

**PAGES
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THIS IS THE 1,345th ISSUE OF

CANADIAN GROCER

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

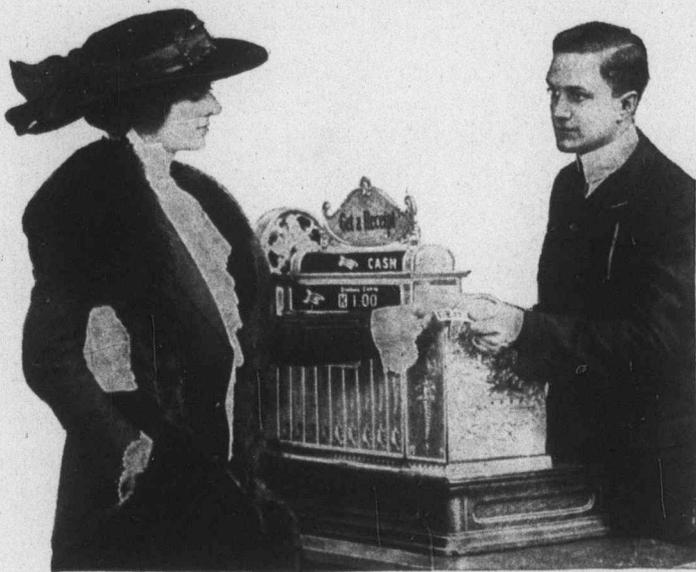
Vol. XXVII.

PUBLICATION OFFICE: TORONTO, SEPTEMBER 19, 1913

No. 38

The Grocer Gets His Money

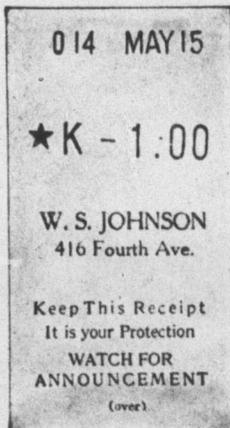
When the Customer Gets a Receipt



The "Get a Receipt" plan compels the giving of a correctly printed receipt to the customer, which means that there are corresponding and unchangeable records inside the register for the grocer and the clerk.

The customer's printed receipt, the clerk's receipt on the sales-strip, and the grocer's receipt on the adding wheels, are all made by the same operation of the register and therefore must be the same.

The Customer's Receipt



This receipt, which goes to the customer, is printed by the register.

The Grocer's Receipt

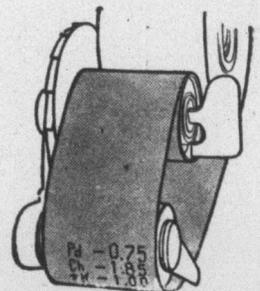


These are the adding wheels which must show the same record as the receipt. They are the merchant's receipt for a correct unchangeable record.

National Cash Registers range in price from \$30 to \$900.

Write for complete information about the "Get a Receipt" plan.

The Clerk's Receipt



The sales-strip, which must show the same record as the customer's receipt and the adding wheels, is the clerk's receipt for having handled the transaction correctly.

The National Cash Register Company

285 Yonge Street, Toronto

Canadian Factory, Toronto

Are you going to waste time and profits another Fall and Winter with slow-running molasses ?

The Enterprise Pumps and Measuring faucets will show you a quick, profitable and cleanly way of handling syrups and molasses this coming winter. These faucets dispense entirely with the use of measures or funnels. The syrup is correctly measured and forced from the barrel into the jar or jug in lightning time.

The Enterprise Improved Patent Suction and Force Measuring Faucets

will draw a gallon of molasses in one minute in cold weather. They are absolutely accurate in measuring the amounts required and will stand the wear and tear of daily service.

The Enterprise Self-Priming and Measuring Pump

draws molasses at the rate of four revolutions to the pint. It is equipped with our new total register device which shows exactly how much has been taken out. Just put the pump in the barrel and it is ready for use.

Send for the Enterprise Catalog on Measuring Pumps, Meat and Food Choppers, Coffee Mills, Cherry Stoners, Fruit Presses, Sad Irons, Etc.

The Enterprise Mfg. Company of Philadelphia

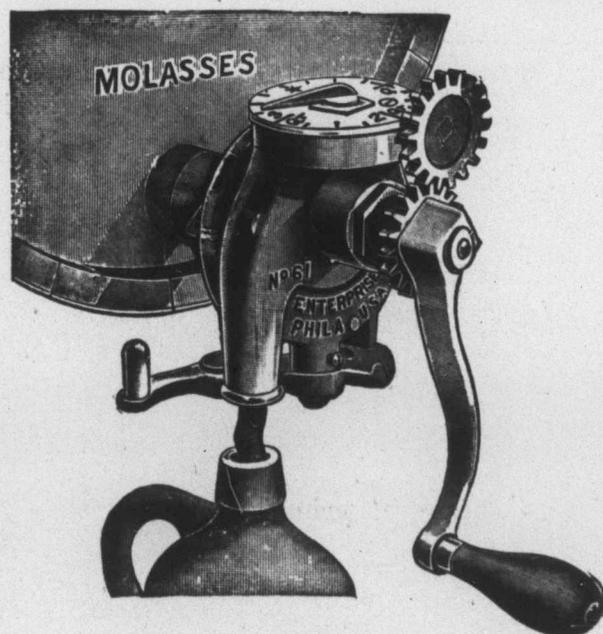
Patented Hardware Specialties

Philadelphia, U.S.A.

29 Murray Street
NEW YORK

530 Golden Gate Ave.
SAN FRANCISCO

176 North Dearborn Street
CHICAGO



IMPROVED PATENT SUCTION AND FORCE MEASURING FAUCETS



SELF-PRIMING AND MEASURING PUMP

Judicious Buyers Insist on getting these lines.

Thistle Brand Finnan Haddies

Haddies caught, cleaned, cured and packed at the water's edge, under the "Thistle" trade mark, are as true, staunch and loyal to the highest standard of quality as the old Scotch Thistle itself.

Their cleanliness is always proverbial—their flavor is fine — *they are genuine haddies always.*

Griffin & Skelley's Canned Fruits

Picked by skillful hands, chosen by ever-watchful eyes, packed in the Factory of Precision—the best that dollars and cents and brains and sense can offer particular folks.

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

Cox's Gelatine

The absolute purity of Cox's Gelatine makes it a standard product of world-wide fame. Whether in powdered or shredded form it is still as free from foreign substances as the clearest rock crystal from mother earth. It never disappoints—folks get what they expect and want when they buy the peer of all—Cox's.

Codou's Macaroni

Other brands of Macaroni can be substituted for Codou's, but when you do it you are not "fair to yourself"—you cheat yourself out of a woman's confidence.

There is no Macaroni quite as good as Codou's—quite as white, tender and delicate. Codou's Macaroni, Vermicelli, Spaghetti, fancy letters and pastes, always represent the top-notch of quality.

"Le Calice" Castile Soap

is as pure as pure oil and skill and experience can make it. The most sensitive complexion or most delicate lingerie is safe with "Le Calice" Soap. Antiseptic, sanitary, clean. Not a "tallow soap"—no corrupt animal fat in it. *SRS. D. LECA & CO., Sole Manufacturers, Marseilles.*



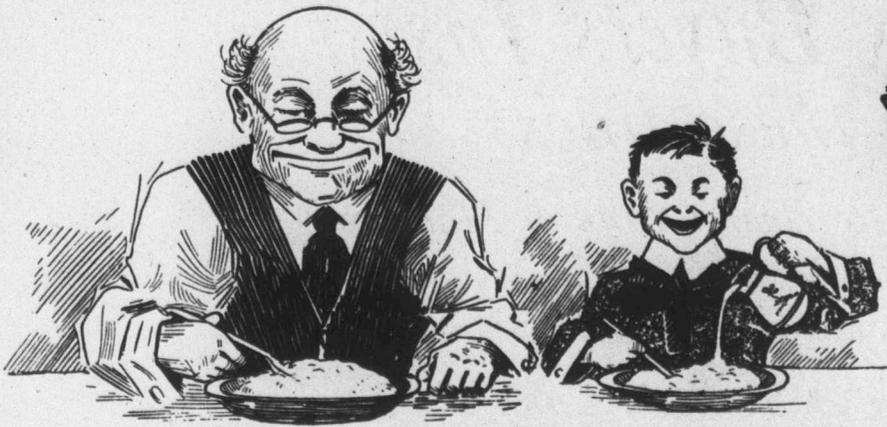
Arthur P. Tippet & Co.

Agents

Montreal

Toronto





MOST PEOPLE WANT CANUCK ROLLED OATS FOR BREAKFAST

That is why they buy so much. They like the wholesome deliciousness of this perfectly rolled food. Canuck Oats are the nation's breakfast and a profit builder for the dealer who handles them.

Order from your wholesaler or direct.

Put up in two sizes:

Premium or 25c. size, 12 packages to the case.

Regular or 10c. size, in cases of 36 packages; or half cases of 18 packages.

The Chisholm Milling Company, Limited
Toronto



Raspberry Jam Strawberry Jam

Etc.

Cairns' fruit products are the genuine "Old Country" quality, pure as fresh, ripe fruit, best cane sugar and unequaled facilities can make them.

There has been a shortage in the strawberry crop and to avoid disappointment, dealers should order their supply early—insist on getting Cairns'.

They satisfy the demand of Royalty—Why not your better trade.

Alexander Cairns & Sons
PAISLEY SCOTLAND

Canadian Agents:
SNOWDON & EBBITT, Montreal, Quebec

Shirriff's True Vanilla

has been the acknowledged leader among Canadian vanilla extracts for over thirty years. Its high reputation is due to its

Uniform Superior Quality

Housewives know by experience that Shirriff's True Vanilla is always reliable—that its strength, flavor and bouquet are unexcelled. They show their preference for Shirriff's True Vanilla by buying more of it than of any other vanilla extract sold in Canada.



Shirriff's is truly Canada's leading vanilla—first in quality, first in sales. If you are not handling it, write us and we will see that you are supplied.

Imperial Extract Co.

Steiner and Matilda Streets
Toronto



No hunter's kit is complete without an abundant supply of Reindeer Condensed Milk, Coffee or Cocoa.

No dealer's stock is complete without a supply of Borden's Reindeer Condensed Milk, Coffee or Cocoa.

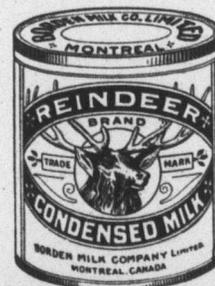
For the dealer, it is not a matter of hunting, it's just in the ordering, and the dealer who orders the Borden line of quality milk products will bag real profits and good business.

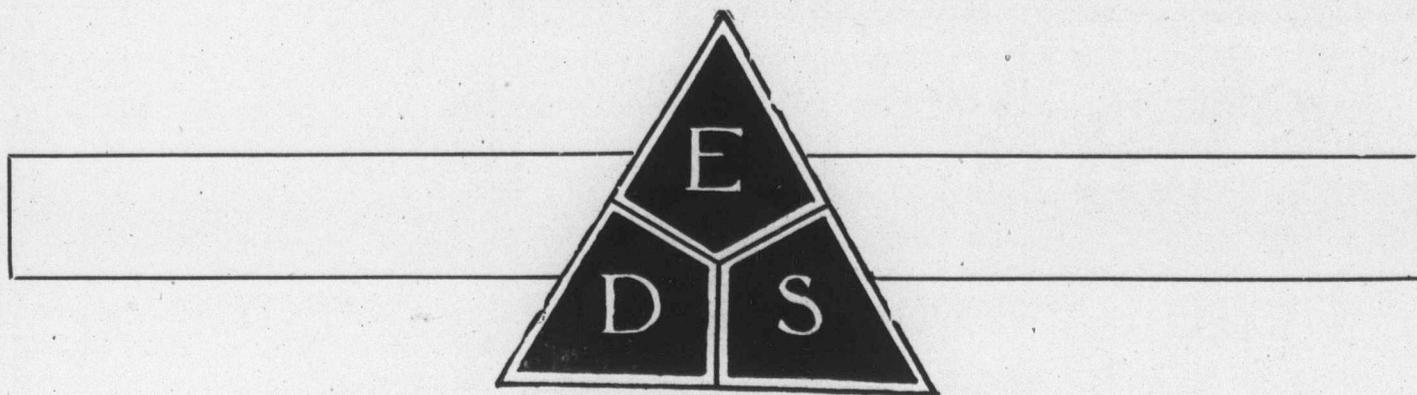
The hunting season is about to begin—get ready! All sportsmen will want a supply of Borden's milk products.

Borden Milk Co., Limited

"Leaders of Quality"
MONTREAL

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





Everybody Knows E. D. S. Jams, Jellies, etc., by reputation.

With the extensive advertising of E. D. S. Jams, Jellies, Marmalades, Catsups, etc., throughout Canada to back you up and an attractive display of jars, bearing this well known and distinctive trade mark, to act as a suggestion, you need never fear of the results.

These quality goods are 100 per cent. pure, and have the true fresh-fruit flavor, the result of absolute cleanliness in preparation and the short space of time that elapses between the picking of the fruit and the packing.

Sort up your stock now.

Our prices can't be beaten, considering the quality. Purity of E. D. S. products is proven by Government inspection.

E. D. Smith & Son, Ltd.

WINONA, ONT.

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



Peas that Please the Palate!



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

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

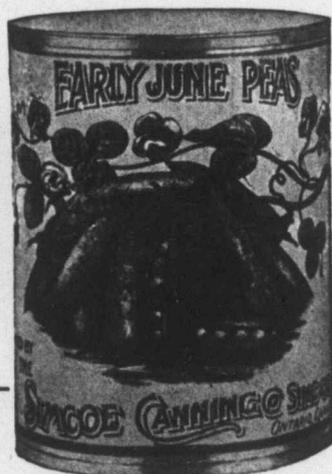
¶ The vivid green color, so noticeable in Foreign Peas is produced by a chemical, this not only destroys the true flavor of the peas but also is injurious to the human system.

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

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

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

Dominion Canners, - Limited
Hamilton **Ontario**



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.



*The Brand of Tea and
Coffee that's popular
throughout the West.*

Every day sees the growth in the popularity of **Royal Shield Brand** Teas and Coffees. They give universal satisfaction to both consumer and dealer, being of a delightful quality that pleases the epicure tea and coffee drinker and creates business for the grocer.

Our service is complete and at your disposal.

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

PURVEYORS OF
JAMS, JELLIES AND
CANNED ENGLISH FRUITS



TO
HIS MAJESTY
KING GEORGE V.

BY APPOINTMENT



Chivers & Sons' Fruit Preserves

have a flavour that is unequalled, being composed of the choicest fresh fruit skilfully prepared. This delicious flavour may be attributed to their method of preserving and packing, almost immediately after the fruit is gathered. This is an advantage obtained by Chivers' factory standing in the midst of thousands of acres of orchards in the finest fruit-growing district of Cambridgeshire.

PURITY—CLEANLINESS—FRESHNESS—are the hall-marks of this world-famed make of food products.

A feature that you will find as a selling point is the careful packing in tins or bottles. By a special process all the tins are prepared so as to prevent the possibility of any detrimental effect on the fruit.

You safeguard your reputation, Mr. Grocer, by stocking foodstuffs of perfect purity and quality—tried and tested. You will find it the means of bringing many repeat orders—at good profit.

ORDER TO-DAY

CHIVERS & SONS, LIMITED

FRUIT GROWERS,

HISTON, CAMBRIDGE, ENGLAND

For samples and quotations apply to the agents:—

THE W. H. MALKIN CO., LTD.
57 Water Street
VANCOUVER, B.C.
(British Columbia and Alberta)

FRANK L. BENEDICT & CO.
45 St. Alexander St.
MONTREAL
(Canada and Newfoundland)



WE CLEAN UP EVERYTHING

Check up your requirements for the Fall housecleaning demand and stock the cleansers of proven merit—"Bull Dog" Brand.

Every sale will please and bring the customer back for more. "Bull Dog" Brand Cleansers are made to clean up anything. They are non-injurious.

"Bull Dog" Brand Cleansers sell at a reasonable price and allow a good profit.

"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.

The J. B. Paine Company

Limited

65 Pearl St.

Toronto

"Bull Dog" Brand Cleansers

Command the sales at housecleaning time



THE
ELGIN
NATIONAL



Instantly Adjusted to
Steel—Cut Coffee as
Fine or Coarse as Your
Trade Demands

It takes just a few turns and the coffee is ground. No expense to operate and the machine will last a lifetime. Feed your coffee grinding troubles to the Elgin National. It is built for business.

Ask any of the following jobbers for latest catalog:—

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

MADE BY

Woodruff & Edwards Co.

ELGIN, ILL., U.S.A.



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**.

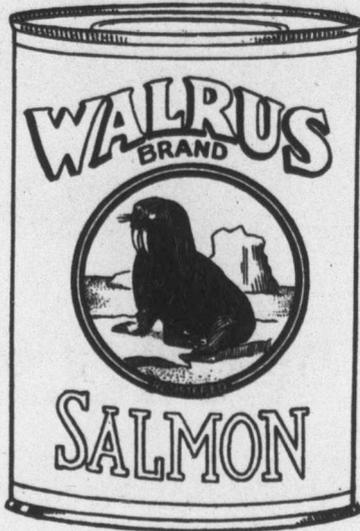
Stevens-Hepner Company

Limited

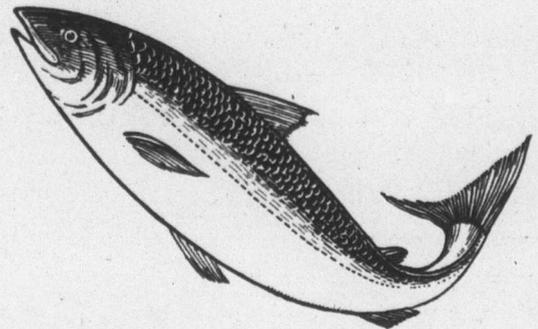
PORT ELGIN, ONT.

British Columbia COHOE SALMON

WALRUS" BRAND



The Kind
Your Customers
Come Back For.

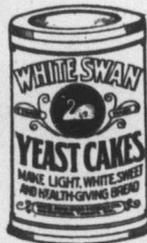


Anglo-British Columbia Packing Co., Ltd.
H. BELL-IRVING & CO., Ltd., Agents
VANCOUVER, B. C.



White Swan

Profit Insurance and
Bread Insurance



These are the two essentials that make for good business. The dealer must have his profit and the housewife must have good bread. **White Swan Yeast Cakes** always insure the best bread and therefore the largest profits. They are regular sellers, because the housewife appreciates its rising qualities.

"Surety
of
Purity"

Order from your wholesaler or direct.

WHITE SWAN SPICES & CEREALS LIMITED
TORONTO ONTARIO

MODERN GROCERY EQUIPMENT

Adds an air of distinction to your store
—and

ATTRACTS TRADE.

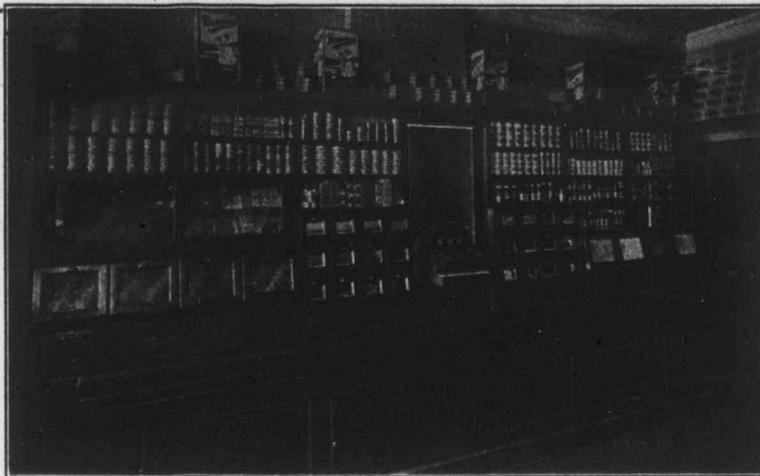
The "Walker Bin" System

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

Is this worth your consideration?

We manufacture the best in show
cases and refrigerator counters.

Write now for illustrated catalogue
and estimates.



Walker Bin & Store Fixture Co.,

LIMITED



Berlin,

Ontario

REPRESENTATIVES:

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



TWO CENTS PER WORD

with a Want Ad. in this paper.

You can talk across the continent for two cents per word

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.

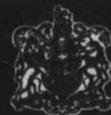
FRUIT PACKERS AND SHIPPERS

36 Eastcheap, LONDON, England

CABLES "GOODINGITE LONDON." ALL CODES.

Represented in TORONTO by W. B. STRINGER

By Royal



Letter Patent

**NELSON'S
Crystal
Leaf
GELATINE**

Unrivalled in the kitchen,
can be obtained from

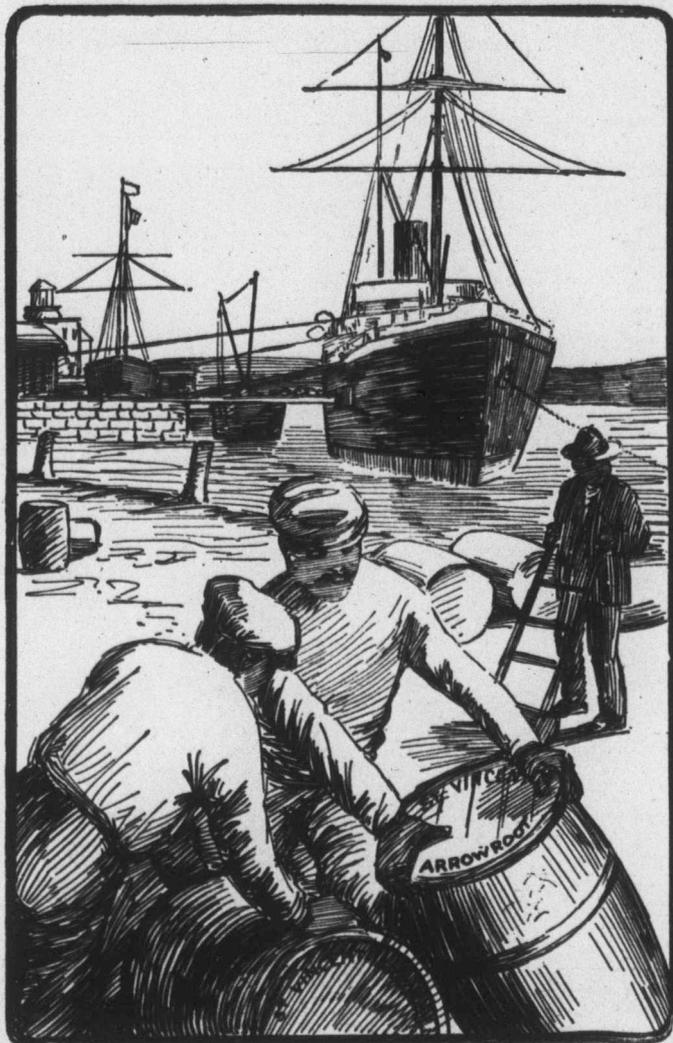
**W. G. PATRICK & CO.
LIMITED**

St. Paul St.,

Montreal.

York St.,

Toronto.



FOR A CENTURY OR MORE

St. Vincent has shipped the bulk of the world's supply of Arrowroot, because **St. Vincent Arrowroot** is the best.

As a household staple it has made for itself a place in many homes; its wholesome and nutritious qualities make it a healthful food and a blessing for the youngsters, the aged, and the invalid.

The large variety of delightful dishes into which it can be made explains the "why" of its popularity. It is very easily digested.

Acquaint your trade with the fact that you have **St. Vincent Arrowroot** and your sales will be large.

For information and samples write J. Elliott Spratt, Secretary.

ST. VINCENT ARROWROOT GROWERS AND EXPORTERS' ASSOCIATION

KINGSTOWN

B. W. I.



More Customers

'Camp' is a magnet for drawing customers in plenty; customers who come and go with regularity, and go away well satisfied; customers whose pleasure in 'Camp' Coffee is good profit for you.

*R. Paterson & Sons Ltd.
Coffee specialists
Glasgow*

Camp Coffee

THE BLUE THAT HELPS OCEAN BLUE

most on washing day is the one your customers want.

in either Squares or Bags, gives the utmost satisfaction, because it imparts a quickly and easily obtained whiteness and brightness to all Linens, etc., without injuring the fabric. Send along your enquiry now for samples and prices of this easy-to-sell washing blue.

**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, B.C.
ASK YOUR JOBBER!

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

Like all good things
"FORCE" sales repeat!



Please, Sir, my
mother wants
another package of

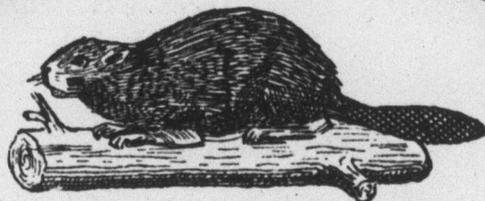
"FORCE"
**TOASTED
WHEAT
FLAKES**

"They're so good!"

THE finest Canadian wheat, cooked with barley malt for 120 minutes, and rolled into thin, crisp, delicious flakes.

If you don't sell "FORCE" you lose good business."

