'WELLINGTON'

KNIFE POLISH

JOHN Oakey & Sons, Limited

Manufacturers of

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

Wellington Mills, London, England

NEWFOUNDLAND.

The CHAMBERLAIN-DOWNEY Company, Limited.

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

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

E. O. CORNISH
COMMISSION AGENT

Canned Goods a Specialty
821 Pender St. W., Vancouver, B.C.

McCANN & LANGFORD

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

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

T. A. MACNAB & CO.

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

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

Grocery Advertising

By Wm. Borsodi

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

PRICE \$2.00

ALL ORDERS PAYABLE IN ADVANCE.

MacLean Publishing Co.

143-149 University Ave., Toronto

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

Mathieu's Nervine Powders



are recognized everywhere as a specific remedy in all cases of headaches, and they can be recommended by every merchant with perfect safety as an effective remedy. Don't lose trade by allowing your supply to run short.

If you don't know them, try Mathieu's Nervine Powders yourself at our expense as per coupon attached.

For all forms of colds Mathieu's Syrup of Tar and Cod Liver Oil is recognized as a safe and effective cure.

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

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

Name
With (Name of firm)
Street
City or townProv.....

THE CANADIAN GROCER

JAPAN TEAS

FURUYA & NISHIMURA



JOHN DIAMOND

458 NORTH THIRD STREET, PHILADELPHIA, U.S.A.

MANUFACTURER OF

Shoe Blackings	Shoe Dressings	Laundry Blues
American Stick Blue	Stove Polishes	
Inks, Mucilage and "Ink-Out"	Pure Petrolatum Pomades	
Electric Paste Stove Polish		

FOR SALE BY ALL FIRST CLASS JOBBERS IN CANADA



Going up in
popularity
and
sales



"Club House" Olives when once introduced to your patrons, just naturally grow in favor more every day. There's a reason and this is it. They are all selected carefully for size, shape and color and are preserved so as to retain their luscious natural flavor. Satisfy the olive taste in your community with "Club House" Olives.

Gorman, Eckert & Co., Ltd.

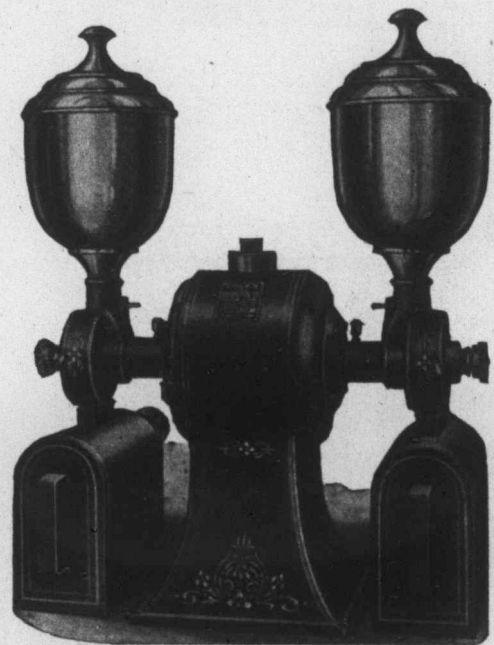
London, Ontario

Western Selling Agents

MASON & HICKEY
WINNIPEG

More Than Ever in a Class by Itself

One of our 12 new models. Wouldn't it be a good idea then to look into the Coles? It ranks with the best and meets your price. 26 models of electric machines. Makers of Hand Coffee Mills for twenty-five years.



COLES MANUFACTURING CO.

1615 North 23rd St.

PHILA., PA.

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

THE CANADIAN GROCER

St. Lawrence

Granulated

The best Sugar made 100% Pure Cane Sugar. Have you handled our 20 lb. and 25 lb. cotton bags? Neat and handy packages.



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

SYMINGTON'S COFFEE ESSENCE

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

ORDER YOUR STOCK TO-DAY

Thos. Symington & Co., Edinburgh and London

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



Purity is first in PURNELL'S

Finest English



Home Made

PICKLES

Finest English Vegetables
With Our Celebrated
PURE MALT VINEGAR

Agents in all Centres

Purnell & Panter Limited
BRISTOL, ENGLAND

RED RIDING HOOD BRAND



5 lb. SLIP TOP CAN

5 lb. SLIP TOP CAN

Samples and Prices from

Maritime Provinces, Quebec, Manitoba, Saskatchewan and Alberta—W. H. Dunn, 396 St. Paul Street, Montreal.

Toronto—Lind Brokerage Co., 47 Wellington St. E. Ottawa—E. M. Lerner & Sons, 11 York Street.

British Columbia and Yukon—Kirkland & Ross, 312 Water Street, Vancouver.

Tartan
BRAND
 THE SIGN OF PURITY

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

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

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

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

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

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

**PURE STRAWBERRY JAM
 CHIVERS' QUALITY**

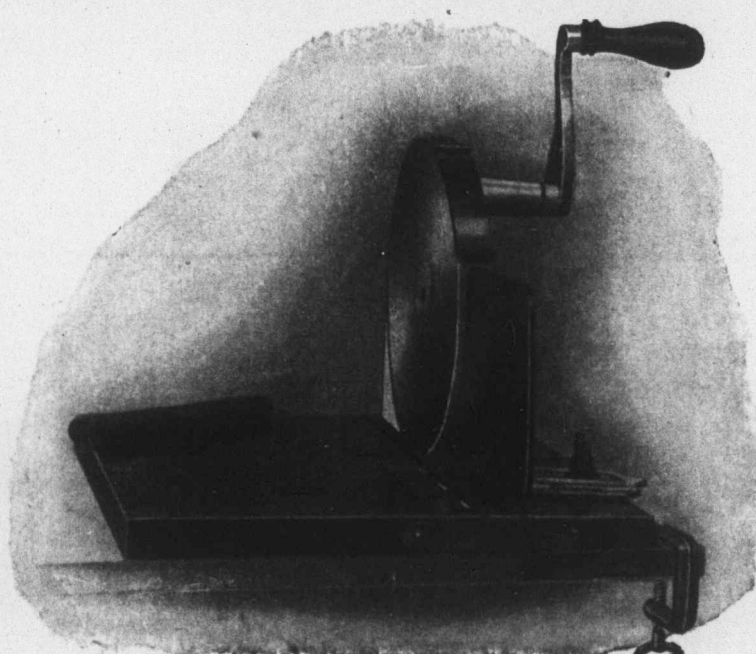
We are in a position to protect you for your requirements in Strawberry and other Jams, either immediate or future delivery, and can supply you with CHIVERS' QUALITY.

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

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

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

You cannot afford to be without one



**THE LOWEST PRICED
 MEAT SLICING
 MACHINE MADE**

"The Imperial"

You cannot slice your bacon, etc., by hand as quick or clean as you can by a machine, and you cannot hope to compete with your neighbor if you have no machine.

The "Imperial" is a wonder. Write now to any of the following:

W. G. Craig & Co., Ltd.
 CANADIAN AGENTS
 KINGSTON, ONT.

DISTRIBUTORS:
 D. S. Robertson & Sons, Ottawa, Ont.
 Eby-Blain, Limited, Toronto, Ont.
 W. H. Gillard & Co., Hamilton, Ont.
 A. M. Smith & Co., London, Ont.
 The Howe, McIntyre Co., Montreal, Que.

J. B. Renaud & Cie., Quebec, Que.
 G. E. Barbour Co., Ltd., St. John, N.B.
 Bauld Bros., Ltd., Halifax, N.S.
 Codville Co., Ltd., Winnipeg, Man.
 A. Macdonald Co., Ltd., Winnipeg, Man.
 Jobin Morrin Co., Ltd., Winnipeg, Man.

Codville Co., Ltd., Saskatoon, Sask.
 Codville Co., Ltd., Moose Jaw, Sask.
 Macdonald, Cooper & Co., Edmonton, Alta.
 A. Macdonald Co., Ltd., Nelson, B.C.
 A. Macdonald Co., Ltd., Fernie, B.C.
 Kelly, Douglas & Co., Ltd., Vancouver, B.C.

IRISH MILK

from Ireland

in one pound Tins

\$4.00 per case of four dozen delivered Ontario and Quebec, and \$4.60 other points in five case lots.

This is your 10 cent line which you have lost.

Kirkwood & Sons
176 Dupont Street
TORONTO

ADS AND SALES

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

By Herbert N. Casson.

An Invaluable Book for the Manufacturers, Sales Managers, Salesmen, Etc.

This is the first book which has attempted to apply the principles of Scientific Management to the Problems of Sales and Advertising.

Cloth-bound, Limited Edition, 167 pages.

Sent Postpaid on Receipt of \$2 to any Address.

Technical Book Department

MacLean Publishing Co.
143-149 University Avenue, Toronto



Repeat sales are forthcoming if the true fruit, the **Banner Brand** taste is there

The genuine goodness in these jams and jellies is the quality that induces the customer to come back the second, third and every other time.

Banner Brand Jams and Jellies

are absolutely pure and every label tells the exact contents. Only the best ripe fruit, pure apple jelly and best granulated sugar are used.

Banner Brand values will interest you. New season's fruits now ready.

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



LINDNERS LIMITED

340 Dufferin St., TORONTO
Phone Parkdale 2985

REPRESENTATIVES:

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



A Thanksgiving Window Dressing Contest

At Thanksgiving practically every grocer makes a special window display. It is a time when there is much feasting and a strong selling window trim means a great deal to the retailer in not only direct results but in permanent advertising. This year the harvest has been good and Thanksgiving should mean much to the live dealer.

CANADIAN GROCER will have a Thanksgiving Window Dressing contest this year. Why not come in on it? You will have a good display. It will mean much to your business. Let it be a help to others. Plan now to surpass your former efforts and to enter it in this contest.

Windows will be judged from the standpoints of Selling Power, Attractiveness and Originality, in the order mentioned.

The competition is open to merchants and their clerks in Canada and Newfoundland.

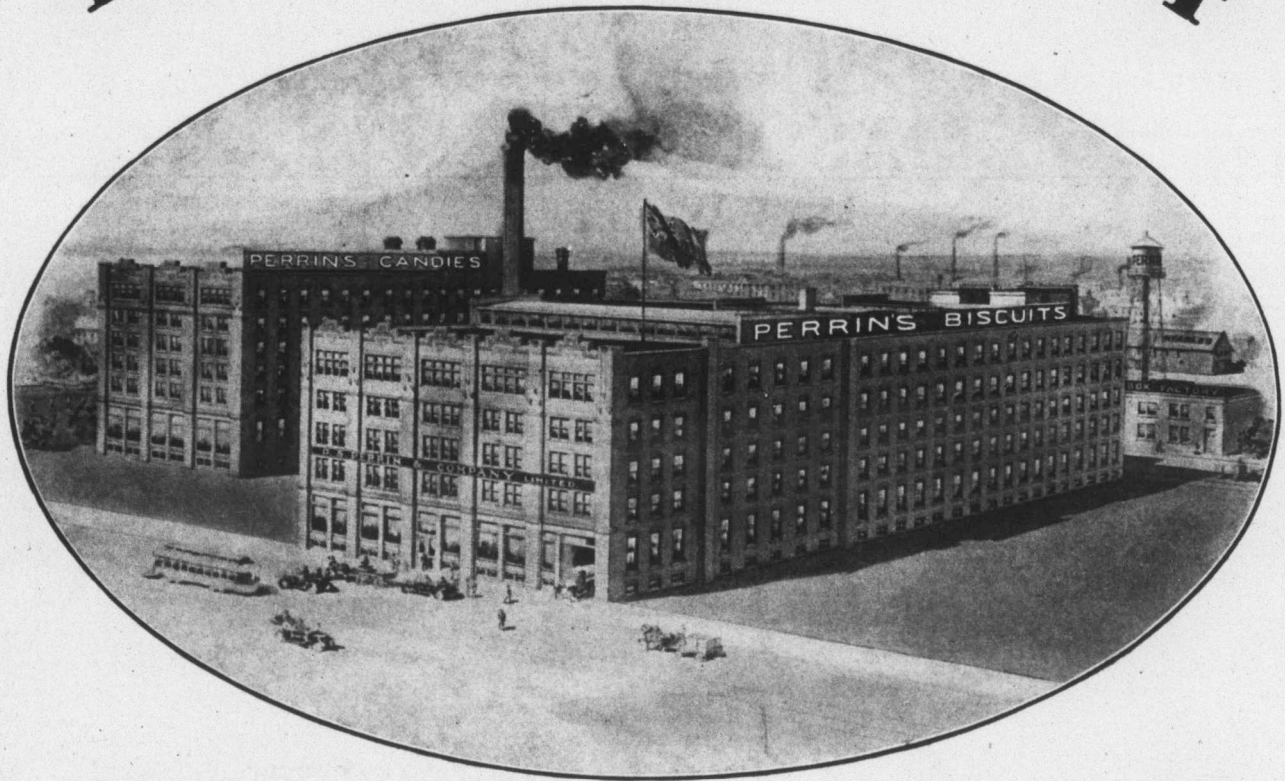
There will be two classes in the contest—Class 1 and 2 with three prizes in each class.

Winners in each class will receive \$5, \$3 and \$2 respectively, making a total of \$20 in prizes.

When the time comes see that your photographer gets you a good picture. Write The Editor now for a page of suggestions on photographing the window in order to eliminate reflections. This will be sent free on request.

THE EDITOR, THE CANADIAN GROCER
143-149 University Avenue
TORONTO

THE NEW HOME OF



PERRIN'S BISCUITS

LONDON

CANADA

Mince Meat Season is Here

Why not stock the best?

Wethey's

Package and bulk

Can be had from your wholesaler.

Western Distributors:

MASON & HICKEY

Winnipeg

Branches:

Regina

Saskatoon

Calgary and Edmonton



White Swan

Guaranteed Specialties

You can always recommend White Swan Products safely. Our unqualified guarantee protects, but the goods themselves always meet the housewife's approval. Their ingredients are most carefully selected and are absolutely pure. They are prepared by men who know how, from practical experience.

Order from your wholesaler or direct.

"Surety
of
Purity"

WHITE SWAN SPICES & CEREALS LIMITED
TORONTO

ONTAR O



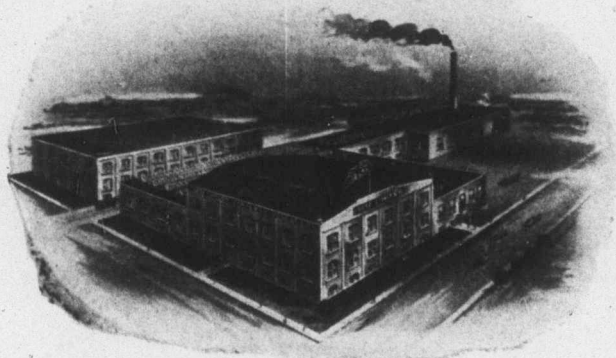
The Public Demand



Never before has the demand for purity in food and drink been so insistent as to-day. You can always uphold the purity of "SALADA" Tea. Its scientific cultivation, the cleanliness of its preparation, the sealed lead packet, combine to protect the fragrant leaves from all contamination. It's pure, wholesome and delicious—recommend it to your customers — they'll come back for more.

"SALADA"

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



The Home of

"Harvest Brand"
Canned Fruits, Vegetables,
Jams and Jellies

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

PLACE YOUR ORDER NOW.

FRETZ, LIMITED

Hamilton

Ontario



'Camp' Coffee is off your shelves almost before you get it on!

Don't let your stock of 'Camp' run out — don't even let it run down.

The demand for 'Camp' — already big — is growing day by day — simply because of all Coffee Essences 'Camp' is known to be the best.

'CAMP'
COFFEE

See your Wholesaler to-day.

R. Paterson & Sons,
Coffee Specialists,
Glasgow



KEEN'S OXFORD BLUE

The blue of past and present generations, always reliable, always the best. You'll never offend a customer by suggesting that she use the blue that her mother used before her with entire satisfaction.

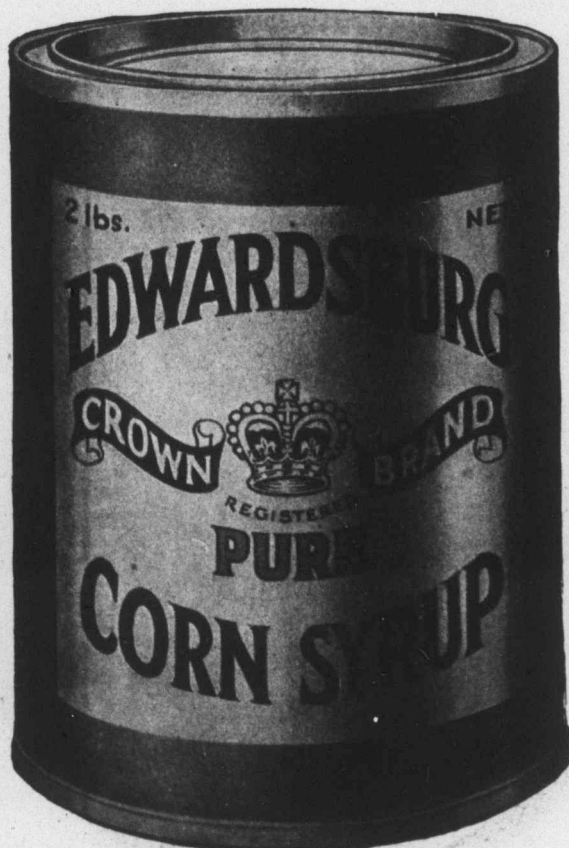
FOR SALE BY ALL THE CANADIAN JOBBING TRADE

MAGOR, SON & COMPANY, Limited

403 St. Paul Street, Montreal

30 Church Street, Toronto

Agents for the Dominion of Canada



Successful Sales

are those which are backed up with the right goods.

Crown Brand Corn Syrup

once sold to a Customer means repeat orders. You can particularly recommend CROWN BRAND to those of your customers who have growing boys and girls. Have you enough "CROWN BRAND" on your shelves?

THE CANADA STARCH CO.
LIMITED

MANUFACTURERS OF THE

EDWARDSBURG BRANDS

Works, Cardinal, Brantford & Fort William, Ont.

Montreal, Toronto, Calgary, Vancouver



A display shown in F. C. Harp's window in Brantford, Ont., which on one day sold \$27 worth of goods. It was trimmed by Arthur Harp.

A Display that Created a Splendid Demand

Brantford Window Containing Two Dozen Different Lines Sells in One Day \$27 Worth of Goods—The Window Trimmer a Believer in Price Cards—A Disputed Point Arises.

This picture gives a view of a profitable display shown in the "Cash Bargain Grocery" of Fred C. Harp, Brantford. It was trimmed by Arthur Harp. As will be seen the goods are arranged on a series of glass shelves, at the back of the window, with pails of sugar, dried peaches, prunes, etc., in the foreground. The sides, it will be noticed, and most of the background, are taken up with canned goods.

This is a window which was striking in the systematic arrangement and variety of the goods. Some window dressers would probably disagree with Mr. Harp, and declare that the window was too much filled up, that it contained too many varieties, that it was too, "stocky."

It Sold the Goods.

Mr. Harp, however, claims that the results indicated that on this occasion his theory was a commendable one, and that the public passing by, had their attention caught by the display and remained to study it. As proof, he declares that on a single day sales amounting to

A great many grocers believe in displaying only one line of goods in the window, or at most associated lines. Other window trimmers do not agree always with this. A case in point is the above photograph of the F. C. Harp window, of Brantford, Ont., in which are some 24 different lines, not all of them associated. The results from this display were watched closely and it was found that on one day \$27 worth of goods were sold from it.

What do other window trimmers think of it? If you got busy to dress a good window — not in connection with any particular season or event — would you use one line or several? Which do you think gives the better results?

Canadian Grocer would be pleased to hear from any in the trade on this point.

over \$27 were made directly attributable to the showing of the goods in this window.

One of the features which added to the value of the display in Mr. Harp's opinion, was the liberal use of display cards with prices marked upon them. A glance will show this. For instance, at the left near the top is one card marked "Salmon, 2 for 25 cents." Near it is another, "Tomatoes, 2 for 25 cents," and a third, "Peas, 2 for 25 cents." Others are: "Pork and Beans, 10 cents," "Maple Syrup, 25 cents.," "yellow sugar, 19 lbs. for \$1," 5 lb. pail pure jam 45 cents," etc. In fact there was not a single display card in the window that did not have the price attached in large plain letters.

Every Line Sold Well.

To Canadian Grocer, Arthur Harp said:—"I can safely say that of the twenty-four different lines of goods shown in this photo, I don't think there was one line that did not sell well. I think that price tickets are the only things to use. I never put an article in a window without the price being on it."

How Other Grocers Do Things

CURTAILING CREDIT TIME LIMIT.

The merchants of Salmon Arm, B.C., have got together and decided to curtail the time limit in which accounts shall be paid. The following advertisement which they inserted in the local paper explains fully their new regulations, which certainly appear to be fair to everybody:—

NOTICE.

“At the last meeting of the Retail Merchants of Salmon Arm, it was decided unanimously to adopt the credit system in vogue in all the progressive towns and cities of the Dominion. Commencing October first, the undersigned merchants of Salmon Arm will give thirty days credit on approved accounts, but, without exception, must be settled not later than the fifteenth of the month following purchase of goods, and until such time as any over due accounts are paid all parties will be expected by all merchants to pay cash, until account is paid, when they may be granted a further line of credit, as before.

“We believe this system will be for the best interest of buyer and seller and has been forced upon us by curtailment of terms of credit now allowed us by wholesalers.

“We fully expect the reduction in prices made possible by this system will appeal to all:—R. W. Holliday, R. J. Glasgow, S. J. McDiarmid, R. K. Seales, F. H. & H. C. Pardey, S. M. McGuire, F. Slough, A. Bedford, H. C. Jacques, Ford Tyler, Greenaway & Tweeddale, Ruth, Warren & Carroll, Ltd., W. A. Palmer.

SPICE DISPLAY IN COUNTER.

In the Duff store on York street, Hamilton, Ont., is a long oak counter with a section in the top about three feet by four feet chiseled out and inlaid with a heavy piece of plate glass. Beneath this is a drawer which pulls out to the rear of the counter and on top of this may be placed a display of goods which do not require a great deal of room. The drawer is then slid into the counter.

Just now Geo. H. Duff, the manager has a most inviting display of spices in this counter drawer. Samples of the various kinds are placed on small round paper doilies with fringed edges, with a pile of mixed pickling spice in the centre with sticks of cassia and cinnamon in circular form around the outside.

This display has two features. It is

seasonable and it is in a conspicuous place. Every customer coming up to the main counter in the Duff store must see it. It tends a suggestion to the purchaser of other goods and its neat arrangement will go a long way towards creating a desire on the part of the customer to buy.

MAKING DRIVERS RESPONSIBLE.

