

# CANADIAN GROCER

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

Montreal: 701-702 Eastern Townships Bank Bldg.  
London, Eng.: 88 Fleet St., E.C.

Toronto: 143-149 University Ave.  
New York: 115 Broadway

Winnipeg: 34 Royal Bank Building

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No. 36

## Robinson's Patent Barley

Needs Little Pushing.  
Your Customers Will Like  
it, and a Demand  
is Immediately Created.



## Robinson's Patent Barley

is a Healthful and  
Nutritious Food for Young  
and Old.

For Particulars, Address

**MAGOR, SON & CO.,**

403 St. Paul Street, **ONTREAL**  
30 Church Street, **TORONTO**

AGENTS FOR THE DOMINION OF CANADA

## IF MRS. SMITH ONLY KNEW

that in making gravies, sauces, custards and soups she could  
make them thicker, smoother and richer by using

## Benson's Prepared Corn

just think how soon she would be telling all her friends about it.  
You might suggest this to Mrs. Smith and all the other Mrs.  
Smiths and get them started. Explain to them that Benson's  
Prepared Corn makes these sauces and gravies free from lumps  
and without the insipid raw taste that flour imparts. You will  
find your sales of Benson's Prepared Corn will increase.

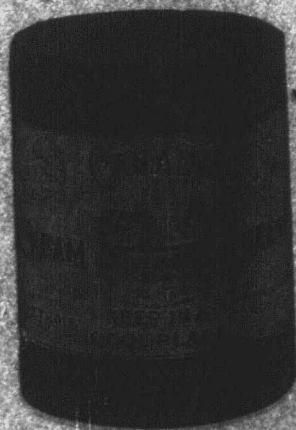
**THE EDWARDSBURG STARCH CO.**  
LIMITED  
MONTREAL—CARDINAL—TORONTO—BRANTFORD—VANCOUVER



# MacLaren's IMPERIAL PRODUCTS



**QUALITY  
VALUE  
PROFIT**



## **NOTHING BETTER**

**ASK YOUR JOBBER**



## THE SILENT SALESMAN

Goods whose trade-marked names have grown familiar to the public need no word-of-mouth explanations on quality or price, for they are their own "Silent Salesmen."

All you have to do is to display them--think of the saving of energy you make when you stock with goods of spotless reputation! Three "Silent Salesmen" are printed below.

### Codou's Macaroni

Genuine French

Made in a Model Factory absolutely new and up to date. Made only from the finest Taganrog Russian Wheat, the only Wheat from which the finest quality of macaroni can be made. Nothing better can be produced.

### 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!

### Griffin & Skelley's Dried Fruits

Seedless Raisins and Prunes. Dried Apricots, Peaches and Pears in all their original goodness. A revelation to the grocer who has been buying other Brands.

Selected with the greatest care and shipped in original boxes right from the Vineyards and Orchards on the Pacific Coast.

Look for the "Griffin" trademark before you buy.

You know what you get when you buy these.

All warranted by the shippers.

**ARTHUR P. TIPPET & CO., Agents**

MONTREAL

TORONTO



# CLARK'S



PORK  
AND  
BEANS

COOKED  
CORNERED  
BEEF



"CHATEAU"  
BRAND  
CONCENTRATED  
SOUPS

ENGLISH  
ROAST  
BEEF



BEEF STEAK  
AND  
ONIONS

SLICED  
SMOKED  
BEEF



## W. CLARK, MONTREAL

Manufacturer of

HIGH GRADE FOOD SPECIALTIES





# SANITARY CANS

FOR

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

**Sanitary Can Co., Ltd.,**  
Niagara Falls, Ont.

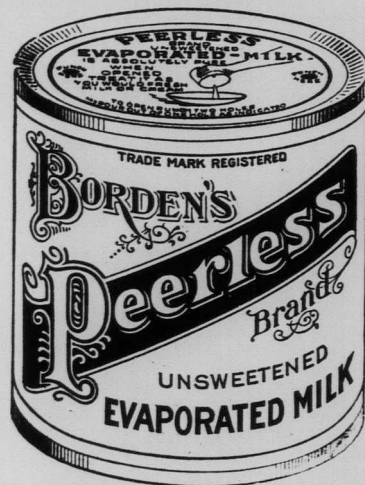
## BORDEN'S EAGLE BRAND CONDENSED MILK      EVAPORATED MILK PEERLESS BRAND



By recommending these Brands  
you will please your customers.

They are the best that  
Science can produce.

BORDEN'S CONDENSED MILK CO.  
"Leaders of Quality"      Established 1857  
Sales Offices and Agencies:—  
MONTREAL    TORONTO    WINNIPEG  
and    VANCOUVER



Mason & Hickey, Winnipeg and Calgary  
WILLIAM H. DUNN,  
Montreal, Toronto and Vancouver



By Special  
Appointment



Established 1817.

to His Majesty  
King George V.

# Macfarlane Lang & Co's

## "Granola Digestive"

(Regd.)

# Biscuits

All varieties of the high-class Biscuits manufactured  
by this old-established and widely known Scotch  
Firm are now being regularly imported and can be  
— supplied in all parts of the Dominion. —

SAMPLES AND FULL PARTICULARS FROM

SNOWDON & EBBITT, 325, Coristine Building, Montreal.  
NEWTON A. HILL, 25, Front Street, Toronto.  
MASON & HICKEY, 287, Stanley Street, Winnipeg.  
The STANDARD BROKERAGE CO.,  
852/864, Cambie Street, Vancouver, B.C.

You will find that

## "Granola Digestive" Biscuits

are excellent with  
cheese. They are  
crisp, not too sweet,  
and have a particu-  
larly pleasing  
flavour, which  
tempts the appetite.  
They are appro-  
priate at all times,  
and may be served  
at luncheon, tea,  
after dinner or  
. . . supper . . .