THE H-O COMPANY, HAMILTON



**"Beaver" Brand Finest
Quality Valencia Raisins**

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

Packed by MAHIQUES, DOMENECH & CO.
Denia, Spain

Agents:
ROSE & LAFLAMME, Limited
Montreal and Toronto

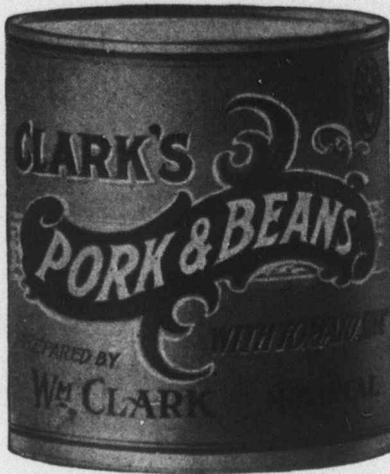


Clark's Pork and Beans

Plain

Chili

Tomato Sauce



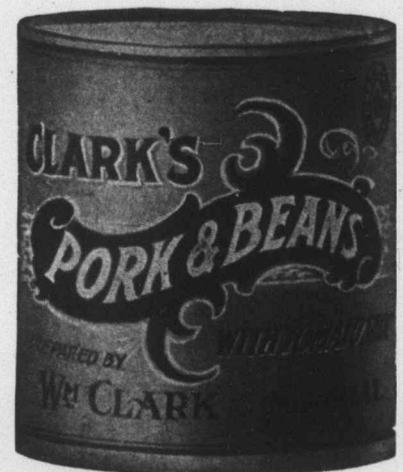
We think, Mr. Grocer, that you will agree with us that QUICK RETURNS are essentially a first consideration in the creation of a profitable business. The more often you turn over your capital in a given time, the greater in proportion will be your PROFIT.

Clark's Pork and Beans Will Earn for You This Greater Profit

Because they are extensively ADVERTISED, the public know them and ask for them.

Because they have the QUALITY to back up the advertising and hold your customers.

Because you can sell MORE CLARK'S than any other brand.



**Clark's Beans Mean Quick Returns:
Quick Returns Spell Profit and Success.**

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 & Manu-
facturers' Agents,
WINNIPEG
We solicit accounts of large and progres-
sive manufacturers wanting live represen-
tatives.

WESTERN DISTRIBUTORS LIMITED
Wholesale Commission Merchants, Cust-
oms 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 vis-
ited 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 Candles
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-Sumner Steek
Saskatoon, Saskatchewan.

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

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

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

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

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

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

Manufacturers' Agents and Brokers' Directory

(Continued.)

BRITISH COLUMBIA.

McLEOD & CLARKSON
 Manufacturers' Agents and Wholesale
 Commission Agents
 322-4 Cambie St., Vancouver, B.C.
 Can give strict attention to a few first-class
 Grocery Agencies. Highest References.

O'Loane, Kiely & Co., Ltd.
 WHOLESALE GROCERY BROKERS
 CANNED GOODS, DRIED FRUITS, ETC.
 CANNED SALMON A SPECIALTY
 We cover British Columbia and Alberta
 Head Office - - - Vancouver, B.C.
 Reference: The Bank of Montreal.

The CAMPBELL BROKERAGE CO.
 Manufacturers' Agents and Commission Brokers.
 We have our own warehouse and trackage. Shipments
 stored and distributed. Can give special attention to
 a few good agencies.
 857 Beatty Street . . . Vancouver B. C.



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

E. O. CORNISH
 COMMISSION AGENT
 Canned Goods a Specialty
 821 Pender St. W., Vancouver, B.C.

MCCANN & LANGFORD
 Winch Building Victoria, B.C.
 Manufacturers' Agents and Commission
 Brokers.
 We can give special attention to a few
 good agencies. Anything we handle we push
 References: Bradstreets, Royal Bank,
 Union Bank.

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

OUR GUARANTEE
 If this polish damages your custom-
 er'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.

PIANO GLOSS
 THE
 PERFECT POLISH FOR
PIANOS, FURNITURE
 AND ALL GLOSSED SURFACES

The International Specialty Co.
 The PRESTOLENE People, Bridgeburg, Ont.

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

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

Every Merchant who handles—
Mathieu's Nervine Powders
 knows that they sell themselves.
 So effective are they in all cases
 of headaches that when once
 tried they are immediately re-
 commended. Every merchant can
 with perfect safety recommend
 Mathieu's Nervine Powders as a
 perfectly safe and harmless reme-
 dy in all cases of headaches. Any
 merchant may try Mathieu's Ner-
 vine Powders at our expense, as
 per coupon attached. *Mathieu's*
Syrup of Tar and Cod Liver Oil is a specific in all forms of colds.

MATHIEU'S
NERVINE POWDERS
 For Headache and Neuralgia
Contain no Opium, Morphine or Chloral.
 One powder will relieve and a few powders
 will cure you.
 If you have a bad headache, These powders
 if you are feverish, are very good for
 if you do not sleep well, children cutting
 if you are nervous, their teeth.
 if you have LaGrippe, if you suffer from neuralgia.

18 Powders for 25 cents
 DIRECTIONS

Syrup of Tar and Cod Liver Oil is a specific in all forms of colds.

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

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

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**



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

A Seasonable Line

OUR NEW

**Sandwich and Salad
 Olive**

all ready for the table

**Pimento Stuffed
 Celery Stuffed
 Plain Pitted**

in salad form

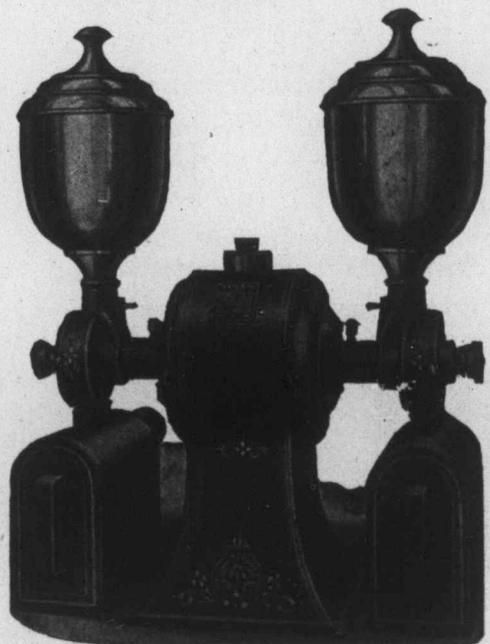
Ask your wholesaler for this 8 oz. bottle.
 Retail at 25c.

Gorman, Eckert & Co.
 LONDON, ONTARIO

Western Selling Agents:
MASON & HICKEY, Winnipeg

**More Than Ever in a Class
 by Itself**

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



COLES MANUFACTURING CO.
 1615 North 23rd St. PHILA., PA.

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

THE CANADIAN GROCER

St. Lawrence

Extra Standard Granulated.

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



Your stock is not complete without

SYMINGTON'S COFFEE ESSENCE

The already large demand is fostered by continuous up-to-date advertising, and your customers—appreciating the excellent quality, pure flavor and extreme handiness of Symington's Coffee Essence—will become regular users.

Remember there is no other Coffee Essence to equal SYMINGTON'S, and write for prices, showcards and full particulars 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.

Do you want a good line in Pickles?
There's nothing to beat

PURNELL'S FINEST ENGLISH PICKLES



for purity, fine flavor and good profit. For over 150 years their quality has always been of the same high excellence and they appeal to the most discriminating palates.

Your better trade will benefit. Ask your wholesaler for particulars.

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 & Rose, 312 Water Street, Vancouver.

THE CANADIAN GROCER

JAPAN TEAS

FURUYA & NISHIMURA

PURE STRAWBERRY JAM CHIVERS' QUALITY

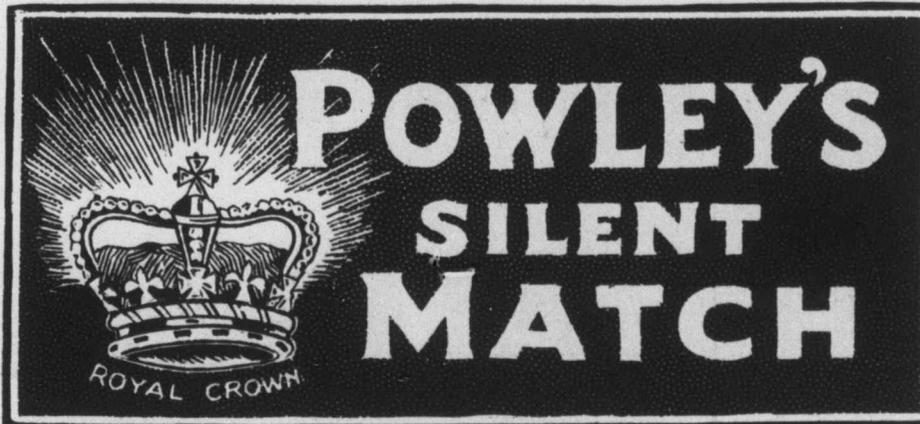
We are in a position to protect you for your requirements in Strawberry and other Jams, either immediate or future delivery, and can supply you with CHIVERS' QUALITY.

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

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

FENWICK, HENDRY & CO.

Manufacturing Wholesale Grocers
KINGSTON, ONTARIO



POWLEY'S MATCHES ARE GOOD MATCHES

Every Sale will please and bring
the customer back for more.

Every Sale gives you 60% profit.

Write or Phone for more particulars.

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

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.

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

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

PURE GELATINES

Stocks:- Toronto, Montreal,
New York.

SOLE AGENTS

FINEGAN & ELLIS
506 Board of Trade Bldg.
TORONTO

SYMINGTON'S SOUPS

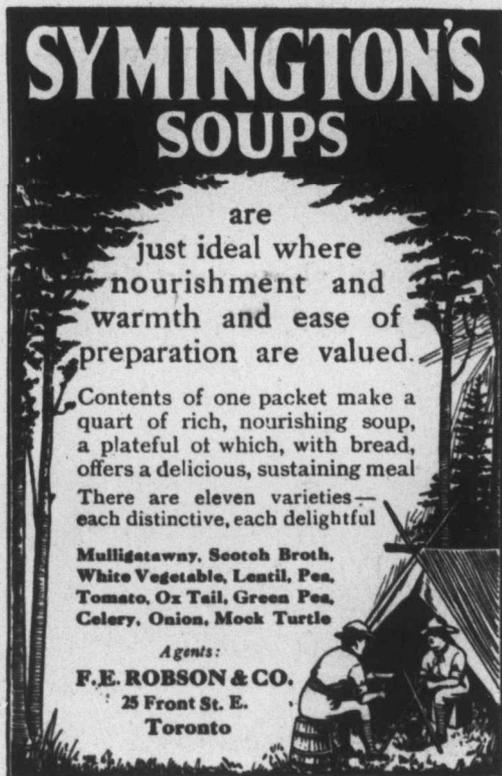
are just ideal where nourishment and warmth and ease of preparation are valued.

Contents of one packet make a quart of rich, nourishing soup, a plateful 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




Every process aids purity

From the picking of the fruit to the sealing every stage of the preserving of

L. & B. Jams and Jellies

is carried out in the most sanitary way known to the preserving world.

Only fresh ripe fruit, apple jelly and granulated sugar are used in the preparation of "L. and B." products.

The contents of every pail and jar is truly stated on the label. "L. and B." values will interest you. Write for prices.

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.



Bright Ideas of Men In Harness

¶ Weeks before the Annual Fall Campaign Number of Canadian Grocer appears, the editorial department is out on the hunt for Ideas.

¶ These Ideas come from men in harness. They are the result of the thoughts and experiments of you grocers in the trade. That is why you look forward to the Annual Fall Number every year.

¶ It contains some of the best plans, methods, and ideas available in your line of business.

¶ As your most important consideration is your business, you could very well allot considerable of your time to the reading of this big Fall Campaign Number.

¶ This year the issue promises to more than live up to those that have gone before. It will contain some of the brightest ideas of men in the trade; some of the most modern methods for the stimulation of business; and some of the most attractive stores and window displays obtainable.

¶ For the man who says he hasn't time to read, we would say, "You cannot spend your time more profitably."

¶ The Fall Campaign Number of October 11 will be a worth while issue to every retailer. See that it comes your way.

Canadian Grocer

"The paper grocers read"

143 University Avenue, TORONTO

Dried Fruits

Spanish and California **QUALITY. Ex S.S. "FREMONA."**

- VALENCIA RAISINS (All grades)
- NEW CLEANED CURRANTS (Bulk and Packages)
- NEW SHELLED ALMONDS, 3 and 4 crowns.
- FRESHLY CRACKED SHELLED WALNUTS.
- NEW TABLE RAISINS (Bulk and 1 lb. Solitos)
- SICILY FILBERTS
- SULTANAS, Cleaned (Bulk and Packages)

WE OFFER "FOR SPOT"

- VALENCIA RAISINS
- Finest Selected, 7 lb. boxes, 40c box
- 4 Crown layers, 7 lb. boxes 45c box

TILL THEY LAST.

FROM SAN FRANCISCO

- ONE CARLOAD Griffin & Skelly (now in store)
- APRICOTS, PEACHES, PEARS, ASPARAGUS, white and green, 2½s, tins.

TO ARRIVE IN OCTOBER

- NEW TABLE FIGS (All grades)
- SANTA CLARA PRUNES (Faced)
- NEW OREGON PRUNES (Faced)
- All sizes, 25 lb. boxes.
- NEW SEEDED RAISINS (Packages)
- NEW SEEDLESS RAISINS (Packages)
- LOOSE MUSCATELS, 3 and 4 crowns
- DRIED APRICOTS, PEACHES, PEARS.
- "Reliable shippers only."

ANOTHER OPPORTUNITY

- 100 bags NATURAL FIGS, 30 lbs. gross\$1.25 bag

CANNED SALMON

- 1,000 doz. PINKS, ½s, 8 dozen cases45 doz.

Quality and delivery guaranteed.

"SATISFACTION" OUR MOTTO.

L. Chaput, Fils & Cie, Limitée

WHOLESALE IMPORTERS and WINE MERCHANTS

Montreal



The Sauce that makes big sales—the Sauce that makes big dinners. ∴ ∴ ∴

By appointment to his Majesty King George V.

Brand's A.1. Sauce

is the famous appetite sharpener—it adds zest to any dish of meat, fish or fowl.

If you have a particular trade and not only want to hold it, but to increase it, we would suggest that you stock Brand's A 1 Sauce.

Brand's A. 1 Sauce and Invalid Specialties were awarded "The Grand Prix" at the Festival of Empire Exhibition, Crystal Palace, London, in 1911—this being the highest possible award.

Stock up now. Fall and Winter creates demand for Sauce.

Brand & Co., Limited

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

Mayfair, - - London, Eng.

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

ARE YOU THE MAN AT THE HELM?

Are you running your ship of business along the shortest and safest course to the harbor of success? Or are you going a roundabout way, scratching and scraping along the rocks of loss and failure.

Get in the right course, be on the lookout for new thoughts, ideas, schemes, etc., and you will have a successful run.

STORE MANAGEMENT COMPLETE

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:

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

"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.

Absolutely New

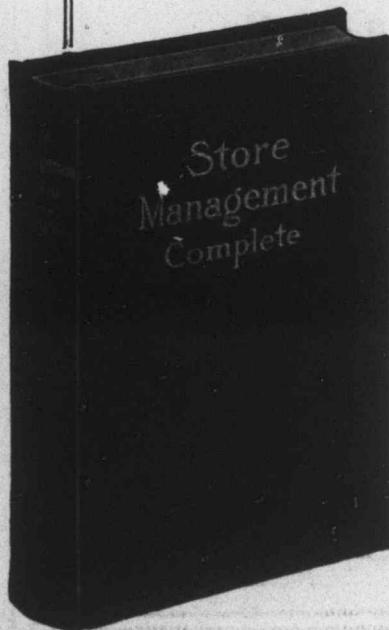
Just Published

TECHNICAL BOOK DEPARTMENT

MacLean Publishing Co.

143-149 University Avenue

TORONTO





THE IMPORTANCE OF FRESH TEA



The flavor of tea is contained in an essential oil. With age the oil decays. This affects the flavor and is quickly detected by the consumer. Tea keeps better when not exposed to the air, but it deteriorates, more or less, under any circumstances. **Fresh Tea** is as necessary to a successful tea trade as **fresh butter** to a successful butter trade. No retailer should keep a pound of tea in his stock for more than **four months**, and he should be sure that wholesalers are not supplying him with old goods which they have had on hand for years.

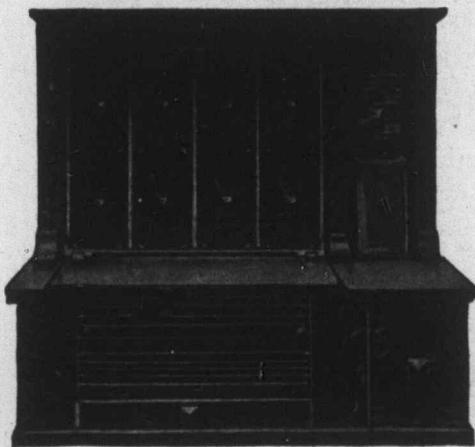
In Ceylon, tea is picked every week in the year, and you always get it **fresh and fragrant** in "SALADA."

If any retailer—anywhere—at any time—has any "SALADA" in stock that is over six months old, let him ship it back to us—freight collect—and we will refund the full purchase price. We back up our belief in the paramount importance of **fresh tea** by this sweeping guarantee.

"SALADA"

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

The Barr Account Register is Ironclad for Collections



Take it into your business to-day as "My Silent Partner." You could not make a better investment. And the sooner you do so, the better for your business—and you.

BECAUSE by it the merchant may introduce into his business an almost impregnable protection to himself in the collection of his accounts.

BECAUSE by it the Merchant's last sale recorded for the customer is also a complete record of the customer's account to that time.

BECAUSE by it the merchant may know with every purchase how nearly the customer is going to his limit of credit.

BECAUSE by it the merchant makes fewer bad debts and creates more good feeling with his customers.

BECAUSE by it the merchant encourages more trade—and better trade—makes more money, gets it quicker and enhances his profits.

BECAUSE by it the merchant saves bookkeeping — saves time — and time is money — and avoids mistakes.

Write to-day for Catalogue
and full information

BARR REGISTERS, LIMITED TRENTON
ONTARIO



The Food for Young and Old

NUTRITIOUS AND HEALTHFUL

Robinson's "Patent" Barley

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

Robinson's "Patent" Groats

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

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

MAGOR, SON & CO., Limited

403 St. Paul Street, MONTREAL 30 Church Street, TORONTO

AGENTS FOR THE DOMINION OF CANADA

AS CANADA GROWS

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

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

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

CROWN BRAND CORN SYRUP

AND

BENSON'S PREPARED CORN

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

Why not suggest this?

THE CANADA STARCH CO., LIMITED

Manufacturers of the EDWARDSBURG BRANDS

Montreal Cardinal Toronto Brantford Calgary Vancouver

Misleading Co-operative Society Statements

Advertisement of New Edmonton Association Makes Assertions Which Financial and Trade Student Says Cannot be Fulfilled at Same Time—Association Can Produce the Dividends, He Says, But Cannot Also Lower Cost of Living.

On this page will be observed in reduced form an advertisement of The Alberta Co-operative Association, Limited, of Edmonton, Alta. This organization was briefly announced in a recent issue, but the advertisement gives fuller particulars.

An analysis of these will prove interesting if we are to accept everything as gospel fact.

Among the most important statements made are the following:

(a) The high cost of living gets its first decisive blow.

(b) You get a cash dividend each quarter on all your purchases at the store, which should average 7 to 15 per cent. each quarter on your household bills.

(c) You get six per cent. per annum interest on your share capital, whether large or small.

(d) Prices will be the usual prevailing ones.

Statements Misleading.

The Canadian Grocer showed this advertisement to a student in financial affairs for his opinion. He declares all four statements cannot be reconciled at one and the same time. A cash dividend can, he says, be paid each quarter on all purchases, averaging 7 to 15 per cent. each quarter.

Six per cent. interest on share capital can also be paid.

"But," he added, "the statement made that the cost of living would get its first decisive blow is, unmistakably untrue if the dividends and interest as stated are paid.

"If," he said, "John Jones buys \$50 worth of goods in a quarter, he may secure 10 per cent. dividend, or \$5, but he will no doubt pay \$5 more than he should have for the goods. As I understand the grocery and provision trade, I cannot see how Mr. Jones could get that \$5 dividend as well as 6 per cent. interest on the share capital, and still get his goods cheaper than the ordinary retail grocer could sell them."

A Sure Impossibility.

With competition so keen in staple groceries and provisions, is it reasonable that this co-operative store can "give the high cost of living its first decisive blow"; "give a 7 to 15 per cent. dividend on quarterly purchases, and 6 per cent. interest on the share capital," and sell at the usual prevailing prices?

CO-OPERATIVE STORE NO. 1

OPENS TODAY

The High Cost of Living Gets Its First Decisive Blow.

Brother Worker—Whether with hands or brain—today marks the opening of the first Co-operative Store in Edmonton, at 542 Namayo Avenue. Others are opening soon, one on the South Side being the next. We want your support, to make co-operative trading as great a success in Alberta as it is in Europe. By becoming a member at once, you become part owner of your store. You get

- (1) A vote in the management of the affairs of the association.
- (2) A cash dividend each quarter on all your purchases at the store, which should average 7 to 15 per cent. each quarter, on your household bills.
- (3) Six per cent. per annum interest on your share capital, whether large or small.

Shares are \$10.00 each, payable in cash (with 5 per cent. discount), or instalments of \$2 per share per month. A membership fee of \$1 is charged each member, which is devoted to organizing expenses. Seven trustees elected by the members from themselves control the affairs of the association. Any member is eligible to become a trustee. Two auditors will audit the books each quarter. All officers are under bond to the shareholders, and all money is deposited in the Bank of British North America, Edmonton. Store No. 1 will carry only groceries and fruit at the outset. Other lines will be added as speedily as possible. Prices will be the usual prevailing ones, and all goods will be of the best quality. Until a store is opened in your vicinity, all orders, either in person, by mail, or by phone, will be delivered to members anywhere in the city from Store No. 1. Call at the Namayo Store during the day, or at the registered office in the evenings, for our booklet on Co-operation. Join the movement as early as possible. You'll save more than the value of your share in dividends this winter.

THE ALBERTA CO-OPERATIVE ASSOCIATION, LIMITED

(Registered under the Co-operative Associations Act of the Province of Alberta.)

STORE NO. 1
542 Namayo Avenue
Phone 71402

REGISTERED OFFICE
43 Brown Block
515 Jasper Street

NOTICE—Co-operators living in towns outside Edmonton send in your names. We are opening branches throughout Alberta. Your town will be next if you and your neighbors say so.

Reproduction of a large advertisement of Alberta Co-operative Association from an Edmonton paper.

We have been told by scientific men that nothing is impossible; but surely here is one that will undoubtedly beat the scientists.

This same financial student has given considerable thought to this so-called "co-operation." He was president once of a Trades Council in one of Canada's large cities, and had occasion to advise some enthusiastic members against starting a co-operative grocery and bakery. He was charged a traitor against the interest of labor. The co-operative store was begun, but has long since failed.

"In the North of England," he stated, "this sort of co-operation is said to be 'successful.' One reason is the congested condition of the population. For one thing everybody sticks together. The chief reason for the so-called 'success' is, however, the fact that prices

charged are on the average higher than those of the grocer next door.

Grocers Still in Business.

Do you think," he asked, "that if the co-operative store in England sold its goods at 1-10 of a cent a pound or a dozen cheaper than the retail grocer, the grocer would continue to exist? Yet you will find successful grocers, both retail and wholesale, right around the co-operative stores.

"The advertisement is elusive. Its statements do not coincide with one another. It is very misleading.

"In my opinion," he said, "each shareholder in a co-operative society should be made responsible for the entire liability of the concern in case of insolvency. In Germany this is the rule with regard to the Co-operative Banks, and now that Co-operative Banks are proposed for the assistance of the Saskatchewan farmer, the same proposal has been made. It will, too, likely be adopted.

"The whole sum and substance of the thing seems to be that if any co-operative society is to be 'successful'—in the sense that it pays big dividends—it must charge the consumer more for the goods than he could purchase them elsewhere. If that be the case the promise of large dividends is an unjustifiable method for inducing the general public to take stock in these concerns."

In a recent issue the Grain Growers' Guide of Winnipeg states that the establishment of a co-operative wholesale society for the purpose of supplying the co-operative stores which are springing up in various parts of Western Canada is an enterprise which will undoubtedly be given practical consideration in the near future.

Is this statement to be relied upon? Have the co-operators of Western Canada sufficient capital? Whether they have or not, this is something that will interest the wholesale trade. Wholesalers, too, have been criticized for not selling co-operative stores, which if they ever should become large enough would cut out that section of the trade that had befriended them. This is what they have done in the Old Country, and are we to expect anything different here?

How Other Grocers Do Things

A PICKLING ADVERTISEMENT.

Taylor, of Sudbury, Ont., always write good ads. They make them seasonable which is another important point in their favor. Here is one for the pickling season which appeared recently:—

PICKLING TIME IS HERE.

We have laid in a special stock of spices for the pickle season, whole and ground, they have been selected for their purity and strength, a little will go a long way and will give your sauces and pickles just the right flavor. We also have a good assortment of Vinegars either in bulks or bottles. The choice of vinegar is an important matter and we shall be glad to offer our suggestions.

That is a splendid advertisement, well written, interesting, and educative.

ONE DAY'S SALES RETURNED.

This surely is one unique plan. Jones, Graham & O'Brien, general merchants, Fort Saskatchewan, Alta., are giving away all the goods sold on one particular day in September. But no one will know what day that is until Oct. 1, when it will be announced by the judges. Then all those who bought for cash on the lucky day will have their money refunded.