Practically every grocer agrees that mistakes in delivery cause more annoyance than anything else. Systems are many and varied to prevent these mistakes and a large percentage of these are being worked effectively. Here is another. J. W. Milling, a Napanee, Ont. grocer, places the responsibility of safe delivery on his two drivers. These

Driver's Name	East End	No.	West End	No.
R. J. Jones		4	A. Smith	3
R. J. Johnston		3		2
		6		

Driver checks over every customer's name and number of parcels going to each before leaving the store.

young men must see that before leaving the store with the wagons they have the proper number of parcels and that no person's goods have been missed.

The accompanying drawing shows the working of the system. Behind the main counter is a sheet tacked up against the shelving ruled as indicated. The left hand side is devoted to East End deliveries, and the right, the West End trip. The drivers initial appears in the first column, with the name of the customer in the second and the number of parcels to go to each in the third. Before the drivers leave the store they must check over this sheet to see that every customer's goods are on the wagon and that there are the proper number of parcels in each.

AN EDUCATIVE HONEY DISPLAY.

What insect is given credit by most scientists for the display of the greatest “intelligence” (or instinct) in working out their plan of existence? The bee, as

is the dog in the animal world.

But the ways of the bee and the bee-man are little known to the buying public.

A Stratford grocer, W. J. McCully, believes that the “ways” of the bee are interesting enough to attract attention and a representative of Canadian Grocer, a few days ago was held by the display in his window as have been hundreds more.

He was showing beautiful clover honey, extracted and in the comb, and he had bottles of this, and combs set up in varying sizes, on the floor and on glass shelves. But in addition he placed a frame partly filled with a thin strip of what is known as “foundation,” labeling it “wax foundation ready to be drawn out by the bees.” Another frame was nearly filled with the wax now made into cells and ready for the honey.

On the other side was a frame with the cells filled on each side with honey but “capped over,” that is, covered with wax to prevent it coming out, and also to mature it. Besides this was a frame taken from the honey “extractor,” showing the cells cleared out (by the suction of air when being whirled around in the extractor) and still wet and glistening. These were labelled “Honey before extracting,” and “after extracting.”

The whole window epitomized the history of honey making, and drew custom from passers-by whose interest had been aroused and intelligently satisfied.

A neat show card called attention to the new stock as follows:

Finest quality
White Clover

1913

Honey
COMB
and
EXTRACTED.

NEW CARTAGE TARIFF.

The Board of Railway Commissioners say they have no jurisdiction in the matter of cartage service of railway companies. This was the answer given to the railway representatives at Ottawa, who asked that a new tariff, beginning October 1 and ending January 1, be ratified. The new schedule, which applies to Winnipeg, Toronto, and other places, calls for a charge of 3 cents per cwt. instead of 2½ cents now charged.



Hunting goods window shown by E. F. Mason, Peterborough, Ont., last fall.

A SPLENDID HUNTING SEASON WINDOW.

The duck, partridge and bear hunting season is with us, and the deer season will be open in most provinces less than a month hence.

What better opportunity has a grocer to get some good substantial advertising than by dressing a window to catch the eye of the hunter? It will not only do

this, but it attracts other people's attention as well.

The accompanying window was shown a year ago by E. F. Mason, a Peterboro, Ont., dealer, and a glance at it shows an elaborate trim. It was dressed well into the store, about 12 feet from the glass. To the front are hunters' grocery supplies and cooking utensils. To the right a small pool of running water flowing down an incline

over a small fall to a larger pool. This together with moss-covered stones, autumn leaves, evergreens, stuffed deer, wild duck and grey and black squirrels made a most realistic scene.

There were also some fishing rods and a couple of rifles in the window.

Meat extracts, soups, tea, coffee, cocoa, bacon, biscuits, pickles, etc., would be appropriate lines to show in such a trim.

The CANADIAN GROCER

Established 1886.

Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING CO., LIMITED

John Bayne MacLean - - President

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

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

OFFICES:

CANADA—

Montreal—Rooms 701-702 Eastern Townships Bank Building. Telephone Main 1255. O. S. Johnston
Toronto—143-149 University Ave. Telephone Main 7324.
Winnipeg—34 Royal Bank Building. Phone Garry 2313.
Vancouver, B.C.—2649 Third Ave. West, H. Hodgson.

UNITED STATES—

New York—R. B. Huestis, 115 Broadway, New York. Telephone 8971 Rector.
Chicago—A. H. Byrne, 140 South Dearborn Street, Room 607. Phone Rand 3234
Boston—C. L. Morton, Room 643, Old South Bldg. Phone Main 1024.

GREAT BRITAIN—

London—88 Fleet St., E.C. Telephone Central 12960. E. J. Dodd.
 Subscription: Canada, \$2.00; United States, \$2.50;
 Great Britain and Colonies, 8s. 6d. Elsewhere, 12s.

PUBLISHED EVERY FRIDAY.

TORONTO, OCTOBER 3, 1913

HOG PRODUCTS ON THE DECLINE.

The trade, generally, will welcome the collapse of the high market in hogs and the prospect of a lower level for hams and bacon. Packers and retailers agreed in the feeling that the live weight figure was too elevated to enable the products to reach the consumer at a price that encouraged business. Had the upward movement been maintained there undoubtedly would have been a repetition of conditions in salmon and some canned vegetables this year, where sales fell as the result of prices a large percentage of the public refused to follow.

A well-known packer discussing the situation with Canadian Grocer ventured the prediction that prices would go still lower than the present \$8.75 (Toronto) that ruled the mid-week market. This is about the same as a year ago, but the market then dropped nearly \$1 before the year's close.

However, this course might be offset by a greater scarcity this year on local markets, were it not for the fact, as he puts it, that not a carload of provisions has been shipped West in a month. He goes further, and declares that the West will be sending provisions East before Christmas. Thus the narrowed market would be forced to the inevitable lowering of prices. Such a condition as at present holds the provision market under its control has not obtained, for over ten years, and with little ground for anxiety, the merchant can now watch the market with keen interest.

THE ANNUAL FALL NUMBER.

Next issue of Canadian Grocer, Oct. 10, will be the Annual Fall Campaign Number. This issue comes at a time when majority of grocers are considering their fall, Christmas and winter buying and selling, and in view of this will be of considerable value to the trade.

The number will contain many practical articles dealing particularly with the selling of goods. Included in this is every form of salesmanship—personal, window display, interior arrangement, newspaper advertising, show card writing, etc., etc. The articles have all been secured first hand from the merchants themselves. There is no theorizing but all good practical suggestions.

Several of the illustrations include splendid fall and Christmas goods windows. These convey ideas of practical value which will bear considerable study.

Every reader should look forward to the next issue and see that he gets it. He can well afford to allot a substantial portion of his time to reading it—both reading matter and advertisements.

THE ODORLESS ONION.

We have long since had the seedless orange, the horseless carriage and the spineless cactus. With these we have been familiar for a good many years.

But now we have some one come forward to tell us that the odorless onion is on the way. Would you believe it?—an onion you can eat with perfect safety before attending the theatre, the fraternal society's ball or the prayer meeting?

It is said this heaven-born vegetable has been produced by a cross between a Bermuda and a Golden Yellow after a great many experiments by an Ohio horticulturist. Should the future demonstrate that our Ohio gardener has really made this great discovery, his name will surely go down into the annals of fame as a heroic liberator of the human race and a great friend to society.

The odorless onion! And how would it benefit the retailer? Will he not now be able to keep the onions in the butter box, in a chest of tea, in the spice receptacles or on the cheese without fear of imparting their flavor to the other goods? No more will the delivery boy get a scolding from the housewife because the butter tastes of onion! These troubles will soon belong to the past.

If someone would now only invent an odorless coal-oil, wouldn't this old earth be heaven itself?

THE ENORMOUS PEACH CROP.

After five months of the busiest season in the recollections of the grey-haired veterans, the fruit commission men are planning a long snooze, or an autumn holiday, or a casual glance at urban life outside the wooden walls of the Toronto fruit market. The twenty hours a day on which some have been celebrating the bumper crop of tree-and bush and vine-grown products have induced an advanced stage of weariness of the flesh.

Viewed from any standpoint the fruit season of 1913 must be judged a success. Peaches and plums especially have been a huge crop, the former the best in over 30 years. Only a few days ago, after weeks of a constantly increasing supply, was the market glutted to a point where a sacrifice was a saving necessity, and the grower had to be content with 15 cents a basket or let them rot upon the trees. At other times all parties secured a fair profit and no torrid weather induced rapid destruction en route or on the market, or in the store. Exportations of 500 carloads from the Niagara Peninsula into United States helped relieve what otherwise might have swamped the fruit market and its activities. As it is, besides immediate profits on sales, the grocer will have a potential business of large proportions in the lower prices in preserved and canned goods as the aftermath of a plentiful harvest of fruit, and of many vegetables as well.

THANKSGIVING WINDOW CONTEST.

Thanksgiving comes this year on October 20. As usual, this is on a Monday, which, since it follows closely on the heels of Saturday, is a particularly good day for the retail

grocer. Thanksgiving is therefore only two weeks distant. Canadian Grocer readers will remember our Thanksgiving contest in window display which was announced some weeks ago. Twenty dollars in prizes are given away. It should, too, be remembered that dealers and clerks in the smaller centres do not compete with those in the cities over 10,000 population. There are two classes to the contest, with three prizes in each.

Thanksgiving lends itself particularly well to good display. It is a time when there is much feasting and therefore the grocer is the first merchant who benefits. When you have your best Thanksgiving display in get it photographed and enter it in the contest. Whether or not you're in the money you will be a better window trimmer by having come in. Plan now.

— ❁ —
LABELLING FRUIT JAMS.

A new regulation under the Adulteration Act has been adopted by Order-in-Council in connection with fruit and fruit products. This enacts that when jam, jelly, marmalade, etc., are prepared from two or more varieties of fruit, the first named on the label shall be the fruit that is present in largest amount. Thus a jam made from raspberries and apples shall be labelled "raspberry and apple jam" only if the weight of raspberries used exceed the weight of apples; where the apples are the heavier, the label must read "apple and raspberry jam," or "apple jam flavored with raspberries," or otherwise, in such a way as to make it clear that raspberries are not the chief constituent.

This regulation does not apply to "compounds" which still must retain that name on the label, but to "blends," or "mixtures" as they sometimes are termed, containing pure fruit and sugar, and appears to be designed to prevent any public misconception as to the proportion of the various fruits that have been blended.

— ❁ —
CONVENIENCE VS. ECONOMY.

Still another "co-operative" movement has come to an end. This time it is in Brooklyn, New York, and the Evening World of that city expounds a great truth in an editorial dealing with the failure when it says that "the American housewife won't have economy if she must give up convenience." The World under the heading "The Housewife Makes Her Choice," says:—

"The farm to family" co-operative market experiment in Brooklyn has come to an end. Its sponsors profess to be satisfied with what they claim it has proved, namely, that farm products can be shipped directly from the farm to the consumer without the meddling of commission merchants and middlemen at a saving of 50 per cent. in household expenses.

"Just the same the fact remains that the venture has failed, temporarily at least, because it cannot support itself. Its managers admit it can't go on unless they can get some organizer from England where they understand these things and are able to make \$600,000,000 worth of yearly co-operative business pay five per cent. interest with a twelve per cent. patronage dividend besides.

"The main trouble in Brooklyn has been that folks wouldn't go to market. With only three deliveries a week from the co-operative store, a housewife had to put in her orders for two days at once instead of running to the telephone morning, noon and night, as may suit her convenience.

"Convenience—there lies the trouble. All optimistic experimenters with the co-operative market idea in Brooklyn and Staten Island will find themselves sooner or later up against the same difficulty. People hereabouts will not go marketing in any numbers on the old-fashioned plan ahead, take-your-basket and seek-the-best-price plan. Telephones and "free" delivery have utterly spoiled them for that particular kind of thrift. Our habits in these respects may be extravagant, but they have a tight grip on us and it will take a powerful lot of exhortation from any British "organizer" to pry us loose.

"The American city housewife won't have economy if she must give up convenience."

This again shows that the standard of living has advanced in recent years and explains away a great deal of the cause of the "high cost of living."

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EDITORIAL NOTES.

Canadian hens appear to be getting haughty early this year.

• • •

The odorless onion has every other negated article "skinned" by a long way.

• • •

When every grocer figures his profits on selling prices, there will be less failures to record.

• • •

Earl Grey says retailers are "parasites." He forgets that many of them operate charitable institutions.

• • •

After the produce men get through with the egg, it looks as if they would turn their attention to butter.

• • •

Next week's issue is the big annual Fall Campaign Number. This will be a worth-while-practical issue. See that you get it.

• • •

Dry weather and frost played havoc with corn and tomato crops around Picton. News from Western Ontario is brighter.

• • •

If you have never seen a hog take a toboggan slide, just look at the market reports in this issue, and the last two or three preceding ones.

• • •

The call of the wild draws many a hunter to the woods and streams these days. Even if there be plenty of game there, he always takes a good supply of food with him.

• • •

Canadian Grocer's window dressing contests are designed chiefly to create a greater interest in display. They have now been held for a good many years, and we have every reason to believe have stimulated greatly this important selling method.

Great Many Failures Due to Incompetence

Commercial Agency Places the Percentage At More Than 26—What Figuring Profits On Selling Price Means—Items Which a Large Steel Firm Includes In Overhead Expenses—Why Interest on Capital Should Be One of Them.

*By Henry Johnson, Jr.

I have found a remarkable little brochure, published by a big manufacturer of steel and iron. So many good points are made that it would not be out of place in these columns in its entirety, but I shall boil it down, because much of it re-echoes what I have said in these columns during the past few years. That is, perhaps, its most remarkable feature, or shall I say that this coincidence makes it remarkable? The booklet is interesting and instructive in that it clearly demonstrates that the ignorance of the grocer is also the ignorance of the average manufacturer. It shows that this big firm in seeking to enlighten its customers and thereby better the iron and steel business, uses the same arguments to attain the same end that I have used right here for upwards of three years.

Here is the table of contents: Introduction; starting in business; cost, overhead; profit; depreciation; percentage; cash discount; credit. Looks very like what we should have to write on if we should attempt to guide a man about to enter the grocery business, does it not? Which indicates that the principles of business are the same, taking them by and large in all lines.

Incompetence.

Men read what they want to read, and of what they read they take home and remember (and also quote) what it is pleasing to them to remember and talk about. Thus you often hear that 95 per cent. of all merchants fail—which is not true—and this serves as a palliative and excuse to the man who does not succeed very well and wants to find a cause for his failure outside of himself. He is to be excused, surely, if he does not succeed where there is only 5 per cent. of chance for success. I feel that this oft-quoted saying is responsible for about as much harm as that other abused aphorism: "Well bought is half sold."

The other piece of statistics which we often hear quoted is Bradstreets statement that the most prolific cause of failure is "Lack of Capital." That IS the MOST prolific cause—given as 33.9 per cent. of the total. But it will not do for us to take refuge behind that fact, because the next most important cause, as

given by Bradstreets, is "Incompetence," given as 26.6 per cent. Thus there are at least 80 per cent. as many chances that your cause of failure—or lack of complete success—is Incompetence. Moreover, Lack of Capital is in itself Incompetence, since, had you been competent, you would either have refrained from starting in business or else you would have so managed to handle your business as to keep your undertakings INSIDE of your capital.

Hence, to my mind, analysis will clearly show INCOMPETENCE to be the prime cause of failure or imperfect success.

Before passing on, let us look at some of the other causes which are frequently quoted as prolific of failure. Let us note how truly insignificant are some of them. "Unwise Credits." How often have we heard a mishap ascribed to "the credit business." Yet this is given as only constituting 1.7 per cent. less than 1¾ per cent.—of the causes of failure. Inexperience only constitutes 4.4 per cent.; Extravagance only, .7 per cent., and Speculation only 1 per cent.

Figuring Profits.

The same difficulty is encountered in the steel business of men who compute their profits on their cost instead of on the selling price. But there is an important difference here which indicates that the steel business is at least one step in advance of the grocery business. This difference is illustrated by the following quotation from the booklet:

"PROFIT SHOULD BE FIGURED AND BASED ON SELLING PRICE AND NOT ON COST. THAT IS NOT ONLY THE GENERAL CUSTOM, BUT IS THE BEST AND SAFEST WAY."

The important point here is that this method is described as "the General Custom," which shows the advancement of the steel industry. When I first promulgated this doctrine ten years ago it was heresy. To-day in the grocery business this truth is only partially accepted. It is only a few days since a gum salesman told me his gum would pay me 150 per cent! It cost 40c the box, and sold for \$1.00. I made the gross margin 66 2-3 per cent.—what would YOU make it?

Whether we "see it" or not; whether our old school arithmetics said so or not—they did NOT; whether we like it or not, do you not think that a method

which is endorsed by the big, successful men of the continent and the foreign commercial world may be safely followed by us who are (some at least) acknowledged to be, in many respects, much lower in the scale of commercial development? Let us take it on faith to start with—the conviction will grow very rapidly with a little actual practice of the method.

If Will has 25 per cent. more marbles than Jim, has Jim 25 per cent. less marbles than Will? Try it and see.

Overhead Expenses.

Overhead is something which greatly bothers manufacturers. Overhead is the same as General Expense. Under that head are gathered all items of expense which cannot be specifically included in the definite cost of any particular job in the manufacturing business.

This is something which is really much simpler in our business than in the manufacturing business, because ALL our affairs are based on averages; yet many of us fail—most of us fail—to grasp it in its fullest meaning and apply it with that unflinching honesty with ourselves which alone will make it possible for us to handle this question successfully.

The list of items which go to make Overhead is given as follows: 1, Stationery; 2, Postage; 3, Telegraph; 4, Telephone; 5, Insurance; 6, Advertising; 7, Fuel; 8, Light and Heat; 9, Traveling Expenses; 10, Taxes; 11, Power; 12, Rent; 13, Repairs; 14, Depreciation; 15, Salaries of employees not engaged in productive labor; 16, Claims Allowed; 17, Bad Debts; 18, Attorney and Collection Fees; 19, Salaries of Principals; 20, Interest on Borrowed Money; 21, Interest on Capital.

The Why of "Interest on Capital."

I am going to pass all these except that of "Interest on Capital." That as the writer treats it because his treatment is in line with such reasoning as I have often advanced here.

"Why have you invested your money in business? Simply because you expect by that means to make our capital earn more than it would if loaned on good security. To-day a well secured investment will seldom earn more than 5 per cent.; therefore, a fair rate should be charged to overhead so that your selling

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

THE CANADIAN GROCER

price will be placed at a figure that will make your business risk profitable.

"Or suppose that your credit is good and you have money, but it is invested so you cannot readily withdraw it, and you wish to start a small factory. That requires \$10,000 and you borrow the entire amount, paying 5 per cent. interest. So \$500 should be considered in Overhead in this instance.

"At the end of five years you have paid off the loan and have \$10,000 paid-up capital invested.

Things to Think Over.

Five per cent. on \$10,000 was considered a proper Overhead charge five years ago. Why is it not proper now? Five years ago the business was required to earn 5 per cent. to pay interest. Then you based your selling price on cost of productive labor and Overhead, which included \$500 interest. Why should you to-day reduce your selling price and profit simply because you are furnishing the capital instead of the creditor? Are

you not just as much entitled to demand \$500 interest to-day from the business as your creditor was five years ago?"

These are things it will pay all of us to think over, with a view toward our better understanding of certain fundamental principles which have formed the foundation of the biggest business successes in other lines, and without which we cannot hope to attain the fullest success, but may very readily reach absolute failure instead.

Below is given in an easily read table some interesting information on the new United States Tariff as it affects particularly the food supply of that country and Canadian exports. The former U.S. Duty, the new U.S. Duty and the Canadian Duty on the various articles are given. We would suggest that those interested place this page on file for reference. It may come in handy.

ARTICLE.	FORMER U.S. DUTY.	NEW U.S. DUTY.	CANADIAN DUTY.
Cattle, according to age and value	From \$2 per head to \$3.75 and to 27½%	Free.	\$12.50 per head valued at \$50 or less; 25% general.
Poultry	Live, 3c per lb. Dead, 5c per lb.	Live, 1c per lb.; dead, 2c per lb.	20%.
Sheep	From 75c each to \$1.50 each.	Free.	25%
Swine	\$1.50 each.	Free.	25%
Barley	30c per bushel.	15c per bushel.	15c per bushel.
Beans	45c per bushel.	25c per bushel.	25c per bushel.
Buckwheat	15c per bushel.	Free.	15c per bushel.
Corn	15c per bushel.	Free.	Free for feed.
Oats	15c per bushel.	6c per bushel.	10c per bushel.
Peas	25c per bushel.	10c per bushel.	15c per bushel.
Rye	10c per bushel.	Free.	10c per bushel.
Wheat	25c per bushel.	Countervailing duty 10c bushel.	12c per bushel.
Bran	20%	Free.	17½%.
Wheat Flour	25%	Countervailing duty 45c barrel.	60c per barrel.
Fish	¾c pound.	Fresh, free.	1c per pound.
Apples (green), pears, peaches, plums, etc.	25c per bushel.	10c per 50 lbs .	40c per barrel (apples).
Beets	25c.	5%.	30%.
Berries	1c quart.	½c quart.	2c pound.
Grapes, per cubic foot of barrel or package	Free.	25c.	2c pound.
Hay	25%	\$2 ton.	\$2 ton.
Potatoes	25c per bushel.	Countervailing duty 10%.	20c bushel.
Turnips	25%	15%.	30%.
Vegetables (canned)	2½c pound.	25%	1½c pound.
Other Vegetables, fresh	25%	15%.	30%.
Hides and skins, not fur cattle	Free.	Free.	Free.
Cream	5c gallon.	Free.	17½%.
Milk	2c gallon.	Free.	17½%.
Butter	6c pound.	2½c pound.	4c pound.
Cheese	6c pound.	2½c pound.	3c pound.
Eggs	3c dozen.	Free.	3c dozen.
Bacon	4c pound.	Free.	2c pound.
Beef	1½c pound.	Fresh, free.	3c pound.
Canned meat	25%	Free.	27½%.
Hams	4c pound.	Free.	2c pound.
Lard	1½c pound.	Free.	2c pound.
Mutton	1½c pound.	Free.	3c pound.
Pork	Fresh, 1½c pound.	Free.	3c pound.
Flax seed ..	25c bushel.	15c bushel.	10c bushel.

Canned Goods Pack in P.E. County

Canners There Very Pessimistic Regarding Outlook of Tomatoes and Corn—Small Packs in Each Line They Say—Frost Does Considerable Damage—Opinion Expressed That Canned Peas Would Advance.