# Macfarlane Lang & Co's

Biscuit Manufacturers,  
Glasgow and London.



# "Simcoe" Brand Baked Beans In The Lime- Light

## Perfect Beans Perfectly Prepared

Only the choicest beans are used and the latest methods of preparation employed in putting up this noted brand of Baked Beans.

They have the rich, nutty flavor of the old New England dish. "Simcoe" Brand Baked Beans are put up in Tomato and Chile Sauce in different-sized cans.

They are packed solidly without excess fluid. Recommend the 3's Family Size. They contain more (by actual weight) than the Flats sold by other packers. The net weight is greater. Look for the green label on the top of the tin.

**DOMINION CANNERS LIMITED**

HAMILTON :: CANADA





Where Ever You Go You Hear This Remark  
**"I Never Get a Sauce Like  
 BRAND'S A1 SAUCE"**

Whether you dine at a first-class hotel, cafe, or at a private home, you will be sure to find this Sauce. You often hear the above remark made by men and women who know and appreciate a good sauce and relish the peculiarly different flavor it has.

**Brand's A1 Sauce** has been the relish of Royal households for years, and is now making for itself a world-wide reputation.

Especially is it becoming the relish of Canadians, and all good Grocers in the country are stocking it as a sure seller and a profit-getter for themselves.

**ORDER NOW FOR FALL**

**BRAND & CO., Limited** Purveyors to H.M. the Late King Edward VII.

H. HUBBARD, 27 Common St., MONTREAL    MAYFAIR, LONDON, ENG.  
 McLEOD & CLARKSON, VANCOUVER, B.C.    NEWTON A. HILL, 25 Front St. E., TORONTO

**The Favorite Pickle**



**BAIRD'S  
 SECOND-TO-NONE  
 PICKLES**

**The Perfection  
 of Quality.**

**Johnston, Baird & Co.**  
 Glasgow, Scotland

Agents:-Macure & Langley, Ltd., 12 Front E., Toronto, 604 Lindsay Bldg., Montreal; W. L. McKenzie & Co., Winnipeg; R. S. Bedlington & Co., Vancouver; Schofield & Bear, Commission Merchants, St. John, N.B.; W. J. Mahony, Board of Trade Bldg., St. John's, Nfd.

**Get New Trade**

and keep it by pushing the sale of Minute Tapioca. Just tell your customers this: By using

**Minute Tapioca**

a delightful, dainty and wholesome dessert is

ready in fifteen minutes. Minute Tapioca is perfectly pure. It is made in the largest and most sanitary tapioca factory in the world. Six quarts to a package,

**Ask your Jobber for  
 Minute Tapioca**

**Minute Tapioca Co.**  
 Orange, - Mass.

Canadian Representatives  
 Canadian Specialty Co., Toronto  
 R. B. Hall & Son, Montreal  
 W. S. Clawson, & Co., St. John, N.B.

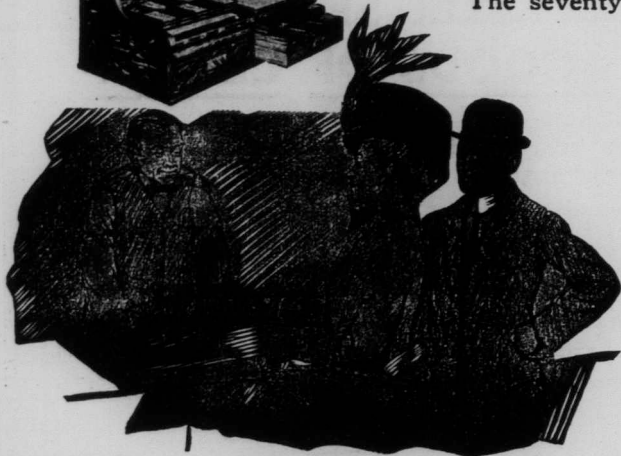






## They Ask for Their Saleslips

The seventy thousand merchants in all lines of business who use



With  
Only  
One  
Writing

# The McCASKEY SYSTEM

The End  
of  
Drudg-  
ery

find that their customers ask for their saleslips—the itemized ac-  
counts of their purchases---showing the total amount due. *They  
want to know what they owe.*

¶ The McCaskey System saves time, labor and money for the merchant. It protects him against forgetting to charge, *(if he fails to write the slip the customer asks for it.)*

¶ The McCaskey System cuts out useless bookkeeping. It keeps every account posted and totaled to date. It is an automatic collector. It furnishes proof of loss in case of fire.

¶ It is an automatic credit limit.

¶ It flags the merchant at every danger point.

¶ No merchant can afford to be without it---it is sold on easy payments if desired and pays for itself.

¶ Information is free Write for catalog to-day.

## Dominion Register Co., Limited

90-98 Ontario Street,

Toronto, Canada

Agencies in all Principal Cities.

519-521 Corn and Produce Exchange, Manchester, Eng.

Manufacturers of the famous McCaskey SURETY Duplicating and Triplicating Salespads and single carbon pads in all varieties



## A SOURCE OF PROFIT IN ARROWROOT

One of the best gifts of the New World has only recently come to its own in a large way. For a century or more St. Vincent has shipped the bulk of the world's supply because St. Vincent Arrowroot is the best.

Recently, the enormous increase of the use of cocoa and chocolates and the study of domestic science and nursing have brought it into common use among a much larger portion of the people.

There is a large profit for the dealer in handling Arrowroot as it rapidly makes its way among the consumers.

Arrowroot makes delicious Blanc Manges, Puddings, Biscuits, Cakes, etc., and is invaluable as a diet for invalids.