In their announcement of the plan, the firm say:

"Three judges will be selected to see that everything is properly conducted. There are 25 business days in September. One slip for each business day will be enclosed in a separate envelope and sealed. The judges will draw one envelope from the 25, seal with their own separate seals and put in a vault where it will remain under lock and key till October 1st. The other 24 envelopes will be burned unopened at once by the judges. On October 1st the three judges will go to the vault, open the sealed envelope and announce the lucky day.

"Anyone having a bill of goods from our dry goods store corresponding in date with the lucky day will receive the full amount of his purchase in cash by presenting slip at our office.

"Should you lose your bill you will receive the amount of your purchase just the same, as we keep a record of every cash sale during the entire month and will notify you should you fail to turn up."

It would be interesting to know the result of this sale.

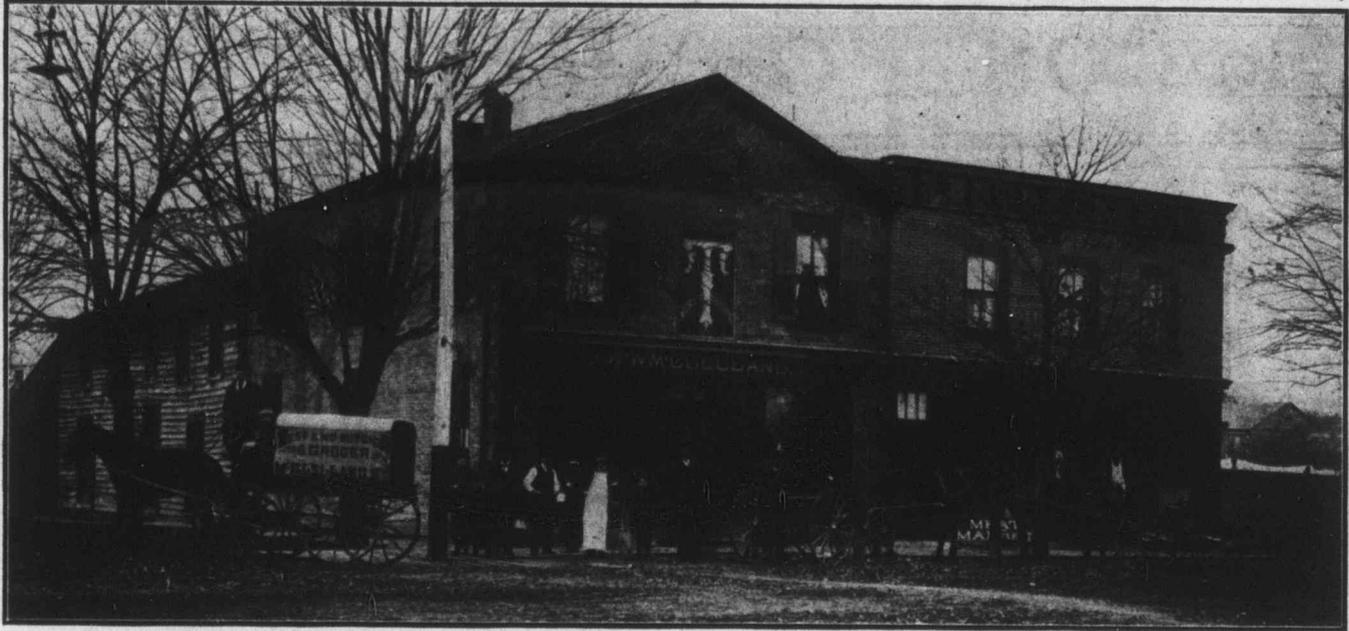
A BUSINESS GETTING AD.

There are several good features about the advertisement shown herewith of The Saskatoon Trading Co., of Saskatoon, Sask. In the first place plain com-

Here's the Kind of Bargain List That Makes People See That It's Worth While to Buy at The Trading Co's Store

With astonishing ease those that have formed the habit of looking for our special list (under work) Hundreds of women make it a point to study these advertisements and they have come to know how much it's possible to save by shopping at the Saskatoon Trading Co's Store Phone 2023

<p>Choice B.C. Peaches 25c Fancy Washington Apples 25c Fancy Canned Fruit Large Tin 25c Fancy Canned Fruit Small Tin 25c Fancy Canned Fruit 1 lb. 25c Fancy Canned Fruit 1/2 lb. 25c Fancy Canned Fruit 1/4 lb. 25c Fancy Canned Fruit 1/8 lb. 25c Fancy Canned Fruit 1/16 lb. 25c Fancy Canned Fruit 1/32 lb. 25c Fancy Canned Fruit 1/64 lb. 25c Fancy Canned Fruit 1/128 lb. 25c Fancy Canned Fruit 1/256 lb. 25c Fancy Canned Fruit 1/512 lb. 25c Fancy Canned Fruit 1/1024 lb. 25c Fancy Canned Fruit 1/2048 lb. 25c Fancy Canned Fruit 1/4096 lb. 25c Fancy Canned Fruit 1/8192 lb. 25c Fancy Canned Fruit 1/16384 lb. 25c Fancy Canned Fruit 1/32768 lb. 25c Fancy Canned Fruit 1/65536 lb. 25c Fancy Canned Fruit 1/131072 lb. 25c Fancy Canned Fruit 1/262144 lb. 25c Fancy Canned Fruit 1/524288 lb. 25c Fancy Canned Fruit 1/1048576 lb. 25c Fancy Canned Fruit 1/2097152 lb. 25c Fancy Canned Fruit 1/4194304 lb. 25c Fancy Canned Fruit 1/8388608 lb. 25c Fancy Canned Fruit 1/16777216 lb. 25c Fancy Canned Fruit 1/33554432 lb. 25c 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A Niagara-on-the-Lake general store, the warehouse to the left rear of which has been standing for a hundred years. Part of the store in 1814 was burned by U.S. troops.

A Century Old Store With Quite a History

Part of the McClelland Store at Niagara-on-the-Lake Was Standing at Time of American Invasion in 1814—Was Set Fire to by U.S. Troops, But One Section Remained Standing—Owned by Father of Present Proprietors for 60 Years—A Modern General Store Front.

This large double store of William W. McClelland & Co., Niagara-on-the-Lake, Ontario, is a store with a history, connected in a most interesting manner with the annals of the Niagara Peninsula in the troublous times of the War of 1812-1814.

While the front with its modern signs of an up-to-date grocery, meat and hardware store, cannot lay claim to antiquity, the rear portion of clapboard, seen on the left of the picture, is a relic of an exciting incident of 1814, and in all likelihood will be included in the coming celebration of the Century of Peace.

U.S. Troops to Burn It.

Early one afternoon, nearly 100 years ago, the proprietor, a Mr. Clement, was preparing to make prompt deliveries of the orders sent him—he had no 'phone in those days, for Alexander Graham Bell had not yet been born. Up came the United States troops, and the old store, which had weathered the first two campaigns, was ordered to be "fired." The worthy storekeeper, still mindful of his patrons, pleaded for a "stay of proceedings." His customers wanted goods for their evening meals. Surely he would be permitted to fill his orders and send them out; then he would surrender his store to the foreign flames.

The novel request was granted; the torch stayed its destructive course while the pioneer grocer made up his parcels in a last-hour loyalty to his pioneer customers, and then, late in the afternoon, the store was set on fire. The back portion alone stood, charred but erect, and the iron stanchions around the heavy beams may be seen to-day. This after-part is used now as a warehouse by the McClelland Brothers.

Father In It 60 Years.

The store is remarkable in another particular. After the fire it was rebuilt by Mr. Clement, who continued the business for several years. In 1851 Mr. Wm. W. McClelland entered the business, and for sixty years carried it on vigorously, until just before his death two years ago. Two sons are now running it—William R. McClelland and Fred J. McClelland, proud of the honored name established by their veteran father. The business has been extended, until now it embraces groceries, meats and provisions, hardware and ice, with gasoline for the numerous cars that visit the historic district. The grocery business is carried on in the left hand store with the meat, fresh and cured, in the other, and hardware divided between the two in the

centre. The addition of the ice business was an enterprising stroke of the brothers. The current of the Niagara River made the supply from the channel rather uncertain, so an excavation was made off the lake shore and filled in like a skating rink, and in this natural factory most of the ice from Niagara-on-the-Lake is manufactured.

Courtesy to Customers.

One instance of the methods employed by the two young men, during a visit of a representative of Canadian Grocer, will serve as a type of their general policy. A woman came in to the meat store and was served by Fred McClelland. When she was leaving, he asked: "Mrs. —, how did you like the — we sent you?"

It was the result of a special search to oblige her, it seemed.

"Yes, I meant to thank you for that. It was very nice, indeed. Can you get me more for Saturday?"

"We will do our best," was the obliging reply, and if "a pleased customer is our best advertiser," the store of Wm. McClelland & Co. was well advertised in the days that followed.



The Hamilton Grocers' Hump

Staff Correspondence.

Back in the historic past the red man claimed as his stamping ground the commanding position of Mohawk Park, which now lies in the evening shadow of the prosperous city of Brantford. But the red man has moved away. His once famous hunting-ground is trod to-day by other feet. Where he was wont to sit about his tepee and smoke the pipe of peace with his neighbor there now stand the tents of the "pale-face" camper. Other eyes look out from beneath the trees and across the lake and the leafy valley. The red man has gone.

To come down to earth again—what we really want to say is that on Wednesday afternoon of last week the Hamilton Retail Grocers' Association "humped" it over to Mohawk Park. Where once our aforementioned ancestors of the red race held sway, retail grocers with their friends gamboled on the green and sported among the tall timbers. On the occasion of the "Hump" they were monarchs of all they surveyed. The red-man fled on the advance of commerce. Neither were there any women there.

The annual "Hump" is an outing for the grocers themselves. Their excursion each year to Niagara Falls is considerable work and little play to those in charge. The "Hump" is all play and no work—with the probable exception of "Bay" Hill, master of ceremonies. Generally speaking, work and play fall out for one only-too-short afternoon. President Edward Hazell wills it so, and it is so.

To understand the "Hump" thoroughly one must attend the "Hump" himself. Mohawk Park lies on the radial line from Hamilton to Brantford. It took four of the company's cars to carry the Hamilton grocers and some of their friends. Mingled with them were eight or ten Toronto grocers, who had "humped" it over to Hamilton earlier in the day. The counties of Wentworth and

Brant turned out en masse to see the cars pass through.

Everybody knows the delights of a Rube Band. The same old rube band was there, and on arrival at the Park it

headed a procession, half a mile long, that wended its way snake-like across the green and on down beneath the lofty trees to the "cyclone cellar."

SERIOUS THOUGHTS FROM THE SPEECHES.

W. J. Mellen (Brantford)
—*We're with you (Hamilton grocers) in business as well as pleasure. Any time you want any co-operation, the Brantford grocers will always be ready.*

D. W. Clark (Toronto)
—*These social gatherings are the very best things we can have. They remove petty jealousies and the "knocking" of one another. They eliminate bad feelings.*

We should put our whole strength into the business. . . . We should not give goods away. . . . There are few grocers retiring from business. . . . What's the use of "buying right" if we cut prices? . . . Why should we be slaves to price cutting? This is an age when we should have better sense. . . . Let us get united and we'll make the business what it ought to be.

Jno. Young (Hamilton)
—*We should enjoy our business.*

W. C. Miller (Toronto)
—*The Ontario Retail Grocers' Association is making good progress. We expect before the new year to have submitted the petitions re amendments to Garnishee Law and Scale Inspection Act to the Provincial and Federal Governments. We want your co-operation and we look forward to success.*

One Michael Cummings by name is a ball pitcher. Iron men have been and gone, but Michael is with us yet. For five long innings as the king-pin of the Hamilton grocers' cohorts he "put the ball over." The most that was scored off him in one inning was THIRTEEN runs. But not being Friday and not the 13th of the month and the moon being in its proper corner, and with Jack Knox as captain, he and his comrades won the greatest game in Mohawk Park history. At that it was the year 1913 and the winning score was 23.

Both Brantford and Hamilton had come prepared with the best teams available. The smallness of the score would indicate that—23 to 19. So while there were flights of stellar pitching on the parts of R. Welch and Michael Cummings, yet the strength of the opposing batters made the game a superb exhibition. The fans have no doubt since recounted in their dreams Jno. Kew, the Brantford's captain, on the third base line cutting off home runs and foul balls that would have been lost among the rube band; and Jack Knox at first base pulling down high throws from among the clouds; and J. M. Semmens stopping everything coming every way without once losing his "Christie"; and H. Burns behind the Brantford bat blocking the low ones with his toes. Then, too, there was Geo. Bickle in the outfield, who, although he confessed to never having played the game before, could have easily caught every fly had it not been for the sun. It will, in addition to all that, be a lasting memory to see M. Cummings, A. Hobson and three or four more knock-out home runs that a greyhound couldn't follow.

Brantford's one great inning was the third. After two were gone they ham-



1. Section of Hamilton grocers' ball team before the conflict with Brantford. Captain Jno. Knox on the left. 2. The Rube and Suffragette Band, filling Mohawk Park with sweet music. 3. "Dad" Mellen, of Brantford, and Billy Miller, of Toronto, taken unawares. 4. President Ed. Hazell in the centre; looks like Wm. Smye on the left, and Jno. Kew on the inside right. 5. The Toronto contingent, including Alex. Hutchison, Donald McLean, R. W. Davies, Harry Macdonald, Robt. Matthews and W. Miller. The question is: Where was President Clark?

mered Mr. Cummings—combined with errors on the part of his comrades—for those 13 runs already recorded. All this was transpiring while Ed. Hazell, Fred T. Smye, James Wagstaffe and other good Hamilton ball players were looking on and ready to get into the game at a moment's notice. But to make a long story short, the teams who entered the combat were as follows:—Brantford—Jno. Kew, H. Burns, R. Welsh, B. Moore, W. Simmons, G. Bickle, S. Miller, H. Croley, T. Hammar. Hamilton—A. Hobson, J. M. Semmens, Jack Knox, M. Cummings, J. M. Brown, F. White, C. Henry, E. Hilton, and E. H. Young. The umpires were A. P. Nickle at the plate and Fred Small on the bases.

• • •

While all this was going on, Bay Hill was beating the drum for the rube band, and Wm. Smye, with the assistance of a band of other grocers, was trimming the travelers in another game of indoor-outdoor ball. The score here was 20 to 6. The teams in this game were:—Grocers—Donovan, Gower, Goodfellow, Henderson, Matheson, A. Lavis, C. Wilson, Wm. Smye and Taylor. Travelers—Plater, Cann, Jameson, Almas, Bard, Foot, Chubb, Day, and Sullivan.

• • •

At the "Hump" you will hear "some fine oratory." When the maid had cleared the supper dishes away Bay Hill, as chairman, mounted the table. Walking up and down its narrow surface, with a Japanese parasol, minus the colors, he delivered an oration that Demosthenes—could he have come back to Mohawk Park for that afternoon—would have envied. Others who spoke

were Mr. Somerville, of Geo. E. Bristol & Co.; Jno. Young, W. J. Mellen, past president of the Brantford R.G.A.; D. W. Clark, of Toronto, president of Ontario and the Toronto R.G. Associations; D. B. Wood, of Hamilton, who had spent his boyhood days at Brantford; W. C. Miller, secretary of the Ontario R.G.A., and John Forth, of Hamilton.

In one's money's worth was also included a song or two by "Bay" Hill, with "rube band" accompaniment; a reading by "Billy" Dore, of Drummers' Snack fame, and several other impromptu selections.

Then when sombre shadows were once again cast over Mohawk Lake, the little band of retail grocers dispersed. The fun was over for another year.

NOTES ON THE DAY.

And the sun never smiled more brightly on Mohawk Park.

In the boot race, W. Goodfellow, Jno. Kew and E. Jamieson showed their heels to the rest of them.

Michael Cummings' home run was a mighty wallop. He was safe by 15 minutes on the throw-in.

"There was never a great man than there was a nutmeg grater"—one of Bay Hill's latest song hits.

The official "password" was a "non-transferable," "complimentary" ticket and a combination horn and rattle.

Last time Donald McLean visited Brantford he unwillingly took home a glass souvenir. This time he left his grip at home.

First man to meet the boys on arrival at Mohawk Park was "Dad" Mellen.

He led the way to "headquarters" at the tent among the trees.

From Toronto there came D. W. Clark, Donald McLean, Richard Matthews, Harry Macdonald, R. W. Davies, W. C. Miller and Alex. Hutchison.

Robert Moncur, according to the chairman of the meeting, now holds the belt in the Hamilton Ananias Club. Hard to believe when you hear that story of the radial railway alleged to be going to the bad.

Among the Brantford grocers noticed on the grounds were President Kew, Fred Harp, Arthur Coulbeck, W. J. Mellen, Secretary Church, Jas. Burns. There were probably thirty or forty of them altogether.

TO HANDLE PURE SPICES ONLY.

Montreal, Sept. 17.—One of the leading wholesale grocery firms of this city has discontinued selling spices which might in any way bring discredit upon themselves later. Though what they were handling was undoubtedly commercially pure, they have not been satisfied with that, but have switched entirely to extra pure. Speaking to Canadian Grocer on the subject a member of the firm stated that, though the manufacturer claimed he would always back them up should trouble arise, still such procedure would not effectually avoid all humiliation attached. Accordingly, with a confidence that sales would not suffer, they now stock nothing but extra pure spices.

The CANADIAN GROCER

Established 1886.

Only Weekly Grocery Paper Published in Canada.

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John Bayne MacLean - - President

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TORONTO, SEPTEMBER 19, 1913

RAIN AFFECTS CURRANT SUPPLY.

A letter dated Aug. 29 from Patras, Greece, has just reached The Canadian Grocer, dealing with the currant crop. This was sent by a large currant exporting firm in Patras, and points out that the market for currants is advancing.

The reason given for this advance is shortage of supplies due to rains during the drying and curing season. The curing process was delayed on this account, and as a result of the war, there is a scarcity of transportation means and labor.

While as yet a reliable estimate of the crop cannot be given, the opinion is general that it will be shorter than was anticipated a month or so ago.

"Unfortunately," says the writer of the letter, "more than half the crop is more or less rain damaged, therefore, prices for fruit that has escaped the rain, especially of the higher grades, are almost sure to advance as time progresses."

MISLEADING STATEMENTS MADE.

The Co-operative Association of Alberta, whose advertisement for shareholders, taken from an Edmonton paper, appears on another page of this issue, makes some assertions which are evidently misleading. In that advertisement some contradictory statements are made. The promoters allege that they are going to cut the cost of living and at the same time pay dividends quarterly on each co-operator's purchases of from 7 to 15 per cent., and interest at 6 per cent. annually on the share capital of each member.

All this is to be done and still goods will be sold at the "usual prevailing prices."

A financial authority's criticism has been included in this article on another page. He is a man who has had occasion to study, for many years, prospectuses, stock issues, financial statements, etc., and is a close student as well, of retail affairs. He says the statements made in The Alberta Co-operative Association's advertisement are very misleading. While it is possible to pay the dividends stated, this would have to be done at the expense of

charging the consumer more than the usual price for the goods. The cost of living would actually, therefore, not receive any serious blow.

Shouldn't we have a commission to look into such affairs?

BREAKING A BUSINESS RULE.

In a recent issue of The Canadian Grocer there appeared an editorial designed to show the value of courtesy in business letters. An actual instance was cited wherein a grocer saved some money on a sugar purchase, after the price had gone up, by being courteous in a letter to a wholesale house, whereas another dealer lost the opportunity.

It was stated incidentally in that editorial that it was not business ethics for a traveler to take an order for sugar at the old rate after the price had advanced. Probably this point should have been brought out stronger. Where an article is sold at a stipulated price to the retail trade, it is known to all that the article should be invoiced at the prevailing price at the time the order is taken, and not at a price in vogue before the last advance. The trade understands that it is contrary to the contract the wholesaler holds with the manufacturer to sell on the latter basis, and therefore that when an order is taken and filled on this basis—where a fixed-price article is concerned—the traveler and the wholesaler are acting contrary to the law of business ethics.

THE WESTERN CROPS.

Writing from Regina, Sask., on the 13th, a Canadian Grocer correspondent states that the weather conditions last week were ideal for the farmer and threshing was proceeding at a rapid rate, the cutting, except of flax, being practically all done.

The yield per acre is in nearly all cases good, and the quality excellent, the latter being much better than for two years. On account of the absence of rain there is scarcely any damp or tough grain this season, which will be an additional factor in increasing the value of the crop.

The only present worry is the scarcity of help in some quarters. Owing partly to reports that are said to have been prevalent in the East, that the Western crop was not all that could be desired, and no doubt the fact that a large number of men who came west the last two years as harvest helpers were disappointed in the amount of money they were able to bring back with them; the number coming on the excursion this season were not as large as formerly. Had it not been for the numbers of men around the towns and cities who were available for harvest hands, the shortage of help would have been serious.

Splendid weather conditions, however, have contributed not only to the rapidity with which the harvesting has been handled, but enabled the farmers to do with less men than they could have done in wet weather.

This is also a great factor in facilitating the speed of the threshing. The sheaves, being dry, run through the machines much more rapidly than is possible with damp or wet straw.

Modern and improved machinery also helps to enable the farmer to do his threshing with less help than he was formerly forced to employ. A few years ago a threshing outfit that required about twenty men to operate it is now run with often about half that number, and quite as much accomplished. At almost every town the grain, particularly wheat, is beginning to come to the elevators,

but the movement is not in full swing yet. A few days more, however, and they will no doubt be working to their full capacity. The excellent country roads that dry weather produces on the province is another boon to the Western farmer this year.

The fact is, nearly everything looks very encouraging, and prosperity for the West is about as assured as could well be expected. The only drawback is the low price of grain, and there does not appear to be much hope of any material advance just now.



CORRECTING UNJUST STATEMENTS.

To show the fallacy of some of the statements made in the daily newspapers on retail grocers' profits, the following letter from the secretary of the Ontario Retail Grocers' Association to an offending paper is effective:—

The Retail Sale of Fruit.

Editor of the Star: I notice in the evening's issue of your paper an article referring to the fruit prices being charged in the city in comparison with what the growers receive for their products, and was much amused at the statement which is reported to have been made by a fruit grower from Winona to one of your staff, and which alleges that the retailer is making 300 per cent. profit on the small fruits. Peaches selling on Yonge Street at \$1.25, costing at Winona 30 to 40 cents is a statement altogether too ridiculous. A high grade peach in a large-sized basket which the retailer would sell for \$1.25 would probably cost him \$1.00 to \$1.10, giving him a profit of 15c to 25c per basket. Smaller or half-baskets, costing 42½c to 45c would be sold for 50c, giving the merchant 5c to 7½c on the basket. Surely this is a legitimate profit for any merchant. Who could do business and live for less. Plums selling at 50c to 60c a basket, costing 12c in Winona, is another vague statement.

The average profit which the retailer has on basket fruit is 10c, and he alone takes all the risk of fruit spoiling on his hands, which at this period of the year is an everyday occurrence. Suppose a merchant buys 25 baskets of peaches at 80c, and sells them at 90c, making a profit of 10c a basket, and happens to lose through waste two or three baskets, he will have lost money by handling them.

It is not fair to the retailer to have such assertions given such publicity in your columns without an opportunity to refute and contradict what must be most misleading in the eyes of the public and consumer. No other business shows such small margin of profit as that of the grocer, and as the wholesale fruit merchants who handle the fruit from the growers only work on a ten per cent. commission basis, the "poor" (?) farmer gets his goods marketed and sold for a very small cost, besides receiving his money for his fruit every week, which fact cannot be said for the average grocer, some having to wait for months and months for what they have practically had to pay cash for.

Assuring you that the alleged 300 per cent. profits of the grocer is only a myth and trusting you will give this the same publicity as you did the contra statement.

ONTARIO RETAIL GROCERS' ASSOCIATION,

W. C. Miller, Secretary.

If every diabolical statement made by the daily newspapers condemning the retailer, was taken up by the associations, there would soon be noticeable a little tempering of the unjust criticism of retailer's profits.

STOPPING PETTY PILFERING.

Do customers nibble at your fruit? Do they finger your prunes and your raisins? Do they sample your biscuits? Do they stick their fingers in the cracker barrel?

Down in an Ohio town the women have become so meddlesome in their demands on the retail grocer, that the retailer is carrying on a campaign of retaliation.

The club women first drew up a drastic pure food code and urged its passing on the council. Nevertheless, they continued to handle fruits that other people had to eat. Then the grocers took a hand in the game and a merry little scrap was on. They met in their association room and practically sent out a reply to the club women to stay at home and attend to their babies.

They also got out some signs and tacked them up in their stores reading:—

- "Don't nibble our fruits!"
- Don't sample our cakes."
- Don't finger our prunes."
- "Keep out of the cracker barrel."

Whether the women's drastic legislation passes or not, the grocers claim they will profit in the long run. The new signs are proving effective, eliminating a privilege to which some of the women thought they had a divine right.

"We will save on the stuff the women used to filch," declare the grocers.



EDITORIAL NOTES.

To attain greater efficiency one must eliminate the bad and substitute the good.



Everyone interested in window display should come into the Thanksgiving contest already announced.



The autumn equinoctial gales are due around the 21st of the month. Put another proper or two up against the store.



If the grocers themselves do not correct injurious statements made against them in the daily press, no one else will.



The autumn season once again finds the hen somewhat tired. Her fatigue sends up the cost of the family breakfast.



Meat extracts, condensed and canned soups, cocoa and cereal stock should be looked to at once. The autumn weather is with us again.



Hamilton grocers on approach of the autumn season are just as eager for the annual "Hump," as the camel for the water as he nears the oasis.