Picton, Ont. 1.—(Special).—Unfavorable weather is the explanation of the very small pack of canned goods reported from Prince Edward County. Not only has the district suffered from a most remarkable dry spell, causing dry rot in the tomatoes and a stunted growth of corn, but about the middle of September there were heavy frosts which in many cases reduced yields to one-third of the average. From May 27th to July 12 no rain fell in the Picton and Wellington districts, and subsequently there was a let-up in the rainfall until the middle of August. This was a serious condition, the result of which is now being seen in curtailed packs at syndicate and independent factories throughout the county.

"While last year we had little better than half a pack," said a canner to a representative of Canadian Grocer, "this year we expected something better and the season at the opening was very promising. In my factory preparations were made for a pack of 15,000 cases. Cans and all other material were purchased with that object in view. But the weather conditions have been against us, and it would not surprise me if our pack fell short of 5,000 cases. I am speaking of tomatoes alone. Peas were a fairly good crop, especially the early varieties.

May Have Trouble in Future.

"One of the difficulties that we anticipate, arising out of these discouragements, is that of contracts with the farmers for next year. Those who have grown tomatoes for the canneries now see that it is something of a gamble, and may refuse to grow or have anything to do with a crop in which the elements of uncertainty are so pronounced. There is no doubt some of them will feel the loss seriously.

"So far as the price situation is concerned," said the canner, "the opening figure on tomatoes will be more than 95c to \$1.00 a dozen. We were somewhat surprised at the opening price of 82 and 85 cents a dozen on peas this year, but the crop is about 75 per cent., and that price may have been based upon a too optimistic glance at general conditions at the time of quotation. We look for a higher price on peas, although we are told that some independents have the hardihood to quote as low as 62 and 65 cents a dozen."

The conditions described by this canner are found by The Canadian Grocer

This article from our correspondent who was in Prince Edward County last week will prove interesting because of the expectant prices on tomatoes and corn this year. These have not yet been announced and are not likely to be for some time. Last year they came out around Oct. 14, tomatoes, opening at \$1.37½ and corn at 97½ cents per dozen. It is, however, not likely tomatoes will be as high this year, many figuring on something around a dollar. Crops in Western Ontario are known to be better than in the East.

to be general throughout Prince Edward County, and his views as to prices are pretty generally concurred in by other packers. The inactivity of the factories reflects the crop shortage. In many cases factories are only running a half-day at a time. When there is a good average crop overtime is often necessary in order to take care of the loads brought in by the farmers.

Pranks Played By the Frost.

In some localities the frost was inclined to be "freakish." For example, near Wellington there are two tomato farms separated by a very short distance. One escaped with very little damage, while in the other the loss was almost complete. A favorable drift or current of air was probably the salvation of the former.

One grower saved a nine-acre field of tomatoes by burning pea straw along the northern edge of the patch, thus allowing the wind to project across the field a wave of warm air and smoke which kept the atmosphere sufficiently "above frost" to save the crop. This plan has been adopted with success by more than one grower.

At time of writing there are still large quantities of green tomatoes in the fields, but should there be in the next two days a frost as severe as that of September 14 the tomato pack will in some localities average about 25 per cent., with a slight improvement on that figure in others. As an instance of the destruction that one night's frost will do, the manager of a syndicate factory showed to Canadian Grocer an acre patch of tomatoes from which they had expected to pick fully 600 bushels. Now, they will do well if the crop from that patch is 120 bushels.

Poor Outlook for Corn.

The corn crop in Prince Edward is little short of a failure, say the packers. In some localities it may reach 25 per cent., while in others it will be as low as 15 per cent. The continued dry spell early in the season is responsible.

Apples are also short, probably not over 40 per cent., but while in corn and tomatoes, the hold-over from last season is practically negligible, in apples it was very heavy, and the pack last year was of exceptional quality owing to a very heavy crop. Evaporators who are holding large quantities are congratulating themselves on the fact that whereas the opening price last year was in the neighborhood of four cents a pound, the present average price is 7 cents with as high as 9 asked.

SUGAR MELTED TO SYRUP.

Montreal, Oct. 1.—A small portion of the cargo of beet sugar on board the Furness liner Chiltern Range was destroyed by fire during the voyage, or, as Captain Rea put it, was melted into syrup. Two days after the Chiltern Range sailed from Hamburg with a full cargo of beet sugar for Montreal a fire broke out in one of the holds, from some mysterious cause which could not subsequently be ascertained. Fortunately, the fire was discovered before it had spread or attacked the woodwork of the ship, and within half an hour of the first alarm being given, the crew succeeded in extinguishing the flames.

CONTROVERSY OVER THE TOMATO.

Is the tomato a fruit or a vegetable? A Hamilton, Ont., magistrate has this question to answer. A farmer has been summoned to answer to the charge of facing fruit. His counsel says it was tomatoes he offered, and he contends that these are vegetables, and that, therefore, he is not liable under the Act, which specifies "fruit." He also says he does not think there is any Act regarding the "facing" of vegetables.

Who will answer the question? Is the tomato a fruit or a vegetable?

E. J. Gordean, of Edmonton, has opened a general store in Athabasca, Alta.

Another Letter from a Co-operative Society

This Concern, However, Does Not Attempt to Cut Prices, and Makes Just an Ordinary Profit—Neither Does It Claim to Make Any Serious Inroads Into High Cost of Living—Upholds Indirectly Stand Taken by This Paper.

The Editor of Canadian Grocer,—

Dear Sir,—In your issue of Sept 19, you have taken up a full page trying to convince your readers, that the co-operative way of doing business is wrong.

As a subscriber of your valuable paper and one that studies the contents very closely, I have yet to see an article in your paper in favor of co-operation.

I maintain that if co-operative societies are run on a proper business basis they are a benefit to the working people of this country. As an example, I will give you a few facts of our local society. We do not sell cheaper or dearer than other stores, but sell at same prices and twice a year return part of the profits to our members.

On share capital we pay 5 per cent. per annum and try to pay the same percentage on purchases. We have proved by experience our average profits are 7 per cent. over all expenses, after allowing depreciation on all stock, etc.

Where we differ from private traders is, instead of the profits going to 1 or 2 persons we pay 5 per cent. (average since starting 9 years ago) to our members and the rest goes to reserve fund or to increase our buildings, etc.

On fixed stock we knock enough off each year to pay for new fixtures, rigs, etc., so as to keep them up to date.

The last two years we have paid nearly nine thousand dollars in dividends and have built up a good sound business.

We work amicably with our competitors and do not try to cut each other's throats, by underselling but as nearly as possible sell at the same prices. We take stock twice a year and all the books are examined thoroughly and audited by two paid auditors.

We own our own store which is a credit to any city. You will see by the enclosed card that we close on Thursday afternoons at 1 o'clock all the year round and find that instead of doing less trade by doing so, we have increased every week (without exception) this year. Last year we had the half holiday without closing the stores, but find it more satisfactory by letting all the staff have their half holiday at the same time.

We have a staff of 25 and besides having the holiday each Thursday get a bonus on our wages twice a year, which promotes a good feeling and encourages us all to do our best and therein lies success.

Guelph Co-operative Assn., Ltd.
Guelph, Ont.

Editorial Note. — The above letter is appreciated because it serves to demonstrate in an indirect way the point we have been making—that co-operative stores do not give "a blow to the high cost of living," and at the same time pay large dividends. This store in Guelph has apparently progressed favorably because it has stuck to sound business principles, the same as would an individual who desires to make a success in the grocery business.

What Did Prospectus Say?

It is stated that on share capital this store pays 5 per cent. per annum, and it tries to pay the same dividend on purchases. If the original prospectus which was issued nine years ago made no promise of larger dividends being assured, as well as no promises of the reduction of the cost of living, cheaper goods, etc., then little criticism could be offered against this concern. If a stock holder buys says \$60 worth of groceries a quarter he receives on an average 5 per cent. back, or \$3. That would make \$12 a year. If he puts \$50 capital into the concern he gets back \$2.50 each year making a total of \$14.50.

It would be interesting, therefore, to see the original prospectus to determine whether promises have been lived up to. We would also like to ask the writer of the above letter if he thinks the Edmonton co-operative concern referred to in issue of Sept. 19, will fulfill the promises made—reduce the cost of living, pay from 7 to 15 per cent. on purchases quarterly, 6 per cent. per annum on share capital and at the same time sell at the "usual prevailing prices."

Where Misrepresentation Comes In.

That is the point to which Canadian Grocer takes the greatest issue — the misrepresentation of facts to attempt to prove to working people that the retail grocer is charging excessive profits, and to induce these people to take stock in co-operative associations.

What we have been stating all along is that co-operative societies could not sell more cheaply the staple lines of goods and at the same time pay the dividends some of them promised. That is straight misrepresentation and as such should not be permitted. The letter from the Guelph society sustains this position and shows that when a co-operative store is conducted along business lines, like any other grocery store there is little dif-

ference in the matter of profits and prices.

Proper Co-operation Favored.

The contributor of the letter says he has yet to see an article in The Canadian Grocer in favor of co-operation. There have been scores of them in favor of "co-operation" — organization, exchange of ideas, etc. What he meant to say was that he has not yet seen an article in favor of "Co-operative Societies." Until misrepresentations are eliminated in prospectuses and by promoters and until co-operative societies cease to demand from parliament privileges not enjoyed by other joint stock companies, it is not likely that he will.

OYSTER TROUBLES IN P.E.I.

Difficulty Between Fishermen, Oyster Companies and Capitalists.

Charlottetown, P.E.I., Oct. 1.—(Special).—Oyster fishermen, representatives of the different oyster companies, and capitalists interested in Canadian oyster culture, met here last Friday to discuss their grievances. Discontent has been smouldering in the bosoms of the fishermen ever since the Dominion Government ruled that capitalists, by investing their money to promote the cultivation of the oyster on Canadian beds, should gain the privilege of selling their oysters during the whole month of September, or for one month preceding the opening of the public beds. At the invitation of the oyster fishermen, the parties concerned met here to-day with the object of coming to some definite agreement on the subject.

Replying to the fishermen's grievance, the oyster companies contended that they had to pay for the grounds, that they had to undergo heavy expenditure, and also that they had to do this with a knowledge that they could not realize on their investments for a few years at the least.

The fishermen, however, viewed the matter from an altogether different standpoint. Their claim was that the oyster companies, a group of large capitalists, were given the opportunity to take away the natural wealth of the province which by right belonged to them; that the decline in the industry was not due to their carelessness but to conditions over which they had no control.

October Promises to be Good Oyster Month

Dealers Already Finding Demand Quite Keen—Methods for Selling Oysters—Remember the Prizes for the Best Plans — Wholesome Article of Diet That Should Find More Favor.

Prizes of \$25 and \$10 cash, will be given by the Oyster Growers' and Dealers' Association of North America for the two best practical plans for increasing oyster sales. Each plan must have been tried out and figures enclosed showing increases in sales. Editor of Canadian Grocer will forward articles to the Association. Contest closes November 15.

Most of those who are making any attempts to push oysters this fall agree that the demand is showing up much better than for several years, some wholesalers reporting double the sales of one year ago. There is a good profit in oysters, and everything else being equal, it pays to push what is profitable.

Urge Them Over the 'Phone.

One way of increasing oyster sales is to mention them when you are receiving telephone orders, such as "our fine line of oysters, received fresh every day by express." If you have a canvasser make oysters one of his specialties, and even your delivery boy might help.

"Eat What You Crave."

Churches and lodges will soon be holding oyster suppers. Suggest that they hold them during Oyster Week (Oct. 20-25), as that will be a means of drawing large crowds.

It seems clear that oysters will become more and more recognized as a profitable food. Ideas of people on this subject

"THE OYSTER SPECIAL."

If you have secured regular customers for oysters arrange to deliver them as soon as your daily, or tri-weekly shipment arrives. In case your delivery rigs are out hire a boy with a small express cart and have a sign ready to put on it, "Oyster Special." Use it on your own delivery wagon when you take the oysters around. It will be a good way of advertising.

are changing rapidly and with every change the oyster stands to gain. That popular writer and authority on foods, Dr. Woods Hutchinson, stands behind the maximum, "Eat what you crave." Formerly oysters were made the scapegoats for every illness that followed a meal of which they formed a part. In-

vestigations in countless cases have proved that they were maligned.

Absolutely No Contamination.

One great change in public feeling has come through the artificial cultivation of the oyster. The beds are situated in water perfectly free from any possible chance of contamination by sewage from coast cities; in fact not the strongest current setting seawards can touch the modern oyster beds.

This has overcome the greatest objection there was to oysters as food. The next step in advance taken for the industry, was the abandonment of the custom of "floating" oysters in fresh water to fatten them. Next came the

adoption of the modern system of packing oysters for shipment to inland points, with Canadian and State laws against packing of ice in contact with oysters. This produced the present exhibit case with an icing space between the heavy outside case and the porcelain-lined receptacle for the oysters. This enabled those in the far west to keep oysters with all the tasty flavor they had on the Atlantic Coast.

Help of Sanitary Precautions.

These sanitary precautions have combined to make the oyster one of the safest and most economical of foods and have increased largely its saleable qualities.

ASSOCIATION NEWS

As a result of the visit to Victoria, B.C., of a delegation from the Dominion organization a Retail Merchants' Association has been organized by the business men of that city.

Officers has been elected as follows: President, Joseph Wilson; vice-president, James H. Fletcher; second vice-president, E. R. Hill; acting secretary, Martin Mutrie; directors, E. P. Allen, Joseph O'Connell, W. H. Wilkerson, and S. M. Scott.

A meeting of the retail merchants of Yorkton, Sask., was held recently under the chairmanship of W. A. S. Magrath, and was attended by E. M. Trowern, of Toronto, Dominion secretary, and J. M. Brayley, Provincial organizer of the Retail Merchants' Association.

Mr. Brayley informed the meeting that 90 per cent. of the retail merchants of Saskatchewan have joined the association. A resolution in favor of establishing a branch to be known as the Yorkton branch of the Retail Merchants' Association of Canada, incorporated, was carried unanimously. The speakers included Chas. Beck, T. Vanstone, Levi Beck, J. Smith of the Hudson Bay Co., W. T. Moore and A. Gould. A petition was also signed favoring the establishment of a small debts' court for Yorkton and district.

W. A. S. Magrath was elected temporary secretary of the meeting.

The Calgary, Alta., branch of the Retail Merchants' Association has filed a

number of requests with the City Council. They include these:

That the annual fee of the pedlars transient trader be raised from \$100 to \$400.

That the annual fee of the pedlars be raised from \$60 to \$250.

That the annual fee for collectors be raised from \$20 to \$450 and, furthermore, that all collectors be required to deposit an approved guaranteed bond of not less than \$5,000 before they are allowed to do business in Calgary.

All these amendments are being asked for in order that the local dealers may be protected as far as possible from outside business houses and from dealers who do not pay rent and taxes and who are not legitimate residents of this city.

In asking that the fee on advertising matter be raised and that transient traders be made to pay a big license fee, the retailers are getting after the big mail order houses.

CORRECTION OF AN ERROR.

In the issue of Sept. 19 an error occurred in the advertisement of Charles B. Knox Company, Johnstown, N. Y. Their No. 3 package was made to read as "3-lb. package." This company have no 3-lb. package on the market, and we regret that this error should have occurred.

Louis Jeffrey, of Zurich, Ont., has sold his grocery and flour and feed business to Douglass & Spark, who will take possession Oct. 15.

Current News of the Week

Quebec and Maritime Provinces.

W. C. Cross, of Hall & Fairweather, Ltd., wholesale grocers, St. John, N.B., was in Montreal last week.

W. H. Johnson, of Herron-Leblanc, Ltd., Montreal, returned Wednesday from a trip through the Laurentian Mountains.

The J. B. Paine Co., Ltd., of Toronto, have opened up offices and warehouses in this city at 225 Lemoine street, Montreal. The management is in the hands of F. W. Anderson, who until now was associated with the company in Toronto.

W. Potter & Sons, Ltd., The Perfection Preserve Co., of Long Lane, Bermondsey, London, England, manufacturers of pickles, have concluded arrangements with F. Benedict & Co., of Craig street, Montreal, who will in future represent them in Canada.

J. A. Paulhus, of the D. Hatton Co., Montreal, returned Monday from his trip to the Atlantic coast, where he visited all the large fish centres. He states that general opinion in that part of the Dominion is that unless fishing shows a considerable improvement, prices on all prepared, pickled and salt will have to be advanced slightly above last year's level.

A Pure Food Show, to be held in the 65th Armory, corner Pine avenue and Henri Julien avenue, Montreal, from Oct. 11-18, is now being organized by J. A. Beaudry, secretary of the Montreal branch of the R. M. A. The secretary states that all lines comprised in the grocery and fruit business will be attractively displayed by manufacturers and jobbers.

Ontario.

P. F. Milne, grocer, Newmarket, Ont., has sold to S. Watson.

Wm. Hobson, grocer, Hamilton, Ont., has sustained a fire loss.

F. W. Johnston, grocer, Woodbridge, Ont., has sold to J. Cook.

Albert E. Bond, general merchant, of Sheffield, Ont., died last week, aged 55.

Fire in Cornwall, Ont., caused loss to Fawkes & Co., grocers. Insurance was carried.

The Noble Manufacturing Co., biscuit manufacturers, St. Thomas, Ont., have begun operations.

Geo. Weston & Co., biscuit manufacturers, Toronto, have moved their Hamilton office to 26 Gore street.

Leslie & Dundas, general merchants,

Thamesford, Ont., have discontinued partnership, Mr. Leslie continuing.

A. McDougal & Co., wholesale produce, Hamilton, Ont., have dissolved partnership, A. McDougal continuing.

Louis Jeffrey, Zurich, Ont., has sold his grocery and flour and feed business to Douglass & Spain, possession on Oct. 15.

Henry Rahn, general merchant, Neustadt, near London, Ont., died last week. His funeral was one of the largest ever seen in that district.

C. C. Borden has purchased the grocery business of P. Beattie, Guelph, Ont. This was the late W. H. Fielding's stand. Mr. Borden is a Fergus, Ont., man.

E. Clark, a Toronto tea salesman, and for many years associated with T. J. Liptons, has resigned his position to join the selling staff of Minto Brothers, Toronto.

Inspectors of the Inland Revenue Department purchased on the Hamilton market quantities of maple syrup, selling at 25c. and 35c. a quart, which on analysis proved to be impure.

R. J. McNichol, one of Minto Brothers' selling staff, was married to Mrs. S. E. West, 97 Dupont street, Toronto, at the latter's residence on Tuesday, Sept. 16. A handsome five-branch silver candelabra was presented the newly-married couple by Minto Brothers, F. J. White making the presentation speech.

Residents from the district for many miles around Brussels, Ont., attended the funeral last week of W. H. McCracken, the pioneer business man of the town. The late Mr. McCracken was one of the first to establish a grocery in Brussels, and until laid aside by a stroke of paralysis one year ago, he had been in constant touch with his business in spite of his 72 years. He was also an expert gardener. He is survived by his wife and three sons and four daughters.

Western Canada.

H. McSherry, grocer, Weyburn, Sask., is succeeded by C. McSherry.

J. G. McGowan Co., general merchants, are succeeded by Smith & Co.

A. T. Colquhoun & Co., grocers, Brandon, Man., have dissolved, J. F. Price continuing.

Crawford & Co., wholesale grocers, have opened a wholesale grocery business in Moose Jaw, Sask.

The Scott Fruit Company, having branches in many western cities, recent-

ly moved into their newly completed warehouse at Regina, Sask., situated in the warehouse district at the corner of Broad and Fourth.

Retail merchants of Estevan, Sask., are organizing. A meeting was held recently, at which Mr. E. M. Trowern and J. M. Brayley were the chief speakers. J. E. Loughlin and C. R. P. Boakes were elected president and secretary respectively, pro tem.



Following items are from The Canadian Grocer of Oct. 6, 1893:—

“The pressure of immediate deliveries of sugar, particularly granulated, continued greater even than before until a few days ago, and although refiners did their best to satisfy the demand, they were obliged to proportion their product, giving each customer enough to keep him going. Latterly, however, they have begun to relieve themselves of their more pressing orders and the market is assuming a more normal tone. Prices unchanged at 5½ to 5¾c for granulated. Yellows are scarce and ordinary grades sold higher during the week at 4¾c, this class of sugar selling as fast as it turned out.”

Editorial Note.—The above is from the Montreal market report in the issue of 1893 mentioned. It will be noted sugar is just about a dollar a hundred less to-day than 20 years ago.

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“Trade continues good for strictly fine butter which is still scarce, but the feeling is scarcely so strong, while there is reported to be a slight accumulation of the medium article. Taken all round the demand is scarcely as brisk as it was. Jobbers are paying from 19 to 20c. for fine to choice dairy tubs, and from the retail trade they are getting all the way from 20 to 22c.

Editorial Note.—This item is from the Toronto market report and shows how prices paid the producer have advanced almost double. This cannot be said about retailers' profits.

Unexpected Decline of 10c. in Sugar

Due Chiefly to Easing Up in Cuban Raws—New Valencia Raisins Down 1 Cent.
—Unprecedented Demand for Gem Jars Causes \$2 Advance Per Gross in Most
Makes—Salmon Advance at Coast—Strawberry Supplies Sold Out.

MARKETS IN BRIEF

QUEBEC.

PRODUCE AND PROVISIONS—
Breakfast bacon easier by 1c.
Pure lard steady; compound rather easy.
Creamery butter advances 2c per lb.
Eggs advance 1 to 2c all round.
Cheese easier on country boards.
Poultry and honey both show easier feeling. Decline on fowl and ducks.

FISH AND OYSTERS—
U.S. buyers at Canadian producing centres cause firmness to prevail on markets.
Pickled mackerels in heavy supply. Easier prices expected.
Jewish New Year increases demand for lake fish.
Stormy weather cuts down supplies of fresh ground fish.

FRUIT AND VEGETABLES—
Grapes now the feature of the market. Apples offer more liberally and decline in price.
Early navel oranges expected in a month at least.
Reports on tomatoes in East disagree. Potato market firm.

FLOUR AND CEREALS—
Flour declined 20c per cwt. on Tuesday.
Firmness follows great scarcity in cornmeal.
Mill feeds firm as result of flour decline.

GENERAL GROCERIES—
Rangoon rice all advance 15c per cwt.
Tapioca registers decline of 1/2 to 1c.
Raw sugar weakness in New York reflected in Montreal market, and prices decline 10c.
Salmon prices advance 25c at coast. First shipments salmon arrive this week.

Blueberries, cherries and strawberries completely sold up.
Sardines still on upward trend.

ONTARIO.
PRODUCE AND PROVISIONS—
Hogs down 50 to 65c.
Hams and backs drop 1/2 to 1c.
Compound lard, 1/2c lower.
Creamery butter up 1c.
Fresh laid eggs up 1 to 2c.
Poultry down 2 to 5c.

FISH AND OYSTERS—
Flounders, filets of haddock and sea herring among new arrivals.
Fresh supply of salmon trout; white-fish still scarce.
Halibut arrives at last from coast.