Samples, recipes, grades and prices given on application to the Secretary of the



**St. Vincent Arrowroot Growers'  
and Exporters' Association**  
KINGSTOWN, - ST. VINCENT, B.W.I.



Pink's

**Pickles**

are at the Top

When it is a question of quality and flavour **Pink's Pickles** are on top every time.

Only the choicest selected vegetables are used in their preparation, and they have an excellent reputation.

Packed in lever top glass bottles and gallon stone jars.

THE MANUFACTURERS' AGENCY CO.

Montreal, J. W. Windsor, 22 St. John St.  
 St. John, N.B., S. Cecil Irvine, 48 Princess St.  
 Halifax, N.S., C. E. Creighton, Bedford Chambers.  
 Boston, U.S.A., Gen. Sales Office, 24 Milk St.

**E. & T. Pink, London, Eng.**

**GET A REPUTATION  
 FOR SELLING  
GOODS OF CLASS!**

You can sell and honestly recommend the SHIRRIFF EXTRACTS. They will give your customers the greatest satisfaction, being purer, stronger and more true in flavor than any other make.

*It stands to reason* that if you hand a confiding customer a trashy extract, she will buy *that* commodity somewhere else next time. And while she is buying that, she will most likely order something else if your competitor is wide-awake—as he most likely will be.



More  
 Than  
 Ninety  
 Flavors

More  
 Than  
 Ninety  
 Flavors

ALL SHIRRIFF'S EXTRACTS are best in their line, but the greatest success of all is

**Shirriff's  
 TRUE VANILLA**

Made from the real Mexican vanilla bean, it has the true vanilla flavor. This flavor is almost unknown now, because of hundreds of chemical concoctions on the market under the name of "vanilla."

So, if you sell SHIRRIFF'S TRUE VANILLA, you will be giving your customers an extract that will be a revelation to them.

You will please them and add to their confidence in the goods you sell, generally.

WE GIVE YOU A GOOD PROFIT ON EACH SALE *WITHOUT* LOWERING OUR STANDARD OF QUALITY.

**IMPERIAL EXTRACT CO., TORONTO**





ABOUT  
110  
TO THE LB.



ABOUT  
110  
TO THE LB.

# PERRIN'S OPERA FINGERS

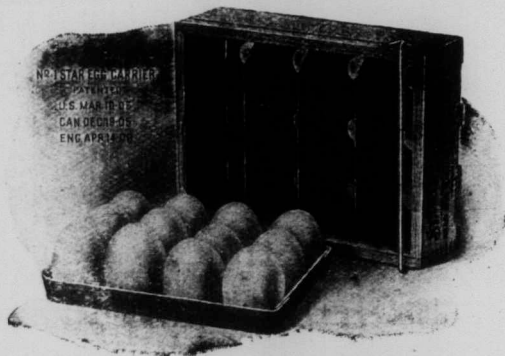
Our latest Biscuit  
delicacy



TRADE MARK REGISTERED

Dainty design, unique  
and rich in flavor

## THE STAR EGG DELIVERY SYSTEM



Made in one and two dozen sizes.

Gets the Business and Saves Your Money

### STAR EGG CARRIERS AND TRAYS FOR SAFE EGG DELIVERY

The only system especially invented for delivering eggs by vehicle. Stops all breakage and miscounts. Costs less to install and operate than paper bags or boxes. Satisfies customers and furnishes the best kind of advertising medium possible

It will pay you to find out all about STAR EGG CARRIERS AND TRAYS.

Write to-day for particulars and we will send you two valuable books:

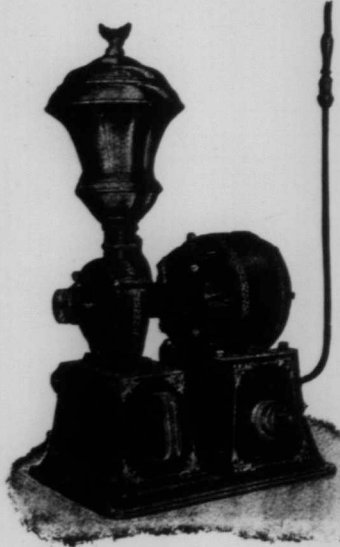
"SAFE EGG DELIVERY" and "SAMPLE ADS"

Star Egg Carriers are licensed under Canadian Patent No 96566, to be used only with trays supplied by us. Manufacturers, jobbers or agents supplying other trays for use with Star Egg Carriers are contributory infringers of our patent rights and subject themselves to liability of prosecution under the Canadian patent laws.

STAR EGG CARRIER & TRAY MFG. CO.  
1550 JAY STREET, ROCHESTER, N.Y.

**There is One Reason Only**

Why you are not interested in a COLES.  
You don't need an Electric Mill.



But when you do--- remember the

**COLES**

and we can't emphasize this too strongly.

Our line of hand and electric mills is sure to include a mill for your needs and at a reasonable price.

**COLES MFG. CO., PHILA., PA.**

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



**You're Armed For Hard Ones**

when you have a stock of STERLING BRAND RELISH. It is sure to please your most exacting customer. This table luxury is absolutely pure and fills the modern want of a modern public. You will be well armed for all the hard ones if your stock contains this Sterling Product. Look over your stock to-day.

**THE T. A. LYTTLE CO.**

Limited  
Sterling Road, - Toronto

**“In addition to tracing direct business to our advertising in The Canadian Grocer**

our representatives, working all the way from Sydney to Victoria, have many times reported the assistance it has been to them, because the trade had already been acquainted with our lines.”

This is an extract from a letter written us by a Toronto firm doing a national business. It incidentally touches on one of the most important points in trade advertising.