What more effective method to stop pilfering from the biscuit barrel, than to set a trap! If this method is considered inhuman why not show "dummy" biscuits?



We cannot run with the hare and hunt with the hounds. Neither can a co-operative society pay big dividends and sell more cheaply than the grocer. The society either fails or it charges the consumer more for the goods.

Oyster Week Will Mean Much to the Grocer

The More People Who Can Be Got to Purchase Oysters the Greater Will Be the Trade in Future—A Food That Can Be Highly Recommended—What Physicians Say About It—The Oyster is a Discriminating Feeder.

That "Oyster Week" proposal, which is set down in the calendar for the latter part of October, 20th to the 25th, is meeting with a favourable reception from grocers, fish dealers, hotels and restaurateurs, and the week itself probably will show that the public is quite determined to be included in a "good thing."

Fortunately the first samples of the bivalve, owing to the early spawning, have

EASILY DIGESTED.

Oysters belong to the more easily digested class of foods, and upon this depends to a large extent their nutritive value, as is the condition with all fish. There are few people with whom they do not agree, so that one of the most serious obstacles to many lines of foods is not present. A recent analysis of the composition of the oyster showed that the nutrients occur largely in forms in which they are readily assimilated. This is shown by the fact that one-half of the crushed oyster and one-fourth of the whole oyster is soluble in water.

been in unusually good condition, and the opening weeks are showing a relative advance in sales compared with former years. The high cost of some fresh meats lends an opportunity to the grocer to extend his sales of oysters by bringing them prominently before his customers, and the advent of overcoat weather early this week will whet the appetite for this wholesome dish of the forties, thirties, twenties, ten, and units of Fahrenheit. So push the sale of this palatable and healthy food, be it raw or stewed, fried or boiled, served in any way it please them, from the half shell to the chafing dish.

Purity of the Oyster.

Now that public attention is becoming focussed on the cleanliness and purity of their food supplies, and the Inland Revenue Department is insisting on a "show-down" for adulterants or "compounds," and municipal councils are forcing milk into covered glass bottles, and one medical health officer has ordered white kid gloves in the equipment of a baker's delivery man,

popular ideas about oysters' health are being rounded into their proper shape. A certain prejudice against oysters as a form of diet has, happily, been overcome, now that an intelligent conception has followed upon scientific investigation carried on under the strictest pure food regulations in the world.

A Chemist's Recommendation.

At the recent convention of oyster men in New York, Dr. Carl L. Alsberg, head of the United States Bureau of Chemistry, made this statement:—

"The fear that the oyster is a source of disease and is not a safe food, undoubtedly is one of the factors that adds to the pressure of the high cost of living. Because in very rare cases oysters from a bad bed have caused sickness, and because in many cases local authorities have sought to escape responsibility for polluted water or milk supply by placing the blame upon wholly innocent and silent oysters.

"It follows that as people stop eating oysters they eat more fresh meat—possibly more expensive meat. And, the more meat is eaten, the greater the demand and the higher the price.

"As a general proposition, it is fair to state that people run less risk of contracting typhoid fever from oysters than they do from drinking raw milk, or the water supplied in many communities. The great bulk of the oysters sold are wholesome. The number of oyster beds where pollution is even possible is relatively small. I could wish that the number of dangerous sources of milk supply was as small and that the percentage of pure wholesome milk was as great as the proposition of wholesome safe oysters that reach our tables."

The Department justifies its interest in stimulating the consumption of oysters by the fact that "every pound of food produced on land uses up some of our soil fertility." Therefore, every pound of sea food releases that much land for grain and fruit.

Compared With Other Foods.

A Government Report on oysters says: "Speaking roughly, a quart of oysters contains, on an average, about the same quantity of actual nutritive substance as a quart of milk or three-fourths of a pound of beef, or 2 pounds of fresh codfish."

It is well for the grocer to point out that oysters are now packed in their own juice, and go much farther than

even two or three years ago, and the nutrient value of a quart is that much the greater.

No Fear of Contact.

Another argument in favor of the present method of handling is that oysters are now shipped in sealed cans with ice packed around these cans, but not coming in contact with the oysters, as was the custom a few years ago. No salt or other preventative is used, and

CLEAN IN FEEDING.

Oysters obtain food by drawing in water, then ejecting it, retaining the microscopic plants or vegetable formations it contains. This is a true filtering process, and the oyster is so particular about its food that anything unfit is spewed out. The flavor of an oyster depends upon its location. If a Rockaway oyster, according to one authority, is transferred to the Cotuit beds it will have, in three months, the Cotuit flavor. The shades of oysters vary with the localities where they mature.

the oysters reach their destination in perfect condition, not only well preserved, but absolutely free from any chance of contamination.

FIG PACKERS, LIMITED, EXPAND.

The Smyrna Fig Packers, Limited, with head office in Smyrna, Turkey, have recently acquired the Sultana and olive oil businesses of Barry Freres, F. Fidao & Co., Lavdeos & Co., and C. Whittall & Co.

The company has also secured the services of the respective managers of these businesses. The Smyrna Fig Packers, Limited, were registered in London in 1912.

O. T., Limited, of Sydney and Melbourne, Australia, and London, Eng., manufacturers of a drink flavor, have extended their business to the Canadian market.

It is estimated that the bean crop in California this year will reach ten million pounds. This would be an increase of 10 per cent. over last year's crop.

Peaches, Profits and Prices are Discussed

Resumption of Meetings of Toronto R. G. A. After Summer Season—Wholesale Fruiterers Charged With Selling Direct—Misstatements of Newspapers as Regards to Profits Among the Topics—Is Charcoal Going Up?

Toronto, Sept. 17—(Special).—Monthly meetings of the Toronto Retail Grocers' Association were resumed on Monday evening last after the July and August summer vacation. President D. W. Clark was in the chair.

One of the chief topics of conversation was the alleged selling to the consumer by wholesale fruit men. One member considered that strict regulations should be drawn up and that every wholesaler breaking a rule should forfeit a certain sum.

Another told of a sale of 10 baskets of peaches he missed because he quoted a little higher figure than did the wholesaler.

"Oh, I phoned to —, and they sent me up 10 baskets at 80 cents," was the reply of the woman when questioned as to whether she wanted the fruit or not.

A third told of a delivery to a private house near his store of a basket of tomatoes, and similar complaints came in from all sides. Names of those who refused to sell in this way were given by some members and checked over by others.

The Profit on Fruit.

The profit made by the retailer on fruit and other goods was another matter brought up by the reading of a letter by President Clark which appeared in an evening paper written by W. C. Miller. This letter is reproduced in the editorial page of this issue. The association concluded that this was a very proper thing to do. "Last year," said Donald McLean, "the retailer was charged with making \$6.00 or so on a barrel of apples, and when the problem was analyzed it was seen to be a very different thing."

"We should show these papers up whenever such statements are made," declared another.

R. W. Davies cited a case where a retailer had a window full of last year's sockeye salmon selling at 20 cents. "We should ask the paper how much profit the grocer is getting out of that," he said.

Dealer Supplies the Brand.

Conversation next turned to the question of matches — how certain brands were selling, etc. An important statement was made in this regard. It was: "We are very seldom asked for any particular brand of matches—just a box of matches, that's all." Several others corroborated this which goes to show the

confidence customers have in their "family grocer."

Whether or not charcoal would advance was still another point under consideration. Some had been told it would soon go up to a dollar a dozen, and many told of big stocks laid in for the winter. Although one or two did not think the price would advance just yet, the general impression was that it would. Cases where grocers were selling 4 for a quarter and 17 for a dollar were cited.

"There's where many are at fault in the grocery business to-day," remarked Robt. Matthews, "when they get a snap they give it away again."



SHORTAGE IN BARRELS OF PORK.

An Ontario dealer has called the attention of Canadian Grocer to the shortage in weight of barrels of pork in many instances. Some time ago he began weighing his pork, and discovered that he had not been getting what he thought he was, and consequently was selling at less per pound than would cover his expenses and allow him his margin.

"A barrel of pork," he said, "should contain 200 pounds. That has always been commercial law in Ontario just the same as a bag of potatoes always has been 90 pounds. But in one barrel I weighed there were some 15 pounds short. The net weight was only 185 instead of the 200. Your paper, I think, should call the attention of the trade to this matter. Practically every barrel I weigh is short."

With a barrel of pork costing, say, \$29.00, and which should contain 200 pounds, the cost per pound is 14½¢. If the dealer only gets 185 lbs. from the barrel he is, therefore, getting 15 lbs. less than he thinks he is, and is paying \$2.17½ cents for the 15 lbs. weight he doesn't get.

This experience of the Ontario dealer confirms once again the importance of the old motto, "weigh, count or measure everything you buy."

"We all should," he stated, "weigh the pork as it comes to us, and if there is a shortage below the 200 lbs. we should all demand a refund."

ACTUAL EGG SHIPMENTS.

Editor Canadian Grocer.—I am enclosing two invoices of eggs shipped to Montreal. These were shipped by express and I took special pains to see that there were no cracked eggs put in the cases. I paid 21 cents a dozen for these in cash and was out of the money for some time.

I could have got 22 cents at my door from a local buyer.

Sept. 12, 13.

EASTERN ONTARIO MERCHANT.

The invoices from the Montreal buyer show that out of four cases of 120 dozen which comprised one shipment on 72½ dozen there was no loss, the merchant being paid 26 cents per dozen. Forty and a half dozen were No 1 at 21c.; 3½ cracks at 10c.; 1½ doz. at 5c. and 2 doz. bad. The other shipment of 2—30 dozen cases showed 24 doz., new laid at 26c.; 27½ No. 1 at 21c.; 3½ cracks at 10c.; 3 doz. at 5c., and 2 doz. bad.

INTERESTING TEA STATISTICS.

The imports of tea into the United States for the fiscal year ending June 30, 1913, were as follows:—

From.	Pounds.	Total.	Per Ct.
Japan	44,381,278		46.3
China	23,728,418		25.3
British Grown—			
East Indies	10,411,288		
Canada ...	3,024,508	25,673,910	27.3
U. Kingdom	12,238,114		
Other countries	1,029,194		1.1
Total imports	94,812,800		100.0
Less exports	901,745		

Net imports 93,911,055
 Net imports 1911-12...100,394,896
 Net imports 1910-11.. 99,366,576

The consumption per capita is not increasing, and is not nearly as high as between the years 1870-1897.

NEEDED IN UP-TO-DATE STORES.

The Canadian Grocer,
 Quebec, Sept. 5, 1913.
 Dear Sirs:—Please find enclosed \$2.00 for my year's subscription to your valuable paper, which is needed in any up-to-date grocery business, as I appreciate it so.
 O. LACROIX,
 19 Rue Saint Joseph,
 Quebec, Que.

ASSOCIATION NEWS

C. J. Wilson was elected president of the Vernon, B.C. Retail Merchants' Association at the second session of the second annual meeting of the association held in the office of the secretary, Fred W. Rolston.

There was a good attendance present and lively interest was manifested throughout in the work of the association. After the retiring president J. P. Martin, had called the meeting to order the secretary presented his second annual report.

"Since the association was organized in March, 1912," he said, "we have had 51 members on our roll, some of these have dropped out for various reasons, leaving us with the present number of 43.

"I might say that I have always been on the lookout for new members and have made it a point to interview every new business concern opening in the city and have so far succeeded in getting them to join our association.

"Through the energetic and able assistance of our president, J. P. Martin, I am able to report that we now have kindred associations in every town in the Okanagan Valley, namely Kelowna, Penticton, Armstrong and Enderby."

There was a rumor to the effect that a certain large mail order house had made an offer to the Post Office Department to supply the boxes for the parcel post system free of charge. This, however, was taken up by the Dominion Board of the Retail Merchants' Association and a letter received from the Postmaster General's office to say that the rumor had no foundation whatever.

The merchants of Regina, Sask., have organized a local Retail Merchants' Association affiliated with the R.M.A. of Canada. This course was decided upon at a recent meeting at which the Saskatchewan organizer J. M. Brayley, E. M. Trowern, Dominion secretary, and J. L. S. Hutchinson, Saskatoon, president of the R.M.A. of that city were in attendance.

An attempt was made at the meeting to pass a resolution which reads as follows: "That in view of the fact that a proposal is now before the Saskatchewan Legislature asking the said Legislature to enact certain legislation to enable certain persons to form Co-operative Credit Societies which will have for their object the establishment of a host of small banks throughout the Province of Saskatchewan and to which those who are not familiar with banking mat-

ters will be asked to subscribe, we suggest that this matter be referred to the Provincial Executive of this association to be dealt with." The resolution was read to the meeting several times but after several suggestions it was decided to let it stand over until the next meeting of the Association.

The chief line of argument in favor of the establishment of the Association used by all of the speakers was the effect it would have upon the credit system of doing business, of which a great deal is done in the West. There are, according to the speakers, a great many people who ask for credit who have no intention of paying. Retail merchants of the West have no guard against these people and the Retail Merchants Association was the solution. A "black list" would be prepared from names furnished by members of the Association and a copy of this in the hands of every member would be a guard against dishonest customers.

J. S. L. Hutchinson, of Saskatoon, a very prominent wholesale and retail hardware merchant of that city, explained to the meeting the success which had attended the formation of the Saskatoon Retail Merchants' Association, of which he was president. It had been formed quite independently of the Dominion Association and had even then made a great success of reducing the number of small bad debts which are continually made with the retail merchant. The Saskatoon Association had realized, however, that joined with the Dominion Association it would be even stronger and had lost but little time in affiliating with it. He explained the system which had been in vogue in Saskatoon by which retail merchants who were members of the Association became cognizant of the "dead beats." Every customer of a merchant was reported to the Association by the merchants with whom he dealt, with a statement as to his credit. This had worked out most satisfactorily but even more success was expected when the Dominion Association was in position to issue its "black list."

The organizer, Mr. Brayley, also read to the meeting a petition which is being prepared and signed for presentation to the Saskatchewan Government asking for the establishment in this province of a Small Debts Court. Over one thousand signatures have already been appended to this petition and it will, when completed be presented to the government. This system is in effect in British Columbia and has, according

to the speakers, been most successful.

Mr. Williamson of Burton Bros., was appointed secretary pro tem of the local branch and Mr. MacDonald chairman pro tem. The next meeting will be called at the will of Secretary Williamson.

* * *

The matter of making it more easy in Saskatchewan for merchants to collect debts was the subject of considerable discussion at a recent meeting of the Saskatoon Board of Trade.

This had been the subject of a note from F. R. McMillan, with a clipping from a western paper, to the effect that at a meeting in Edmonton, the action of the Calgary retail merchants in attempting to have legislation passed altering the law on the matter as at present was warmly commended.

The matter was fully discussed, it being stated that the way a debtor so minded might ignore his liabilities was a disgrace, and the statement being made that the present position of the law put a premium on dishonesty.

President Isbister thought that something after the nature of the law in Ontario and British Columbia should be introduced, whereby when a judgment had been given against a party the judge could fix the amount he had to pay each week, and if the sum were not paid, the debtor could be brought up on a charge of contempt of court and imprisoned. In Ontario, Mr. Isbister pointed out, the various loopholes for an unwilling debtor to escape were blocked. If he declared the business was his wife's, he was subjected to a rigid examination as to the actual wages he was receiving, and also had to answer many other questions which made the evasion of the law a difficult matter.

It was thought that it would be an excellent thing to have a recommendation that legislation be sought along the lines obtained in Ontario, drawn up and submitted to the western associated boards of trade which would meet shortly in Winnipeg.

Editorial Note.—Even if a judge in Ontario has the power to state the amounts a debtor should pay weekly or monthly, Ontario merchants are anxious to secure more advanced legislation. As it is now a merchant must sue through the costly Division Court, the expense of collecting being often more than the bill itself. Then again if the debtor does not pay the stated monthly sum as arranged by the judge, the merchant has to sue him again for that. What appears to be needed throughout Canada is an inexpensive small debt court and every association should work to that end. As the law stands now it is an injustice to the great band of retail merchants of Canada.

Current News of the Week

Quebec and Maritime Provinces.

Alex. Stevenson has opened a grocery store in Andover, N.B.

Ed. Quinn, of B. J. Johnson & Co., Toronto, was in Montreal last week appointing salesmen for Quebec and Maritime Provinces.

A. E. McCuaig, of Toronto, general manager of the Canadian Cereal and Flour Mills, Ltd., was in Montreal last week on business.

The Three Rivers Fish & Fruit Co., of Three Rivers, Quebec, has dissolved, and George Lanouette will continue the business under the same style.

S. H. Ewing & Sons, spice manufacturers, Montreal, began this week to enlarge their plant. The fire of two weeks ago brought matters to a head and caused operations to be commenced at once.

Henri de Leeuw, Toronto, representing A. J. Ten Hope & Co., and S. de Leeuw & Zonens, Exporthandel, Amsterdam, Holland, was in Montreal this week calling on the trade with C. C. Rendell, late of West India Co., Ltd., and now looking after the de Leeuw interests in Montreal.

Henri Menier, head of the chocolate manufacturing firm that bears his name, died early Saturday morning in Paris, after a long illness. He was 60 years old. In addition to his connection with the chocolate business, Mr. Menier was chiefly known in this country because of his purchase from the Canadian Government, in 1896, of the island of Anticosti, at the mouth of the St. Lawrence River. Later, he became involved in disputes with the St. Lawrence fishermen and with the Dominion Government as to his control over the island.

Ontario.

W. G. Pepper has succeeded W. Smith, grocer, Ottawa, Ont.

Healy & Healy, Toronto grocers, have sold to Geo. E. Rathwell.

Hellard, Ltd., are succeeding Allan Hellard, grocer, Ottawa, Ont.

E. Boragles, groceries and fruits, Toronto, has sold out to Angelo Carperento.

The Maple Leaf Condensed Milk Co. of Windsor, Ont., has obtained a charter.

W. E. Irving, of Howe McIntyre Co., Montreal, was in Toronto during the week.

John Stuart, a former wholesale grocer in Hamilton, Ont. (Jno. Stuart, Son, & Co.) died in Toronto during the week at the age of 83 years.

Carrol's of Hamilton, Ont., have opened a new grocery store at corner of Queen street and Charlton Ave. This makes ten operated now by Mr. Carrol.

John Kerr, who recently disposed of his general store business in Wingham, Ont., has purchased a grocery business in Palmerston from Joseph Pugh. Mr. Pugh, a former resident of Wingham, is returning there.

A permit has been granted by the London, Ont., authorities to the Kellogg Toasted Corn Flakes Co., for an addition to their new plant. This will be 40 x 90 feet and four stories high, the estimated cost being \$25,000.

A London, Ont., buyer of produce, etc., says there is plenty of poultry in the country this fall, notwithstanding pessimistic early reports. There will be plenty of turkeys to go around, he is confident, with the price at least no higher than last year.

W. H. Millman, Toronto, visited the bean districts of Western Ontario this week, and states that samples are excellent, the finest in a long time. Good beans, he believes, will go a long way to prevent importations for some time at least. There is a fair crop as to quantity.

Western Canada.

O. S. Moffatt is opening a grocery store in Perdue, Sask.

Robt. Broadfoot has opened a general store in Gladstone, Man.

A. D. Nicholson, has succeeded James Parkhill, grocer, Moose Jaw, Sask.

The stock of D. H. Sexton, grocer, Vancouver, B.C., was damaged by fire.

The branch of the Swan Grocery, Calgary, Alta., has been sold to Levique Bros.

J. L. McLeod, general merchant, Kisbey, Sask., has sold out to J. W. Lynch & Co.

C. H. Carroll, general merchant, Marquis, Sask., is succeeded by J. W. Pritchard.

James Hoolahan, of St. Agathe des Monts, Que., has opened a branch store in St. Paul des Metis, Alberta.

Two firm changes are reported from Victoria, B.C.: J. A. Shanks, grocer, is succeeded by John Cooper, and Miss M. Masson by S. J. Stevens.

Dominion Cannery, Hamilton, Ont., have taken over the Vernon Jam and Canning Co., at Vernon, B.C. They have also a factory at Summerland, B.C. Both of these are in the Okanagan Valley.

GREAT MEN HAD HARD JOBS.

"Every man who has made a name for himself, has had a hard job."

This was a statement made by a minister in a Canadian church recently and it is worthy of consideration. He cited a number of the world's celebrities to prove his statement.

Here is something for the clerks to think about. Do any of you consider your job too hard? Are you in search of an easier one? If you do and if you are, just think of the great men who have made names for themselves. All of them had hard jobs. That's why they became prominent. Had they spent their time on something easy, they never would have become known to the world. If, then, your work is hard, that is just the way you want it.

GOOD FOR THE STOMACH, BUT ! !

A Montreal reader of Canadian Grocer sends the following olive oil story which occurred in the home of a friend in that city:—

"Some American friends were over and at supper salad was served. Olive oil was in demand but my friend noticed that one of the ladies did not take any too kindly to the salad. He tried it himself also but failed to get away with the olive oil. It seemed to have gone bad. He called in the Chinese cook and told him that the oil had gone bad. When he assured him that it was the same as that used last time, he asked for the bottle to investigate himself. On getting it in he found the Chinaman had used the cod liver oil.

Salesmanship is not merely getting rid of the goods; it is selling them so they pay a profit.

NEVER WITHOUT THE GROCER.

N. Carmichael, 39 Roxboro West, Toronto, in renewing his subscription, writes as follows re The Canadian Grocer:—
"Never was without Canadian Grocer since it started, and don't expect to be while I have any interest in business."

Corn Products Have Advancing Tendencies

Crop Shortage in United States Affects Many Lines—Sugar Demand Keen—
Future Prunes Strong—Rain Hurts Currants During Curing Process—Drop in
Cotton Seed Oil—Business Conditions Looking Brighter.

MARKETS IN BRIEF

QUEBEC.

PRODUCE AND PROVISIONS—
Compound lard drops to 10½¢ tierce basis.
Eggs advance 1¢ owing to scarcity of new laid.
20-lb. new cheeses move up another ½¢.
Lower prices predicted on honey.

FISH AND OYSTERS—
Haddock and halibut show greater firmness.
Lake trout easier. Doree drops 2¢; trout 5¢ per lb.
Lobsters advance following more marked scarcity.
Green cod move up \$1 per barrel. Oysters more plentiful, and easing in price.

FRUITS AND VEGETABLES—
Canadian barrel apples appear on market.
First Cape Cod cranberries arrive. Prices on many lines show decline. Dealers figure on new tariff to help vegetable market.

FLOUR AND CEREAL—
Millers begin to ship blended flour. Quality much above average of former years.
Firmness rules on all cereals and millfeeds.

GENERAL GROCERIES—
Advance on cocoanut in bulk and in packages.
Pot barley jumps to \$6.75 per barrel.
Pearl sago drops ½¢ per pound.
Prunes advance ½¢ for futures only.
Canary seed shows decline of ½¢.
Cottonseed oil drops 15¢, and is followed by decline in compound lard. Pure lard also declines.

ONTARIO.

PRODUCE AND PROVISIONS—
Advance in eggs due to slowing up of production.
Butter market awaiting passage of U.S. Tariff Bill.
Honey inclined to be lower.
Hog prices still maintained.

FISH AND OYSTERS—
Advance in halibut due to stormy weather.
Demand for oysters good for so early in season.
Fall fish season generally opening up well.

FRUITS AND VEGETABLES—
Strength shown in potatoes. Probable effect of U.S. tariff.
Cranberries in barrels make their appearance.
Peaches touch lowest point of season. Onion crop not expected to be large.

FLOUR AND CEREALS—
Export call for oats firms oat products.
Wheat crop in West good; prices higher than year ago.
Cornmeal strong owing to crop shortage.
Mill feeds show still further strength.

GENERAL GROCERIES—
Corn syrups and starches strong owing to corn crop shortage.
Cream of tartar has advancing tendencies, but market generally firm.
Bean crop reported good, as well as quality.
Currants in primary market higher on account of rain.

Maple Syrups—
Pure, per 8½ 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.—For futures, prices on prunes have advanced ½ cent. during past week. There is, however, no change for immediate shipment.

On primary sources all fruits are moving upward. Figs are scarce. Prices asked now show about 1 cent advance, with prospects of even further advances later. Seeded raisins have also gone up ¼¢, seedless ½¢, and California loose muscatels ¼¢. Scarcity too is reported in all apricots, peaches and prunes.

EVAPORATED FRUITS.		Per lb.
Apples, 50-lb. boxes	.....	0.07½
Nectarines, choice	.....	0.11
Peaches, choice	.....	0.09½
Pears, choice	.....	0.12½
DRIED FRUITS.		
Candied Peels—		
Citron	.....	0.17
Lemon	.....	0.11
Orange	.....	0.12
Currants—		
Amalias, loose	.....	0.07
Amalias, 1-lb. pkgs.	.....	0.07½
Filiatras, fine, loose	.....	0.06½
Dates—		
Dromedary, package stock, per pkg.	.....	0.10
Fards, choicest	.....	0.11
Hallowee, loose	.....	0.08
Hallowee, 1-lb. pkgs.	.....	0.06½
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	.....	0.13
50 to 60, in 25-lb. boxes	.....	0.12
60 to 70, in 25-lb. boxes	.....	0.11
70 to 80, in 25-lb. boxes	.....	0.07½
80 to 90, in 25-lb. boxes	.....	0.07
Raisins—		
Malaga table, box of 22 lbs., according to quality	.....	2.50 5.25
Muscateles, loose, 3 crown, lb.	.....	0.07½
Sultans, loose	.....	0.10
Sultans, 1-lb. pkgs.	.....	0.11
Valencias, old stock	.....	0.04
Seeded, fancy	.....	0.09½
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.—Feature of Japan tea market throughout season so far has been satisfaction supplies received have been giving. Quite a marked improvement has been noticed both in appearance and quality—quite contrary to way the market has been running for the last few years. From price standpoint firmness continues on practically all markets.