FRUIT AND VEGETABLES—
Big rush of peaches over; prices going up to 30 to 50c.
Apples weak owing to supply of peaches.
Tomatoes kept down by general supply by farmers to retail merchants; 25 to 30c.
Potatoes down 10 to 15c. New Brunswick supply in splendid condition. Record crop of canteloupes.

FLOUR AND CEREALS—
Manitoba wheat flour declined 20c per cwt. on Wednesday.
New Ontario flour showed decline of 20 to 30c in past three weeks over prices on old.

GENERAL GROCERIES—
Sugar declines 10c in all grades.
Gem jars very scarce, and most lines advance \$2 a gross.
New Valencia raisins in, 1c cheaper than old stock.
Decline of 25c at coast extends to all first grade salmon.
Most manufacturers report strawberry jam sold out.

QUEBEC MARKETS.

Montreal, Oct. 1.—Jobbers claim that business from all standpoints continues to improve. Though some are still inclined to bewail conditions, the general feeling of the trade is that the worst is past, and that there is now no cause for fear on financial scores.

A prominent Montreal jobber yesterday stated: "Remittances lately have been A1. I had thousands of dollars outstanding, but everything appears to be coming in all right. Of course, we are rather careful as to whom we shall extend credit, but there is less paper money moving now than a month ago—or if it is still moving," he added, "it has the right stamp on it."

SUGAR.—Following continued weakness in New York raws, there is a decline of 10 cents here. Yesterday New York declined another 6 cents, making a total of 12 1/2 cents during past week. This decline, it is claimed, is due to lack of demand for refined, and also to the new tariff, which is causing all domestic interests to force their products on the market.

New York still continues to hold up prices, but in the opinion of Montreal buyers, may drop any day. Though it does not of necessity follow that Mont-

real should follow; feeling was towards weakness rather than strength. A jobber before the decline said: "I'd bet any man from here to the coast that refined sugar in Montreal will drop before it advances."

Extra Granulated Sugars—	Per 100 lbs.
100-lb. bags	4 40
20-lb. bags	4 50
2 and 5-lb. cartons	4 70
Second grade, in 100-lb. bags	4 25
Extra Ground Sugars—	
Barrels	4 80
50-lb. boxes	5 10
20-lb. boxes	5 20
Powdered Sugars—	
Barrels	4 80
50-lb. boxes	5 00
25-lb. boxes	5 00
Paris Lump—	
100-lb. boxes	5 15
50-lb. boxes	5 35
25-lb. boxes	5 45
Crystal Diamonds—	
Barrels	5 20
100-lb. boxes	5 35
50-lb. boxes	5 45
5-lb. cartons	6 30
Crystal Dominoes, cartons	7 10
Yellow Sugars—	
No. 3	4 45
No. 2	4 45
No. 1	4 65
Barrels granulated and yellow may be had at 5c per cwt. above bag prices.	

MOLASSES.—Greater firmness again rules on primary molasses sources. Holders are asking more money this week than week ago, and finding no difficulty in getting it. There is now some talk of still another steamer from Barbadoes, and if this should come through primary market may temporarily take an easier tone. Otherwise it means that an increase of about 2 cents to the job-

ber will go into effect on account of extra freight and leakage.

Under these conditions jobbers see no possibility of an easier market locally for the rest of season.

Corn syrups still hold firm, but with no further change.

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

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

Corn Syrups—

Barrels, per lb., 3/4c; 1/2 bbls., 3/4c; 1/4 bbls.	0 04
Pails, 3 3/4 lbs., \$1.85; 25 lbs.	1 35
Cases, 2 lb. tins, 2 doz. in case	2 50
Cases, 5 lb. tins, 1 doz. in case	2 85
Cases, 10 lb. tins, 1/2 doz. in case	2 75
Cases, 20 lb. tins, 1/4 doz. in case	2 70

Maple Syrups—

Pure, per 8 1/2 lb. tin	0 75
Pure, in 15 gal. kegs, 8c. per lb., or per gal	1 00
Maple Sugar, pure, per lb.	0 10 0 11

DRIED FRUITS.—New apricots and peaches are now arriving on local markets. At primary sources, firmness continues to rule on both lines, as witnessed by frequent advances. Jobbers who bought in June claim that to obtain the same goods to-day they would have to pay at least 2 to 3 cents more per lb.

Other fruits, such as prunes and raisins, both seeded and seedless, are now expected within the next month.

Evaporated apples are still on upward trend. Some holders in West are asking as high as 8 cents f.o.b., and claim that prices are to be still higher later. Several packers, it is claimed, won't pack gallon apples this year at all on account of scarcity.

EVAPORATED FRUITS.	Per lb.
Apples, 50-lb. boxes	0 07 1/2 0 08
Nectarines, choice	0 11
Peaches, choice	0 05 1/2 0 06 1/2
Pears, choice	0 12 1/2 0 13 1/2
DRIED FRUITS.	
Candied Peels—	
Citron	0 17
Lemon	0 11
Orange	0 12
Currants—	
Amalias, loose	0 07
Amalias, 1-lb. pkgs.	0 07 1/2 0 08 1/2
Filiatras, fine, loose	0 06 1/2 0 07
Dates—	
Dromedary, package stock, per pkg.	0 10
Faris, choicest	0 11
Hallowee, loose	0 05
Hallowee, 1-lb. pkgs.	0 06 1/2
Figs—	
Finest, 6 crown, about 12 pounds	0 15
Same fruit, 5 and 4 crown, 1 and 2 cents less.	
Prunes—	
40 to 50, in 25-lb. boxes, faced	0 14
50 to 60, in 25-lb. boxes, faced	0 13
60 to 70, in 25-lb. boxes, faced	0 12
70 to 80, in 25-lb. boxes, faced	0 08 1/2
80 to 90, in 25-lb. boxes, faced	0 08
90 to 100, in 25-lb. boxes, faced	0 07 1/2
Raisins—	
Malaga table, box of 22 lbs., according to quality	2 50 5 25
Muscatsels, loose, 3 crown, lb.	0 07 1/2
Sultans, loose	0 10
Sultans, 1 lb. pkgs.	0 11 1/2
Valencias, old stock	0 04
Seeded, fancy	0 09 1/2
Seeded, choice	0 09

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

TEAS.—Business in tea is now only fair. Stocks here have been picked up quickly, so that some holders are now facing a scarcity. Market at primary

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Maple Syrup—Pure—		
5 gallon cans, 1 to case.....	1 25	8 00
Gallons, 6 to case.....	6 00	7 25
½ gallons, 12 to case.....	7 25	8 00
Quarts, 24 to case.....	7 25	8 00
Pints, 24 to case.....	4 75	
Maple Sugar—		
Pure, per lb.....	0 14	0 15
Maple Cream Sugar—		
24 twin bars.....	1 00	
40 and 45 twin bars.....	3 00	
Maple butter, lb. tins, dozen.....	1 00	

DRIED FRUITS.—New crop Valencia raisins have arrived, and are quoted ½ to 1 cent lower at 7½c., with seeded, fancy, 8-8½c. Evaporated apples, still old stock, are firmer, and most quotations are 8-8½c. Peaches are slightly lower, ranging from 8¼c to 8¾c.

Apples, evaporated, per lb.....	0 08	0 08½
Apricots—		
Standard, 25 lb. boxes.....	0 18	0 20
Choice, 25-lb. boxes.....	0 18	0 20
Fancy.....	0 22	0 24
Candied Peels—		
Lemon.....	0 11	
Orange.....	0 12	
Citron.....	0 16	
Currants—		
Philtras, per lb.....	0 06½	
Amalas, choicest, per lb.....	0 07	
Patras, per lb.....	0 07½	
Vostizzas, choice.....	0 09	
Vostizzas, shade dried.....	0 10½	0 11
Cleaned, ¼ cent more.....		
Dates—		
Fards, choicest, 12-lb. boxes.....	3 00	0 09½
Fards, choicest, 50-lb. boxes.....	0 07	0 07½
Package dates, per pkg.....	0 08½	0 07½
Figs—		
Natural figs, in bags, lb.....	0 05	0 07
Comadre figs, in tins, per lb.....	0 04	0 04½
Kilme figs, in boxes, according to size, lb.....		0 08
Peaches—		
Standard, 50-lb. boxes.....	0 08½	0 08½
Choice, 25-lb. boxes.....	0 08½	0 08½
Choice, 50-lb. boxes.....	0 08½	0 08½
Raisins—		
Sultana, choice.....	0 10	0 12
Sultana, fancy.....	0 12	0 14
Valencias, old stock.....	0 07½	
Seeded, fancy, 1 lb. packets.....	0 08½	0 09
Seeded, choice, 1 lb. packets.....	0 08	0 09

SPICES.—Imposition of one cent per lb. duty by U. S. on spices is not believed by importers here as likely to affect prices any in Canada as little business is done over the boundary line. Celery seed, which in past two years had very poor crop, is due for big tumble and prices, it is said, will be cut in two. Present quotations in all lines are unchanged.

	5 and 10 lb.	¼ lb.	¼ lb.
	Tins, pkgs. doz.	tins, doz.	tins, doz.
Allspice.....	14-17	60-70	70-80
Cassia.....	22-27	75-80	80-90
Cayenne pepper.....	22-25	75-80	80-1 15
Cloves.....	30-35	1 00-1 05	1 05
Cream tartar.....	33-35		
Curry powder.....	33-35		
Ginger.....	22-27	65-75	75-85
Mace.....	15-17	60-70	70-80
Nutmegs.....	25-30	80-90	1 00-1 20
Peppers, black.....	19-22	67-75	80-90
Peppers, white.....	27-30	90-1 05	1 05-1 15
Pastry spice.....	20-27	65-75	75-1 10
Pickling spice.....	14-18	75-80	75-80
Turmeric.....	15-18		

Range for pure spices according to grade. Pails or boxes 1 cent per lb. below tins. Barrels 3 cents below tins.

RICE AND TAPIOCA.—Rangoon advanced ¼ cent a lb. this week. Tapioca is slightly easier.

Rangoon, per lb.....	0 03½	0 04
Rangoon, fancy, per lb.....	0 05½	0 05½
Patna, per lb.....	0 05½	0 05½
Japan, per lb.....	0 05½	0 05
Java, per lb.....	0 05	0 10
Carolina, per lb.....	0 05	0 10
Sago—		
Brown, per lb.....	0 04½	0 05
White, per lb.....	0 05½	0 05½
Tapioca—		
Bullet, double goat.....	0 05½	0 05
Medium pearl.....	0 05	0 05
Seed pearl.....	0 05½	0 05
Flake.....	0 05½	0 05

NUTS.—New crop of pecans is lower than for 6 years. Generally speaking, however, there is no easing off in nuts.

Except marbot, walnuts and pecans, prices are ruling higher, especially in Brazils, which are and will be very high.

In shell—		Per lb.
Almonds, Formigetta.....	0 15	0 18
Almonds, Tarragona.....	0 20	0 17
Brazils.....	0 20	0 22
Filberts, Sicily.....	0 15	0 15½
Filberts, Barcelona.....	0 15	0 15½
Peanuts, green, per lb.....	0 10½	0 11
Peanuts, roasted.....	0 12½	0 14
Pecans.....	0 14	0 16
Walnuts, Bordeaux.....	0 13	0 13½
Walnuts, Grenoble.....	0 16	0 16½
Walnuts, Marbots.....	0 15	0 15½
Walnuts, Cornes.....	0 15	0 14
Shelled—		
Almonds.....	0 40	0 41
Filberts.....	0 27	0 27
Peanuts.....	0 09	0 10
Pecans.....	0 08	0 08
Walnuts.....	0 32	0 35

COFFEE.—Market has been in excited condition for past week, advances having been established on Santos to extent of 1 ½ cts. per lb., and on mild grades sympathetically about 1 cent.

Stocks in hand of trade in U. S. are reported almost at vanishing point and selection, particularly Santos, somewhat poor in quality. European and Brazilian buying on New York Exchange has attained largest volume on record, which would be evidence that primary market is looking for further substantial advances.

Local conditions practically unchanged, as roasting trade would seem to have sufficient stock to carry over for a couple of months, and are evidently disposed to give retailers advantage of that position.

TEAS.—London cables report best grades higher and lower grades steady and declining.

CANNED GOODS.

Montreal, Sept. 30.—Reports of last week regarding advances in prices of salmon at the coast have this week been confirmed and a 25 cent increase definitely stated. Locally no advance has yet been effected, and may not follow until dealers unload themselves of stocks already contracted for.

First new pack salmon arrived this week, including pinks, cohoes, and red springs. Sockeyes have not yet appeared, but are expected next week. Prices are as follows:

Salmon—		Per doz.
Pinks, talls.....	0 90	0 95
Cohoos, talls.....		1 40
Red Spring, talls.....		1 65
Sockeye, talls.....		1 60

Sockeye, it is claimed, are completely sold out both in talls and flats, and with only a few halves remaining.

Blueberries are now completely sold up. Crop, it is claimed, proved much poorer than expected, so that now only 15 per cent. delivery will be possible.

Apples also are scarce, so that only 40 to 50 per cent. deliveries can be made.

Jams, such as cherries and strawberries, are also practically sold up.

Toronto, Oct. 2.—Report of increase of 25 cents on best grades canned salmon at coast is confirmed, which would

mean similar increase here. However, most of wholesalers report that grocers are well stocked at prices as first announced.

Some manufacturers report themselves cleaned out of strawberry jam, of which crop was very light.

Tomatoes still continue very plentiful and many canners, it is said, will have pretty nearly all they want. Prices paid by canners are reported to be 30-35 cents a bushel. Corn, however, will be short.

MANITOBA MARKETS.

POINTERS:

Raisins and Prunes—Advance.

Winnipeg, Oct. 1.—Records are being broken daily in wheat receipts, and the quality of the new crop is unexcelled. Under pressure of immense receipts price has declined, but to no very great extent, and signs are not lacking of an advance. The European demand for first-class milling wheat is going to be very strong, and Western Canada has the goods to offer.

Business generally seems to be steadily improving, and now compares favorably with that of last year, and there is reported to be some improvement in collections. The beautiful weather that has characterized the last four weeks has no doubt helped the retail grocers, no worries about fall and winter purchases of clothing having as yet caused customers to curtail their expenditure for luxuries.

Firmness in dried fruits in all lines is the feature of the market. All corn products are also firm and expected to advance.

SUGARS.—The preserving season is about over. During its progress consumption has been very heavy, and some falling off may naturally be expected. The market is steady, and has not been further affected by Eastern rumors of impending changes.

	Per 100 lbs.
Sugar—	in bbls.
Extra standard granulated.....	5 10
Extra ground or icing.....	5 05
Powdered.....	5 45
Lumps, hard.....	5 95
Montreal yellow.....	4 65
B. C. yellow.....	4 65
Prices on sugar in bags, 50 per 100 lbs. less.	

SYRUPS.—Syrups are firm, and in somewhat better demand. They should be a good line to feature during the next few weeks, as butter prices are steadily advancing.

Corn Syrups—		
Barrels, per 100 lbs.....	4 25	
Cases, 20-lb. tins, ¼ doz. in case.....	2 77	
Cases, 10-lb. tins, ½ doz. in case.....	2 66	
Cases, 5-lb. tins, 1 doz. in case.....	2 86	
Cases, 2-lb. tins, 2 doz. in case.....	2 45	
Molasses—		Per gal.
Barbadoes.....	0 45	0 80
New Orleans.....	0 35	0 35
Maple Syrups—		Per case.
Quarts.....	6 20	
Half gallons.....	6 85	

DRIED FRUITS.—Dried fruits are firm; prunes have had a further advance, and some lines of raisins are also

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higher. Muscatels are up 1/2 to 3/4 cents. New pack of Spanish Valencias is expected here in October, but it will be quoted at a reduction, the probable price being in the neighborhood of \$2.50 for 28 lb. boxes for selects. Peels of the new crop are now on market at 1/4 to 1/2 cent below last year's figures. Trade in dried fruits should now show some revival.

Apricots—	Per lb.	
Choice	0 16 1/4	
Standard	0 16	
Slab	0 11 1/4	
Currents—		
Dry clean	0 07 1/4	
Washed	0 07 1/4	
1 lb. package	0 08 1/4	
2 lb. package	0 17 1/4	
Figs, Cooking—		
Choice, boxes	0 06 1/4	
Half boxes	0 06 1/4	
Half bags	0 06 1/4	
Nectarines	0 11 1/4	
Prunes, in 25-lb. boxes—		
80 to 100	0 06 1/4	
80 to 80	0 06 1/4	
70 to 80	0 07 1/4	
60 to 70	0 08 1/4	
50 to 60	0 10 1/4	
40 to 50	0 12	
Raisins, Valencias—	Per box.	
Fine, L.O.S., 28s, s.p.	2 75	
Fine, selected, 28s, s.p.	2 70	
4-crown layers, 28s, s.p.	2 75	
4-crown layers, 17s, s.p.	1 40	
4-crown layers, 17s, s.p.	0 75	
Ne plus ultra, 82s, s.p.	2 20	
Raisins, Sultanas—		
Californias	0 09 1/4	
Smyrnas	0 14	

TEAS AND COFFEES.—Cooler weather would help the tea and coffee trade, but the business shows a steady increase, and is much in excess of that of last year.

Coffee—	Per lb.	
Rio, No. 5, green	0 12 1/4	
Rio, roasted	0 17 1/4	
Santos, green	0 16	
Santos, roasted	0 21	
Chicory, per lb.	0 11 1/4	
Teas—		
China, blacks, choice	0 25	0 40
Japan and Ceylon, choice	0 32	0 49
Japans, choice	0 35	0 45

NUTS.—Trade is steady and demand fair. Street vendors of popcorn and peanuts are on increase, and popcorn is having steady increase in popularity.

In shell—	Per lb.	
Almonds, Tarragona	0 16 1/4	
Brazils	0 15	0 19
Filberts, Sicily, roasted	0 11 1/4	
Peanuts, Jumbos, roasted	0 13	
Peanuts, choice, roasted	0 11	
Pecans	0 22	
Walnuts, Grenoble	0 16	
Walnuts, Marbot	0 13 1/4	
Shelled—		
Almonds	0 33	
Walnuts	0 31	

BEANS.—Trade in beans is seasonably quiet, but an improvement may be looked for with the advent of colder weather.

Beans—		
Hand picked	2 35	
3 lb. picker	1 85	
Peas—		
Split peas, sack, 95 lbs.	3 85	
Whole peas, bushel	2 75	2 85
Barley—		
Pot, per sack 95 lbs.	4 75	
Pearl, per sack 95 lbs.	3 85	

GREEN FRUITS AND VEGETABLES.—Business in green fruits has been very brisk, and shows as yet but little falling off, although the preserving season must be nearly over.

	Per bushel.	
Cranberries, Cape Cod, bbl.	10 00	
Potatoes, Iowa	0 40	
Potatoes, car lots	0 35	
Tokay grapes, case	3 00	
Ontario grapes, basket	0 30	
Cocoanuts, dozen	1 25	
Iowa apples, bbl.	5 00	
Washington plums, crate	1 00	1 25
Washington peaches, crate	1 00	
Washington pears, crate	3 50	
Bananas, per bunch	2 50	3 50
Californian lemons, crate	10 00	
Messina lemons	7 50	7 00
Valencia oranges	6 50	7 00
Evaporated cranberries	3 50	

California plums, crate	2 00	2 50
California peaches, crate	1 35	1 50
Imported honey, box	5 50	
Ontario tomatoes, basket	0 75	
Ontario pears, basket	0 75	
B. C. crab apples, basket	2 25	
Valencia onions, 140-lb. crate	3 75	
Spanish onions, 40-lb. crate	1 75	

FISH.—Trade in oysters is now quite brisk. Pickerel and kippered herrings have declined in price.

Fish—		
Codfish	0 10	
Halibut	0 11	
Oysters, Imperial gallon	2 25	
Large tins, 4 1-6 gals.	10 50	
Pickerel	0 08	
Salmon	0 14	
Trout	0 12 1/4	
Whitefish	0 08 1/4	
Cured—		
Kippered herrings, box	1 75	
Holland herrings, keg	0 72	
Salt mackerel, kits	2 75	

NEW BRUNSWICK MARKETS.

By Wire.

St. John, Oct. 1.—General trade conditions good; collections brighter. Big lumber mill strike being settled makes outlook better. Little change in quotations. Brooms are up 25 cents. Flour, Manitoba, is expected to drop any day. Mill feeds are still firm, no lower quotations expected. Provision market continues unchanged with prospects of higher beef owing to supply shortage. There is no change either in pork or beef at present.

Apples are scarcer than for several years and selling at \$3 a bbl. Eggs are up from 2 to 3 cents. Dairy butter has advanced 1 cent, and creamery 2 cents. Potatoes are coming in more plentifully and have dropped from 15 to 25 cents a bbl.

Produce and Provisions—		
Bacon, breakfast, per lb.	0 20	0 22
Bacon, roll, per lb.	0 16	0 16 1/4
Backs, American clear, per bbl.	25 00	27 50
Pork, domestic, mess, per bbl.	29 00	
Butter, dairy, per lb.	0 25	
Butter, creamery, per lb.	0 26	0 28
Cheese, new, per lb.	0 14 1/4	0 15
Eggs, in case, 25c; henery	0 32	0 34
Lard, compound, per lb.	0 11 1/4	
Lard, pure, per lb.	0 16	0 16 1/4
Flour and Cereals—		
Buckwheat, W., grey, per bag	2 75	2 85
Cornmeal, gran., \$5.50; bbls., \$3.85; bags	1 85	
Flour, Manitoba, per bbl.	6 45	
Flour, Ontario, per bbl.	5 60	
Rolled oats, per bbl.	5 40	
Oatmeal, standard, per bbl.	5 95	
Fresh Fruits and Vegetables—		
Lemons, Messina, box	3 50	4 00
Potatoes, barrel	1 50	
Sugar—		
Standard granulated	4 70	
United Empire	4 60	
Bright yellow	4 40	
No. 1 yellow	4 20	
Paris lumps	5 50	
Molasses, Barbados fancy	0 38	0 39
Currants, ls, per lb.	0 07 1/4	0 08
Raisins, California, seeded	0 08 1/4	0 09
Rice, per cwt.	3 60	3 70
Beans—	Per bushel.	
Canadian white	2 35	2 40
Austrian	2 50	2 55
Yellow eye	2 75	2 80
Canned Salmon—	Per 4 doz. case	
Pinks	4 25	4 75
Cohoos	7 40	7 60
Red spring	8 25	9 25
Canned Fruits and Vegetables—		
Beans, baked	1 30	1 35
Beans, string	0 87 1/4	0 90
Corn, dozen	0 97 1/4	1 00
Peas, No. 4	0 85	0 90
Peas, No. 3	0 87 1/4	0 90
Peas, No. 2	0 90	0 95
Peas, No. 1	1 30	1 35
Peaches, 2's, dozen	1 55	1 60
Peaches, 3's, dozen	2 35	2 40
Raspberries, dozen	1 97 1/4	2 00
Strawberries	1 97 1/4	2 00

FISH.—Supply of fresh stocks in fish market past week was limited. There were really only about four kinds of fish on hand, haddock, cod, halibut, and mackerel. In consequence of shortage in fresh stocks which sold at about same

price as for last few weeks, there was heavier demand for salt lines, and smoked fish. One of chief reasons for scarcity according to local merchants is the fact that dogfish have made great inroads upon smaller fish.