**New PEAS (with MINT)**  
in Cooking Nets (Farrow's Patent)



You may have new peas now, or at any time of the year, if you buy Farrow's "Patent Net" Peas and cook them as directed.

**FARROW'S 'Patent Net' PEAS**

are the finest early green peas, gathered at the beginning of the season when peas are sweetest, most tender and delicious. Our process preserves ALL their natural flavour. When cooked they are so delicious and tender that you cannot detect them from fresh garden peas. They are very easily cooked and remarkably cheap—a 10 cent Net provides liberal portions for 8 people. Farrow's "Patent Net" Peas are English grown, absolutely pure, free from all preservatives and colouring matter.

The grandest 10 cent line the Old Country has ever sent us.

**CANADIAN AGENTS:**

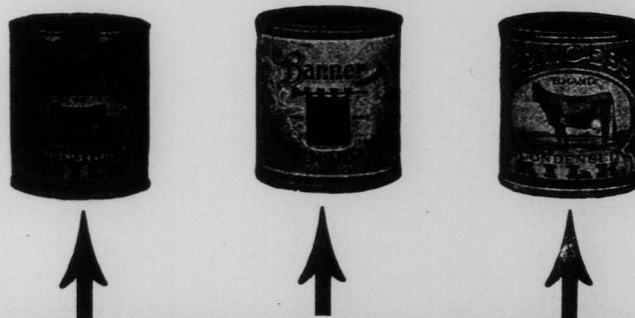
- W. G. Patrick & Co., 77 York Street, Toronto.
- T. A. MacNab & Co., Cabot Bldgs., St. John's, Newfoundland.
- W. A. Simonds, 89 Union Street, St. John, N.B.
- Ruttan & Chapman, Fort Garry Court, Main St., Winnipeg.
- Rose & Laflamme, 400 St. Paul St., Montreal.
- C. F. Choate & Co., Pickford & Black's Wharf, Halifax

**Ramsay's**  
FARM  
CREAM  
SODAS  
BEST BY TEST

**O**UR Sunshine Bakery is one of the finest in the land. We have every facility for producing clean, high-grade soda biscuits, and output enough to ensure there being no stock kept on hand long enough to even lose its delightful crisp freshness. Ramsay's Farm Cream Sodas are always most satisfactory stock. Don't deceive your patrons by offering them an inferior article.

**Ramsays Limited**

330 Nicolet Street ... .. MONTREAL



**Three Lines You Should Know and Introduce to Your Customers**

Tone up your stocks of Condensed Milk by adding these three lines—New Ones and Good. They will bring you new customers and quick returns.

- St. George Evaporated Milk, 4 doz. in case, \$3.35
- Princess Condensed Milk, 4 doz. in case - \$3.90
- Banner Condensed Milk, 4 doz. in case - \$4.40

Order from your wholesaler or direct from the factory. Delivered in 5 case lots to any point in Ontario or East to Halifax.

**J. MALCOLM & SON**

ST. GEORGE

ONT.

**To the Manufacturer or Wholesaler—**

If it were possible to employ a traveller who could call on thousands of the best dealers all through Canada every week, what salary would you figure he'd be worth—even supposing he did nothing more than go in and shake hands with these dealers, under such circumstances they'd be glad to see him.

Would he be worth \$200, \$300 or \$500 per week? Many a house would pretty nearly let him fix his own salary.

Equip an advertisement in this paper with a verbal handshake for every dealer in Canada, and a frank, brief, pointed talk about your goods and you add a traveller to your staff who will make thousands of calls a week for you at a salary of \$4 to \$8 a week—less than you would pay a first-class stenographer.

Of course this traveller won't displace any of your regular salesmen, but he will help them to sell more goods and open up more new accounts.

# THE RIGHT THING!

SHOWS A  
GOOD PROFIT



TAKE NO  
SUBSTITUTE

are packed under official inspection in guaranteed pure Olive Oil.

IF YOU WANT A RELIABLE QUALITY—  
SURE TO PLEASE YOUR CUSTOMERS,  
ORDER AT ONCE FROM YOUR WHOLE-  
SALER

## “Eskimo” Brand Sardines

OR WRITE FOR PARTICULARS TO:

MONTREAL, J. W. Windsor  
QUEBEC, Albert Dunn  
HALIFAX, A. B. Mitchell  
ST. JOHN N.B., W. S. Clawson & Co.  
TORONTO, A. E. Richards & Co.  
HAMILTON, A. E. Richards & Co.

LONDON, ONT., Geo. H. Gillespie  
WINNIPEG, W. H. Escott Co.  
CALGARY, H. Donkin & Co.  
EDMONTON, Dominion Brokerage Co.  
VANCOUVER, H. Donkin & Co.





Trade Mark of Quality

## Our Coffee is the Queen of Blends

Sales are increasing every day for our celebrated Sweetheart Brand Coffee. The most delicious and appetizing drink of the day. Your customers want it.

Quality Guaranteed, Satisfaction Assured. Prices Right.  
Can you do better?

**I X L Spice & Coffee Mills, Ltd.**  
LONDON, ONTARIO



**IF ALL THE  
GROCCERS  
IN CANADA**

### ST. CHARLES MILK

**WERE LINED UP**

you would find the best of them handling

**ST. CHARLES  
EVAPORATED  
MILK**

That is because this product comprises a line that is a huge seller and always makes good.

**A PERFECT  
SUBSTITUTE**

for milk or cream in their unmodified form.

Simply pure milk put up in small tins.



**St. Charles Condensing Co.**  
INGERSOLL, ONT., CANADA



### BIG FALL TRADE

Your receipts will doubtless be increased if you make room on your shelves for the dainty

### "MEADOW-SWEET" CHEESE

package. Veritably the "King of all Package Cheese." A rapid and profitable seller.