Japans—		
Choicest	.....	0.40 0.50
Choice	.....	0.35 0.40
Fine	.....	0.30 0.35
Medium	.....	0.25 0.30
Good common	.....	0.18 0.25
Common	.....	0.15 0.18
Yamashiro	.....	0.75 1.00
Ceylon—		
Broken Orange Pekoe	.....	0.30 0.40
Pekoes	.....	0.20 0.22
Pekoe Souchongs	.....	0.20 0.22
Garden grown	.....	0.75 1.00
India—		
Pekoe Souchongs	.....	0.19 0.20
Ceylon Greens—		
Young Hysons	.....	0.24 0.26
Hyson	.....	0.22
Spanish No. 1	.....	0.12½
Virginia No. 1	.....	0.13½
Gunpowders	.....	0.19 0.35
China Greens—		
Pingsuey gunpowder, low grade	.....	0.14 0.15
Pingsuey gunpowder, pea leaf	.....	0.20 0.30
Pingsuey, gunpowder, pinhead	.....	0.30 0.50

COFFEES.—On primary sources shippers are still holding out for prices, and buyers refusing to buy except on hand-to-mouth basis, thinking that figures asked are far too high. Firmness generally prevails in South, and is reflected to corresponding extent here.

QUEBEC MARKETS.

Montreal, Sept. 17.—Trade in all lines is marked with considerable activity for season, and general feeling amongst trade is that financial situation is clearing up greatly. Whether men are actually beginning to consider investing money on various speculations again, or whether promoters are hustling more than ever, there is at least a booming on the Montreal Stock Exchange. And as activity in stocks can generally be taken as a fair guide, it can be concluded that a clear financial horizon may early be expected.

SUGAR.—Though raws in New York have eased off slightly—a matter of probably 1 or 2 per cent.—markets still continue firm in Montreal. In refined, too, there is a good firm feeling, and in face of a few weeks still of heavy consumption there appears every reason to look for a good firm feeling to prevail on the market.

	Per 100 lbs.
Extra Granulated Sugars—	
100 lb. bags	4.50
20 lb. bags	4.60
2 and 5 lb. cartons	4.80
Second grade, in 100 lb. bags	4.35
Extra Ground Sugars—	
Barrels	4.90
50 lb. boxes	5.10
25 lb. boxes	5.30
Powdered Sugars—	
Barrels	4.90
50 lb. boxes	5.10
25 lb. boxes	5.10
Paris Lump—	
100 lb. boxes	5.25
50 lb. boxes	5.45
25 lb. boxes	5.55

Crystal Diamonds—	
Barrels	5.30
100 lb. boxes	5.45
50 lb. boxes	5.55
5 lb. cartons	6.40
Crystal Dominoes, cartons	7.20
Yellow Sugars—	
No. 3	4.55
No. 2	4.55
No. 1	4.15

Barrels granulated and yellow may be had at 5¢ per cwt. above bag prices.

MOLASSES AND SYRUPS.—Bottom in molasses market now appears to have been reached at primary sources, and from this out firmness may be looked for. "While I don't expect that the jobbers will make any early change," stated one importer this week, "still prices will eventually need to be put up, and an advance may be made around the New Year. Shipping is now over, so that from this out storage charges, interest, etc., will have to feature in prices.

Firmness continues to rule in all corn syrups on account of the exceedingly high price of corn. Some dealers still talk of even further advances.

Barbados Molasses— Prices for Island of Montreal.			
	Extra	Fancy	Choice
Punchoons	.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 punchoons 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., 3¼¢; ½ bbls., 3¼¢; ¼ bbls.	0.04
Pails, 38½ 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, ½ doz. in case	2.75
Cases, 20 lb. tins, ¼ doz. in case	2.70

THE CANADIAN GROCER

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

SPICES.—Even greater firmness rules in cream of tartar this week. Prices have been creeping up for some time, but before another week importers expect marked advance. Crop of grapes in France, from which cream of tartar is a by-product, is reported almost a failure, hence the firm condition.

Peppers, too, are beginning to take on a more marked firmness.

Canary seed dropped this week ½ cent per lb. This is due to the fact that Balkan War has now reached an end, and also that new crop should soon be appearing. Gradual decline in prices may be looked for for some time yet, as prices are still some three or four cents higher than last year.

Spices—	Compound, per lb.	Pure, per lb.
Allspices, ground	0 10	0 13-0 15
Allspice, whole		0 12-0 15
Cinnamon, whole		0 20-0 25
Cinnamon, ground	0 17-0 18	0 20-0 25
Cinnamon, Batavia		0 25-0 35
Cloves, whole		0 25-0 30
Cloves, ground	0 18-0 22	0 22-0 30
Cream of tartar	0 18-0 21	0 27-0 30
Ginger, Cochin	0 12-0 15	0 18-0 21
Ginger, Jamaica, ground	0 15-0 18	0 22-0 25
Ginger, Jamaica, whole		0 22-0 25
Ginger, African, ground		0 15-0 18
Mace		0 75-1 00
Nutmegs, brown, 64s, 50c; 80s, 40c; 100s		0 00-0 35
Nutmegs, ground, bulk, 40c; 1 lb. tins		0 00-0 50
Pastry spices		0 00-0 25
Peppers, black, ground	0 10-0 14	0 17-0 20
Peppers, black, whole		0 18-0 20
Peppers, white, ground	0 15-0 23	0 27-0 30
Peppers, white, whole		0 25-0 28
Seeds—		
Canary	0 07½	0 09
Caraway, Canadian		0 10
Caraway, Dutch		0 14
Cardamon	1 25	1 50
Celery	0 40	0 50
Hemp	0 05½	0 06
Rape	0 07	0 07½

RICE AND TAPIOCA.—Those firms who refused to drop prices on brown sago some three weeks ago have this week fallen in line, and reduced prices ½ cent per lb. Otherwise there is no change to announce. With cold weather coming on, however, demand is beginning to increase for all kinds of rices.

Rangoon Rice—	Per cwt.
"B," bags 50, 100 and 250 lbs.	3 15
"B," pockets, 25 lbs.	3 25
"B," pockets 12½ lbs.	3 35
"C.C.," bags 50, 100 and 250 lbs.	3 05
"C.C.," pockets 25 lbs.	3 15
"C.C.," pockets 12½ lbs.	3 25
India bright	3 30
Lustré	3 40
Fancy Rices—	Per cwt.
Polished Patna	4 40
Pearl Patna	4 60
Imperial Glace	4 90
Sparkle	5 10
Snow, Japan	5 30
Ice drips, Japan	5 45
Crystal, Japan	5 10
Carolina head	7 10
Imported Patna—	Per lb.
Bags, 24 lbs.	0 05½ 0 05½
Half bags, 112 lbs.	0 05½ 0 05½
Quarter bags, 56 lbs.	0 05½ 0 05½
Velvet head Carolina	0 09 0 10
Sago, brown	0 05 0 05½
Tapioca—	Per lb.
Singapore, medium pearl	0 05 0 05½
Singapore, seed	0 05½ 0 06
Penang	0 04½ 0 05

NUTS.—All jobbers this week advanced their prices on cocoanut. Some give the change as 2 cents all round, both on bulk and packages; others as ½ cent on bulk and 3 cents on packages. The former, however, appears the more common.

In shell—	Per lb.
Almonds	0 17
Brazils	0 20 0 21
Pilberts	0 13 0 14

Peanuts, American, according to qual.	0 09	0 12½
Peanuts, French		0 09
Pecans, polished, large	0 18	0 19
Walnuts, marbots	0 15	0 16
Shelled—		
Almonds, Valencia	0 38	0 40
Almonds, Alicante		0 45
Almonds, Jordan		0 50
Cocoanut, shredded pkgs. ¼ lb., 30c; ½ and ¾ lbs., mixed, 29½c; ¼ and ½ lbs., mixed		0 30½
Cocoanut, shredded, pails, 10 & 15 lbs.	0 20	
Cocoanut, shredded, tins, 5 lbs.	0 21	
Peanuts	0 08	0 09
Walnuts	0 31	0 33

DRIED VEGETABLES.—Though a decline was registered in pot barley only two weeks ago, this week prices have gone up with a vengeance. An advance at this season, when new crop is just coming in, appears peculiar, and makes dealers think that some manipulating is being done on market.

Beans	Per bushel.
Austrian, H. P.	2 50
Canadian, prime	1 80 1 90
Canadian, extra H. P.	2 00 2 40
Yellow eyes	3 25
Brown	2 75
Peas, Canadian, per bus.	2 60
Peas, green, imported, bus.	2 60
Barley—	
Pot, per bbl.	6 75
Pot, per bag	3 00
Pearl, Scotch, per bag of 112 lbs.	3 75

COTTON SEED OIL.—Cotton seed oil dropped this week 15 cents to \$1.10 and \$1.25 per gallon. This decline has caused an easing off on compound lard also, which is now quoted around \$2.20 and \$2.25 on 20-lb. pails in wood, and \$2.10 and \$2.15 on 20-lb. pails in tin.

ONTARIO MARKETS.

Toronto, Sept. 18.—Wholesalers are looking with keen satisfaction as the crop situation in the West outlines itself more distinctly and reaches a point beyond any risk of a collapse. Not only will an impartial section of their distributing system be brought closer to normal, but Ontario and the rest of the East, they expect, will experience a toning up. No one is complaining, but all, naturally, would welcome a greater elasticity in "stocking-up" facilities and a return of the old-time unlimited confidence of the retailer.

The trio of weekly possibilities that have been, in turn, the feature of the market during the past six weeks, sugar, starch, and corn syrup, were inactive this week.

SUGAR.—The demand continues good in the preserving season, and the cheaper prices of fruit the past week have stimulated buying.

Extra Granulated Sugars—	Per 100 lbs.
100 lb. bags	4 60
20 lb. bags	4 70
2 and 5 lb. cartons	4 80
Beaver granulated, in 100 lb. bags	4 45
Extra Ground Sugars—	
Barrels	5 00
50 lb. boxes	5 20
25 lb. boxes	5 40
Powdered Sugars—	
Barrels	4 80
50 lb. boxes	5 00
25 lb. boxes	5 20
Paris Lump—	
100 lb. boxes	5 35
50 lb. boxes	5 45
25 lb. boxes	5 65
Crystal Diamonds—	
Barrels	5 40
100 lb. boxes	5 35
50 lb. boxes	5 45
5 lb. cartons	7 20
Crystal Dominoes, cartons	7 60
Yellow Sugars—	
No. 3	4 85
No. 2	4 65
No. 1	4 15
Barrels granulated and yellow may be had at 5c per cwt. above bag prices.	

MOLASSES AND SYRUPS.—Corn syrups gave no sign of uneasiness at present prices, and the slight reaction in the corn markets may hold them down for a short time longer.

Syrups—	Per case.
2 lb. tins, 2 doz. in case	2 50
5 lb. tins, 1 doz. in case	2 85
10 lb. tins, ½ doz. in case	2 75
20 lb. tins, ¼ doz. in case	2 70
Barrels, per lb.	0 03½
Half barrels, lb.	0 04
Quarter barrels, lb.	1 85
Pails, 3¾ lbs. each	1 35
Pails, 25 lbs. each	1 35
Molasses, per gallon—	
New Orleans, barrels	0 27 0 29
New Orleans, half barrels	0 29 0 31
West Indies, barrels	0 28
West Indies, half barrels	0 29
Barbados, fancy, barrels	0 45
Barbados, fancy, half barrels	0 49 0 50
Maple Syrup—Compound—	
Gallons, 6 to case	4 80
½ gals., 12 to case	5 40
¼ gals., 24 to case	4 80 5 40
Pints, 24 to case	2 70 3 00
Maple Syrup—Pure—	
5 gallon cans, 1 to case	1 25
Gallons, 6 to case	5 80 5 80
½ gallons, 12 to case	7 25
Quarts, 24 to case	7 25 8 40
Pints, 24 to case	4 70
Maple Sugar—	
Pure, per lb.	0 14 0 15
Maple Cream Sugar—	
24 twin bars	1 80
40 and 48 twin bars	3 00
Maple butter, lb. tins, dozen	1 90

SPICES.—Mention was made last week of some decrease in sales for pickling as compared with the last two years. A large manufacturer told Canadian Grocer that in Toronto, at least, the recent vogue of apartment living made an appreciable difference in the amount of spices used through a decrease in pickling. "So many people have given up houses and gone into apartments and 'light housekeeping,' and now depend on buying pickles and preserves. It is on the decrease in private houses as well," he added. "Take tomatoes. A few years ago you could get a whole bushel for a quarter. Now a basket costs more, so that people feel it is really not worth while doing things up themselves, they cost so much."

Cream of tartar is quoted variously all the way from 30 cents to 35 cents, but mostly at the higher figure.

So far as mixed pickling spices are concerned, one manufacturer doing a Canadian trade stated his business up to a week ago was some 4,000 pounds ahead of last year.

	5 and 10 lb.	¼ lb.	½ lb.
Allspice	14-17	60-70	70-80
Cassia	22-27	75-80	80-90
Cayenne pepper	22-28	75-80	80-115
Cloves	30-35	1 00-1 05	1 00
Cream tartar	33-35		
Curry powder	35-38		
Ginger	22-27	65-85	75-85
Mace	75-1 00		8-2 15
Nutmegs	25-30	95-1 00	1 00-2 00
Peppers, black	19-22	67-75	80-90
Peppers, white	27-29	80-1 05	1 05-1 15
Pastry spice	20-27	65-85	75-1 10
Pickling spice	14-18	75-90	75-1 00
Turmeric	15-18		
Range for pure spices according to grade. Falls or boxes 3 cents per lb. below tins. Barrels 3 cents below tins.			
Cardamon seed, per lb., in bulk		1 80	2 25
Caraway, per lb.			0 10
Cinnamon, Ceylon, per lb.			0 60
Mustard seed, per lb., in bulk		0 10	0 12
Celery seed, per lb., in bulk		0 60	0 70
Shredded cocoanut, in pails		0 18	0 20

RICE AND TAPIOCA.—The market shows no changes this week.

Rangoon, per lb.	0 03½	0 04
Rangoon, fancy, per lb.		0 05½
Patna, per lb.	0 05½	0 05½
Japan, per lb.	0 05½	0 05
Java, per lb.	0 05½	0 07
Carolina, per lb.	0 05	0 10

THE CANADIAN GROCER

Sago—		
Brown, per lb.	0 05	0 05½
White, per lb.	0 05	0 05½
Tapioca—		
Bullet, double goat	0 08½	0 09
Medium pearl	0 05	0 05½
Seed pearl	0 05½	0 06
Flake	0 06	0 06½

NUTS.—Like so many other lines, nuts are at the transition period between the old and the new crops, with the latter due in a few weeks. A report from London says that the crop prospects for Marbot walnuts in France and Italy are satisfactory, and it is hoped to see moderate opening prices. At present filberts are slightly higher.

In shell—		Per lb.
Almonds, Formigetta	0 15	0 16
Almonds, Tarragona	0 17	0 18
Brazils	0 20	0 22
Filberts, Sicily	0 12½	0 13½
Filberts, Barcelona	0 09½	0 10½
Peanuts, green, per lb.	0 10½	0 11
Peanuts, roasted	0 12½	0 14
Pecans	0 15	0 16
Walnuts, Bordeaux	0 13	0 14½
Walnuts, Grenoble	0 16	0 17½
Walnuts, Marbots	0 15	0 16½
Walnuts, Cornes	0 13	0 14
Shelled—		
Almonds	0 40	0 41
Filberts	0 27	0 28
Peanuts	0 09	0 10
Pecans	0 15	0 16
Walnuts	0 32	0 33

DRIED FRUITS.—“Futures” are the chief concern in dried fruit circles, and reports of the new crops are being scanned eagerly. Among the latest is from Smyrna that the first estimate of figs must be reduced owing to rains. Another says that bulk farde dates will be half a cent. higher. The currant market is a trifle easier owing to damage by rain.

Apples, evaporated, per lb.	0 07½	0 08
Apricots—		
Standard, 25 lb. boxes	0 16	0 18
Choice, 25-lb. boxes	0 18	0 20
Fancy	0 22	0 24
Candied Peels—		
Lemon	0 12½	0 13
Orange	0 13	0 14
Citron	0 15	0 16
Currants—		
Filiatras, per lb.	0 07	0 08
Amalás, choicest, per lb.	0 07½	0 08½
Patras, per lb.	0 07½	0 08½
Vostizas, choice	0 10	0 11
Vostizas, shade dried, cleaned, ½ cent more.	0 10½	0 11½
Dates—		
Fards, choicest, 12-lb. boxes	0 08½	0 09½
Fards, choicest, 60-lb. boxes	0 07	0 08
Package dates, per pkg.	0 06½	0 07½
Figs—		
Natural figs, in bags, lb.	0 05	0 07
Comadre figs, in bags, per lb.	0 04	0 04½
Elisene figs, in boxes, according to size, lb.	0 10	0 15
Peaches—		
Standard, 25-lb. boxes	0 09	0 10
Choice, 25-lb. boxes	0 09	0 10
Choice, 60-lb. boxes	0 08½	0 09
Raisins—		
Sultans, choice	0 10	0 12
Sultans, fancy	0 12	0 14
Valencia, old stock	0 08	0 09½
Seeded, fancy, 1 lb. packets	0 08	0 09½
Seeded, choice, 1 lb. packets	0 06	0 08

COFFEE.—The market continues steady for the better grades. The cheaper coffees are averaging 3 to 4 cents lower compared with a year ago, and are expected to go even lower. For instance, beans that cost 15 cents, wholesale, are down to 11 cents. The better grades, however, maintain their price.

Coffee, Roasted—		
Bogotas	0 27	0 28
Guatemala	0 26	0 28
Jamaica	0 24	0 26
Java	0 22	0 24
Maricao	0 25	0 26
Mexican	0 27	0 28
Mocha	0 29	0 30
Rio	0 15	0 16
Santos	0 23	0 24
Chicoory, per lb.	0 10	0 12

TEA.—The packers are trying to size up the situation, but all agree that black teas will be much higher. China teas

will be on the market in a couple of weeks. A packer stated to Canadian Grocer that there was a perceptible improvement in the quality of tea being bought by the public, and far more were willing to take a 30 cent brand instead of a 25 cent. A London letter reports that “from all parts of India weather and prospect reports are normal,” in spite of the fact that 33,516 packages of Indian, Ceylon and Java, less than the corresponding week last year, passed under the hammer. Darjeeling exceptionally reports “blight severe and checking leaf.” The August average realised for Indians was 9½d. against 9d. last year, and similarly for Ceylons 8½d., against 8d. in 1912.

BEANS.—Reports from this province state that the quality is excellent, and the home-grown bean will be more favorably received this year than for many past seasons. The crop is at least good.

Beans—		Per bushel.
Austrian H. P.	2 80	
Canadian, prime	2 80	
Canadian, extra H. P.	2 40	
Yellow eyes	3 25	
Brown	2 75	
Peas, Canadian, per bushel	2 60	
Green, imported, bush.	2 60	

CANNED GOODS.

Montreal, Sept. 17.—Speculation is running high as to what opening prices on late vegetables will be. One dealer this week claims that tomatoes are likely to open between \$1 to \$1.10 per doz on 3's, which appears about the figure most generally struck.

Reports regarding growing crops, however, are inclined to be unfavorable. Throughout the Maritime Provinces report has it that frost has greatly injured tomatoes, and from Eastern Ontario comes the complaint that fruit is very slow in ripening, and that canners who should now be working full blast are half shut down on account of being unable to get ripe fruits. While these reports may be exaggerated, there is in all probability a considerable amount of truth in all of them.

VEGETABLES.

2's Asparagus Tips	Group A, per doz.	2 27½
2's Asparagus Butts	2 42½	
2's Beets, Sliced, Blood Red, Simcoe	0 97½	
2's Beets, whole, Blood Red, Simcoe	0 97½	
2's Beets, Whole, Blood Red, Rosebud	1 27½	
2's Beets, Sliced, Blood Red, Simcoe	1 37½	
2's Beets, Whole, Blood Red, Simcoe	1 37½	
2's Beets, Whole, Blood Red, Rosebud	1 62½	
2's Cabbage	0 97½	
2's Carrots	0 97½	
2's Carrots	1 27½	
2's Peas, Standard, sieve 4	0 82½	
2's Peas, Early Junes, sieve 3	0 85	
2's Peas, Sweet Wrinkles, sieve 3	0 87½	
2's Peas, Extra Fine Sifted, sieve 1	1 27½	
Gals. Peas, Standards	4 02½	
Gals. Peas, Early Junes	4 12½	
Gals. Peas, Sweet Wrinkles	4 27½	
2's Spinach	1 27½	
2's Spinach	1 77½	
Gals. Spinach	5 30	
Beans—		Group A
2s, golden wax, midget, Arctic brand	1 15	
2s, golden wax	0 85	
3s, golden wax	1 25½	
Gallon, golden wax	3 82½	
2s, Refugee or Valentine (green)	0 45	
3s, Refugee (green)	1 25½	
2s, Refugee, midget, Auto brand	1 15	
Gallons, Refugee	3 82½	
(Group B is 2½c. doz less in each case.)		

FRUITS.

2's Black Cherries, pitted H.S.	1 82½
2's Black Cherries, not pitted H. S.	1 82½
2's Red, Ptd. Cherries, H.S.	1 82½
2's Not ptd., Red Cherries, W.S.	1 82½

Gals., Ptd., Cherries	8 82½
Gals. Not Ptd. Cherries	8 82½
2's Cherries, White Ptd., H.S.	1 82½
2's Cherries, White, Not Ptd., H.S.	1 82½
2's Black Currants, H.S.	1 82½
2's Preserved, Black Currants	2 27½
Gals. Black Currants, Standard	5 27½
Gals. Black Currants, Solid Pack	5 27½
2's Red Currants, H.S.	1 82½
2's Red Preserved Currants	2 27½
Gals. Red Currants, Standard	5 27½
Gals. Red Currants, solid pack	8 27½
2's Gooseberries, H.S.	1 77½
2's Gooseberries, Preserved	2 02½
Gals. Gooseberries, Standard	7 02½
Gals. Gooseberries, solid pack	8 77½
2's Pineapple, sliced, H.S. White Bahama	1 82½
2's Pineapple, grated, H.S. White Bahama	1 82½
2's Pineapple, whole, H.S., White Bahama	1 82½
2's Pineapple, whole, H.S. White Bahama	2 47½
2's Rhubarb, Preserved	1 82½
2's Rhubarb, Preserved	2 27½
Gals. Rhubarb Standard	3 52½
2's Strawberries, H.S.	1 82½
2's Strawberries, Preserved	2 27½
Gals. Strawberries, standard	7 27½
Gals. Strawberries, solid pack	9 77½
(Group B is 2½c. doz. less in each case.)	
Lawtonberries—	
2s, blackberries, H.S.	1 82½
2s, preserved	2 12½
Raspberries—	
2s, black, H.S.	1 82½
2s, black, preserved	2 12½
Gals., black, standard	7 02½
Gals., black, solid pack	9 27½
2s, red, H.S.	1 82½
2s, red, preserved	2 12½
Gals., red, standard	7 27½
Gals., red, solid pack	9 27½
(Group B, 2½ cents less per dozen.)	

Toronto, Sept. 18.—Reports indicate damage to corn and tomatoes from frost, and as it will be several weeks before canning is over, outlook not so favorable for very low prices. It was expected up to present that corn would be around 80 cents and tomatoes about 95c.

MANITOBA MARKETS.

POINTERS:—

- Corn Products—Advance.
- Prunes—Higher.
- Valencia Raisins—Easier.
- Rio Coffee—3¾c down.

Winnipeg, Sept. 17.—Wheat receipts are now running up to 500 cars per day, and by the end of week will likely double that number. This is an extraordinarily early movement of the Western Canadian crop. Compared with last year it shows radically different conditions, for it was not until the last week in September that there were any receipts of new wheat worth mentioning. It certainly means one thing, and that is, that considerable money will be in circulation in the near future.

Retail grocers report business as steadily improving, and wholesalers are well satisfied with conditions, and have every confidence in the future. There is a marked loosening up both on buying and selling sides.

Features on market are the strength in prunes and in corn products generally—corn syrup, corn starch and bulk corn. The situation in corn is such that further advances are almost certain.

Canned salmon is likely to be dear, although the opening of the new pack is a little easier in price than last year.

Collections are still slow, and it will be three weeks to a month before any marked improvement need be expected.

SUGAR.—Sugar is firm at the recent advance. The demand is brisk, as is usual at this time of year. The quotations given here are from wholesaler to

THE CANADIAN GROCER

retailer. Prices are generally lower in Saskatchewan than in Winnipeg. B. C. yellow is quoted at Vancouver at \$5.00, at Winnipeg at \$4.65. This seems only explicable by lack of competition and freight rates from the East.

Sugar—	Per 100 lbs.
Extra standard granulated	5 10
Extra ground or icing	5 65
Powdered	5 45
Lumps, hard	5 95
Montreal yellow	4 85
B. C. yellow	4 65
Prices on sugar in bags, 5c per 100 lbs. less.	

SYRUPS.—A further advance of 5 cents per case on corn syrups was announced at end of last week, and a still further advance is looked for. It is now nearing time when there is stronger consumptive demand for syrups.