NOVA SCOTIA MARKETS.

By Wire.

Halifax, Oct. 1.—Business is quite brisk in local grocery markets. Prices in some lines are a little easier. Side bacon is down one cent per lb. and roll half cent. Lard has declined half cent. Valencia onions are half cent higher and rolled oats have been advanced ten cents per bag. Potatoes are in good demand at 65 cents a bushel. Fruit markets are active, choice gravensteins bringing five dollars while fair are going at three dollars. Dried fruits are scarce.

Apples—		
Gravensteins, No. 1, bbl.	5 00	5 00
Gravensteins, No. 2, bbl.	3 00	3 50
Eggs, new laid, per dozen	0 32	0 32
Potatoes, bushel	0 65	0 65

SASKATCHEWAN MARKETS.

By Wire.

Regina, Oct. 1.—Markets are rather quiet here, with little change. Canned salmon and canned corn are reported easier.

Produce and Provisions—		
Bacon, breakfast, per lb.	0 22 1/4	0 23
Butter, creamery, per lb.	0 28	0 30
Corn, standard, per 2 dozen	2 05	2 10
Cheese, per lb.	0 16	0 16 1/4
Eggs, per dozen	8 05	8 25
Lard, 3's, per case	8 00	8 15
Lard, 5's, per case	7 95	8 05
Lard, 10's, per case	7 95	8 05
Lard, 20's, each	2 65	2 90
Flour and Cereals—		
Cornmeal, 24s, 67 1/2c; 28s, \$1.20-\$1.25;		
10-10s, \$2.55-\$2.75; 98s	2 44	
Flour, 24s, \$3.00; 49s, \$2.95; 98s	2 90	
Rolled oats, 10-8s, \$2.35-\$2.36; 20s, 47 1/2-52c; 40s, 99c-\$1.00; 80s	1 92	1 95
General—		
Potatoes, per bushel	0 50	0 50
Beans, Ontario, per bushel	2 00	2 20
Beans, Hungarian, per bushel	2 45	
Raisins, seeded, per lb.	0 05 1/4	0 05 1/2
Rice, per cwt.	4 35	4 40
Sugar, standard, gran., per cwt.	5 37	
Sugar, yellow, per cwt.	4 97	
Starch, standard, per case	2 90	
Canned Goods—		
Corn, standard, per 2 dozen	2 05	2 10
Peas, standard, per 2 dozen	2 00	2 04
Tomatoes, standard, per dozen	2 95	3 25
Salmon, Sockeye, 4 doz. case	7 60	

AN OYSTER RECIPE.

Pate a La Princesse.

Boil one pint oysters 3 minutes in one cup water, adding one gill of white wine. Drain and put in 6 pate shells lightly spread with anchovy paste. In a saucepan, mix one tablespoonful each butter and flour, 1/2 gill cream and the oyster liquor. Season with salt, cayenne and grated nutmeg. Boil a minute, stirring continually. Add yolk of one egg and stir briskly 2 minutes. Pour this sauce over the oysters in the pate shells, sprinkle grated cheese over the top and bake 5 minutes.

FLOUR & CEREAL DEPARTMENT

Manitoba Flour Takes a Drop of 20 cents

General Decline on All Grades This Week—Still 30 Cents Above Last Year's Lowest—Drop in Winter Wheat Flour in Montreal and Toronto Averaging 20-30 Cents.

After situation in West had been sized up pretty thoroughly and wheat continued easier, millers decided on cut of 20 cents on all Manitoba wheat flour coming into effect in Montreal on Tuesday of this week, and in Toronto on Wednesday. Flour is still 30 cents higher than last year's lowest, and some brokers on Wednesday said they looked for further decline later. In 1912 total drop was 50 cents—20c first and 30c some weeks afterwards. In Montreal winter wheat flour dropped 20 cents also. This decline has been carried over several weeks in Ontario, and ranges as high as 30 cents.

Western wheat continues to be rushed to elevators, and arrivals at Winnipeg daily are phenomenal compared with all previous records. London cables state that Australian crop prospects are fine, while Russia is offering freely with pressure to sell, which tends to check to some extent demand for Canadian wheat. World's wheat crop estimated at 449,000,000 quarters, increase of 11,000,000 over last year.

MONTREAL.

FLOUR.—Manitoba and winter wheat flours dropped 20 cents per barrel here on Tuesday morning last. While up till within the past two weeks firmness prevailed on wheat markets, during that time prices have fallen off considerably. As a result of the most successful crop the West has yet known, and the fact that farmers are urging their product on the market, wheat has now fallen to a level somewhere round 82 to 83 cents, and shows signs of going still lower. Thus with these prospects millers considered it advisable to drop flour now rather than to keep it up in face of a declining market. They now claim that prices are settled for the rest of the season.

	Car lots, in bags, per bbl.
Manitoba Wheat Flour—	
First patents	5 40
Second patents	4 90
Strong bakers	4 70
Flour in cotton sacks, 10 cents per barrel more.	
Winter Wheat Flour—	
Fancy patents	5 00
90 per cent.	4 90

Straight roller	4 70
Blended flour	4 90 5 00

CEREALS.—Scarcity in cornmeal in Montreal has now become so marked that the miller with a car to sell is considered extremely fortunate. Market shows great firmness, and should present conditions prevail it is considered that a further advance will be necessary. All indications point towards scarce cornmeal all winter owing to shortage of Southern crops.

Rolled oats continue steady, but with no decided feeling in the market. While some millers claim that prices have been high throughout the season, and now have reached about the proper level, others consider that the drop of last week was too great, and will have to be overcome to some extent shortly.

Cornmeal—	1'er 98-lb. sack
Kiln dried	2 60
Softer grades	2 50
Rolled Oats—	90s, in jute.
Small lots	2 22½
25 bags or more	2 12½
Rolled oats in cotton sacks, 5 cents more.	
Oatmeal—	Fine, standard and granulated, 10 per cent. over rolled oats in 90s, in jute.
Rolled wheat—	100-lb. bbla.
Small lots	2 85
Hominy, per 98-lb. sack	2 40 2 75

MILL FEEDS.—Greater firmness rules again in all mill feeds following decline in flour of this week. Demand is still heavy and supply limited, so that millers look for firmness in the market for some time to come.

Mill Feeds—	Car lots, per ton
Bran	22 00
Shorts	24 00
Middlings	26 00
Wheat moulee	28 00
Feed flour	34 00
Feed cornmeal, per cwt.	1 85

TORONTO.

FLOUR.—Drop in Manitoba wheat flour of 20 cents extends to all grades, and, as has been said, may be followed by another in a few weeks. After second drop last year Manitoba went up again. Reductions in winter wheat flour have been spasmodic in Ontario, and different mills have not all been agreed until new flour market found itself. Prices given below, however, cover present range.

There is good export demand for both Ontario and Manitoba. Tests are being conducted at Ontario Agricultural Col-

lege, Guelph, as to baking qualities of new Western and Ontario wheat.

Local demand for winter wheat flour is improving, as present prices seem likely to last for some time.

Manitoba Wheat Flour—	Small lots, in bags, per bbl.
First patent	5 30
Second patent	4 80
Strong bakers	4 60

Winter Wheat Flour—	
Fancy patents	4 70 4 90
90 per cent.	4 40 4 50
Straight roller	4 50 4 60
Blended flour	4 70 4 85

CEREALS.—Rolled oats continue firm at last week's lowered prices. There is some offered for export, but considered out of line. Cornmeal remains firm, but enough is coming over to supply local demand.

Cornmeal, per 98 lb. bag—	
Kiln dried, 25 bag lots	2 20 2 30
Softer grades, 25 bag lots	1 90 1 95
Rolled oats, per 90 lb. sack, in jute—	
Small lots	2 22½ 2 25
25 bags to car lots	2 12½ 2 17½
Rolled oats in cotton sacks, 5 cents more.	
Oatmeal, standard and granulated, 10 per cent. over rolled oats in 90 S, in jute.	

Rolled Wheat—	
50 lb. boxes	1 45
100 lb. barrels, small lots	2 80
100 lb. barrels, 5 bbl. to car lots	2 70

MILL FEEDS.—Prices continue unchanged, and for present at least recent rapid advances seem checked. Demand remains steady.

Mill Feeds—	Car lots, per ton.
Bran	22 00
Shorts	24 00
Middlings	26 00
Wheat moulee	28 00
Feed flour, per bag	1 70

WINNIPEG.

FLOUR AND CEREALS.—There is a much improved export outlook for flour. Millers are greatly pleased with the milling value of the new season's wheat. They claim to be turning out the finest flour ever manufactured. Domestic demand is satisfactory.

Flour, Manitoba Wheat—	Per bbl.
Best patents	5 60
Second patents	5 10
First clears	4 20
Low grade	2 90 3 10
Jute bags, 10 cents less.	

Cornmeal, 98s	1 95
Rolled oats, 90s	1 65
Oatmeal, granulated, 98s	2 15
Wheat granules, bale, 16-80	3 25

MUCH IN DEMAND.

The MacLean Publishing Co., Ltd., Toronto, Ont.

Dear Sirs:—I like the items in your issue of 5th inst., page 34, Canadian Grocer.

We are buying this paper for the store, but as the buyer is generally in need of it when I want to see it I will have to get a year's subscription for myself. So if you will kindly send me year's subscription of The Canadian Grocer, I am sure that you can teach me a whole lot of things I never learnt at school.

Enclosed find \$2.00 to cover. Please commence with the September 5th issue, and oblige,

G. D. CAMPBELL & CO.,
Per. J. Duncan Campbell,
Weymouth, N. S., Sept. 9, 1913.

Fruit Supplies Falling Off, Prices Higher

Phenomenal Rush of Peaches at an End—Lowest Point Reached in Generation—Cantaloupes Also Made Record—Tomatoes Still Plentiful—Potatoes of Fine Quality; Easier, But Sustained by Tariff Changes.

MONTREAL.

GREEN FRUITS.—Grapes have continued to be main feature of the fruit market during the past week. Offerings up to the present have been liberal, but now show signs of falling off, and with this comes a slight advance in prices.

Tokay grapes have declined about 50 cents per box this week as a result of competition from Canadian stock. Quality, too, is somewhat off, and sizes smaller than week ago, so that attractions to push the sale of this line have not been so great.

Apples for three weeks now have been holding a prominent place on the market. Offerings have been more liberal of late, and as the season is now well on, prices have shown the usual proportionate decline. It is not expected, however, that a much lower level will be struck, as throughout the Dominion the average is only a 50 per cent. crop.

Late Valencias are just about done. Prices advanced sharply this week as a result of scarcity, and are likely to continue high from now on. Early navels are expected in about two or three weeks, with another month the limit.

Peaches are still coming in freely, and a few plums, but in both the rush is now practically over. A number of late variety pears are beginning to appear, and show exceedingly fine stock.

Apples, Canadian, per bbl.—		
St. Lawrence and Wealthies, No. 1..	5 00	5 25
Alexanders and other Falls, No. 1....	3 50	4 00
No. 2s, all grades, 75¢ less than No. 1s.		
Bananas, crate	2 00	2 75
Blueberries, N.B., per qt.	0 19	0 20
Cantaloupes, 11-qt. bkt.	0 50	0 50
Cantaloupes, Canadian, crate, 7-10.....	1 50	2 00
Cranberries, Cape Cod, bbl.	8 00	9 00
Grapes, Tokay, 25-lb. box	2 25	2 50
Grapes, Moore's early, 6-qt.	0 24	0 24
Grapes, Niagara, 6-qt. bkt.	0 24	0 24
Grapes, Red Rogers, 6 qt. bkt.	0 27	0 27
Grapefruit, Jamaica, 5½s, per case.....	5 00	5 00
Lemons, Verdelli, case	3 50	3 50
Limes, Florida, box of 100	1 25	1 25
Oranges—		
Jamaicas, 12½s to 250s	3 00	3 00
Late Valencias	7 00	7 50
Pears, Gifford, Canadian, 11-qt. bkt.	0 50	0 50
Pears, Gifford, Canadian, 8-qt. bkt.	0 30	0 30
Pears, Gifford, Can., per bbl.	5 00	5 00
Pears, Oregon, box	3 25	3 25
Pears, Bartlett, Can., per bbl.	6 00	6 00
Pears, Winter, 11-qt. bkt.	0 50	0 50
Peaches, Freestone, 11-qt. bkt., No. 1....	0 50	0 50
No. 2	0 40	0 40
Peaches, Freestone, 6-qt. bkt. No. 1....	0 30	0 30
No. 2	0 25	0 25
Peaches, Crawford and Elberta, California, box	1 25	1 25
Plums—		
Blue, Canadian, 11 qt. bkt.	0 45	0 45
Yellow, Canadian, 11 qt. bkt.	0 40	0 40
Green gages, Canadian, 11 qt. bkt.	0 40	0 50

VEGETABLES.—Various reports are being circulated with regard to the condition of the tomato crop throughout Eastern Ontario and the provinces. Some go so far as to state that the frosts of two weeks ago practically destroyed all remaining stock, while others claim that tomatoes are still to be had in good quantities, and that there is no cause for alarm. Locally the trade is well supplied, not heavily, but with all that are necessary to meet actual requirements.

Spanish onions show a decline this

week to \$2.50 per case, or \$1.75 per half case, following more liberal offerings of Canadian stock.

Potatoes still hold firm, and dealers anxiously await the signing of the Wilson tariff to ship some of their New Brunswick stock into Southern markets.

Cabbage, per doz	0 35
Celery, per doz. heads	1 00
Corn, per dozen ears	0 15
Cucumbers, per dozen	0 15
Egg plant, basket of 12	0 75
Garlic, per lb.	0 10
Onions—	
Spanish, per case	2 50
Spanish, half case	1 75
Red Danvers, 75-lb. bag	2 00
Peppers, green, 11-qt. bkt.	0 50
Peppers, red, 11-qt. bkt.	0 60
Potatoes—	
Green Mountains and Quebecs, per lb	0 01
Potatoes, sweet, per bbl.	4 50
Potatoes, sweet, Jersey, hpr.	1 50
Turnips, Quebec, bag	1 25
Tomatoes, 11-qt. bkt.	0 35
Tomatoes, box 33 lbs.	0 40

TORONTO.

FRESH FRUITS.—There was strange contrast this week at wholesale fruit market. The Great Peach Crop of 1913 had spent its force, and henceforth offerings will dwindle, coming in by thousands, it is true, but insignificant compared with scores of carloads poured in daily for weeks past. Fruit men agree that in at least 25 or 30 years—beyond that they refuse to swear—no such low level in peaches has been reached as last week, when 30 cents took best samples of Elbertas. Toronto commission men had to ship liberally into all parts of province at any prices they could get to prevent wholesale waste for city and adjoining towns could not digest supplies. Some growers even refused to ship at prices offering, and let fruit go to waste on trees. Last week 110 carloads were sent over to States, and during last few weeks shipments aggregated 500 carloads. On Tuesday market was higher, starting at 50 cents and going up to 50 cents for choicest.

“Apples are dead,” observed a jobber, and he blamed peaches for it. “We can't even get rid of our ordinary supplies of cookers, for you can get peaches and stew them up as cheap as apples—it is peach pie vs. apple pie, so you can see where apple pie gets off these days.” Basket prices showed little change, but barrels were away off from \$2.25 to \$2.75 usually for the best. A few Duchesse were selling around \$2.75-\$3.00. With falling-off in peaches, apples will go up again, for crop is very poor. Crabs are very high, 40 to 60 cents, with little prospects of lowering.

Grapes are coming in more freely and selling around 20c and 22½c for all varieties. Cheap peaches again have hurt sale of grapes so far, and 11-qt. baskets are a drug, 6-qt. being all public can stand apparently. Indeed, commis-

sion men declare larger basket is going off market, except where it is bought for turning into wine.

California Tokays are down 25 cents through local competition. Pears are slightly improved and selling at 35-45 cents.

Cantaloupes are higher, as crop is nearly over, 5 to 10 cents. Output this year has been phenomenal, and demand unusually good.

Cranberries are slightly easier, selling at \$7.75 as well as \$8.00 a barrel.

Apples—		
Wealthy, basket	0 40	0 50
Wealthy and Alexander, bbl.	2 25	2 75
Crab	0 40	0 60
Culverts, bbl.	2 00	2 25
Bananas, per bunch	1 50	1 60
Cranberries, bbl.	7 75	8 00
Cranberries, box	8 00	8 00
Grapes, Malagas, case	2 25	2 25
Grapes, Canadian, small basket	0 20	0 22½
Grapes, Tokay, case	2 25	2 25
Cantaloupes—		
Salmon, crate	0 60	0 70
Salmon, basket	0 35	0 40
Green centres, crate	0 30	0 35
Green centres, basket	0 30	0 35
Oranges, California, Valencias	5 00	6 50
Limes, per box of 100	1 50	1 50
Lemons, Verdelli	4 50	5 00
Peaches, Canadian, large bkt.	0 30	0 50
Peaches, Canadian, small basket	0 20	0 25
Pears, California, Bartlett	3 00	3 00
Pears, Canadian, Bartlett	0 35	0 45
Plums, California	1 50	2 00
Plums—		
Canadian, green gages	0 35	0 40
Canadian, blue	0 30	0 40
Canadian, yellow egg	0 45	0 45

VEGETABLES.—Latest shipments of New Brunswick potatoes continue to show up firm, and Ontario are of better quality than usual. Price is slightly lower this week, ranging around 85-90 cents. Nearly all jobbers quote New Brunswick same as Ontario, though last year, owing to undoubted superior quality, price was at least 10 cents higher. Chances of exporting both Ontario and New Brunswick tend to keep prices up.

Tomato market in much same condition as last week; heavy offerings by market gardeners and farmers at retail stores keeping prices down. In fact, few baskets are being shipped in to commission men from any distance, as it pays better to sell to canners. Bushel lots are quoted around 60 cents, lowest by far this year. Corn is higher, and most was selling at 15 cents. In fact, whole tendency of vegetable as well as fruit market was upward, as supplies are gradually falling off.

Beets, Canadian, per bkt.	0 30
Carrots, Canadian, bkt.	0 35
Celery, domestic, doz.	0 35
Corn, dozen	0 12
Cucumbers, Canadian, basket	0 25
Egg plant, basket of 12	0 30
Gherkins, 6-qt. basket	0 75
Mushrooms, per lb.	0 75
Onions—	
Spanish, crate	3 00
Silver skin, pickling, bkt.	1 25
Large cooking, bag	1 50
Parsley, bkt.	0 30
Green peppers	0 40
Potatoes, Ontario, per bag	0 85
Sweet potatoes, bbl.	4 25
Sweet potatoes, hamper	1 75
Squash, dozen	1 25
Tomatoes, Canadian, basket	0 25
Tomatoes, bushel	0 60
Tomatoes, green, basket	0 20
Vegetable marrow	0 15
Water cress, domestic, 11-qt. basket.....	0 50



Produce & Provisions



Hams and Backs Drop with Decline in Hogs

From 1/2 to 1 Cent in Toronto and Prediction is for Lower Prices—Compound Lard Down 1/2 Cent—Creamery Butter Up 1 to 2 Cents—Eggs Higher With Scarcity and Impending Tariff Changes.

At last!

The tumble in hogs, for which packers have been waiting week after week, has come in earnest.

Canadian Grocer, when two weeks ago Toronto prices fell to \$9.40, ventured opinion that this was beginning of steady downward movement, but not until this week when to last week's drop of 25 cents was added another ranging from 40 to 55 cents, was slump absolutely certain.

On top of this comes statement to Grocer by the manager of large packing house that shipments to Western Canada have stopped completely and that not a carload has gone from East in past month. He ventures prediction, confidently, that downward trend in hogs will continue now that Western market is cut off. "Even now," he observed, "prices are far too high."

It so happens that one year ago hog prices were almost identical, \$8.60 — \$8.70 f.o.b. In July high water mark was reached at \$9.25; in August it was \$1 per cwt. less; and about same on Sept. 1. On Oct. 1 prices rose to \$8.60—\$8.70, but declined steadily for rest of year as follows: Nov. 1, \$8.30—\$8.40; Dec. 1, \$7.80; Jan. 1, \$7.65.

In sympathy with drop in hogs hams and backs declined from 1/2 to 1 cent all along line on Toronto market. Compound lard, from easiness in cotton seed oil market owing to imminence of new crop, fell 1/2 cent in Toronto all around.

Eastern butter prices have had their effect in Toronto and creamery buttery on both markets has advanced. Eggs also are very firm or rising.

Following were offerings on Toronto Produce Exchange on Monday of this week:

BUTTER.—Dairy, 50 boxes, market prints, 24c asked, bid 23c; creamery, 100 boxes solids, finest, 26 1/2c asked, not sold; 100 boxes solids, finest, 26 1/2c asked, not sold; 50 boxes prints, finest, 26 3/4c asked, bid 26c.

EGGS.—Four hundred cases storages, cases free, 28c asked, not sold.

CHEESE.— Fifty large, 13 5/8c asked, not sold; 50 large, 13 5/8c asked, not sold; 500 twins, 13 7/8c asked, not sold.

HONEY.—Ten bbls, No. 1 clover, 10c asked, not sold; 25-20, No. 1, clover, 1912, 10 1/4c not sold.

MONTREAL.

PROVISIONS.—Breakfast bacon this week shows greater easiness and has dropped about 1 cent per lb. Apart from that, however, prices continue practically unchanged.

Pure lard still holds firm though quiet. Compound lard, however, following an easier feeling on the cotton seed oil market is inclined to show somewhat more marked weakness than week ago.