10 CENTS RETAIL

#### OUR AGENTS

for Manitoba and Saskatchewan are LANG BROS.,  
307-309 Elgin Avenue, Winnipeg.

A large fresh stock is always carried at this office for our customers' benefit.

**The Meadow-Sweet Cheese Co.**  
21 Bonsecours Street, : MONTREAL

# "FORCE"

A malted wheat flake for breakfast. It's easy to sell and good to eat. Profitable to the grocer and highly satisfactory to the consumer.

Made by THE H-O COMPANY, Hamilton, Ontario



# A REMARKABLE OFFER

25 1-lb. boxes for \$2.10

## "Orsenigo" Brand Macaroni

This Macaroni is perfect in every particular. No expense is spared to make it right. Made from the very best quality Russian Tananrog Wheat.

**Profit. Repeat Orders. Quality.**

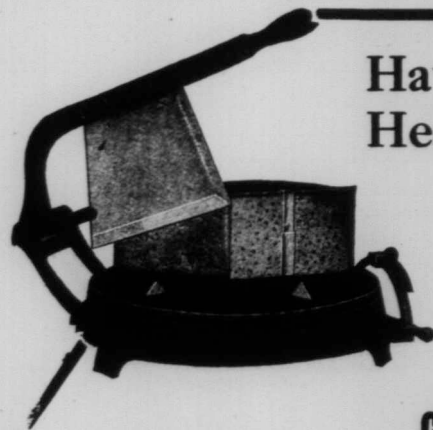
Three guarantees associated with all of our goods

WRITE  
IMMEDIATELY

TORONTO

*The Charles*  
**Cicero**  
*Company* LIMITED  
SPECIALISTS IN ITALIAN PRODUCTS

MONTREAL



### Have No Hesitation

in deciding in favor  
of a fixture that  
saves its cost by  
cutting cheese  
ACCURATELY.

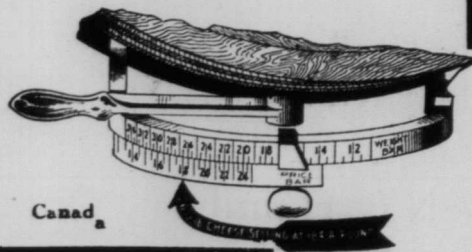
### The Perfection Cheese Cutter

encased in a handsome glass and wood, highly polished case, prevents the giving of over-weight by its attachment for exact measuring, doing away with the accumulation of dried-up scraps and crumbs.

THE UNUSUALLY MODERATE PRICE we ask for this fixture will surprise you.

The  
American  
Computing  
Co.  
of Canada

Hamilton, Canada



TO THE WHOLESALE TRADE!

## West India Co., Limited

305 St. Nicholas Building  
**MONTREAL**

THE CANADIAN HOUSE OF:

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

# SUGARS MOLASSES

## and all West Indian Produce

We represent some of the chief houses in Barbados, Trinidad, Jamaica, St. Kitts, Antigua and other islands, besides having our own house in Demerara, which was established there in 1782.

*Ask us for prices before filling  
your orders for the coming season*

**West India Co., Limited**



The Sugar that has Stood the Test of Time

*Redpath*

**Extra Granulated Sugar**

First made in 1854 by John Redpath and to-day by the largest and best equipped Sugar Refinery in Canada.

It is a matter of pride with us to turn out nothing but the best. We will stop business when we stop doing that.

All Grocers who have regard for the best and most permanent custom will give "Redpath" Sugars first place.

Extra Granulated  
Extra Ground  
Powdered  
Golden Yellow.

PARIS LUMPS  
in 100, 50 and 25 lb. boxes  
and in "Red Seal"  
dust proof cartons.

**The Canada Sugar Refining Co.,  
Limited**  
Montreal, Can.

Established in 1854 by John Redpath

**Dried Fruit for  
Particular People**



**Will Satisfy**

**This Mark on Every Box**

Place Order Now for  
Fall Delivery

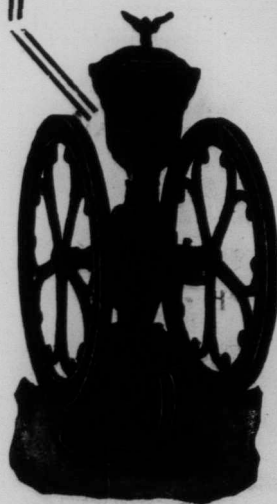
All First-Class Jobbers Handle.

**You are the man we want**

—that is, if we haven't yet had the pleasure of putting an

**ELGIN  
National Coffee Mill**

in your store. No mill can match the "Elgin" for rapid grinding and easy running, and it is unsurpassed for attractiveness and finish. Equipped with special adjuster device and the new style force feed steel-cutting grinders



Ask any of the following jobbers for our illustrated catalogue:

WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches); Foley Bros., Larson & Co. (and branches).

VANCOUVER—The W. H. Malkin Co., Ltd. Wm. Braid & Co.; Kelly, Douglas & Co., Ltd.

HAMILTON—James Turner & Co.; Balfour, Smye & Co.; McPherson, Glasco & Co.

TORONTO—Eby, Blain, Ltd.

LONDON—Gorman, Eckert & Co.

ST JOHN, N.B.—G. E. Barbour & Co.; Dearborn & Co.

REGINA, Sask.—Campbell, Wilson & Smith.

MONTREAL—The Canadian Fairbanks Co. (and branches).

EDMONTON, ALTA.—The A. Macdonald Co.

**Woodruff & Edwards  
CO.**

ELGIN, ILL., U.S.A.

By Royal



Letters Patent.