Corn Syrups—	Per 100 lbs.	
Barrels	4 25	
Cases, 20-lb. tins, 1/2 doz. in case	2 77	
Cases, 10-lb. tins, 1/2 doz. in case	2 66	
Cases, 5-lb. tins, 1/2 doz. in case	2 86	
Cases, 2-lb. tins, 2 doz. in case	2 48	

Molasses—	Per gal.
Barbadoes	0 45
New Orleans	0 33
Maple Syrups—	Per case.
Quarts	5 20
Half gallons	5 85

DRIED FRUITS.—Prunes are dearer, and everything indicates further advances, as the situation at the coast is particularly strong. Valencia raisins are likely to be plentiful, of good quality, and cheap. Currants and figs are steady, with no prospects of change.

Apricots—	Per lb.
Choice	0 16 1/4
Standard	0 16
Slab	0 11 1/4
Currants—	
Dry clean	0 07 1/2
Washed	0 07 1/2
1 lb. package	0 08 1/2
2 lb. package	0 17 1/2
Figs, Cooking—	
Choice, boxes	0 06 1/4
Half boxes	0 06 1/4
Half bags	0 05 1/4
Nectarines	0 11 1/4
Prunes, in 25-lb. boxes—	
80 to 100	0 06 1/4
80 to 90	0 06 1/4
70 to 80	0 07 1/2
60 to 70	0 08 1/2
50 to 60	0 10
40 to 50	0 12
Raisins, Valencias—	Per box.
Fine, I.O.S., 28s, s.p.	2 75
Fine, selected, 28s, s.p.	2 70
4-crown layers, 28s, s.p.	2 65
4-crown layers, 17s, s.p.	1 35
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.—Coffees are weak, and Rios are quoted at a sharp reduction, no less than 3 3/4 cents off.

Teas are steady, and seldom subject to change on the local market.

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
Chitory, per lb.	0 11 1/4
Teas—	
China, blacks, choice	0 25
India and Ceylon, choice	0 32
Japans, choice	0 35

NUTS.—Almonds are predicted as likely to be scarce and dear for the balance of season.

In shell—	Per lb.
Almonds, Tarragona	0 16 1/4
Brazils	0 19
Filberts, Sicily	0 11 1/4
Peanuts, Jumbos, roasted	0 15
Peanuts, choice, roasted	0 21
Pecans	0 22
Walnuts, Grenoble	0 16
Walnuts, Marbot	0 13 1/4
Shelled—	
Almonds	0 38
Walnuts	0 31

BEANS.—There is likely to be a little more activity in beans as soon as the camps for winter are organized, which is generally done at the end of present

month. Some large shipments are expected to go north before close of lake navigation.

Beans—	
Hand picked	2 25
3 lb. picker	1 85
Peas—	
Split peas, sack, 95 lbs.	3 85
Whole peas, bushel	2 85
Barley—	
Pot, per sack 95 lbs.	4 75
Pearl, per sack 95 lbs.	3 65

FISH.—Fish prices have undergone some revisions. Fresh salmon is now at 14c; white halibut is quoted at 11c. White fish and pickerel are firm. There is a steady and ever increasing demand. Trade in new season's oysters is quiet at present.

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

SASKATCHEWAN MARKETS.

By Wire.

Regina, Sask., Sept. 17.—The most striking feature in markets this week is the sudden drop in lard, 3's falling from 8.95 to 8.05, with correspondingly noticeable drops in 5's, 10's and 20's.

Raisins advanced slightly, and a further increase is looked for. Rolled oats are considerably higher, and as the season draws near when the consumption of this article is increased, the price will probably go still higher. Eggs are also on the upward trend, while starch has advanced slightly. All other lines hold stationary.

Bacon, breakfast, per lb.	0 22 1/2	0 23
Beans, Ontario, per bush.	3 00	2 20
Beans, Hungarian, per bush.	2 65	2 65
Butter, creamery, per lb.	0 28	0 30
Cheese, per lb.	0 16	0 16 1/4
Canned Goods—		
Corn, standard, per 2 dozen.	2 05	2 15
Peas, standard, per 2 dozen.	2 00	2 04
Tomatoes, standard, per 2 dozen.	3 00	3 25
Commeal, 2 1/2s	0 67 1/4	0 67 1/4
29s	1 20	1 25
98s	2 44	2 44
10-10s	2 55	2 75
Eggs	0 28	0 28
Flour, 98s	2 90	2 90
Flour, 49s	2 95	2 95
Flour, 29s	3 00	3 00
Lard, 3s	8 05	8 25
Lard, 5s	8 00	8 15
Lard, 10s	7 95	8 05
Lard, 20s (each)	2 65	2 90
Potatoes, per bush.	0 50	0 50
Rolled oats, 20s	0 47 1/2	0 52
Rolled oats, 40s	0 99	1 00
Rolled oats, 80s	1 92	1 95
Rolled oats, 10-5s	2 35	2 35
Raisins, seeded, per lb.	0 06 1/4	0 06 1/4
Rice, per cwt.	4 35	4 40
Sugar, standard, gran., per cwt.	5 37	5 37
Sugar, yellow, cwt.	4 97	4 97
Starch, std., per case	2 80	2 80

NEW BRUNSWICK MARKETS.

By Wire.

St. John, Sept. 17.—Good weather adds to sales. Business conditions are good and collections fair. Fall orders from country districts are heavy with dealers. Crops are most encouraging, helping trade with little change in markets. Crop reports from the West make dealers think of lower prices on flour.

Cornmeal is firmer, and trade expects higher quoting. Mill feeds are particularly high, and buying is slow. Sugar is unchanged.

Pure lard advanced a cent. Pork and beef are firm, and eggs and butter are in good supply. Apples are scarce with poor crop. Most vegetables are selling well. Compound lard eased off on account of drop in cotton seed oil prices.

Bacon, roll	0 16	0 16 1/4
Bacon, breakfast	0 20	0 22
Beans, Canadian white	2 35	2 40
Beans, Austrian	2 50	2 55
Beans, yellow eye, bushel	3 75	3 80
Butter, dairy, per lb.	0 28	0 28
Butter, creamery, per lb.	0 28	0 28
Buckwheat, W. grey, bag	2 75	2 85
Cheese, new, lb.	0 14 1/2	0 15
Currants, 1's, lb.	0 07 1/2	0 08
Canned Goods—		
Beans, baked	1 30	1 35
Beans, string	0 97 1/2	0 90
Corn, doz.	0 97 1/2	1 00
Peas, No. 4	0 85	0 90
Peas, No. 3	0 87 1/2	0 90
Peas, No. 2	0 90	0 95
Peas, No. 1	1 30	1 35
Peaches, 3's, doz.	1 55	1 60
Peaches, 2's, doz.	2 35	2 40
Raspberries, doz.	1 97 1/2	2 00
Strawberries	1 97 1/2	2 00
Tomatoes	1 65	1 70
Cornmeal, gran.	5 50	5 50
Cornmeal, bags	1 85	1 85
Cornmeal, bbls.	3 85	3 85
Eggs, in case, 25; henney	0 32	0 34
Flour, Manitoba	6 45	6 45
Flour, Ontario	5 60	5 60
Lard, compound, lb.	0 11 1/4	0 11 1/4
Lard, pure, lb.	0 16	0 16 1/4
Lemons, Messina, per box	3 50	4 00
Molasses, Barbados, fancy	0 38	0 39
Oatmeal, rolled	5 40	5 40
Oatmeal, std.	5 55	5 55
Pork, domestic mess	29 00	29 00
Packs, American clear, bbl.	25 00	27 50
Potatoes, barrel, new	1 80	1 80
Raisins, California, seeded	0 08 1/4	0 09
Rice, per cwt.	3 60	3 70
Salmon, Case—		
Pinks, 4 doz. case	4 25	4 75
Coches, 4 doz. case	7 40	7 60
Red spring, 4 doz. case	8 25	9 25
Sugar—		
Standard granulated	4 70	4 70
United Empire	4 60	4 60
Bright yellow	4 40	4 40
No. 1 yellow	4 20	4 20
Paris lumps	5 60	5 60

SARNIA GROCERS' PICNIC.

Sarnia, Ont., Sept. 17.—Hundreds of Sarnia citizens enjoyed the outing to Lake Huron Park on Wednesday last, the occasion being the tenth annual picnic of the Sarnia grocers. The day was ideal, and the cars carried a capacity crowd. Music was provided by the Citizens' Band, and an extensive programme of sports was pulled off. Many knights of the grip were in attendance, and did noble service in enlivening the day's doings. The clerks won the tug-of-war in 2 1/2 minutes, but the grocers came back strong in the ball game, downing the clerks to the tune of 8 to 6.

In the evening the Grocers' Association held a complimentary banquet at the Lake Huron Park Hotel, Mayor Bell presiding.

CAPE COD CRANBERRY CROP.

From present indications it would appear that the cranberry crop on Cape Cod is going to be a good one. Last year's crop amounted to over 125,000 barrels, a considerable increase over the previous year, and required 1,000 freight cars. Probably 1,500 cars will be needed to move this year's crop, and its value should run well over \$1,000,000.

FLOUR & CEREAL DEPARTMENT



The Export Demand Makes Oats Firmer

Mere Than Offsets Heavy Ontario Crop—Famine in Corn Shipments Continues—Light Demand for Ontario Flour—Unprecedented Condition; No Export of Wheat.

The whole of the business world of Canada is breathing more easily now that all danger of mishaps to the crops in the West has passed by. No frosts can blight the standing grain to any extent, for nearly all is cut and much of it threshed. So favourable has been the weather the last two months that instead of being ten days behind in growth, as was the condition in June, threshing is nearly two weeks ahead, and shipping even more. On Monday there were 1,485 cars arrived in Winnipeg compared with 270 a year ago, breaking all records for September arrivals. The estimates now range from 200,000,000 to 225,000,000 bushels of wheat, compared with 174,000,000 in 1912. Prices at 89 are three cents higher than one year ago, and unprecedented in another respect; there is no exporting, for prices rule too high. Last year the European crop was cut down; this year Russia has an enormous yield, and rules the European markets. Last year wheat dropped to 78 $\frac{3}{8}$ in December, and grain men look for it to go even lower this year, probably to 75 cents. While this will have its effect on the flour, it will not necessarily mean less for the farmer—a vital element—as the new crop grades immeasurably higher than in 1912.

Prices of flour still continue unchanged.

MONTREAL.

FLOUR.—All last week millers began to ship blended flour, and this week the proportion of new wheat is even greater. Though new wheat has been coming in freely, strange to say it has been bought at a premium over future months, so that dealers haven't had a chance to discuss lower prices on flour as yet.

For export, quite a nice business is being accomplished. Importers, however, still look for lower prices. Having heard of Canada's bumper crop, they appear convinced that prices must come down, but so far prices which millers

have to pay for wheat here have not warranted any such reduction.

Quality of new wheat flour is all that is to be desired. "I only feel sorry for the chickens," said one miller, laughingly, this week. "Wheat is of such high grade that there won't be any poor stuff to feed them."

	Car lots, in bags, per bbl.
Manitoba Wheat Flour—	
First patents	\$ 60 5 75
Second patents	5 10 5 45
Strong bakers'	4 90 5 25
Flour in cotton sacks, 10 cents per barrel more.	
Winter Wheat Flour—	
Fancy patents	5 00 5 20
90 per cent.	5 10 5 10
Straight roller	4 90 4 90
Blended flour	5 00 5 40

CEREALS.—Prices on all cereals are being firmly maintained at present high prices. Millers are still predicting shortage on corn meal this winter owing to great scarcity of corn, and claim that even higher prices yet will have to be realized.

	Per 96-lb. sack
Cornmeal—	
Kiln dried	2 50
Softer grades	2 40
Rolled Oats—	
96s, in jute	2 35
Small lots	2 35
25 bags or more	2 25
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. bbls.
Small lots	2 85
Hominy, per 96-lb. sack	2 60

MILL FEEDS.—For a time millers appear satisfied with level to which they have brought prices; but as demands from across the line are urgent, and prices offered still equivalent to a higher figure, duty and all considered, than can be obtained here, even further advances may be expected on this side. Cry of scarcity comes from many quarters, so that no chance for lower prices is now evident.

	Car lots, per ton
Mill Feeds—	
Bran	22 00
Shorts	24 00
Middlings	25 00
Wheat moulee	25 00
Feed flour	34 00

TORONTO.

FLOUR.—Ontario flour from new wheat is practically all that is on the market. Much is offering, but the demand is poor, as there is usual expectation of bumper Western crop forcing down the price. One broker points out that if the price should drop much the farmers would prefer to feed to their

stock, as the high price of corn will keep mill feeds dear. This would at once lessen the supply. Prices continue unchanged.

	Small lots, in bags, per bbl.
Manitoba Wheat Flour—	
First patent	5 50
Second patent	5 00
Strong bakers'	4 80
Flour in cotton sacks, 10c per bbl. more.	
Winter Wheat Flour—	
Fancy patents	5 00 5 20
90 per cent.	4 40 4 80
Straight roller	4 60 4 80
Blended flour	5 05 5 35

CEREALS.—Cornmeal has not advanced any last two weeks, but continues firm. The scarcity, almost famine, is still in force. Oatmeal, which promised to be a little easier due to large Ontario crop and splendid quality, took another tack on active demand for export. Ordinarily competition of small millers who get proportion of local oats can be depended upon at this time of year to secure general cut in prices, but with outside countries calling strong, larger manufacturers say they can afford to ignore local cuts, and attend to heavy outside ordering.

Cornmeal, per 96 lb. bag—	
Kiln dried, 25 bag lots	2 20 2 70
Softer grades, 25 bag lots	1 90 1 95
Rolled oats, per 90 lb. sack, in jute—	
Small lots	2 35 2 37 $\frac{1}{2}$
25 bags to car lots	2 25 2 30
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 80
100 lb. barrels, small lots	2 90
100 lb. barrels, 5 bbl. to car lots	2 80

MILL FEED.—Although quoted at \$22 and \$24, bran and shorts are not limited to this, and at least one dollar a ton more is being paid by U. S. produce men. Indeed, \$20.50 was the price a day or two ago at Fort William for bran, which means \$23.50 in Toronto, and nearly \$26.50 in New York. It is really only when order for flour accompanies it that the \$22 rate is given by millers. Present prices are likely to continue quite firm for some time to come.

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

WINNIPEG.

FLOUR AND CEREALS.—There is good domestic demand for flour, but export prices are out of line.

Best Patents, bbl.	5 00
Seconds	5 10
First Clear	4 20
Low grade	3 10
Jute bags 10 cents less.	
Cornmeal, 96 lbs.	1 95
Rolled Oats, 90 lbs.	1 05
Wheat granules, bale, 16.00	3 25
Granulated Oatmeal, 96 lbs.	2 15

Peaches Reached the Low Mark for 1913

Sold Down to 40 Cents for Elbertas—Tomatoes Dropped Again—Ontario Potatoes Advanced, With Reports of Rot in Eastern—U.S. Tariff May Cause Advance in Potatoes—Cranberries Arrive in Barrels—Small Vegetables Lower.

MONTREAL.

GREEN FRUITS.—Feature of market this week is introduction of Canadian barrel apples. No great supply of these is to be had, and accordingly prices run pretty high throughout. Crop reports from all over the Dominion give yield estimate as 50 per cent. of average.

First cranberries appeared on the market this week also. Those offered are from Cape Cod, and show very fine quality.

Cold weather has reduced prices considerably on summer fruits, such as lemons, watermelons, etc., and owing to heavy offerings of practically all Canadian fruits prices have shown a decline all round.

Apples, Canadian, per bbl.—		
St. Lawrence, No. 1	5 50	6 50
Wealthy, No. 1		6 00
Colverts, Wolf River, Alexanders, and Pippins, No. 1	4 50	5 50
No. 2s, all grades, 15c less than No. 1s.		2 75
Bananas, crate	3 00	2 25
Blueberries, Saguenay, 50-qt. box		0 17
Blueberries, N.B., per qt.		0 15
Cantaloupes, 11-qt. bkt.		0 60
Cantaloupes, Canadian, crate, 7-9		1 00
Cranberries, Cape Cod, bbl.		9 00
Grapes, Tokay, 25-lb. box		3 00
Grapes, Moore's early, 6qt.		0 25
Grapes, Niagara, 6 qt.		5 00
Grapefruit, Jamaica, case		4 00
Lemons, Verdelli, case		1 25
Limes, Florida, box of 100		3 00
Oranges—		
Jamaicas, 125s to 250s		2 50
Sorrentos, 50s		4 50
Sorrentos, 160s		5 50
Sorrentos, 200s		5 50
Late Valencias		0 50
Pears, Gifford, Canadian, 11-qt. bkt.		0 30
Pears, Gifford, Canadian, 8-qt. bkt.		0 30
Pears, Gifford, Can., per bbl.		2 75
Pears, Oregon, box		7 00
Pears, Bartlett, Can., per bbl.		0 60
Peaches, Freestone, 11-qt. bkt., No. 1		0 50
Peaches, Freestone, 6-qt. bkt. No. 1		0 30
No. 2		0 25
Peaches, St. John, 11 qt.		0 75
Peaches, St. John, 6 qt.		0 40
Peaches, Crawford and Elberta, California, box		1 50
Plums—		
Blue, Canadian, 11 qt. bkt.		0 45
Red, Canadian, 6 qt., 25c; 11 qt.		0 40
Yellow, Canadian, 11 qt. bkt.		0 50
Green gages, Canadian, 11 qt. bkt.		0 60
Watermelons, 30-40 lbs., each		0 40

VEGETABLES.—Dealers anxiously await the results of the Wilson tariff. "This should help us in all vegetables," states one dealer this week, "but especially in potatoes. Growers in some of the States across the line are turning their attention from potatoes to other lines which they find more profitable, and thus are making a splendid opening for the exporter of the Canadian product. In view of the expected tariff reduction, market is being firmly maintained here; though crop conditions would warrant a considerable decline."

On Monday dealers started selling potatoes strictly by weight at rate of 1 cent per lb.

Cabbage, per doz	0 35
Celery, per doz. heads	1 00
Corn, per doz. ears	0 25
Cucumbers, per doz.	0 25
Egg plant, basket of 12	0 60
Onions—	
Egyptian, bag. of 116 lbs.	2 50
Spanish, per case	2 50
Red Danvers, bag	3 00
Peppers, green, 11-qt. bkt.	0 50

Potatoes—		
Domestic, per lb.	0 01	
Potatoes, sweet, per bbl.	4 50	
Potatoes, sweet, Jersey, hpr.	1 75	
Turnips, Quebec, bag	1 25	
Tomatoes, Canadian, outdoor, 11-qt. bkt.	0 35	
Tomatoes, Canadian, box 33 lbs.	0 40	1 25

TORONTO.

GREEN FRUITS.—Peaches here, there and everywhere, leaving too little room even to prevent the salesmen and early morning buyers stumbling over them, loaded up market early this week, and prices went down accordingly to lowest notch reached this year. Forty cents was not uncommon, while fifty was ruling price. A few of the choicest Elbertas brought 65 cents from unusually discriminating buyers who knew where they could place them, but majority refused to take the risk. Saturday, Monday and Tuesday certainly were the gala bargain days of 1913. California peaches, unable to compete, have kept out of sight.

Plums, in quantity, were poor seconds. These kept up fairly well, yellow eggs bringing 50 cents, greengages 40c to 50c, blue 35c-45c, and Lombards 35c. A few commission men shaded these prices slightly.

Cantaloupes were also plentiful, but slightly higher, running about 40 cents a basket for salmons, and 30c for green centres.

Prophecies of only half a crop in apples are being borne out, and equal quality so far is not up to mark. Hence first class Duchess sell as high as \$4 and \$5 a barrel. Crab apples are coming in slowly at 35c to 40c, but supply will be better next week. Green cookers sell at 25c to 30c. Blueberries advanced to \$1.50, with only a few baskets. Grapes were rather scarce, with Champions off, and Concord and Moore's Early bringing 20-25 cents. Pears remain about same, but Californias are down 25 cents. Watermelons are practically off the market.

Cranberries in barrels made their first appearance from Cape Cod this week, and brought \$8.00, although a few boxes had arrived last week. They were of excellent quality.

Apples—		
Duchess, basket	0 40	0 50
Duchess, barrel	2 75	4 00
Cooking, bkt.	0 25	0 30
Crab	0 35	0 40
Bananas, per bunch	1 25	1 60
Blueberries	1 35	1 50
Cranberries, bbl.		8 00
Grapes, Malagas, case		2 25
Grapes, Canadian, basket	0 20	0 35
Cantaloupes—		
Salmon, crate		0 60
Salmon, basket		0 40
Green centres, crate		0 40
Green centres, basket		0 30
Grapes, Tokay, case		2 75
Oranges, California, Valencias	6 00	6 50

Limes, per box of 100	1 50
Lemons, Verdelli, new	5 00
Peaches, Canadian, Elbertas, large bkt.	0 40
Peaches, Canadian, clingstone, large bkt.	0 30
Pears, California, Bartlett	2 75
Pears, Canadian, Bartlett	0 30
Plums, California	1 50
Plums—	
Canadian, Lombard	0 35
Canadian, green gages	0 40
Canadian, blue	0 35
Canadian, yellow egg	0 50

VEGETABLES.—Mention was made last week of discovery of rot among some shipments of Eastern potatoes that had passed through a warm belt. As result several jobbers have decided to wait couple of weeks for later crops, which can come through with no risks from temperature. However this is by no means a universal position, and other dealers state that, although the first few days' shipments showed rot, others have come in since in splendid condition. Ontario potatoes, however, seized the opportunity of withdrawal of a section of their rivals and celebrated occasion by demanding about 25 or 30 cents more for each and every bag. The 60-75 cent day was almost due, but 85c-\$1.10 is prevailing price this week. Some buyers are complaining of large amount of dirt in bags, and threaten to complain to official headquarters.

Effects of United States tariff bill are being discussed. It is not expected to result in export of Ontario potatoes, as Michigan can hardly be dislodged. New Brunswick, however, are likely to be taken, and, if so, price here will go up, and Ontario will rise in sympathy.

Sweet potatoes dropped with an improved supply to \$4.50 a barrel and \$1.75 a hamper.

Tomatoes dropped again after temporary rise of last week, and sold down as low as 25 and 30 cents. Quality also was improved.

Spanish onions are due for small climb of about 15 cents a crate. Crop is small and new shipments in about a week will come under higher scale.

Silver skins for pickling are not plentiful, and range from \$1 to \$1.50. Large onions for cooking were in this week at about 45 cents.

Beans, wax, 11-qt., per basket	0 35
Beets, Canadian, per bkt.	0 30
Carrots, Canadian, bkt.	0 35
Celery, domestic, doz.	0 35
Corn, dozen	0 10
Cucumbers, Canadian, basket	0 20
Egg plant, basket of 12	0 25
Gherkins, basket	0 75
Mushrooms, per lb.	0 75
Onions—	
Spanish, crate	2 75
Silver skin, pickling, bkt.	1 00
Large, cooking	0 40
Parsley, bkt.	0 75
Green peppers	0 60
Potatoes, Ontario, per bag	0 90
Sweet potatoes, bbl.	4 50
Squash, dozen	1 25
Tomatoes, Canadian, basket	0 30
Vegetable marrow	0 15
Water cress, domestic, 11-qt. basket	0 60



Produce & Provisions



Egg Prices Up, Probable Butter Outlet to U.S.

Autumn Season Again Lowers Production of Eggs—Wilson Tariff Anticipations From Butter Standpoint—Compound Lard Down in Montreal—Hogs and Products Remain Steady—A Tendency to Weakness in Honey.

Hams and bacon and hogs are in practically same position as one week ago. The former fell no further and hogs are still scarce and still command from \$9.40, the minimum, to \$9.75, bringing the corresponding high fed and watered price to just over \$10. That this market will show little change for several weeks more is the general impression. Both pure and compound lard are unchanged.

Eggs continue to be the strong feature of the products market, and some fancy prices have been paid for "strictly new laid," 34 and 35 cents. These are very scarce and will be, buyers say, until the new year. Cheese is slightly firmer.

The butter situation continues in a rather unsatisfactory condition for every one in the business. The present stock is heavy and the supply is far above last year. Export is no more possible this year than last — except the Wilson tariff should have some effect—on account of the high price and New Zealand appears to have possession of the far West market. Dealers have some hopes that the reduction in duty by the United States from 6 to 2½ cents will provide a market over there for some of the surplus.

The following were the transactions on the Toronto Produce Exchange on Monday:

BUTTER.—Dairy, none; creamery, 26 boxes solids, finest, 24¾c asked, not sold; 50 boxes prints, finest, 25c asked, not sold; 25 boxes solids, finest, 24c asked, sold.

EGGS.—250 cases storage, free cases, ins. and storage paid to Jan., April stock 26c asked, sold.

CHEESE.—100 large pfr., 13¾c asked, not sold; 100 twins, pfr., 13¾c asked, not sold; 25 old Sept. pfr., large, 13¾c asked, not sold; 25 old Sept., pfr., twins, 14c asked, not sold; 150 large pfr. 13¾c asked, not sold; 150 twins, pfr., 14c asked, not sold; 50 large June, 14c asked, 13¾c bid.

HONEY.—1,600 dozen comb choice, \$2.50 asked, not sold; 20 50's clover, 10½c asked, 10c bid; 10 50's buckwheat, 8½c asked, 7c bid.

MONTREAL.

PROVISIONS.—Feature of market is a drop in compound lard, by some firms to 10¾c, tierce basis, by other firms to 10½ cents, tierce basis. This decline is due in part to much easier feeling which during past couple of weeks has been prevailing on cotton seed oil markets. Drop in price on this oil has been in neighborhood of 10 cents per gallon.

Meats continue steady but with nothing very marked either one way or the other.