	Per lb.	Per cwt.
Hams—		
Light, under 12 lbs.	0 20	0 20 3/4
Medium, 12 to 20 lbs.	0 19 1/2	0 19 1/2
Large, 20 to 40 lbs.	0 19	0 19 1/4
Backs—		
Plain, bone in	0 23 1/4	0 23 1/4
Boneless	0 23	0 23
Peameal	0 23	0 23
Bacon—		
Breakfast	0 20	0 20
Roll	0 17	0 17
Shoulders, bone in	0 16	0 16
Shoulders, boneless	0 16 1/4	0 16 1/4
Cooked Meats—		
Hams, boiled	0 30	0 30 3/4
Hams, roasted	0 31	0 31
Shoulders, boiled	0 27	0 27
Shoulders, roasted	0 28	0 28
Dry Salt Meats—		
Long clear bacon, 50-70 lbs.	0 15 1/4	0 15 1/4
Long clear bacon, 80-100 lbs.	0 14 1/4	0 14 1/4
Flanks, bone in, not smoked	0 15 1/4	0 15 1/4
Barrelled Pork—		
Heavy short cut mess	30 00	30 00
Heavy short cut clear	28 00	28 00
Clear fat pork	26 50	26 50
Lard, Pure—		
Tierces, 375 lbs. net	0 14 1/4	0 14 1/4
Tubs, 50 lbs. net	0 14 1/4	0 14 1/4
Boxes, 50 lbs. net	0 14 1/4	0 14 1/4
Pails, wood, 20 lbs. net	0 14 1/4	0 14 1/4
Pails, tin, 20 lbs. gross	0 14 1/4	0 14 1/4
Cases, 10-lb. tins, 60 in case	0 15	0 15
Cases, 3 and 5-lb. tins, 60 in case	0 15 1/4	0 15 1/4
Bricks, 1 lb. each	0 15 1/4	0 15 1/4
Lard, Compound—		
Tierces, 375 lbs. net	0 10 1/4	0 10 1/4
Tubs, 50 lbs. net	0 10 1/4	0 10 1/4
Boxes, 50 lbs. net	0 10 1/4	0 10 1/4
Pails, wood, 20 lbs. net	0 11	0 11
Pails, tin, 20 lbs. gross	0 10 1/4	0 10 1/4
Cases, 10-lb. tins, 60 in case	0 11 1/4	0 11 1/4
Cases, 3 and 5-lb. tins, 60 in case	0 11 1/4	0 11 1/4
Bricks, 1 lb. each	0 12 1/4	0 12 1/4
Hogs—		
Live, f.o.b.	9 70	9 95
Live, fed and watered	10 00	10 25
Dressed	14 80	14 80

BUTTER.— Butter is booming again in the country, and locally prices in creamery have advanced two cents. St. Hyacinthe on Saturday quoted 27 1/4 and

Cowansville 28 cents, which shows an advance of from 1/4 to 3/4 cents per lb. on week.

This decided firmness is still claimed to be due to the effects of the proposed American tariff changes, which are now awaiting signature. Apart from that there is no further change in the market. Dealers still claim that prices are out of proportion to the real situation, but that until the tariff question is settled, no great change will be effected.

Butter—

	Per lb.
Creamery prints, fresh	0 30 1/4
Creamery solids	0 30
Dairy, prints or solids	0 23
Separator, prints or solids	0 23

EGGS.—Fresh eggs moved up 1 to 2 cents, and all other stock 1 cent per dozen this week, due scarcity of available supplies. Western sellers are reported to be all sold up close, so that practically no headway can be made at present on stocks. Last year they held over supplies and had to sacrifice later, but this year so far as can be found all available supplies have been contracted for.

Eggs, case lots—

	Per dozen.
New laid	0 38
Selects	0 31
No. 1s	0 28
No. 2s	0 23
Splits	0 22
New laid eggs, in cartons	0 40

CHEESE.—On country boards cheese is once more showing easiness so that dealers are now beginning to hope for better prices. As the season closes, however, demand over the cable has been heavier. This may still keep prices up, and even tend to firmness on local markets for a time anyway.

Cheese, White or Colored—

	New.	Old.
Large	0 14	0 15
Strong	0 15 1/4	0 15
Twins	0 15 1/4	0 15
20 lb. new	0 15 1/4	0 16
Stilton	0 17	0 17

POULTRY.— Market on fowl and ducks has this week declined owing to heavier offerings in both lines. Only a fair amount of business is passing, but should pick up rapidly within the next few weeks, following cooler weather and more seasonable demand.

Fresh stock—

	Live.	Dressed.
Broilers, per lb.	0 22-0 24	.....

THE CANADIAN GROCER

Broilers, per pair	.....	1 25
Ducks, milk fed	0 14-0 15	0 20-0 22
Ducks, old	0 12-0 13	0 14-0 15
Fowl	0 14-0 15	0 17-0 18

HONEY. — Dealers are now looking forward to easier prices on honey in near future. The buckwheat crop is said to be fair, and the clover crop good, so that with heavy offerings it is claimed prices will have to come down. In Montreal jobbers have ceased buying clover and are now confining their attention largely to buckwheat on account of the heavier demand for that variety, but in other centres the reverse is said to be the case. One producer this week wrote in offering 16,000 lbs., and another 18,000 lbs., which tends to bear out the contention of the jobbers that honey knows no scarcity this year.

Honey—	White Clover	Buckwheat
	per lb.	per lb.
Barrels	.....	0 09
Tins, 60 lbs.	0 12 1/4	0 09 1/4
Tins, 30 lbs.	0 12 1/4	0 09 1/4
Comb, 13-14 oz. section	0 20	0 15-0 16
Tins, 5 and 10 lbs.	0 13	0 10

TORONTO.

PROVISIONS.—Almost immediately hams and backs followed drop in hogs and light hams fell from 21 1/2 to 20 1/2, with medium and large also 1 cent lower. Backs were not so pronounced and 1/2 cent registered drop. Bacon was unchanged. Hogs fell from \$9.15 to \$8.75 while some sold for \$8.50 and \$8.60. Compound lard as has been noted, fell 1/2 cent to 10c for 400 lb. tierces, due to easier feeling on approach of new crop of cotton seed oil.

Pure lard did not reflect drop in market for reason that it did not follow hogs entirely in rise, and at present hog prices are considered none too high. With further drop in hogs, however, lard is looked to for a decline.

Hams—		
Light, per lb.	.....	0 20 1/4
Medium, per lb.	.....	0 20
Large, per lb.	.....	0 19
Backs—		
Plain, per lb.	.....	0 23 1/4
Boneless, per lb.	.....	0 25
Pea meal, per lb.	.....	0 24
Bacon—		
Breakfast, per lb.	.....	0 20
Roll, per lb.	.....	0 17
Shoulders, per lb.	.....	0 15
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, light	.....	0 16 1/4
Long clear bacon, heavy	.....	0 15
Cooked Meats—		
Hams, boiled, per lb.	.....	0 30
Hams, roast, per lb.	.....	0 30
Shoulders, boiled, per lb.	.....	0 22 1/4
Shoulders, roast, per lb.	.....	0 23 1/4
Barrelled Pork—		
Heavy mess pork, per bbl.	.....	24 00
Short cut, per bbl.	.....	25 00
Lard, Pure—		
Tierces, 400 lbs., per lb.	.....	0 13 1/4
Tubs, 60 lbs., per lb.	.....	0 14
Pails, 20 lbs., per lb.	.....	0 14 1/4
Pails, 3 and 5 lbs., per lb.	.....	0 15 1/4
Bricks, 1 lb., per lb.	.....	0 15 1/4
Lard, Compound—		
Tierces, 400 lbs., per lb.	.....	0 10
Tubs, 60 lbs., per lb.	.....	0 10 1/4
Pails, 20 lbs., per lb.	.....	0 10 1/4
Hogs—		
F.O.B., live, per cwt.	.....	8 60
Live, fed and watered, per cwt.	.....	9 10
Dressed, per cwt.	.....	12 00

BUTTER.—Steady increases in Quebec butter have had effect on Toronto prices and creamery prints rose from 26 to 27, and solids from 24 to 25, advance of 1 cent. Dairy are not quotably higher but are firm. On Toronto Produce Exchange creamery was up 1 cent compared with week ago.

Our produce merchant explained rise in butter as due partly to farmers' wives starting to pack for use in Christmas season. Offerings are lighter and heavy stocks are being used up.

Feeling that lowering of duty from 6 to 2 1/2 cents will start considerable export to U.S., is general. One produce buyer pointed out that creamery that sold for 27 in Canada, was now 32 in New York State, a difference sufficient to allow export at new scale of tariff.

Butter—		
Creamery prints, fresh	.....	0 27
Creamery solids	.....	0 25
Dairy prints, choice	.....	0 22
Dairy solids	.....	0 20
Separator prints	.....	0 23

EGGS.—Uncertainty as to real effect of U. S. tariff changes with further lessening in supply, made market still firmer this week, and new laids in cartons went as high as 35 cents a dozen. In fact, as several buyers remarked, "You can get almost what you want for strictly new laids." No. 2's and splits are firm at 22 cents, last week's price after a rise of 3 cents.

General impression is that reduction of duty will cause export of considerable quantity.

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

CHEESE.—Market is unchanged this week but slightly easier.

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

HONEY. — Offerings in barrel lots continue to be heavy and bear out contention of buyers that crop is much better than generally represented. Buckwheat sales have begun to become active from chemists and other outlets other than ordinary consumer. Deadlock between beemen and buyers is gradually being settled in latter's favor. Ruling prices are unchanged.

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

POULTRY.—Frozen stock has disappeared from market with exception of turkeys. Prices on fresh have dropped owing to poor condition of offerings. Hens are moulting and farmers as usual at this time are clearing out less vigorous stock preparatory to winter. As result broilers went down 2 cents, and fowl had same drop. Turkeys also somewhat easier, and dressed down couple of cents.

Frozen Stock—		
Turkeys, dressed	.....	0 24
Fresh Stock—		
Broilers, spring	.....	0 13
Ducks, spring	.....	0 12
Fowl	.....	0 10
Turkeys, old Tom	.....	0 14-0 16

WINNIPEG.

PRODUCE AND PROVISIONS.—Prices on cured meats and lard have generally declined. Dairy butter is stronger

and up 1 to 2 cents. Eggs are also dearer, and have advanced 1 to 3 cents per dozen. There is nothing new in cheese.

Cured Meats—		
Hams, per lb.	.....	0 19
Shoulders, per lb.	.....	0 15
Bacon, per lb.	.....	0 20 1/4
Long clear, D.S., per lb.	.....	0 15 1/4
Mess pork, bbl.	.....	26 00
Lard—		
Tierces, per lb.	.....	0 12 1/4
50 lb. tubs	.....	6 50
20 lb. pails	.....	2 65
3 lb. tins, cases	.....	8 25
5 lb. tins, cases	.....	8 17
Butter—		
Creamery, per lb.	.....	0 28
Dairy, per lb.	.....	0 23
Cheese—		
Ontario, large, per lb.	.....	0 15 1/4
Ontario, twins, per lb.	.....	0 16
Eggs, dozen	.....	0 22
Eggs—		
Good eggs	.....	0 23
Fresh gathered	.....	0 27

SOUNDS LIKE FAIRY TALE.

But the Claim Is That It Is Perfectly True—Can You Believe It?

A countryman living just beyond the outskirts of London, drove to the metropolis one day to order a few provisions, etc.

(By the way, this account is perfectly true. It is not a problem or a joke. The prices stated can be verified.)

The countryman first went to the nearest cobbler's. There he bought a good pair of shoes. Not shoddy footwear, carelessly turned out or even machine made, but hand-sewed and of fine strong leather. For this pair of shoes he paid just seven cents.

Next he drove to a butcher stall in Smithfield. There he bought a sheep, a dozen chickens and ten pounds of beef. For the sheep he paid 10 cents. For the chickens he paid 1 1/2 cents apiece, or 18 cents for the dozen. The ten pounds of beef cost him a nickel. For beef was half a cent a pound.

Stowing away his purchases in his big wagon, the farmer next stopped at a fish stall, where for 10 cents he bought twenty-five big codfish.

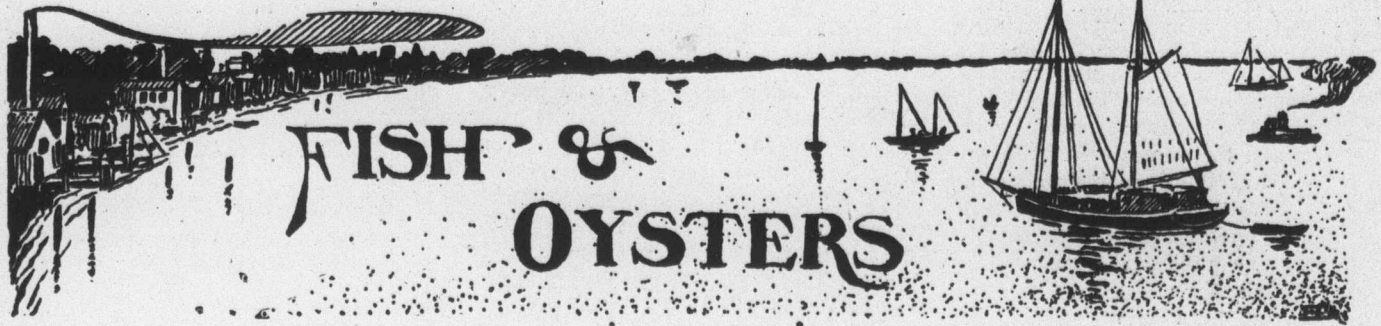
His visit to the grain merchant cost him more. For he was forced to pay 15 cents for a bushel of rye—a sum out of all proportion to his earlier purchases. It was cheaper, you see, to buy meat than the rye bread to eat with it.

But his ensuing trip to the draper's for enough homespun cloth to provide him with a winter suit, atoned for the high price of the grain. For he found that stout homespun cloth was selling at 12 cents an ell, or 93-5 cents a yard.

The farmer had no trouble in carrying his wares home in his wagon. For the wagon was large. He had driven it to London full of firewood, and this wagonload of wood he had sold for 13 cents.

The foregoing prices are all accurate. The high cost of living had not yet hit England. For, you see, all this happened several years ago.

In fact, it was at the beginning of the sixteenth century. — New York World.



U.S. Fish Buyers in Canada for Supplies

Supplies in States Below Average—Sword Fish Plays Havoc With Little Fellows—New Lines of Smoked and Salted Arrive—Increased Sales of Oysters.

MONTREAL.

FISH.—U. S. buyers are at present said to be at all large Canadian fish producing centres buying up fish in large quantities. This year, it is claimed, has been one of the worst they have ever experienced on their own banks, and this, together with prospect of duty on Canadian fish entering States being removed, has made buying on this side unusually heavy. Thus strong feeling rules on market, and general opinion has it that unless fishing improves considerably prices on all prepared, pickled, and salt fish will, of necessity, advance beyond last year's level. At present all buyers are eagerly seizing stocks offered, and endeavoring to make as large accumulations as possible.

Some houses on coast which made contracts early in season for delivery now are beginning to feel pinch of scarcity, and in all probability will eventually lose on speculation before season is over.

Haddies, kippers and bloaters are expected to be in better supply from now on. Demand for these fish though not heavy so far, is expected to increase steadily until frosty weather sets in.

Though general scarcity rules in pickled fish as above stated, pickled mackerel appear exception. This it is claimed, has been one of biggest years in history at coast, so that already holders of large quantities are looking for a market and willing to make concessions in prices for selling in round lots.

Jewish New Year holidays start this week and continue for two days a week for the next three weeks. With this festival on, fishermen look forward to heavy demand for all lake fish, especially carp, doree and pike. Besides, as production according to reports received to date, will not be large, prices are likely to be firmly maintained.

Owing to stormy weather and presence of dog fish on the fishing grounds supplies of fresh haddock and all fresh ground fish have been restricted to small

proportions, and have interfered to some degree in putting up of all kinds of prepared and smoked fish.

This is now last week for brook trout. Closed season commences Oct. 1, and continues on till May 1.

OYSTERS. — Demand for bulk and shell oysters has been so active that stocks have been hard to get. In shell oysters good supplies are expected after Oct. 1.

Stormy weather has somewhat interfered with taking of bulk oysters, and warm weather at consuming centres has cut down sales. Demand to date, however, has been greater than supply.

Fresh Fish—	
Bluefish, per lb.	0 15
Carp, 100 lb. boxes, per lb.	0 10
Cod market, 250 lb. cases, per lb.	0 10
Doree, 100 and 150 lb. cases, per lb.	0 11
Flounders, per lb.	0 06
Frog legs, large, per lb.	0 25
Frog legs, small, per lb.	0 25
Haddock, per lb.	0 05
Halibut, per lb.	0 12
Herring, per 100 fish, large.	3 00
Mackerel, 1/2 lb. fish, each	0 15
Perch, dressed, per lb.	0 09
Pike, dressed, per lb.	0 08
Salmon, B.C., per lb.	0 13
Salmon, Gaspe, per lb.	0 18
Steak cod, per lb.	0 07
Smelts, per lb.	0 12
Sword fish, per lb.	0 09
Trout brook, per lb.	0 25
Trout, lake, per lb.	0 11
Turtles, small, per lb.	0 15
Whitefish, per lb.	0 12
Shell Fish, Fresh—	
Clams, per barrel	7 00
Crab meats, per gal.	2 50
Lobsters, live, per lb.	0 30
Lobsters, boiled, per lb.	0 32
Oysters, bulk, standards, per gal. \$1.50;	
Selects	1 80
Oysters, solid meat, standards, per gal., \$1.80; selects	2 00
Oysters, Cape Cod, shell	9 00
Oysters, Malpeques, shell	10 00
Periwinkles, per bushel	2 50
Prawns, per gal.	2 75
Shrimps, per gal.	2 00
Frozen Fish—	
Haddock, per lb.	0 04
Herring, per 100 fish	0 05
Pike, per lb.	0 06
Smelts, fancy, per lb.	0 12
Smelts, No. 1, per lb.	0 08
Salmon, fancy, Spring, per lb.	0 14
Salmon, Gaspe, per lb.	0 15
Salmon, Qualla, per lb.	0 07 1/2
Whitefish, per lb.	0 07
Prepared Fish—	
Boneless fish, 20 lb. boxes	0 06
Cod, boneless, 20 lb. boxes, 2 lb. blocks	0 07
Cod, pure, 3 lb. box, per lb.	0 15
Cod, boneless strip, 30 lb. box, lb.	0 10
Cod, shredded, box of 2 doz.	1 00
Cod, skinless, per 100 lb. box	6 00
Cod, dried, per 100 lb. bundle	6 50
Pollock, dried, per 100 lb. bundle	6 00
Salted and Pickled Stock—	
Cod, green, ordinary, per 200-lb. bbl.	9 00
Cod, green, white naples, per 200-lb. bbl.	10 00
Haddock, No. 1 green, per 200 lbs.	6 00
Herring, Gaspe, No. 1, 1/2 bbls., \$2.75; bbls.	5 00
Herring, N. S., per 1/2 bbl.	3 00
Herring, N. S., per bbl.	5 50
Herring, Holland, per keg. 75c; per 1/2	

bbl., \$5.00 to \$6.00; per bbl.	9 00	10 00
Herring, Labrador, 1/2 bbl., \$3.25; bbl.	5 75	
Herring, Scotch, keg of 12 lbs., net, \$1.25 to \$1.35; 1/2 bbl.	7 00	
Mackerel, No. 1, 20 lb. kits, \$1.75; 1/2 bbl., \$7.00; bbl.	14 00	
Salmon, Labrador, 1/2 bbl., \$8.00 to \$9.00; bbl.	15 00	16 00
Trout, lake, kegs	7 00	

TORONTO.

FISH.—After scarcity extending over many weeks salmon trout are becoming more plentiful and are quickly picked up. Several large shipments arrived this week. Whitefish are still scarce. Fresh halibut are again on hand, but not until frozen stock had to be utilized.

Among new arrivals of smoked fish are flounders and fillets of haddie. In prepared fish cod steaks, of which first shipment, as was noted, arrived last week, are selling at 8 1/2 cents and quail on toast at 7 1/2 cents. New sea herring in pails are selling at \$1.25 to \$1.50 and pails of mackerel from \$2.00 to \$2.25.

OYSTERS. — Demand has set in steady now and all dealers report considerable increase in sales as compared with last year. Prices are now pretty well settled as given below.

Frozen Fish—		
Roe shad, weight 3 lbs., each	1 00	1 25
Whitefish, per lb.	0 10	0 10
Fresh Caught—		
Haddock, per lb.	0 06 1/2	0 07
Halibut, per lb.	0 11	0 12
Herring, per lb.	0 05	0 06
Mackerel, weighing 1 1/2-3 lbs., each	0 15	0 25
Pickrel, yellow, per lb.	0 12	0 12
Pike, per lb.	0 06	0 08
Salmon, B.C., per lb.	0 15	0 18
Steak, cod, per lb.	0 08	0 10
Trout, per lb.	0 12	0 15
Whitefish, per lb.	0 12	0 12
Smoked—		
Flounders	0 08	
Fillets of haddie	0 12	
Finnan haddie, per lb.	0 08	
Kippers, new, box of 40	1 30	
Bloaters, box of 60	1 25	
Prepared—		
Cod, quail on toast	0 07 1/2	
Cod, steak	0 08 1/2	
Salted and Pickled—		
Herring, Holland, new—		
Milkers	0 85	
Mixed	0 80	
Herring, Labrador, bbl.	6 50	
Herring, sea, pails	1 25	1 50
Mackerel, pail	2 25	
Oysters—		
New York counts	2 00	
Extra selects	1 80	1 95
Straights	1 65	1 75
Shells	8 00	8 50

HALIFAX, N.S.

There is a good run of fall mackerel on coast this season and some large catches are being made on south shore. Fish are of fine quality and demand is good. Swordfish are plentiful and shipments to Boston have been heavy. Halibut is scarce, and receipts of cod and haddock fair.



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

Higher Efficiency

You realize that what you deliver to your customer must meet every expectation if complete satisfaction is to be experienced. Not only must you be particular about the goods you deliver, but also your service, as service is growing to be more and more important.

Do you realize that when we get a man's order for oysters, that he writes or wires us for the express purpose of obtaining oysters? As a matter of fact he could have nothing else in mind as we confine our sales to oysters.

In order to get the Dealer to do this you must understand that it is necessary for us to put up a proposition that merits more than casual attention, as perhaps that same merchant is ordering goods from one or more concerns in the same mail who handle oysters as a side line.

It brings it down to a question of efficiency. We devote our entire time and attention to the one thing we know best. If you are to handle oysters you should obtain the best thing possible. You can afford nothing short of it, as unless this is done your neighbor has the advantage in "higher efficiency."

We handle nothing but Northern grown stock, and the oysters we are shipping this season are the best we have seen in years.

If you are to handle oysters you should be in line the First of October, before your local business settles into definite channels.

If the oysters the Trade receive early in the season are satisfactory, they are likely to continue with that same store throughout the season.

We want your business. Will you not correspond and give us an opportunity to explain our proposition in detail.

CONNECTICUT OYSTER CO.

"Canada's Exclusive Oyster House"

50 JARVIS ST.

TORONTO

QUOTATIONS FOR PROPRIETARY ARTICLES

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

BAKING POWDER.

ROYAL BAKING POWDER.

Sizes.	Per doz.
Royal-Dime	0 95
" ¼-lb.	1 40
" 6-oz.	1 95
" ½-lb.	2 55
" 12-oz.	3 85
" 1-lb.	4 90
" 2-lb.	13 60
" 5-lb.	22 35

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

WHITE SWAN SPICES AND CEREALS, LTD.