**NELSON'S  
Powdered  
GELATINE**

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

**G. NELSON, DALE & CO., LTD.,  
WARWICK, ENGLAND.**

**Tartan**  
**BRAND**

THE SIGN OF PURITY

**Tartan Brand** Teas, Coffees, Spices, Extracts, Baking Powder, Canned Fruits and Vegetables Salmon and Sundries. Every tin and package guaranteed.

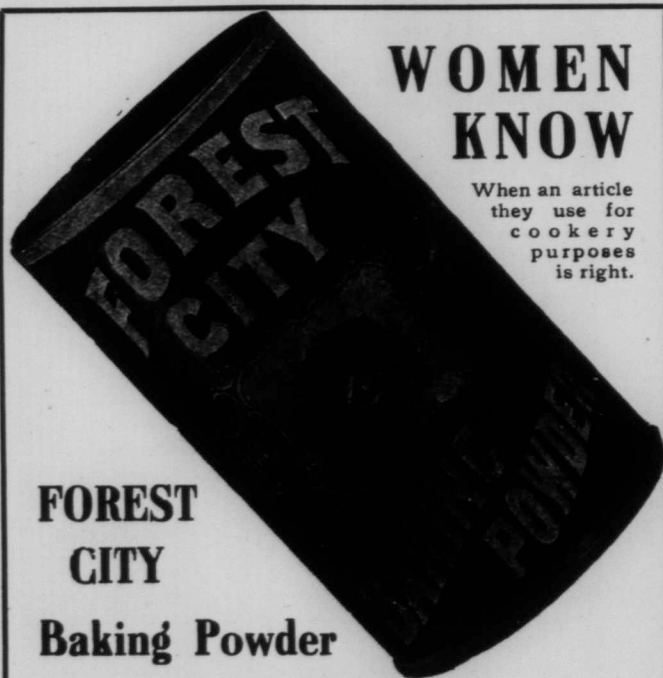
**Wagstaffe's** Jams, Jellies, Marmalade.

**Imperial** Vinegar.

The above lines are fully guaranteed for quality, appearance and sale.

Phone 3595. Exchange to all departments.

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



**WOMEN  
KNOW**

When an article they use for cookery purposes is right.

**FOREST  
CITY**

**Baking Powder**

not only stands the Government test for purity, but it stands the Kitchen test in every household in Canada.

That's not a bad recommend for a baking powder. Can you afford to let your opposition sell it and you not?

**Gorman, Eckert & Co.,**  
LIMITED

LONDON, Ont.

WINNIPEG, Man.



THE  
**"WALKER BIN"**  
SYSTEM



is the only Complete Line of Modern Grocery Fixtures Manufactured in Canada.

It affords the best-known facilities for handling a grocery stock of any size and displaying that stock to the best advantage.

A "Walker Bin" Outfit will put new life into your business, and the cost will be small compared with the results that are bound to follow.

Write for Illustrated Catalogue  
**"MODERN GROCERY FIXTURES"**  
and let us give you an estimate.

**Walker Bin & Store Fixture Co.**  
LIMITED

REPRESENTATIVES:—

Manitoba: Watson & Truendale, Winnipeg, Man.  
Saskatchewan and Alberta: J. G. Stokes,  
Regina, Sask.

Montreal: W. S. Silcock, 33 St. Nicholas Street

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In every detail the greatest care is given in the preparation of

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Absolute cleanliness and purity are preserved, and each can is guaranteed pure and fully sterilized.

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## THE PERFECT COOKING BUTTER

### What it does

KO-KO-BUT makes cooking better, cleaner, more digestible, more nutritious, and more wholesome.

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KO-KO-BUT saves money—less KO-KO-BUT used than butter or any other shortening.

REMEMBER KO-KO-BUT is 100 per cent. pure, there is no water, no waste. 1 lb. goes as far as 1½ lbs. butter or other shortening. (Butter contains as high as 20 per cent. water—KO-KO-BUT none.) This is KO-KO-BUT economy. Cooking is cleaner and altogether better. This is KO-KO-BUT satisfaction.

*Send us a list of names and addresses of your customers and we will mail each of them a useful book of KO-KO-BUT recipes. If you place a trial order with us we will notify each one on list that you are stocking same.*

## Dominion Coconut Butters, Limited

MONTREAL,

QUEBEC

Goods With A Profit.  
Goods With A Reputation.  
Goods With An Appearance.

"L'ETOILE" BRAND

MACARONI

VERMICELLI

SPAGHETTI

You need something "worth while" now-a-days, and you need have no hesitation either about ordering our goods or recommending them to your most particular customers.

They are Cheaper than the imported, but superior. Experts from France and Italy have told us so

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# Globe Macaroni

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## "Globe" Macaroni

SHOULD BE MADE YOUR LEADER  
BECAUSE

Its quality is guaranteed.  
It contains no maize or rice flour.  
It is manufactured in a scrupulously clean factory.

GOOD PROFITS SURE REPEATS

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REGISTERED

MONTREAL

QUEBEC

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Is the only tea-producing country in the world which prohibits the export of artificial, faced, colored, or adulterated tea—Ask

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or their Agents for quotations on Standard or NEW SEASON'S tea now arriving.  
HEAD OFFICE—NEW YORK BRANCHES—MONTREAL and CHICAGO

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PERFUMED 100% POWDERED

## LYE

HAS BEEN PROVEN BEYOND DOUBT

BY HUNDREDS  
OF AGGRESSIVE GROCERS

### A SIMPLE TRIAL

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

### THE MOLASSES THAT INCREASES SALES!

Apart from the unquestioned quality and flavor of

## GINGERBREAD BRAND Molasses

it will sell readily because the large variety of sizes in which it is put up cannot fail to suit every individual requirement of your customers.