	Per lb.		Per lb.
Hams—			
Light, under 12 lbs.	0 21		
Medium, 12 to 20 lbs.	0 19½		
Large, 20 to 40 lbs.	0 19		0 19½
Bacon—			
Plain, bone in	0 23½		
Boneless	0 25		
Peameal	0 26		
Bacon—			
Breakfast	0 21		0 23
Roll	0 17		
Shoulders, bone in	0 18		
Shoulders, boneless	0 18½		
Cooked Meats—			
Hams, boiled	0 30½		0 31
Shoulders, boiled	0 27		
Shoulders, roasted	0 28		
Dry Salt Meats—			
Long clear bacon, 50-70 lbs.	0 15½		
Long clear bacon, 80-100 lbs.	0 14½		
Flanks, bone in, not smoked	0 15½		
Barrelled Pork—			
Heavy short cut mess	30 00		
Heavy short cut clear	30 00		
Clear fat pork	28 50		
Clear pork	27 00		
Lard, Pure—			
Tierces, 375 lbs. net	0 14½		
Tubs, 50 lbs. net	0 14½		
Boxes, 50 lbs. net	0 14½		
Pails, wood, 20 lbs. net	0 14½		
Pails, tin, 20 lbs. gross	0 14½		
Cases, 10-lb. tins, 60 in case	0 15		
Cases, 3 and 5-lb. tins, 60 in case	0 15½		
Bricks, 1 lb. each	0 15½		
Lard, Compound—			
Tierces, 375 lbs. net	0 10½		
Tubs, 50 lbs. net	0 10½		
Boxes, 50 lbs. net	0 10½		
Pails, wood, 20 lbs. net	0 11		
Pails, tin, 20 lbs. gross	0 10½		
Cases, 10-lb. tins, 60 in case	0 11½		
Cases, 3 and 5-lb. tins, 60 in case	0 11½		
Bricks, 1 lb. each	0 12½		
Hogs—			
Live, f.o.b.	9 70	9 95	
Live, fed and watered	10 00	10 25	
Dressed	14 50		

BUTTER.—In anticipation of Wilson tariff reforms becoming law, firmness rules on all butter markets. On Saturday Cowansville quoted 26c and St. Hyacinthe 25¼c. Locally stocks are fairly heavy, but should the new tariff come

any time within next two months, firm markets are likely to rule throughout season.

Butter—	Per lb.
Creamery prints, fresh	0 27½
Creamery solids	0 27
Dairy prints	0 23
Dairy solids	0 23
Separator prints	0 23
Separator solids	0 23

EGGS.—Market is still on the boom, and this week registered another advance of 1 cent all round on fresh stock. Current receipts of fresh stock are still low, and inadequate to meet present demand so that even now dealers are beginning to draw from storage to fill orders. Firmness from now on is expected.

Eggs, case lots—	Per dozen.
New laid	0 35
Selects	0 30
No. 1s	0 27
No. 2s	0 22
Splits	0 21
New laid eggs, in cartons	0 36

CHEESE.—Following temporary scarcity of 20-lb. new cheese, market is still going up, and this week advanced another ½ cent. Price on these, however, is higher than the cheese boards would warrant so that as soon as supplies catch up to demand, market is likely to ease off again.

Cheese, White or Colored—	New.	Old.
Large	0 14	0 15
Strong	0 16½	0 17
Twins	0 15½	0 15
20 lb. new	0 15½	...
Stilton	0 17	...

POULTRY.—Dullness continues to rule on poultry markets, but with signs of greater activity soon with the approach of the Thanksgiving season and cooler weather.

Frozen Stock, Dressed—	Per lb.
Chickens	0 21
Ducks	0 22
Fowl	0 18
Turkeys	0 23
Fresh Stock—	
Broilers, spring, live	0 22
Broilers, spring, 3 lb. pr., dressed	1 25
Ducks, spring, dressed	0 22
Ducks, old, dressed	0 14
Ducks, old, live	0 12
Fowl, live	0 15
Fowl, dressed	0 19
Turkeys, old Tom, dressed	0 22

HONEY.—So far as can now be ascertained, there has been a big crop of white clover honey and a fair average crop of buckwheat. High prices to date, are explained by fact that as yet supplies have only begun to come in. In the country,

THE CANADIAN GROCER

holders are asking from 10 to 12 cents per lb. for white clover delivered Montreal, but as dealers refuse to bid higher than 9c for white clover, and 7 cents for buckwheat, it would look as if easier markets might be expected shortly.

White Clover Honey—		Per lb.
Barrels	.....	0 12
Tins, 60 lbs.	.....	0 12½
Tins, 30 lbs.	.....	0 12½
Tins, 5 and 10 lbs.	.....	0 13
Comb, 13-14 oz. section	.....	0 20
Buckwheat Honey—		Per lb.
Barrels	.....	0 09
Tins, 60 lbs.	.....	0 09½
Tins, 30 lbs.	.....	0 09½
Tins, 5 and 10 lbs.	.....	0 10
Comb, 13-14 oz. section	.....	0 15

TORONTO.

PROVISIONS.—The market is unusually stationary this week and the only changes are ½ a cent lowering in medium hams and ¼ cent rise in long clear bacon, light. Hogs are a shade higher, running up to \$9.75. Lard, fine and compound, is unchanged.

Hams—		
Light, per lb.	.....	0 21½
Medium, per lb.	.....	0 21
Large, per lb.	.....	0 19½
Bacon—		
Plain, per lb.	.....	0 23½
Boneless, per lb.	.....	0 25½
Pea meal, per lb.	.....	0 24½
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
Less clear bacon, heavy	.....	0 15
Cooked Meats—		
Hams, boiled, per lb.	.....	0 30
Hams, roast, per lb.	.....	0 30
Shoulders, boiled, per lb.	.....	0 22½
Shoulders, roast, per lb.	.....	0 23½
Barrelled Pork—		
Heavy mess pork, per bbl.	.....	24 00
Short cut, per bbl.	.....	23 50
Lard, Pure—		
Tierces, 400 lbs., per lb.	.....	0 13½
Tubs, 60 lbs., per lb.	.....	0 14
Pails, 20 lbs., per lb.	.....	0 14½
Pails, 3 and 5 lbs., per lb.	.....	0 15½
Bricks, 1 lb., per lb.	.....	0 15½
Lard, Compound—		
Tierces, 400 lbs., per lb.	.....	0 10½
Tubs, 60 lbs., per lb.	.....	0 10½
Pails, 20 lbs., per lb.	.....	0 11
Hogs—		
F.O.B., live, per cwt.	.....	9 40
Live, fed and watered, per cwt.	.....	9 75
Dressed, per cwt.	.....	13 75

BUTTER.—Although heavy stocks are held, dairy butter just at present is scarce but supply should increase when cheese factories close, as farmers will produce more at home. In sympathy with creamery dairy is a little firmer at present, in spite of supply on hand being large.

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

EGGS. — The higher price for new laid has been noted with special lots getting prices as high as 34 cents and retailing in one or two cases at 38 cents. The firmer tendency in September when supply begins to drop has set in and No. 2's and splits are generally quoted at about a cent above last week's figures, 19 to 21, and 18 to 20 cents respectively. Storage eggs were again in evidence at the exchange and April storage, free cases with storage and insurance paid until January were offered at 26 cents and accepted.

A wholesale produce dealer who practices the loss-off system told Canadian

Grocer this week that he was paying more for eggs as a result. One year ago he gave 22 cents: at present for a corresponding lot, 25½ cents. On the first he had to assume the risk of bad eggs. He cited this to prove that the farmer and general merchant would receive more under the new system than the old, while the grocer would retain his profit; the price to the consumer would not necessarily be more.

Eggs, case lots—	Per Dozen.
Selected new laid	0 29
Selected, new laid, in cartons	0 31
Fresh gathered	0 25
No. 2's	0 19
Splits	0 18

CHEESE. — Prices generally were about one-eighth higher this week and offerings heavier than for some time past.

Cheese—		
Old, large	.....	0 14½
Old, twins	.....	0 15
New, large	.....	0 14½
New, twins	.....	0 15

HONEY. — The injunctions of the Beekeepers' Association to hold honey for the scheduled prices are not being obeyed, and everything offering is at lower prices. At the exchange on Monday 1,600 dozen of finest clover comb honey was offered at \$2.50 and refused, compared with \$2.90 earlier in the season. Fifties, also of clover were offered at 10½ and only 10 cents bid. Buckwheat made its first appearance on the exchange at 8½ asked but only 7 bid. The former is the ruling associate figure.

POULTRY. — For the first time in weeks prices remain unchanged. Frozen stock is practically off market, with exception of turkeys and ducks, and the fresh stock will be alone in its glory until January. It is still coming in freely although farmers are busy rounding up fall fairs, their most common form of holidaying. In a couple of weeks supply will be heavier.

Frozen Stock—	Per lb.
Broilers, dressed	0 22
Chicks, milk fed, dressed	0 25
Chickens, dressed	0 20
Ducks, dressed	0 16
Fowl, dressed	0 17
Turkeys, dressed	0 24
Fresh Stock—	Live.
Broilers, spring	0 15
Ducks, spring	0 12
Fowl	0 12
Turkeys, old Tom	0 14

WINNIPEG.

PRODUCE AND PROVISIONS.—Eggs strictly fresh are up 2 cents, and reported as difficult to procure. Dairy butter, best grades, is up 1 cent. Dressed meats and lard are steady.

Cured Meats—		
Hams, per lb.	.....	0 19
Shoulders, per lb.	.....	0 15
Bacon, per lb.	.....	0 20½
Long clear, D.S., per lb.	.....	0 14½
Mess pork, bbl.	.....	23 00
Lard—		
Tierces, per lb.	.....	0 13
50 lb. tubs	.....	6 00
20 lb. pails	.....	2 70
3 lb. tins, cases	.....	8 40
5 lb. tins, cases	.....	8 32
Butter—		
Creamery, per lb.	.....	0 27
Dairy, per lb.	.....	0 17
Cheese—		
Ontario, large, per lb.	.....	0 15½
Ontario, twins, per lb.	.....	0 16
Eggs, dozen	.....	0 22



Following items are from the Canadian Grocer of Sept. 22, 1893:—

“Wm. McClelland, of McClelland Bros., Niagara-on-the-Lake, Ont., was in Toronto last week.”

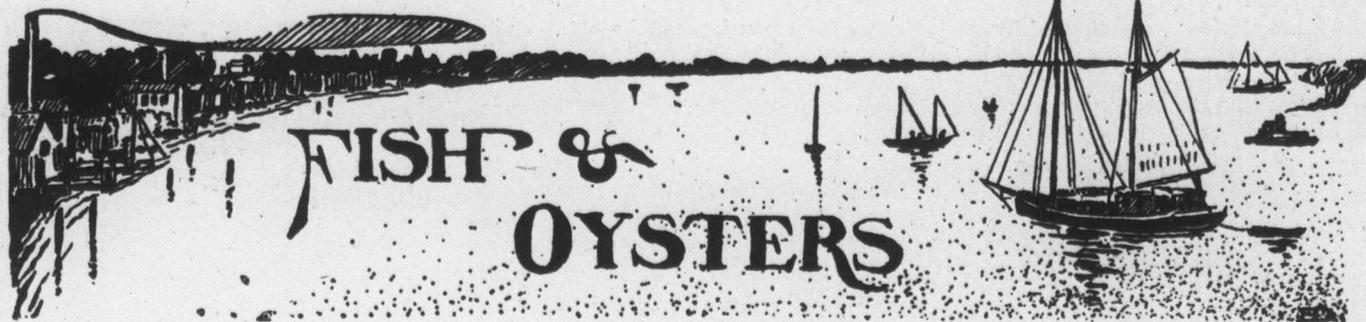
Editorial Note.—By a curious coincidence there appears in this issue a story about the store of the late Wm. McClelland, who died just a couple of years ago.

“A. H. Paffard, one of Davidson & Hay's travellers, who has been ill for some weeks with typhoid fever, is reported to be improving.”

Editorial Note.—Mr. Paffard certainly overcame this illness of 20 years ago, for he is to-day a very much live man. He is still with the Davidson Hay Co. in Toronto, with greater responsibilities than when the above was written.

“At the meeting of the Toronto Retail Grocers' Association, President D. W. Clark announced that S. R. Heakes, the secretary of the Saturday Half-Holiday Association, had written him asking for the appointment of two delegates to confer with the Association re permanent Saturday half-holiday. J. S. Bond said he thought it would be well to get an expression of opinion from the trade. As far as he was concerned, he favoured a Saturday half-holiday. A. White raised an objection, and pointed out the difficulty there would be in closing Saturday afternoon during the fruit season. H. W. McCulloch thought that it was blessed little profit the trade made out of fruit anyhow. J. S. Bond—Hear, hear. Vice-President Gibson said there would not be half a dozen grocers in the city who would favor closing Saturday afternoons. “I am satisfied that it cannot be carried out. The climatic conditions are against it.” President Clark and A. White were delegated to confer with the Saturday Half-Holiday Association, and on the suggestion of Robt. Mills, Secretary Corrie will endeavour to gather an opinion from the trade regarding a permanent Saturday half-holiday, and at the next meeting the question will be discussed.”

Editorial Note.—Can any of the surviving members of the Association recall this meeting?



Ocean Storms Cause Advance in Halibut

Non-Arrival of Boats and Delays Caused by Gales—Oysters in Splendid Demand for so Early in Season—Call for Pickled, Salt Dried and Smoked Fish Opens in Earnest—Advance in Green Cod.

MONTREAL.

FISH.—Feature of market this week is scarcity of haddock and halibut, and, as a result, an advance in price. At this season of the year, rough weather around equinoctial gales, usually prevails at the coast. This has caused fish to seek deeper waters, and thus prolonged the trips of the various fishing boat at sea. Also, through fear, some fishermen have hesitated setting out at all, which fact has increased even to a greater extent the shortage already noticed, and caused greater firmness to rule from price standpoint.

Lake fish are now offering much more plentifully. Fishing is being carried on extensively on Manitoban lakes, and to date information is that good hauls are being made. A great quantity of this fish will, of course, be frozen for distribution early next winter, and though it is rather early to put a price on frozen stock of lake fish, dealers anticipate that prices will hold at about last year's level. At present extra supplies of fresh stock being received are causing an easing off in prices, particularly in doree and trout.

This week starts demand in earnest for all kinds of pickled, salt, dried, and smoked fish. The feature in green cod, which has now become a staple line, is quite an advance in price, due to expected effects of American tariff. Buyers from the American side have already been around the fishing grounds, and have bought heavily, with orders for shipment as soon as the Wilson tariff becomes effective.

Pickled herrings are reasonable enough just now, but if demand equals what is now expected, prices will stiffen somewhat.

Gaspe herring fishing is reported a complete failure this year—that is, the fish is claimed unfit for use, and for this reason authorities have forbidden further fishing. This will reduce considerably the available supply, and may also have

a bearing on prices later in the season.

Fresh eels are now coming in large quantities. Though somewhat late in season, it is still claimed that if fishermen get busy, and fish run as usual, there will yet be enough to supply requirements.

Smoked fish, such as haddies, kippers, bloaters, and fillets, are now beginning to move more freely. Up to present time demand has been somewhat disappointing.

Bulk and shell oysters are starting in with a rush, which augurs favorably for the coming season. Supply this week has been inadequate to cope with demand, and trade is preparing for a large supply for the coming weeks.

Fresh Stock—	
Bluefish, per lb.	0 15
Carp, 100 lb. boxes, per lb.	0 10
Cod, market, 250 lb. cases, per lb.	0 05
Doree, 100 and 150 lb. cases, per lb.	0 11
Floanders, per lb.	0 06
Frog legs, large, per lb.	0 50
Frog legs, small, per lb.	0 25
Haddock, per lb.	0 05 1/2
Halibut, per lb.	0 12
Herring, per 100 fish, large.	3 00
Mackerel, 1 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 20
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
Meats, bulk, standards, gal., \$1.50; selecta	1 80
Meats, solid, standards, gal., \$1.80; selecta	2 00
Oysters, Cape Cod, shell	11 00
Oysters, Cape Cod, shell	12 50
Periwinkles, per bushel	2 50
Prawns, per gal.	2 00
Scallops, per gal.	2 75
Shrimps, per gal.	2 00
Frozen Stock—	
Haddock, per lb.	0 04
Herring, per 100 fish	1 50
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 Stock—	
Boneless fish, 20 lb. pkgs.	0 07
Cod, pure, ea. of 20 tablets, per lb.	0 10 1/2
Cod, pure, 3 lb. box, per lb.	0 15
Cod, boneless strip, 20 lb. box, lb.	0 10
Cod, boneless strip, 2 lb. blks., in 20 lb. pkgs., lb.	0 07
Cod, shredded, box of 2 doz.	1 80
Cod, skinned, per 100 lb. box.	6 00
Cod, dried, per 100 lb. bundle.	6 00
Pollock, dried, per 100 lb. bundle.	6 00

Salted and Pickled Stock—	
Cod, green, ordinary, per 200-lb. bbl.	8 00
Cod, green, white napes, per 200-lb. bbl.	10 00
Haddock, No. 1, green, per 200 lbs.	5 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 00
Herring, Holland, per keg, 75c; per 1/2 bbl., \$3.00 to \$3.50; per bbl.	9 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
Trout, lake, kegs	7 00

TORONTO.

OYSTERS.—The oyster season, which is bound to be somewhat spasmodic during first two weeks of September with only a casual chill in atmosphere that calls one to a steaming broth of oysters, started in earnest on the fifteenth and sixteenth when biggest houses on the Atlantic coast opened their plants. Hitherto heavy overhead expenses meant that only smaller houses paid to operate. Hereafter agents will be able to take care of sudden changes of weather.

FISH. — Shipment of halibut from outside was again withheld this week owing to non-arrival of boats, and as result of small supply on hand, price went up one cent. Two new arrivals should be noted: Labrador herring, at \$6.50 a barrel, and salt mackerel at \$2.50 in pails. Advices state that both Holland and Scotch herring will be dearer this fall.

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

If you never buy outside of town anything you could buy inside, you are well justified in complaining about other people sending away. Otherwise not.



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.

An Eminent Scientist's View

Among the many scientists who have made a study of the bacteriological and chemical conditions of oysters, perhaps none have done so more thoroughly than Dr. Julius Nelson, Professor of Biology, Rutgers College, New Brunswick, N. J., and Biologist of New Jersey State Agricultural College Experiment Station. With his consent the following is published:—

"Oysters are a good food. Oysters come nearer in composition to cow's milk than do most other meats, as all the four kinds of nutrients needed are present in good degree. Oysters have a larger excess of the flesh building substance relative to the other constituents than milk, so we "balance the ration" by addition of starchy food and fats when eating oysters, thus securing a good meal at a cost that compares favorably with that when other meats are chosen. Oysters have some special points of advantage, among which the following:—

- (1) The seas salts that they contain are useful in regulating and stimulating nutritional processes.
- (2) They are the tenderest of meats and easily digestible, and suitable even for persons of sedentary habits.
- (3) In addition to being easily safeguarded against accidental contamination, there is no oyster parasite known, that will live in the human system.
- (4) Oysters are clean feeders; they are practically confined to a selection of the beautiful little plants known as diatoms. I consider oysters a valuable and wholesome food."

After reading from such an authority, even the most timid lover of good things to eat, need not hesitate to enjoy the delicious, appetizing oyster, to the gratification of his palate and the benefit of his digestion.

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

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
" 3-lb.	13 00
" 5-lb.	22 35

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

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Baking Powder—5-lb. size, \$8.25; 1-lb. tins, \$2; 12-oz. tins, \$1.00; 8-oz. tins, \$1.20; 6-oz. tins, 90c; 4-oz. tins, 65c; 5c tins, 40c.

BORWICK'S BAKING POWDER

Sizes.	Per doz. tins.
Borwick's 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-lbs.	7 25
No. 17, 5-lbs.	14 00

FOREST CITY BAKING POWDER.

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

BLUE.

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

COUPON BOOKS—ALLISON'S.

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

UN-NUMBERED.

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

For numbering cover and each coupon, extra per book, ½ cent.

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

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

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

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

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

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

White Swan Flaked Rice, \$1.

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

DOMINION CANNERS.

Aylmer Jams. Per doz.

Strawberry, 1912 pack	\$ 2 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 85

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 85
Raspberry	0 60	0 95

14's and 30's per lb.

Strawberry	0 13
Black currant	0 13
Raspberry	0 13

Freight allowed up to 25c per 100 lbs.

COCOA AND CHOCOLATE THE COWAN CO., LTD.

Cocoa—

Perfection, 1-lb. tins, doz..	4 50
Perfection, 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 90
Perfection chocolate, 10c size, 2 and 4 doz. in box per doz.	0 90
Sweet Chocolate— Per lb.	
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes.	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's 6 and 12-lb. boxes	0 29
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

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

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

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

Chocolate ginger, 5-lb. bxs.

Milk chocolate wafers, 5-lb. boxes

Coffee drops, 5-lb. boxes ..

Lunch bars, 5-lb. boxes ..

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

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

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

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

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

Almond nut bars, 4 bars, per box

NETS'S.

Agents—F. E. Rebeon & 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.

Smaller quantities

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

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

Nut milk bars, 2 dozen in box

" breakfast cocoa, ¼'s and ½'s

" No. 1 chocolate

" Navy chocolate, ¼'s ..

" Vanilla sticks, per gra. 1 00

" Diamond chocolate, ¼'s ..

" Plain choice chocolate liquors

" Sweet chocolate coatings

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, ½-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.



Exhibit of the North Atlantic Fisheries, Limited, in the Government Building at the Canadian National Exhibition.

A FASCINATING FISH EXHIBIT

IT was little wonder that practically every visitor who attended the great Canadian National Exhibition at Toronto saw the display of the deep sea fish made by the North Atlantic Fisheries, Limited. The reason was quite evident to anyone who passed through the Government Building. There was found an exhibit of exceedingly high educational value if not the most interesting and educative on the grounds.

Most of us from our youth up have read of the wonderful man-eating shark, which, with supernatural instinct it was said, would follow a doomed ship on the ocean. But few had ever before laid eyes on one of these monsters. In a long, attractive refrigerator show-case of the North Atlantic Fisheries was one of these sharks, weighing pretty close to 2,000 pounds.

There was, too, a trunk turtle that would tip the scales at half a ton; a monster sword-fish that was the cynosure of all eyes; the skate, the blue shark, the halibut, and one would think every kind of finny inhabitant that could possibly inhabit the North Atlantic depths.

It was the first occasion on which these deep sea fish from the waters of the North Atlantic had been on exhibition, and that the display was unique in the annals of the fishing industry in Canada goes without argument.

The exhibit illustrated above was directly across the aisle from the cold storage, and was constructed of the boxes in which the cured fish are shipped. As will be observed on closer examination of the photograph, pails of salt mackerel, salt shad, salt herring, and boxes of boneless, skinless and dried cod fish were neatly arranged at points of vantage all around the booth. The cases were built up in pyramid and arch fashion in a most attractive manner, enclosing a sort of office in the centre.

As the sales manager, Mr. W. R. Spooner, who was in charge of the exhibit, stated to the "Canadian Grocer," the exhibit was designed to create a more widespread interest in the deep sea fisheries of the North Atlantic Coast, and to develop trade still further in Nova Scotia fish, which has long since been carried on along national lines. Canada is renowned the world over for her fisheries, and no small credit is due

such firms as the North Atlantic Fisheries, Limited, for bringing our Dominion to the front.

When one considers that this company handles 20,000,000 pounds of fish in a year; that it has buying stations at every important fishing centre in Nova Scotia, Prince Edward Island, and Newfoundland; cold storage plants in Halifax and Port Hawkesbury, and branches in 17 other towns in the maritime provinces, he realises an industry of no mean dimensions, and understands why such a unique and distinctive exhibit could be placed before the eyes of a million people at the Canadian National.

Asked as to the varieties of fish that passed through the hands of the North Atlantic Fisheries, Mr. Spooner cited the following:—Finnan Haddies, Fillets, Kippers, Bloaters, Smoked Cod, Smoked Hake, Boneless Cod, Salt Herring, Salt Mackerel, Salt Cod Tongues, Sounds, etc., etc.

He also stated the company had issued a booklet on "Fish, and How Handled," for the retail trade, which was free for the asking. This is well illustrated, and for anyone desiring to build up his fish trade it would be of great assistance.

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 BEOS.

MWLAGAMA BLEND.

Ground or bean—	W.S.P.	R.P.
1 and ½	0 25	0 30
1 and ¼	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. SHIRRIFF'S

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 30

CLARK'S PORK AND BEANS

IN TOMATO SAUCE.

	Per doz.
No. 1, 4 doz. in case	0 00
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 60

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. Ca. 25 1 lb. bars, lb.	0 05½
Ca. 200 3½ lb. pieces, cs.	4 00
Ca. 12 3 lb. bars, lb.	0 10½
Ca. 50 ¼ lb. pieces, cs.	3 75
Ca. 50 1 lb. sq. pieces, cs.	4 50
Ca. 50 1 lb. long pieces, cs.	4 50
Ca. 200 300 grs. pieces, cs.	12 00
Ca. 100 300 grs. pieces, cs.	6 00
Ca. 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	6 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
Extra Fins, 50 1 kilo	14 50
Extra Fins, 100 ½ kilo	15 00
Tres Fins, 100 ½ kilo	13 50
Fins, 100 ½ kilo	11 50
MI-Fins, 100 ½ kilo	11 00
Moyens No. 2 100 ½ kilo	9 50
Moyens No. 3, 100 ½ kilo	9 00
Fins 1 Frs Petit & Cie, 100 ½ kilo	10 00
Moyens, 1 Frs. Petit & Cie, 100 ½ kilo	7 50

MINERVA PURE OLIVE OIL.