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

BORWICK'S BAKING POWDER

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

COOK'S FRIEND BAKING POWDER.

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

In Tin Boxes—

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

FOREST CITY BAKING POWDER.

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

BLUE.

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

COUPON BOOKS—ALLISON'S.

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

UN-NUMBERED.

Under 100 books ..each	0 04
100 books and over, each.	0 03½
500 books to 1,000 books	0 03

For numbering cover and each coupon, extra per book, ¼ cent.

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case, \$3.00.
The King's Food, 2 doz. in case, per case, \$4.80.

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

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

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

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

White Swan Flaked Rice, \$1.

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

DOMINION CANNERS.

Aylmer Jams. Per doz.

Strawberry, 1912 pack	\$ 2 15
Raspberry, red, h'vy syrup	2 15
Black Currant	2 00
Red Currant	1 85
Peach, white, heavy syrup	1 50
Pear, Bart., heavy syrup	1 77½

Jellies.

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

Marmalade.

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

Pure Preserves—Bulk.

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

14's and 30's per lb.

Strawberry	0 13
Black currant	0 13
Raspberry	0 13

Freight allowed up to 25c per 100 lbs.

COCOA AND CHOCOLATE THE COWAN CO., LTD.

Cocoa—

Perfection, 1-lb. tins, doz..	4 60
Perfection, ½-lb. tins, doz.	2 40
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz..	0 90
Perfection, 5-lb. tins, per lb.	0 35
Soluble, bulk, No. 1, lb. ..	0 20
Soluble, bulk, No. 2, lb. ..	0 18
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

Unsweetened Chocolate—

Supreme chocolate, ½'s 12-lb. boxes, per lb. 0 35

Perfection chocolate, 20c size, 2 doz. in box, doz... 1 80

Perfection chocolate, 10c size, 2 and 4 doz. in box per doz. 0 90

Sweet Chocolate— Per lb.

Queen's Dessert, ¼'s and ½'s, 12-lb. box. 0 40

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

Vanilla, ¼-lb., 6 and 12-lb. boxes
 0 35 |

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

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

Diamond, ¼'s, 6 and 12-lb. boxes
 0 26 |

Icings for Cake—

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

Chocolate Confections—per lb.

Maple buds, 5-lb. boxes .. 0 37

Milk medallions, 5-lb. bxs. 0 37

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

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

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

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

Chocolate ginger, 5-lb. bxs. 0 31

Milk chocolate wafers, 5-lb. boxes
 0 37 |

Coffee drops, 5-lb. boxes .. 0 37

Lunch bars, 5-lb. boxes .. 0 37

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

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

Nut milk chocolate, ½'s, 6-lb. boxes, lb. 0 37

Nut milk chocolate, ¼'s, 6-lb. boxes, lb. 0 37

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

Almond nut bars, 4 bars, per box
 0 85 |

AGENTS.

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

In ¼, ½ and 1-lb tins, 14-lb. boxes, per lb. 0 35

Smaller quantities
 0 37 |

JOHN P. MOTT & CO.'S.

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

Elite, 10c size (for cooking) dozen
 0 90 |

Mott's breakfast cocoa, 2-doz. 10c size, per doz. 0 85

Nut milk bars, 2 dozen in box
 0 80 |

" breakfast cocoa, ¼'s and ½'s
 0 36 |

" No. 1 chocolate
 0 30 |

" Navy chocolate, ½'s... 0 26

" Vanilla sticks, per grs. 1 00

" Diamond chocolate, ¼'s. 0 24

" Plain choice chocolate liquors
 20 30 |

" Sweet chocolate coatings
 0 20 |

WALTER BAKER & CO., LTD.

Premium No. 1, chocolate, ¼ and ½-lb. cakes, 34c lb.; Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins, 30c lb.; German's sweet chocolate, ¼, and ½-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, ¼, and ½-lb. cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-6 lb. cakes, 6-lb. boxes, 32c lb.; Cinqueme sweet chocolate, 1-5-lb. cakes, 6-lb. boxes, 21c lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, ¼-lb. pkgs., 6-lb. bags, 31c lb.; Caracas tablets, 5c cartons, 40 cartons to box, \$1.25 per box.

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

ROYAL BAKING POWDER



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

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

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

THERE IS NO SUBSTITUTE

DID YOU GET THAT BOOK?

ON

“FISH AND HOW HANDLED”

This is an education in itself, absolutely bristling with ideas on the successful handling of fish. You should have it. Others are studying it and are already acknowledging an increase in their fish department.

Ocean Brand is the Keyword

HADDIES

KIPPERS

BLOATERS

FILLETS

CANADA

BONELESS

COD

Don't Forget Those “Five Signs.” They are Free
North Atlantic Fisheries, Limited
MONTREAL

THE CANADIAN GROCER

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

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

Evaporated (Unsweetened)—

St. Charles Brand, small, ea. 4 dozen 2 00
Peerless Brand, small, ea. 4 doz. 2 00
St. Charles Brand, Family, ea. 4 doz. 3 90
Peerless Brand, Family, ea. 4 doz. 3 90
Jersey Brand, Family, ea. 4 doz. 3 90
St. Charles Brand, tall, ea. 4 doz. 4 50
Peerless Brand, tall, ea. 4 doz. 4 50
Jersey Brand, tall, ea. 4 dozen 4 50
St. Charles Brand, Hotel, ea. 2 doz. 4 25
Peerless Brand, Hotel, ea. 2 doz. 4 25
Jersey Brand, Hotel, ea. 2 doz. 4 25
St. Charles Brand, gallons, ea. ½ doz. 4 75
"Reindeer" Coffee & Milk, ea. 2 doz. 5 00
"Regal" Coffee and Milk, ea. 2 doz. 4 50
"Reindeer" Cocoa & Milk, ea. 2 doz. 4 80

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

1-lb. decorated tins, lb. 0 36
Mo-Ja, ½-lb. tins, lb. 0 32
Mo-Ja, 1-lb. tins, lb. 0 30
Mo-Ja, 2-lb. tins, lb. 0 30
Presentation (with tumblers) 28c per lb.

MINTO BEES.

MELAGAMA BLEND.

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

FLAVORING EXTRACTS. SHIRRIFFS

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

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

CRESCENT MFG. CO.

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

GELATINE.

Knox Plain Gelatine (2 qt. size), per doz. 1 30
Knox Acidulated Gelatine (2 qt. size), per doz. 1 33

CLARK'S PORK AND BEANS

IN TOMATO SAUCE.

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

LAPORTE, MARTIN, LIMITEE. Montreal Agencies.

BASIN DE VICHY WATERS.

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

VICHY LEMONADES.

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

CASTILE SOAP.

"Le Soleil," 72 p.c. Olive Oil.
Cs. 25 1 lb. bars, lb. 0 08½
Cs. 200 3½ lb. pieces, cs. 4 00
Cs. 12 3 lb. bars, lb. 0 10½
Cs. 50 ¾ lb. pieces, cs. 3 75
Cs. 50 1 lb. sq. pieces, cs. 4 50
Cs. 50 1 lb. long pieces, cs. 4 50
Cs. 200 300 grs. pieces, cs. 12 00
Cs. 100 300 grs. pieces, cs. 6 00
Cs. 200 200 grs. pieces, cs. 7 50

ALIMENTARY PASTES.

BLANC & FILS.

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

DUFFY & CO. BRAND.

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

Motts Golden Russett—

Sparkling Cider, 12 qts. 4 50
Sparkling Cider, 24 pts. 4 75
Sparkling Cider, 36 sp. 4 90
Extra Fins, 100½ 16 00
Apple Vinegar, 12 qts. 2 40

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

Per case
Sur Extra Fins, 40 Flacons, cs. \$10 00
Sur Extra Fins, 100 ½ kilo, cs. 15 50
Extra Fins, 50 1 kilo, cs. 14 50
Extra Fins, 100 ½ kilo, cs. 15 00
Tres Fins, 100 ½ kilo, cs. 13 50
Fins, 100 ½ kilo, cs. 11 50
Ml Fins, 100 ½ kilo, cs. 11 00
Moyens No. 1, 100 ½ kilo, cs. 10 00
Moyens No. 2, 100 ½ kilo, cs. 9 50
Moyens No. 3, 100 ½ kilo, cs. 9 00

MINERVA PURE OLIVE OIL.

Case—
12 litres 8 00
12 quarts 6 00
24 pints 6 50
24 ¼-pints 4 25
Tins— Gall.
5 gals. 2s 2 00
2 gals. 6s 2 05
1 gal. 10s 2 10
20s, ¼ gal. 2 60

CANNED HADDIES "THISTLE" BRAND.

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

INFANTS' FOOD.

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

BOAR'S HEAD LARD

COMPOUND.

N. K. FAIRBANK CO., LTD.
Tierces 0 10½
Tubs, 60 lbs. 0 10½
Pails, 20 lbs. 0 10½
Tins, 20 lbs. 0 10½
Cases, 3 lbs., 20 to case.. 0 11½
Cases, 5 lbs., 12 to case.. 0 11½
Cases, 10 lbs., 6 to case.. 0 11

F.O.B. Montreal.

MARMALADE.

SHIRRIFF BRAND.

"SHERDED."

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

"IMPERIAL SCOTCH."

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

MUSTARD.

COLMAN'S OR KENN'S.

Per doz. tins
D. S. F., ¼-lb. 1 40
D. S. F., ½-lb. 2 60
D. S. F., 1-lb. 5 00
F. D., ¼-lb. 0 95
F. D., ½-lb. 1 45
Per jar
Durham, 4-lb. jar 0 75
Durham, 1-lb. jar 0 25

VERMICELLI AND MACARONI C. J. CATELLI CO., LIMITED. Hirondelle Brand

1 lb. pkgs. Loose
Vermicelli, Macaroni, Spaghetti, Macaroni (short cut), Animals, Stars, Alphabets, Small Paste Assorted, 30 lbs. cases. 7 6½
Egg noodles, case 10 lbs. loose; case 60 pkgs., ½ lb. each. 7½ 7
Marguerite Brand.
Same assortment as above 6½ 6
Egg noodles in 10 lb. cases, loose, in 60 pkgs., ½ lb. each. 7 6½
Catelli Brand.
Vermicelli, Macaroni, Spaghetti, 5, 10, 30 lbs. (loose) 5½
30 lb. cases, 1 lb. packages 6
Terms, Net 30 days.

D. SPINELLI CO., Registered. Globe Brand.

Vermicelli, Macaroni, Spaghetti, Macaroni (short cut), Alphabets 30 lb. case 7 6½
Spinelli Brand.
Vermicelli, Macaroni, Spaghetti, 5, 10, 30 lb. cases (loose) 5½
30 lb. cases, 1 lb. pkgs. . . . 8
Terms—Net, 30 days.

JELLY POWDERS.

JELL-O.

Assorted case, contains 2 doz. 1 90
Straight.
Lemon contains 2 doz. 1 80
Orange contains 2 doz. 1 80
Raspberry contains 2 doz. 1 80
Strawberry contains 2 doz. 1 80
Chocolate contains 2 doz. 1 80
Cherry contains 2 doz. 1 80
Peach contains 2 doz. 1 80
Weight 8 lbs. to case. Freight rate, 2nd class.
JELL-O ICE CREAM POWDER
Assorted case, contains 2 doz. 2 50
Straight.
Chocolate contains 2 doz. 2 50
Vanilla contains 2 doz. 2 50
Strawberry contains 2 doz. 2 50
Lemon contains 2 doz. 2 50
Unflavored contains 2 doz. 2 50
Weight 11 lbs. to case. Freight rate, 2nd class.

SOAP AND WASHING POWDERS.

SNAP HAND CLEANER.

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

RICHARDS PURE SOAP.

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

FELS NAPHTHA.

Prices—Ontario and Quebec:
Less than 5 cases \$ 5 00
Five cases or more 4 95
SAPHO MFG. CO., LTD., MONTREAL "SAPHO" INSECTICIDE.
1-16 gall., doz. \$ 2 00
¼-gall., doz. 6 00
½-gall., doz. 10 60
1 gall., doz. 19 00
1-16 gall., gross lot 20 80



ATTENTION!

Eastern and Western Wholesale Grocers

WE ARE HEADQUARTERS IN CANADA FOR

Canned Vegetables and Fruits

Canned Salmon

California Dried Fruits and Raisins

Evaporated Apples

White Beans

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

THE LARGEST AND MOST AGGRESSIVE WHOLESALE
COMMISSION HOUSE IN CANADA

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

Branches: REGINA, SASKATOON, EDMONTON, CALGARY, LETHBRIDGE

Fresh Pork Sausages

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

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

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

F. W. FEARMAN CO.
LIMITED

HAMILTON

Established 1854

For 30 Years

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

To-day

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

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

Wethey's

Ask your jobber, or write us.

J. H. Wethey, Limited

ST. CATHARINES, CANADA

**THE FAMOUS
GEORGIAN BAY
APPLES**



BEAVER BRAND

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

WINTER APPLES

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

Write for prices.

ELLIS BROS.

Wholesale Fruit and Produce
MEAFORD, ONT.

APPLES

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

LEMON BROS.

Owen Sound, Ontario

In an
Ontario Retail Store

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

“St Nicholas”

is the first grade of all the Lemons.

J. J. McCABE

Agent

Toronto, Ont.

**NATION'S
SPECIALITIES**

Egg Powder
Custard Powder
Jelly Powder
Health Saline

Agents required where
not already represented

**E. J. NATION & CO.,
LIMITED**

Bristol, England

**Coffee, Its History,
Classification and
Description**

By Joseph M. Walsh

This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include,

Cultivation and Preparation.
Commercial Classification and Description.
Adulteration and Detection.
Art of Blending, Preparing, etc.

This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you postpaid on receipt of

\$2.00

IT WILL PAY YOU TO SEND AT ONCE.

MacLean Publishing Co.

Technical Book Department

143-149 University Avenue, Toronto

OUR GUARANTEE

If this polish damages your customer's piano, we'll pay for the piano. That's why live Grocers everywhere stock it. It sells, repeats, and brings new faces to a store.



Order from your jobber, or The Harry Horne Co., 309 King W., Toronto. Leadlay, Limited, Bannatyne Ave., Winnipeg, Man. Every package carries above guarantee in detail. Our travellers carry unique propositions.

Cape Cod Cranberries

Fancy Early Blacks
Good Color and Sound

Price, - \$8.00

3 bbl. lots, \$7.75

10 bbl. lots, \$7.50

The lowest price they will be this season.

Oysters and Haddies.

WHITE & CO., LIMITED
TORONTO

GRAPES

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

CARLOAD LOTS A SPECIALTY

The House of Quality.

HUGH WALKER & SON

Established 1861

GUELPH and NORTH BAY



"Cow Brand" Means Soda Purity

Careful cooks insist on this famous, well proven soda. Are you prepared for the present and fall soda demand?

YOUR JOBBER HAS "COW BRAND."

CHURCH & DWIGHT
Manufacturers LIMITED
MONTREAL

BRITISH and FOREIGN

JAM & MARMALADE PULPS

CITRONS, LEMONS AND
BITTER ORANGES
FRESH AND IN BRINE

SPANISH OLIVES IN BULK

ESSENTIAL OILS
LEMON, ORANGE,
BERGAMOT

F. C. GOODING & CO.

FRUIT PACKERS AND SHIPPERS

36 Eastcheap, LONDON, England

CABLES "GOODINGITE LONDON." ALL CODES.

Represented in TORONTO by W. B. STRINGER



EVERY POUND OF
ANCHOR BRAND FLOUR

has character in every ounce

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

The most searching analysis and tests make uniformity certain.

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

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

Standard Prices—Worth More.

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

Leitch Brothers' Flour Mills, Ltd.

Oak Lake,, Manitoba



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

JOHN P. MOTT & CO.

MANUFACTURERS

HALIFAX, NOVA SCOTIA

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

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

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

GLYCERINE PUMICE, a soap which thoroughly cleanses the hands with out injury to the skin.

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

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

Young-Thomas Soap Co., Ltd.

Regina, Sask.

"Young - Tom"
Washing Powder
and Soaps

are good sellers and profit - makers because they do the work.

Order a stock to-day —the prices are right.

We have them

Giant
Prince
Globe
Beaver

Fruit Jar Rings

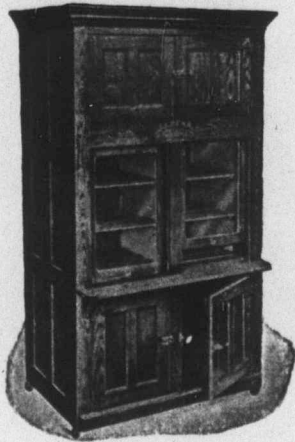
Quality Guaranteed

Walter Woods & Co.

HAMILTON and WINNIPEG

EUREKA

Twenty-seven years of Eureka Refrigeration



Over a quarter century experience behind the manufacture of Eureka Refrigerators serves well to make this line the Standard of the Canadian Market. Eureka on a Refrigerator is a guarantee of perfection. The Eureka contains no zinc or galvanized iron or other offensive material likely to conflict with the Pure Food Laws. The Eureka way is the dry cold circulating air way.

WRITE FOR CATALOGUE AND PRICES.
Eureka Refrigerator Company, Limited

64 Noble Street, Toronto.
Montreal Representative
JAMES RUTLEDGE Telephone St. Louis 3076
Distributing Agents, WALTER WOODS & CO., Winnipeg.
Agents at Fort William, Hamilton, Calgary, Moose Jaw, Saskatoon.

WANTED

A well known firm of manufacturers desire to appoint selling agents in each locality in Canada—wholesalers preferred.

This is a splendid opportunity to handle high grade grocers' specialties on a very profitable basis.

Replies treated in confidence. This is the only time this advertisement will appear. Write to-day.

BOX 32, GROCER.

No Need to Sell Poor Starch

Chinese starch puts the laundry finish on home ironed goods. It is the only starch that contains the secret process oil that makes the iron slide easily.



Chinese Starch

imparts a perfect gloss with least effort, also adds a faint aroma to the linen. Full 16 oz. to the package.

Chinese Starch satisfies and keeps on selling.

Ocean Mills, Montreal

O. Lefebvre, Prop.

AGENTS:—Standard Brokerage Co., Vancouver, B.C.; John J. Gilmor, Winnipeg, Man.; Harry Horne & Co., Toronto, Ont.; Norman D. McPhie, Hamilton, Ont.; The Lawrence Nfd. Co., Ltd., St. John's, Nfld.; J. J. McKinnon, Charlottetown, P.E.I.; Bolvin & Grenier, Quebec, Que.; Eug. Follot, St. Pierre, Miquelon; Scott, Boyd & Co., Port of Spain, Trinidad, B. W. I.; Desmarais & Gregoire, Chicoutimi, Que.; and all the Wholesale Grocers throughout the Dominion.



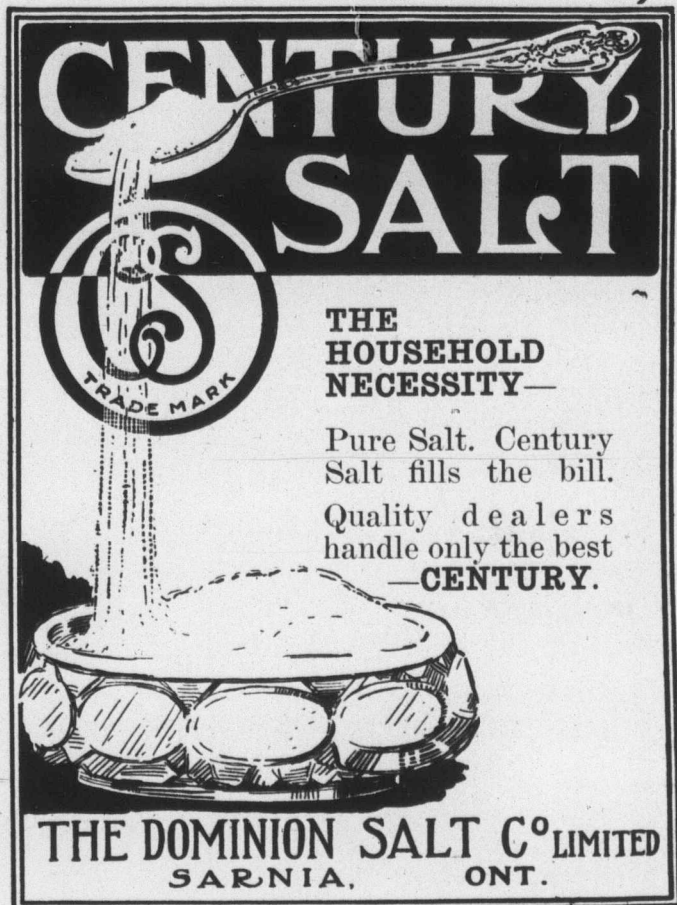
NOTHING ELSE WILL DO

They get the habit early in life and it lasts—as youngsters they are told to get

WINDSOR TABLE SALT

—and they get it; any other salt is refused then and when they are "grown-up's." Cultivate this habit and retain the good-will from first to last by offering Windsor Salt first.

CANADIAN SALT CO., Limited
WINDSOR ONTARIO



CENTURY SALT

THE HOUSEHOLD NECESSITY—

Pure Salt. Century Salt fills the bill. Quality dealers handle only the best — **CENTURY.**

THE DOMINION SALT CO LIMITED
SARNIA, ONT.

The Hall-Mark of Sardine Superiority



By Special Royal Permission

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

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

You can't afford to take chances — stock “King Oscar” Sardines and you are sure of the finest, uniform sardines carefully packed in pure olive oil. Get them from your wholesaler.

INSIST ON “KING OSCAR” BRAND.

CANADIAN AGENTS
J. W. BICKLE & GREENING
(J. A. Henderson)
HAMILTON, CANADA

ADS AND SALES

By HERBERT N. CASSON

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

Something in it for Every Advertiser, Advertising Manager, Corporation, Salesman, Sales Manager, American Business Man.

CONTENTS

Chapter	Chapter
I. Can the Principles of Efficiency be Applied to Sales?	VII. The Principles of Efficiency Applied to Advertising
II. Efficient Salesmanship	VIII. The Building of an Advertisement
III. A Sales Campaign—How to Start It	IX. An Analysis of Current Advertising
IV. Face to Face Salesmanship	X. The Future of Advertising
V. The Evolution of Advertising	XI. Public Opinion
VI. The Weak Side of Advertising	XII. The Professional Outsider

PRICE, \$2.00 NET

Postage, 13 cents additional

TECHNICAL BOOK DEPARTMENT

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

Tobaccos
worth while

Quality backed up by extensive advertising is a big argument in favor of you handling these two popular tobaccos

Rose Quesnel Smoking
Pure Canadian

This tobacco is made of specially selected and cured leaves of a high quality tobacco. It is delightfully sweet, cool and non-irritating.