Gingerbread Brand is a strong baker, of good body, and a profitable line to handle.

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

GIVE YOUR WHOLESALE A TRIAL ORDER.

## The Dominion Molasses Co.,

LIMITED  
HALIFAX NOVA SCOTIA



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Especially in your brands of Canned Fish, care in selection is essential! And you'll find

## "KING OSCAR" BRAND

NORWEGIAN SARDINES

always uniformly pure, sweet and well packed. They are genuine satisfaction-givers and profit-producers.

It will pay you to feature "King Oscar" Brand.

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# St. Lawrence Granulated

can now be had in a handy size package of

## 25 Lbs.

Put up at the Refinery in a nice Cotton Bag, makes an attractive and convenient size to handle, both for customers and retailers alike.

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Particular People  
Select McLean's  
"WHITE MOSS"  
COCOANUT

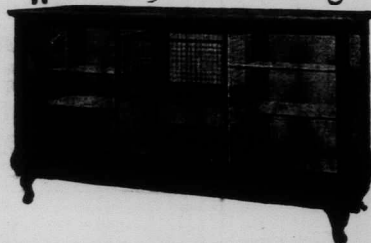


You need not look for "White Moss" to be returned with—  
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NOTTINGHAM, ENGLAND.

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IT'S  
MASON'S**

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For sale everywhere by jobbers.

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A Post Card will bring you price list and full information.  
Don't forget to mention this paper

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Rats and Mice

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Write for prices.

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TORONTO, ONT. **GEO. J. CLIFF, Manager.**

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TRY A

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## The Canadian Grocer

Winnipeg - Toronto - Montreal - London, Eng.

# Manufacturers' Agents and Brokers' Directory

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

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Domestic and Foreign Agencies Solicited.

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on Transfer Track. Business solicited. Our posi-  
tion is your opportunity.

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**—MOOSE JAW—**

**WHITLOCK & MARLATT**

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Promptness and Satisfaction guaranteed.  
Business Solicited.

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Trade Established 12 Years.  
Domestic and Foreign Agencies Solicited

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Truck connection with all Railroads.

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established 1885

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Limited

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with Date Press. In good running order.

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HALIFAX - NOVA SCOTIA  
We are open for a few high class specialty  
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Importers and exporters. Prompt and careful at-  
tention to all business. Highest Canadian and foreign  
references. Cable address: "Macnab," St. John's.  
Codes: A, B, C, 5th edition, and private.

Use this space to talk to  
Old Country, Canadian  
and United States Manu-  
facturers.

If you are looking for trade with Irish merchants  
there is one paper that can put you in touch with  
buyers, and that is the

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and General Trades' Journal**  
10 Garfield Chambers, Belfast, Ireland.





## MILLAR'S JAMS REAL IRISH

They are of Irish origin, made in Ireland of selected Irish fruits. Millar's Jams are recognized in all parts of Great Britain and Ireland as the standard of pure foods. Every process the food goes through in the preparation of Millar's Jams is supervised by experts and all carelessness is avoided, thus ensuring a most superior article.

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**SNOWDON & EBBITT**  
MONTREAL - QUE.

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The Connoisseur's  
Choice!

Cater for your particular customer by featuring

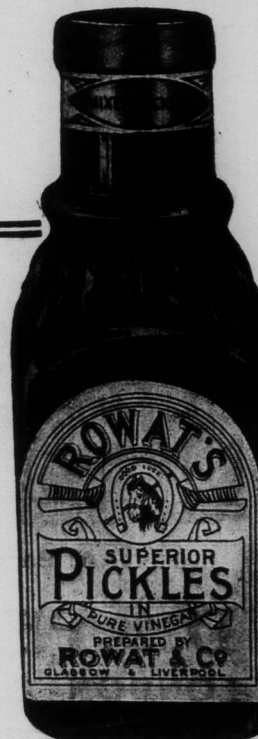


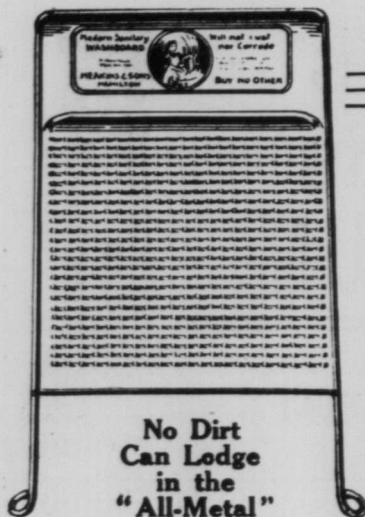
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They are 'quality' goods which never fail to satisfy.

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Coristine Bldg., Montreal,  
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and the North-west; F. K.  
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--the washboard that greatly aids washing. It is made entirely of metal and yet is unrustable and has no joints or wooden parts to catch and hold dirt or germs, which means it is Sanitary.

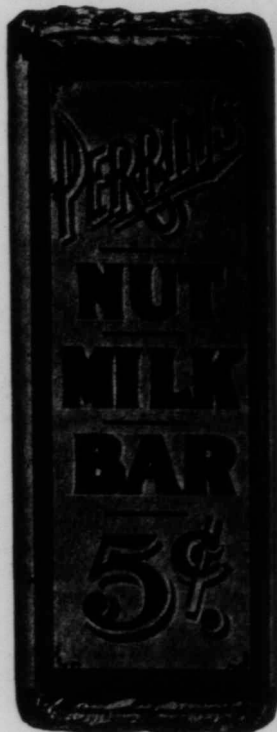
## MEAKINS' SANITARY WASHBOARDS

will not warp, have no nails to work loose or rough zinc edges to cut the hands.