Case—	
12 litres	8 00
12 quarts	6 00
24 pints	6 50
24 ¼-pints	4 25
Tins—	
5 gals. 2a	2 00
2 gals. 6s	2 05
1 gal. 10s	2 10
20s, ½ 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, ½lb. 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.

"SHREDDED."

1 lb. glass (2 ds case)	\$1.90	\$1.80
2 lb. glass (1 ds case)	3.20	3.00
4 lb. tin (1 ds case)	5.50	5.35
7 lb. tin (½ ds case)	8.00	8.25

"IMPERIAL SCOTCH."

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

MUSTARD.

COLMAN'S OR KEEN'S.

	Per doz. tins
D. S. F., ¼-lb.	1 40
D. S. F., ½-lb.	2 50
D. S. F., 1-lb.	5 00
F. D., ¼-lb.	0 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. I. CATELLI CO., LIMITED. Hirondele 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.	6
Terms—Net, 30 days.	

JELLY POWDERS.

JELL-O.

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

JELL-O ICE CREAM POWDER

Assorted case, contains 2 doz.	2 60
Straight.	

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

SOAP AND WASHING POWDERS.

SNAP HAND CLEANER.

3 dozen to box	3 00
6 dozen to box	7 20
30 days.	

RICHARDS PURE SOAP.

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

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

FELS NAPHTHA.

Prices—Ontario and Quebec: Less than 5 cases	\$ 5.00
Five cases or more	4 95
SAPHO MFG. CO., LTD. MONTREAL "SAPHO" INSECTICIDE. 1-16 gall., doz.	2 00
¼-gall., doz.	6 00
½-gall., doz.	10 00
1 gall., doz.	19 50
1-16 gall., gross lot	20 00

Have you a line that is needed in the West?



You know the requirements of the Western people—have you any of them? If so, how are you going after this business? Unless you have a permanent Western staff of representatives you will find it hard to get your share of the business the West offers.

With our five large warehouses and a thoroughly efficient staff of representatives we are in a position to offer you the best possible service. We cover the territory often and guarantee sales. Can you do as well?

WRITE TO-DAY

NICHOLSON & BAIN

Wholesale Commission Agents and Brokers
HEAD OFFICE, WINNIPEG, MAN.

Branches: LETHBRIDGE, REGINA, SASKATOON, EDMONTON, CALGARY

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

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

of all Pure Food Laws.

Walter Baker & Co. Limited

Established 1780

Montreal, Can. Dorchester, Mass.

Allison Coupon Books Minimize
the Risk of Loss on Credit
Accounts

—and bring in the money QUICKER—two mighty good arguments. Installing the Allison Coupon Book System in a store that has credit customers gives the same result as adding more capital to the business—and Allison Coupon Books cost almost nothing.



HERE'S HOW THEY WORK

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

For Sale Everywhere by Jobbers.

Manufactured by
ALLISON COUPON CO.,
Indianapolis, Indiana

When writing advertisers kindly mention
this paper.

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

FINEST CRAWFORD PEACHES

Let us look after your preserving orders. We will fill with the very finest fresh fruit, guaranteed to please your trade.

All other varieties of Domestic Fruits of the finest quality at fair prices.

The House of Quality.

HUGH WALKER & SON

Established 1861

GUELPH

and

NORTH BAY

Century Salt

Get on the
higher plane
of doing
business

Sell the pure and good Salt—Century—it is composed of finely granulated, even grained crystals, and is unsurpassed for Table, Dairy or domestic use. A trial will prove the merits of Century.

THE DOMINION SALT CO. Limited
SARNIA . ONTARIO

\$SALE\$

COME TO THE



TRADE MARK

DEALER

BECAUSE CONSUMERS
KNOW THAT

Anything That's



TRADE MARK

Is Safe To Buy.

H. J. HEINZ COMPANY
PITTSBURGH



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

Hurry!



and get your soap orders in—Fall house-cleaning is just commencing and you will be a loser of many nice profits if your stock is not well supplied with the right kind of Soap and washing powders. Look over these lines they are A1 quality, satisfaction givers, and profit makers.

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

"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.

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

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

GET OUR PRICES.

Young-Thomas Soap Co., Ltd.

Regina, Sask.

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

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

We have them

Giant

Prince

Globe

Beaver

Fruit Jar Rings

Quality Guaranteed

Walter Woods & Co.

HAMILTON and WINNIPEG

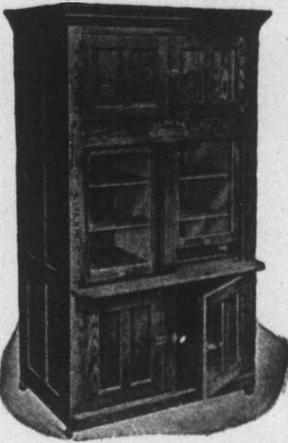
EUREKA

REFRIGERATORS

fill the requirements of the modern store

The experience of over a quarter of a century is behind the manufacture of Eureka Refrigerators. All the most modern improvements for perfect refrigeration on strictest sanitary principles are embodied in the **Eureka**.

Before buying secure one of our catalogs containing prices and explaining in detail the workings of the **Eureka** dry cold circulating air method.



Eureka Refrigerator Co., Limited
54 Noble Street TORONTO

Montreal Representative
JAMES RUTLEDGE, Tol. St. Louis 3076

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

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

Cow Brand Soda

reliable, pure, uniform

Because of its well-known reliable quality, its absolute purity and its strength, Cow Brand Soda is the prime favorite of the housewives everywhere. It meets with steady sale and brings you a good profit.

Get it from your jobber.

CHURCH & DWIGHT

Manufacturers

LIMITED

MONTREAL



Do You Know Triscuit?

If you don't, take home a box of this delicious Shredded Wheat Wafer, have some of it toasted in the oven to restore its crispness, then eat it hot or crisp with butter, soft cheese or marmalades. It has in it all the body-building material in the whole wheat grain, made digestible by steam-cooking, shredding and baking. If your customers like Shredded Wheat Biscuit for breakfast, they will surely like Triscuit for luncheon or for any meal. Try it with hot cocoa, malted milk or other beverages.

The Canadian Shredded Wheat Company,

Limited,

Niagara Falls, Ont.

Toronto Office

49 Wellington Street E.

(8-94)



Help Her With the Baking

The majority of women take great pride in making fine cake, bread or pastry—they like to have them of even flavor, baked thoroughly, but evenly, and above all, tasty. Give them

Windsor

TABLE SALT

and you make baking success more certain. Poor salt means poor bakng, everything "goes flat" after hours of work over a hot stove, and that means disappointment. Help the housewife avoid that.

Canadian Salt Co., Limited

WINDSOR, ONTARIO

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

Your Assets

are solidified every time you say "Fels-Naptha" to your jobber!

Soap of well-known, constant, uniform quality like Fels-Naptha which is such a favorite with jobber, dealer and consumer, could not but be the selection of the careful-buying grocer.



"The Mistakes of Moses."

"Mose," said the good-looking grocer to his new clerk, a week ago last Wednesday, "if Mrs. Jennings phones for Jell-O again to-day, don't you attempt to persuade her to take anything else. People who want

JELL-O

want it, and it's best to hand it out. It pleases them and they come back.

"Getting customers to come back for more is good business, Mose."

And Mose replied, "Yes, sir; all right, sir. I never make the same mistake, twice, sir."—which is a good idea.

There are seven fine *pure fruit* Jell-O flavors, and you can never make a mistake recommending any of them.

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.



THE MCGREGGOR 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. MCGREGGOR
Patente and Manufacturer
411 Spadina Ave., 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 Pulps.

Monument Buildings, London, England

"KING OSCAR"

The Hall Mark of Quality in Sardine-dom

"KING OSCAR"

S
A
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D
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S



By Special Royal Permission

You can offer "KING OSCAR" Sardines to your most fastidious patrons without the least misgiving. They are of the highest quality and of uniform size, prepared and packed under the most sanitary conditions, and with the most painstaking care.

KING OSCAR Sardines are packed in the finest quality Olive Oil in solderless cans. Canadian people know these widely advertised sardines as the "Sardines that make Stavanger famous." Take advantage of our wide-spread advertising, and introduce the real sardines of quality in your town.

They will help you win. Ask your wholesalers.

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

THE
British Columbian Fisheries, Limited

Salmon Packers

SALMON BRANDS:—
"Location"
"Dreadnaught"
"Aliford Bay"

FRESH FISH

FISHING STATIONS:—
Skidegate
Aliford Bay
Cumshewa

Manufacturers of
FISHMEAL, FERTILIZER, and SKIDEGATE DOG FISH OIL and RAT FISH OILS

OFFICES—
Bank of Ottawa Building
VANCOUVER

25 Victoria St.
LONDON, ENG.

Telegrams "Fishfoods" Vancouver



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.

Don't Take the other Fellow's Dust

Forge ahead, be a leader in the business race. If you handle highest quality goods you will easily get ahead.

D.W.C. Spanish Olives

are a quality line that will assist you in making the spurt ahead. D. W. C. Olives are carefully selected and carefully packed in best brine. They sell at a moderate price. Increase your patronage and profits.

Rowat & Co.
Glasgow, Scotland

CANADIAN DISTRIBUTORS

Snowdon & Ebbitt, 325 Coristine Building, Montreal, Quebec, Ontario, Manitoba, and the Northwest; F. K. Warren, Halifax, N.S.; J. A. Tilton, St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.



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**

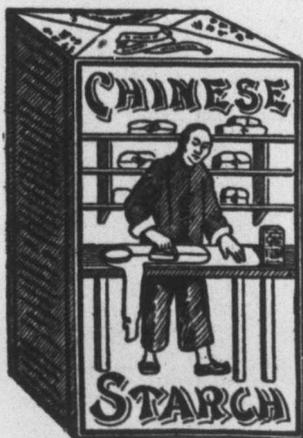
VANCOUVER, BRITISH COLUMBIA

Write for prices and information.

We produce and ship all kinds of Pacific Coast Fish—Fresh—Frozen—Salt—and Smoked.

Quality and Service Unsurpassed

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. Gilmer, 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.; Boivin & 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.

In the Goods and in the Packing

are found those qualities which have given Canadian sea foods so wide a market and the turnover, heavy though it is, is annually growing.

No brand is so widely called for as the

Brunswick Brand

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

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

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

¼ Oil Sardines	Kipperd Herring
¾ Mustard Sardines	Herring in Tomato Sauce
Finnan Haddies	Clams
(Oval and Round Tins)	Scallops

CONNORS BROS.

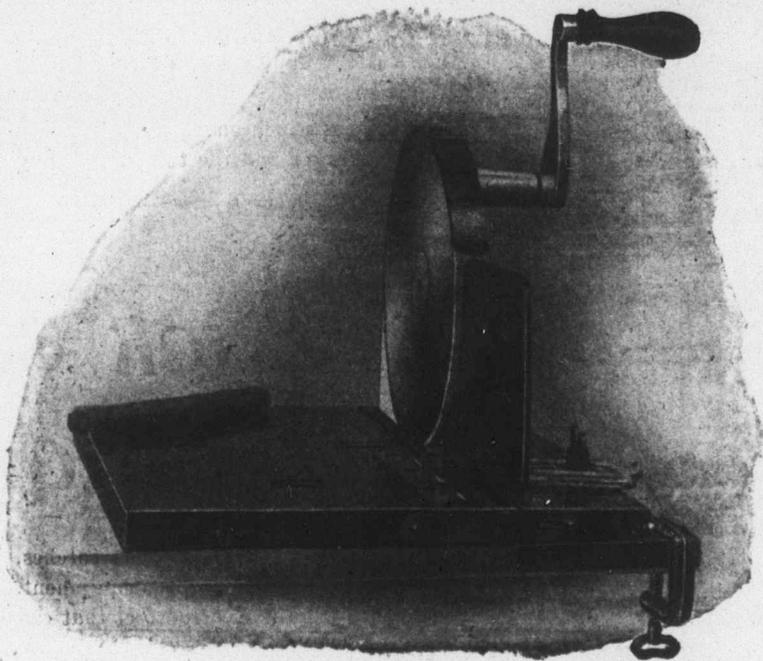
Limited

Black's Harbor, N.B.

AGENTS:—Grant, Oxley & Co., Halifax, N.S.; J. L. Lovitt, Yarmouth, N.S.; Buchanan & Abern, 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.



Will Revolutionize Meat Slicing



THE LOWEST PRICED MACHINE MADE

Every grocer, large or small, can now have a meat slicing machine; in fact, none should be without one. It saves time, labor, money—the best investment you can have. The

IMPERIAL Slicing Machine

is the simplest in construction; the lowest in price, neat, easily cleaned, slices uniformly and gives more slices of bacon to the pound. It will do all that the highest-priced machine will do, and more, because it slices the end pieces, is noiseless, slices everything. Send postal to-day and learn the extremely low price of this machine. It 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.

Good Selling Tobaccos—

These lines are extensively advertised—customers come in CONVINCED—selling is easy work for yourself and clerks.

“ROSE QUESNEL”

Smoking Tobacco — A really GOOD CANADIAN Smoking Tobacco. Sweet—Fragrant—Pure.

“KING GEORGE”

Navy Plug Chewing Tobacco—In a class by itself. Delicious and non-irritating.

Dealers handling these “Leaders” are not left to move the goods from their shelves by their own efforts.

Rock City Tobacco Co., Ltd.
QUEBEC

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.

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I. Can the Principles of Efficiency be Applied to Sales?	VII. The Principles of Efficiency Applied to Advertising
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IV. Face to Face Salesmanship	X. The Future of Advertising
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PRICE, \$2.00 NET

Postage, 13 cents additional

TECHNICAL BOOK DEPARTMENT

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



Dear Mr. Grocer,

You are a judge of good coffee; your wife will appreciate the simple and quick manner in which KIT is prepared—

send now for a free trial bottle—then think about your customers.

Messrs. F. E. ROBSON & Co.
25 Front St. E., Toronto.

Please send us a sample of KIT Coffee and selling plan.

Name.....

Address.....

It is one thing to make Paper Bags that are occasionally good. It is quite another thing to make them so that they are not only always better than all other makes of Bags, but *always of unvarying* goodness.

The name "CONTINENTAL GERM PROOF" stamped on each package, means that if a million packages of "CONTINENTAL GERM PROOF BAGS" were placed before you, you could choose any one of them, confident that every Bag in that package would be as good as the *best* paper bag ever manufactured.

The Continental Bag & Paper Co., Limited

Exclusive Manufacturers of
Automatic Opening GERM PROOF Reinforced Bottom Paper Bags

OTTAWA, ONTARIO

DISTRIBUTORS:

- ONTARIO—The Continental Bag & Paper Co., Ltd., Ottawa and Toronto. Walter Woods & Co., Hamilton.
- MANITOBA, ALBERTA, SASKATCHEWAN—Walter Woods & Co., Winnipeg.
- NOVA SCOTIA, PRINCE EDWARD ISLAND, CAPE BRETON ISLAND—Thomas Flanagan, Upper Water Street, Halifax.
- NEW BRUNSWICK—J. Hunter White, Agent, North Market, St. John.
- BRITISH COLUMBIA—Smith, Davidson & Wright, Ltd., Vancouver.
- QUEBEC PROVINCE—The Continental Bag & Paper Co., Ltd., Montreal.

The McCaskey makes the business grow and grows with the business

The expansion type **McCaskey Register** is an exclusive feature of this system. There are many other distinctive features that recommend it to every aggressive business.

Wholesale accounts can be kept in what is known as the accounts payable section. The accounts payable section of the **McCaskey** is equipped with a double leaf. This section enables you to handle every detail of your business with wholesalers. It enables you to arrive at your net worth every day. No night work, no errors with the **McCaskey**, and your accounts are automatically collected. You should find out more about this system—a postal will put you under no obligations whatever, and will bring you full particulars.

Manufacturers of "Surety" Carbon Back Counter Check Books

THE

Dominion Register Co.

LIMITED

TORONTO

ONTARIO

Trafford Park, Manchester, Eng.
Melbourne, Australia

The Largest Manufacturers of Carbon Coated Salesbooks in the World



Showing Electric Recorder and Cash Till

CLASSIFIED ADVERTISING

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

FOR SALE

NEW ARCTIC REFRIGERATOR, SIZE 7 ft. x 9 ft. x 10 ft. high (up-to-date), bargain for quick sale. Also new Toledo Scale. Apply Box 322, Simcoe, Ont.

GROCERY FOR SALE

HIGH-CLASS GROCERY AND PROVISION business and fixtures for sale. Situated in Toronto, on corner in rapidly growing locality. Modern equipment; 2 delivery outfits, coffee mill, computing scales and interior fittings. Lease can be renewed at reasonable terms. Communicate direct with us, D. M. Johnson & Co., Real Estate, 948 Gerrard St. E., Toronto.

WANTED

AGENT WANTED IN EVERY TOWN IN Canada. Make money spare time and evenings. Write now. Lock Box 120, Davenport, Iowa.

MISCELLANEOUS

BUCKWHEAT FLOUR GUARANTEED pure and unsurpassed by any mill in the province. T. H. Squire, Queensboro, Ont., solicits your orders.

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

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

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adequate to all classes of business. The Copeland-Chatterson Co., Limited, Toronto and Ottawa.

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

COUNTER CHECK BOOKS—WRITE US to-day for samples. We are manufacturers of the famous Surety Non-Smut duplicating and triplicating counter check books, and single carbon pads in all varieties. Dominion Register Co., Ltd., Toronto.

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

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

FIRE INSURANCE, INSURE IN THE HARTFORD. Agencies everywhere in Canada. THE NATIONAL CASH REGISTER COMPANY guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge St., Toronto.

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott-Fisher, Ltd., Room 134, Stair Building, Toronto.

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt and which we will sell at \$10.00, \$15.00 and \$20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. W., Toronto, Canada.

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

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

BUSINESS-GETTING TYPEWRITTEN Letters and real printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letter-forms, real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. American Multigraph Sales Co., Limited, 129 Bay St., Toronto.

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

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

One of the most successful retailers of late years says: "When a firm advertises in trade papers it is getting into good company. As I pick up one of a dozen of these periodicals here in my office, and glance through it, I find that the best people, the successful firms, are represented in such a way as to reflect their importance in the trade."

WHEN A CUSTOMER

inquires for a flavor, suggest

MAPLEINE

It's pure and good—when once tried it is always used.

Order of Your Jobber, or Frederick E. Robson & Co., 25 Front St. E., Toronto, Ontario. Mason & Hickey, 287 Stanley St., Winnipeg, Man.

The Crescent Mfg. Co. SEATTLE. WASH.



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

Pascall's
ENGLISH

Confectionery and Chocolates

Quality: The Purest and Best

Variety: The Largest

Prices: Right

AGENTS—

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(37)

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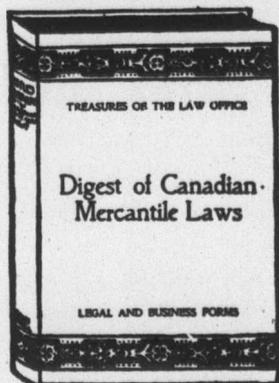
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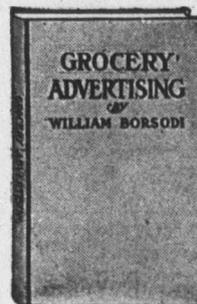
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Pickling Spices

Push the sale now, but see that you push



because you are sure of purity. No chance of a fine. They are the very best procurable.

Seeing that we make a special feature of purity you should let us help make it one of the features in your store.

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Montreal

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Macaroni and Vermicelli is a brand of worth, because the best elements unite in its production, the result being the height of perfection from every standpoint.

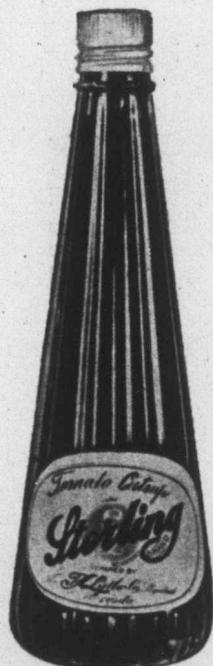
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LIMITED
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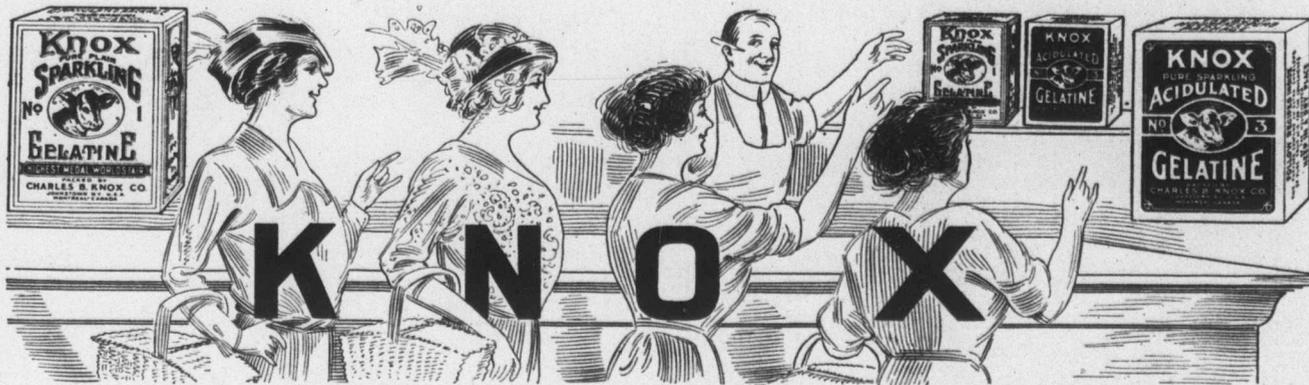
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For Attractiveness of Tin and Quality of Powder You Can't Beat ANTI-DUST.

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CHARLES B. KNOX COMPANY

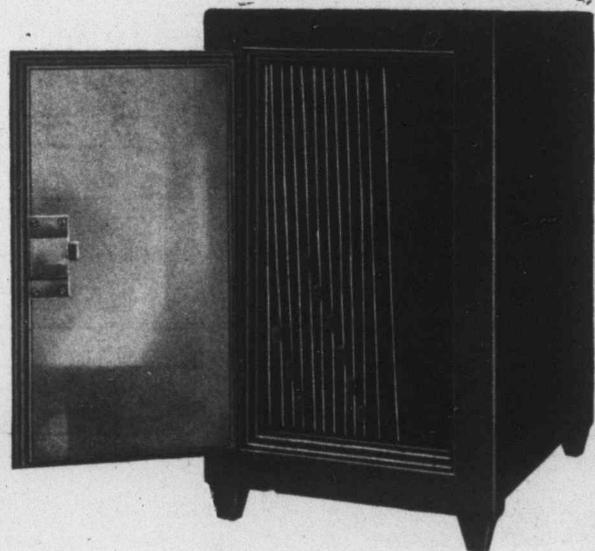
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A pessimist is a man who cannot see the good in anything. He is short-sighted, grouchy and usually wants to be left alone.

Leave him alone.

A man who cannot see good in ADVERTISING is a pessimist. He is out of alignment. He is out of focus.

Leave him alone. Ostracize him. It's his only hope.

Beware of the man who does not advertise and of unadvertised goods.

The printed word costs money and is permanent. It is everlasting evidence which cannot be disclaimed or disputed. Because of this it tells the truth. It may be attractive, but nevertheless the truth.

Favor the salesman of an advertised house. He has back of him a liberal policy which is invariably reflected in his goods and in the service of the firm he works for.

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Dodge the pessimist. He doesn't want your trade, anyway.

If he does, why doesn't he say so?

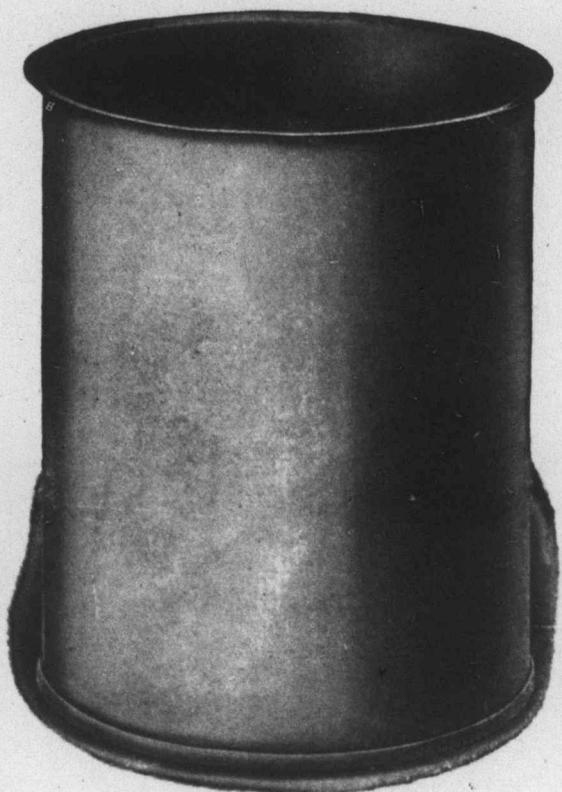


*Twenty-six and a half
cents on every dollar
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Every dollar you invest in "Richards' Quick-Naptha" and "Richards' Pure Soap" will give you a net profit of 26½c., to say nothing of the tremendous satisfaction you will give your patrons with every sale.

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Enamel Lined Cans for Straw-
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Sanitary Can Co., Ltd.,

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A particularly pleasing wafer when used with boullion cups or soups. It fills the demand for a light lunch wafer—cheese and wafers.



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