King George Navy Plug
A delicious chewing tobacco.

This is a popular brand and is in every way a good proposition for you to handle—it sells fast.

Rock City Tobacco Co.,
QUEBEC LIMITED

The Popularity

of Fels-Naptha soap is just—The Fels-Naptha-Way. A way of washing quickly and economically without hot water. Easy, too, when wrapper-directions are followed. Your customers should carefully observe these.



"How's That for a Minute's Work?"

"Could any cook make anything finer than that, and won't that hit the spot?"

The dessert which the young bride is so proudly showing to "hubby" is made of

JELL-O

Probably no other food product has done as much as Jell-O to make the work of getting dinner easier and to make dinners better.

Anything that produces so much *satisfaction* as Jell-O is a very good thing for both merchant and customer.

Jell-O is made in seven *pure fruit* flavors—not artificial flavors.

THE GENESEE PURE FOOD CO.,
Bridgeburg, Can.

The name JELL-O is on every package in big red letters.
If it isn't there, it isn't JELL-O.

**POWLEY'S
SILENT
MATCH**

ROYAL CROWN

EVERY MATCH

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

STOCK THE LINE THAT PLEASES
SELL THE MATCH THAT IS A

GOOD MATCH

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



The Original PURE FOOD LAW

Anything That's

 Is Safe To Buy.

**H.J. HEINZ COMPANY
PITTSBURGH**

Seasonable Stock!

When placing your order for Mince Meat be sure you get the brand that is known for its exceptionally high quality—

Sterling BRAND
Mince Meat

Only the most carefully selected spices and fruits go into Sterling Mince Meat. It is prepared by our tried processes and is both delicious and healthful.

The time is here to stock it—and the profit is well worth while.

The T. A. Lytle Co., Limited
 Sterling Road, Toronto



Superlative Quality Consistently Maintained

Malcolm's preserved milk products are noted for their high and unvarying quality—only the richest and purest cow's milk being used.

Grocers should tone up their stocks with the Malcolm lines. Your customers will appreciate them.

Order from your wholesaler or direct from the factory. Delivered in 5-case lots to any point in Ontario or East of Halifax. We will prepay freight up to 50¢ per 100 lbs.

St. George Evaporated Milk, 4 doz. in case \$3.00
 Princess Condensed Milk, 4 doz. in case... 4.50
 Banner Condensed Milk, 4 doz. in case... 5.25

J. Malcolm & Son, St. George, Ont.



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

Continental Germ-Proof Grocery Bags

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

Satisfaction guaranteed by the Manufacturers:

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COMPANY, LIMITED**

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 BRITISH COLUMBIA—Smith, Davidson & Wright Ltd., Vancouver.
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Pacific Coast Halibut and Salmon

FRESH AND FROZEN

Order your Pacific Coast Frozen Halibut and Salmon for next Winter's requirements from

The Canadian Fishing Company, Limited

VANCOUVER, BRITISH COLUMBIA

Write for prices and information.

We produce and ship all kinds of Pacific Coast Fish—Fresh—Frozen—Salt—and Smoked.

Quality and Service Unsurpassed

The Sauce that tastes for more

PATERSON'S WORCESTERSHIRE SAUCE

it adds that zesty deliciousness to meats, soups, etc., in fact it makes a big dinner of small fare.

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CONNOR'S High Class Sea Foods, Brunswick Brand, are prepared in the most modern factories on the Atlantic coast; employ the most skilled help; secure the pick of the fishermen's catches; pack the goods scientifically in the most sanitary tins obtainable, and in consequence have the goods with good appearance, reputation for quality and good payers of profit.

Our aim has always been to co-operate with the wholesale and the retail grocer and to give the consumer a good article at a fair price.

Look over your stock, Mr. Grocer, and see what "Connors'" lines you are short. Then order, of the following list:

- 1/4 Oil Sardines,
 - 3/4 Mustard Sardines,
 - Kippered Herring,
 - Herring in Tomato Sauce,
 - Finnan Haddies
- (oval and round tins)
- Clams,
 - Scallops.



CONNORS BROS., LIMITED BLACK'S HARBOR, N.B.

AGENTS:—Grant, Oxley & Co., Halifax, N.S.; J. L. Lovitt, Yarmouth, N.S.; Buchanan & Ahern, Quebec, P.Q.; Leonard Bros., Montreal, P.Q.; A. W. Huband, Ottawa, Ont.; A. E. Richards & Co., Hamilton, Ont.; J. Harley Brown, London, Ont.; C. de Carteret, Kingston, Ont.; James Haywood, Toronto, Ont.; Chas. Duncan, Winnipeg, Man.; Shallcross, Macaulay Co., Calgary, Alta.; Johnston & Yockney, Edmonton, Alta.; Shallcross, Macaulay Co., Vancouver and Victoria, B.C.



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cents on every dollar
is yours*

Every dollar you invest in "Richards' Quick-Naptha" and "Richards' Pure Soap" will give you a net profit of 26½c., to say nothing of the tremendous satisfaction you will give your patrons with every sale.

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Sold through the wholesale trade.

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Get in the right course, be on the lookout for new thoughts, ideas, schemes, etc., and you will have a successful run.

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is a guide that will show you how to get the maximum trade and profit out of your business. This book is written by Frank Farrington (a companion book to "Retail Advertising Complete.") It tells all about the management of a store. The following is a synopsis of one of the chapters:

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"Store Management—Complete" is bound in cloth, contains 272 pages, 16 full page illustrations, and 13 chapters. \$1.00 brings this book to you postpaid. Money refunded within 10 days if not satisfactory.

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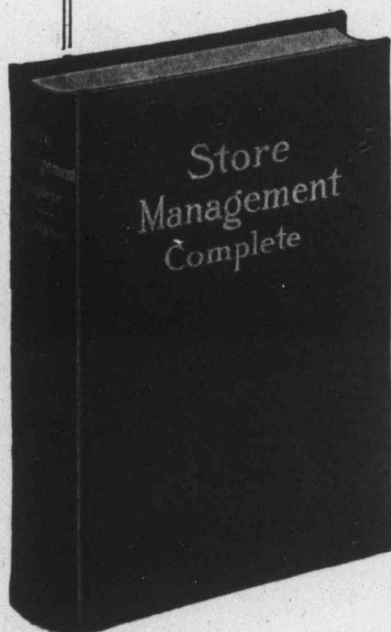
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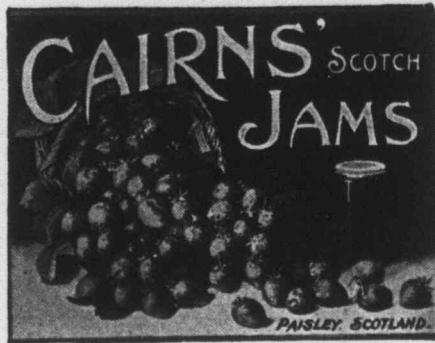
TECHNICAL BOOK DEPARTMENT

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143-149 University Avenue

TORONTO





—the real good
Scotch Jams
 —CAIRNS'

made only from the finest fruits and pure cane sugar. Cairns' Jams, Jellies, Marmalades, etc., positively are not adulterated. Their deliciousness appeals to tastes of all classes, the common people as well as that of Royalty.

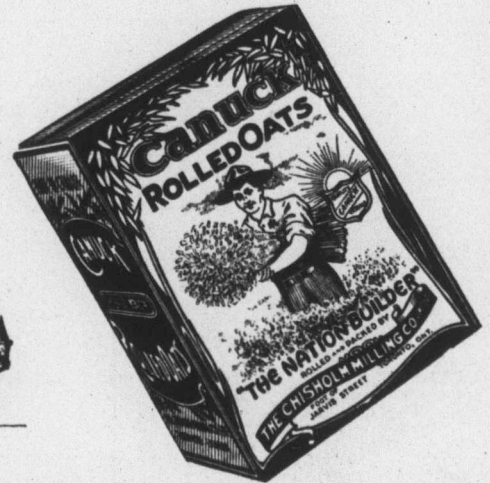
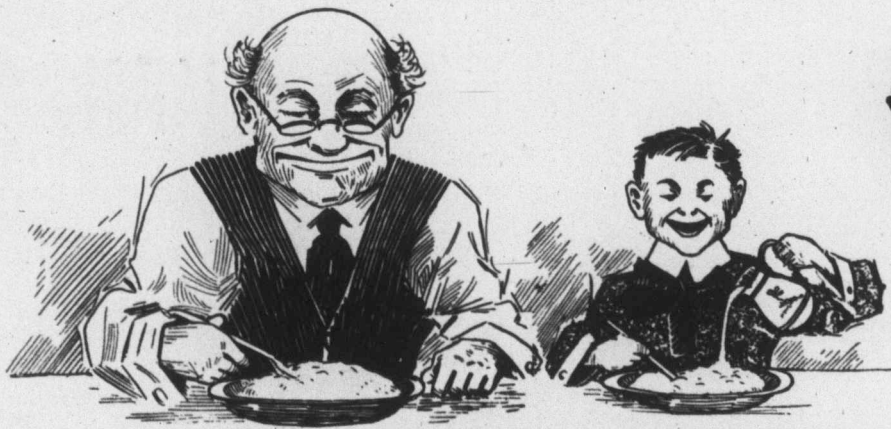
We have supplied the tables of their late Majesties Queen Victoria and King Edward, and are now catering to King George V. by special command.

Order your Fall supply now. There has been a shortage in the Strawberry crop and to avoid disappointment you should lose no time getting your order in.

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 PAISLEY - - - SCOTLAND

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 NELSON, SHAKESPEARE, WATKINS, LTD., Vancouver, B.C.



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The food that feeds the masses

is the food that makes the sales and profits for the dealers who handle it. These oats are rolled by the most up-to-the-minute process, they make for the nation a most delicious and wholesome breakfast and increase the business of the dealer.

Put up in two sizes:

Premium or 25c. size, 12 packages to the case.

Regular or 10c. size, in cases of 36 packages; or half cases of 18 packages.

Order from your wholesaler or direct.

The Chisholm Milling Company, Limited

— Toronto

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EXPERIENCED GROCER WITH OLD COUNTRY experience seeks position in good grocery store where good and conscientious service would be appreciated; have had life experience in the grocery trade, am at present clerk in hardware store. Total abstainer, age 34, married, no family, state wages, etc. Distance no object. Frank Smith, Sinclair, Manitoba.

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BUCKWHEAT FLOUR GUARANTEED pure and unsurpassed by any mill in the province. T. H. Squire, Queensboro, Ont., solicits your orders.

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YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt and which we will sell at \$10.00, \$15.00 and \$20.00 each. We have also a large stock of better rebuilt at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. W., Toronto, Canada.

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having connection in Manitoba and Saskatchewan, seeks to represent house of good repute. Address Energy, c/o Canadian Grocer, 34 Royal Bank, Winnipeg.

IT'S PURE

Tell the Trade

MAPLEINE

is listed in Westfield's Book of Pure Foods.

Order of Your Jobber, or Frederick E. Robson & Co., 25 Front St. E., Toronto, Ontario. Mason & Hickey, 287 Stanley St., Winnipeg, Man.

The Crescent Mfg. Co.
SEATTLE. - WASH.



**CIGAR EXCELLENCE
BEN BEY**

10 Cents Worth of Delight

Your customers will appreciate your stocking this leader. Not only look good in the case but smoke good. Give them the best.

Write us or ask your jobber.

Ed. Youngheart & Co., Limited
MONTREAL



"I SHOULD WORRY"

and have my accounts collected without trouble or loss of time. We collect accounts anywhere in

Canada or the U. S. No charge if we fail to get the money.

Write for forms to-day.

The Nagle Mercantile Agency
Westmount, Montreal, Que.

53 Highest Awards in Europe and America

WALTER BAKER & CO.'S

CHOCOLATE & COCOA



Registered Trade-Mark

Our Cocoa and Chocolate preparations are Absolutely Pure—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements

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Established 1780

Montreal, Can. Dorchester, Mass.

A want ad. in this paper will bring replies from all parts of Canada.

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

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Allison Coupon Books Minimize the Risk of Loss on Credit Accounts

—and bring in
the money
QUICKER—two
mighty good
arguments. In-
stalling the All-
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System in a
store that has
credit customers
gives the same
result as adding
more capital to
the business—
and Allison
Coupon Books
cost almost nothing.



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For Sale Everywhere by Jobbers.

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

COMTE'S COFFEES

The profits please the
dealer. The quality
pleases the customers.
We want more
agents. Write.

Augustin Comte & Co., Limited
P.O. Box 2963, MONTREAL

Write us for New Price List of WINDSOR SALT

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

THE "WANT AD."

The "want ad." has grown from a little used force in business life, into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

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

GRATTAN & CO., LIMITED ESTD. 1825

The Original Makers of
BELFAST GINGER ALE
Agents in Western Canada
EMERSON, BAMFORD CO.
842 Cambie Street VANCOUVER, B.C.

SUCHARD'S COCOA

The Highest Quality
Most Reasonably Priced

"Quality" Cocoa.
On Sale Anywhere.

FRANK L. BENEDICT & CO.
Agents Montreal

HOLLAND RUSK

The common verdict of your customers after they have tried it: "There's only one thing just as good—More."
Order a case from your jobber to-day.

HOLLAND RUSK COMPANY
HOLLAND, MICH.



WRITE TO
10 Garfield Chambers, Belfast, Ireland,
for Sample Copy of the
**Irish Grocer, Drug, Provision
and General Trades' Journal**

If you are interested in Irish trade.

D. & J. McCALLUM PERFECTION SCOTCH WHISKEY

is known throughout the Canadian trade as the finest flavored Scotch on the market. It hasn't that smoky flavor of most Scotch Whiskies. It represents customer satisfaction and good profits.

Wm. E. McIntyre, Limited
23 Water Street, St. John, N.B.
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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

Are You Getting the Benefit
of our Exhibition Work?

“NUGGET”

Waterproof Shoe Polish

Was demonstrated to thousands of people
at the following exhibitions

EDMONTON	BRANDON	SHERBROOKE
CALGARY	WINNIPEG	QUEBEC
SASKATOON	LONDON	HALIFAX
REGINA	TORONTO	FREDERICTON
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Your customers will ask for “Nugget”
try a display in your store and
WATCH IT SELL

The Nugget Polish Co. Limited

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**Dealers are busy selling spices and
the housewives are busy pickling**

The dealer who sells Hugman's Pure English Spices is sure of good profits, large sale and the goodwill of the housewives because Hugman's Pure Spices put the pickling at its best.



They are the very best procurable.

A. W. Hugman, Limited
Montreal

HIRONDELLE
(Swallow Brand)

The brand of Canadian Macaroni, Vermicelli, Spaghetti, etc., that is unsurpassed by any imported.

All dealers should satisfy themselves on this point by asking their wholesalers.

The price for both dealer and customer is right, while the profits are excellent.

C. H. Catelli Company, Limited
MONTREAL, CANADA

Mr. C. C. Mann, 517 Board of Trade Bldg.
Toronto, Can., Agent for Province of Ontario



NOW IS THE TIME TO ORDER YOUR
FALL SUPPLY OF

BRUSHES

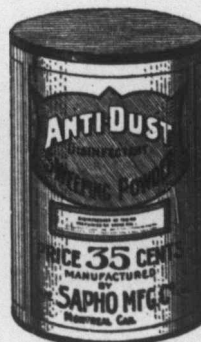
Such lines as Stove Brushes, Scrubs, Dandy and Horse Brushes, Stable Brooms, etc., will soon be in great demand. Place your order now and be sure to buy the **Keystone Brand**.

Stevens-Hepner Company
Limited
PORT ELGIN, ONT.

**Raise your profits by keep-
ing down the dust**

Sell your customers the leading sweeping compound, that disinfects, lays dust and does a host of other things that make sanitation possible in the home as well as in the store.

ANTI-DUST
DOES THE WORK



Try it in your store and see how nicely it works, then tell your customers about it.

For Attractiveness of
Tin and Quality of
Powder You Can't Beat
ANTI-DUST.

Sapho Mfg. Co., Limited
MONTREAL



Every Household Has Use for Arrowroot!

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

ST. VINCENT ARROWROOT

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

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

Write the Secretary for information and samples.

St. Vincent Arrowroot Growers' and Exporters' Association

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

AGENTS: Wallace Anderson, 49 Wellington St., Toronto
L. H. Millen, Hamilton, Can.

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If your profits are not as large as you think they should be, consult us. Our advice is free. If you need

With **THE McCaskey System** The End of Drudgery
Only One Writing

to reduce your bookkeeping labors, to prevent forgotten charges, to prevent errors, to prevent misunderstandings with customers over their accounts and to improve your collections, we'll tell you so. If The McCaskey System cannot be applied to your business so that it will pay you an enormous profit, we'll tell you so, just as quickly and as frankly.

One hundred thousand merchants in all lines of business have profited by our advice and are using The McCaskey System.

We know a good deal about handling accounts. Some of this information will be valuable to you. You can get it free.

Suppose you write to-day. For convenience, use the coupon.

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LIMITED TORONTO ONTARIO

Trafford Park, Manchester, Eng.
Melbourne, Australia

The Largest Manufacturers of Carbon Coated Salesbooks in the World

DOMINION REGISTER CO., Limited
TORONTO, CANADA

Gentlemen:—Without obligation on my part, you may tell me how I can increase my profits.

Name
City Prov.....
Business (Can. Groc.)



First and Still the Best

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Litster Pure Food Co.	68	Lytie Co., Ltd., T. A.	58
Lytie Co., Ltd., T. A.	58	M	

Canadian Canned Goods

Victoria Brand

Victoria Brand

"Victoria" stands for Quality.

Let us send you along an assortment from the following:

VEGETABLES.	FISH	FRUITS
Tomatoes	Salmon	Apples
Corn	Sardines	Raspberries
Peas	Lobsters	Strawberries
Haricots	Herring	Pears
Beets	Oysters	Peaches
Asparagus, etc.	Codfish, etc.	Plums, etc.

Victoria Brand Salmon should head your "first call" list. It is extra fine, only the best of the meat entering the can.

"Victoria" and "Princess Louise" } Japan Teas } "Victoria" and "Princess Louise"

In boxes of 30, 40 and 80 lbs.

Champagne

PIPER - HEIDSIECK

Champagne

Leader for 128 years. Order it only.

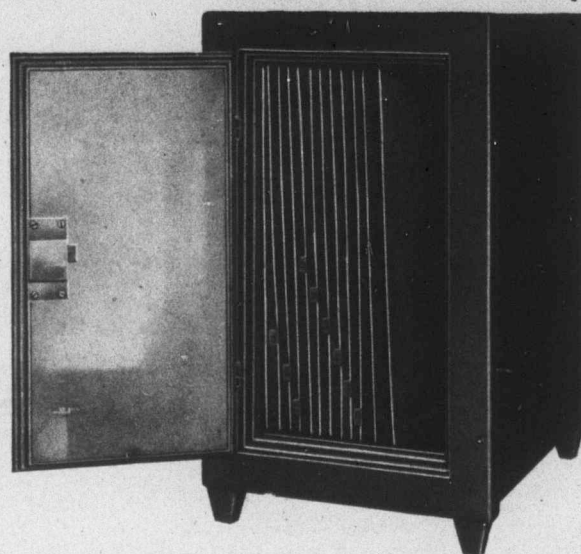
Write, 'Phone or Wire.

Laporte, Martin, Limited
568 St. Paul St., - Montreal
 Telephone Main 3766

The Biggest Pure Food Show on Record

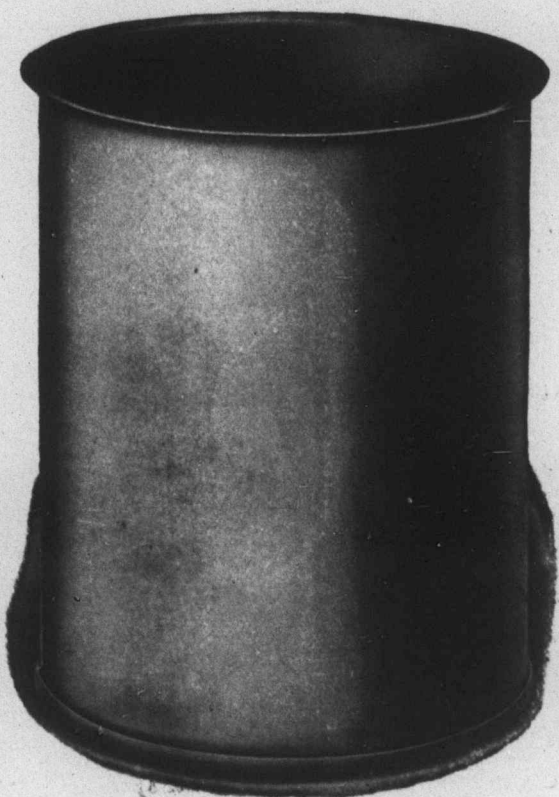
- ¶ It will take place in next week's Canadian Grocer, our big Fall and Christmas Goods Number.
- ¶ The manufacturers and wholesalers are using this number to tell you about the very special offerings they have for Fall and Christmas goods trade.
- ¶ It will pay you handsomely to examine carefully every advertisement in this splendid issue.
- ¶ Goods bought right are half sold. Next week's Canadian Grocer will enable you to buy right. It will hand you the key to the best wholesale and manufacturing houses serving the Canadian market.

TWO AT THE PRICE OF ONE



If a bookkeeper that you knew was the best in the country, guaranteed to keep your books in the latest and most approved way and was also one of the best collectors known, offered to work for you for twenty-five cents per day, you would jump at the chance to secure his services. Now, that is just what we offer you in the Ullman Account Register and it only costs you twenty-five cents for a few months, after that it works the rest of your business lifetime for nothing. Write to-day.

Hamilton Ideal Mfg. Co., Limited, Hamilton, Ont.
Toronto Office—482 College Street Montreal Office—181 Bleury Street



Sanitary Cans

"The Can of Quality"

Tomatoes, Peaches, Pears,
Plums, Apples.

Enamel Lined Cans for Straw-
berries, Raspberries, Beets.

Sanitary Can Co., Ltd.,

NIAGARA FALLS, ONT.

THE CANADIAN GROCER

TWENTY-SEVEN
GOLD MEDALS



BY APPOINTMENT

AND FIRST CLASS
DIPLOMAS

CHIVERS & SONS, LIMITED

PURVEYORS OF

**WHOLE FRUIT JAMS,
JELLIES**

AND

CANNED ENGLISH FRUITS

TO

HIS MAJESTY THE KING

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

FRUIT PLANTATIONS AND WORKS:

HISTON - CAMBRIDGE - ENGLAND

For samples and quotations apply to the agents:

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

FRANK L. BENEDICT & CO.
45 St. Alexander Street
MONTREAL
(Canada and Newfoundland)