Recommend these boards to your particular customers.

*Send for Particulars and Prices to*

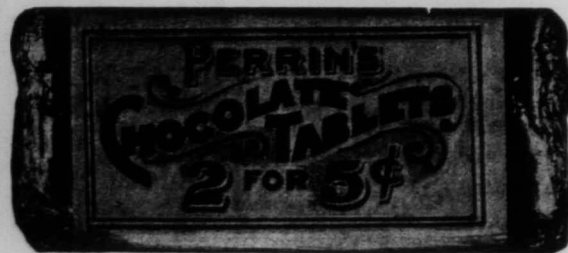
**Meakins & Sons, Hamilton, Ont.**



30 Bars to Box \$1.00



30 Bars to Box \$1.00



60 Bars to Box \$1.00

## Quality and Profit

are assured you in the brief suggestion that you stock these 3 lines of the best eating Chocolate Tablets you can buy. They may bring greater success than your business has ever experienced.

Manufactured by

**D. S. PERRIN & CO. Limited**  
LONDON - - CANADA



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Don't waste good shelf-room stocking tea that moves slowly.  
Don't tie up good money in bulk tea. Make your dollars earn  
other dollars for you—and quickly. Sell

# "SALADA"

the fastest moving and quickest selling tea on the market.  
The quality is right—the price is right—the value is right. Last  
year over twenty-five million packages were sold to people who  
know quality and value—to people who make the right kind  
of customers—to people who once satisfied bring others.

Ask our salesmen or your jobber for prices and samples.

The "Salada" Tea Co., - Toronto and Montreal

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# Institute of Certificated Grocers

Vice-President From London, England, in Canada—Tells The Canadian Grocer the Aims and Objects of This Worthy Organization—The Value of the Clerk Who Has Passed Examinations in This University of the Grocery Trade.

Montreal, Sept. 6 (Special).—The Institute of Certificated Grocers is an English association the objects of which have been referred to in these columns from time to time, but the visit of the vice-chairman of the Institute, J. A. Sharwood, F.G.I., to Canada enabled The Canadian Grocer to secure directly an idea of how the association was formed, and how it has been achieving those results which it set before itself to accomplish.

Mr. Sharwood is a practical grocer himself, of J. A. Sharwood & Co., Ltd., Eastcheap, London, E.C., and understands the general problems that confront the trade. The fact that he is an advocate of the examining of clerks as conducted by the Institute of Certificated Grocers, after their methods have been put to the test is a guarantee of their practicability. Readers of The Grocer understand how the examinations are held, but it is interesting to learn how the English grocers laid the foundation of their association. Mr. Sharwood is of the opinion that the Canadian trade could easily adopt this idea and is confident that within a few years beneficial results would be observed in a larger number of capable clerks and a more general degree of efficiency.

## How to Begin.

As an illustration of the plan, suppose it were to be tried in Quebec. Some one would have to take the initiative, as in all matters. Manufacturers' assistance would be enlisted and a certain number of prizes would be offered to those who show the highest efficiency. In the various towns and cities the grocers would have to select an examining committee composed of proprietors who by experience and otherwise are regarded as capable. The clerks in each town desiring to try for the prizes would have to present themselves before the local committee.

Those who passed this primary examination, for such it would be, received the honor of being Associates of the Institute. There is another examination—this a little more difficult than the first. The successful clerk becomes

a member, and finally tries the last and principal examination. To those who stand the highest in the results prizes are offered, and in England the first prize is \$500, presented by a large cocoa firm. The clerk thus completing his examination becomes a Fellow of the Association, and in a general sense he should be a thoroughly capable grocer.

## Members Appointed.

The initial membership would likely have to consist of experienced grocers who would be willing to interest themselves in the association work and especially the pioneering for naturally it is the difficult part.

Mr. Sharwood states that the Institute of Certificated Grocers is governed by a president, vice-president, hon. treasurer, three trustees, and a council of forty-five members, elected at the annual general meeting.

He says that if any Canadian grocers took up this question the Institute in the Old Country would gladly render and assistance in their power.

## Objects of the Association.

The Institute of Certificated Grocers has the following aims:—

(a) To band together all bona fide members of the grocery, provision and allied trades for the fostering of the reputation, usefulness and efficiency of those trades.

(b) To recognize the established position and long service of able and honorable members of the trade—the distinguishing letters of the Institute membership, together with its certificate being a guarantee to the general public that the member of the Institute is fully worthy of its confidence.

(c) To further the practical and technical education of the young men in the trade in conjunction, where possible, with apprenticeship; to hold examinations and grant certificates and prizes; and thus generally to increase the interest of the assistants in their work and their esteem of the trade, while promoting their usefulness and ability.

## Its Value to Clerks.

“Do you not believe that a clerk who has become a Fellow, passing all the examinations, possesses something of real value,” Mr. Sharwood asked, “granting that he has the personality and his certificate shows that he has the experience? Grocers have expressed their approval of his ability. This is surely an asset to a young clerk.”

If it will arouse their interest in the business, and awaken them to an appreciation of what they have to learn the gain will not only be to the clerk but also to the proprietor. The Institute furthers the establishment of practical and technical classes for the study of the details of the trade in preparation for its examinations.

## The Institute Appreciated.

Sir William Anson, Bart, M.P., president of the Institute, said at the annual dinner of the Oxford Grocers' Association: “I feel it a great honor to belong to a body which had for its main object the insistence on the development of the education of those connected with the grocery trade on lines which were practically necessary if persons were to be successful in trade. He believed they were expending their influence over the United Kingdom and that the classes which were provided were becoming more numerous and largely attended, and if they could really interest the young men in the scientific aspect of their profession, they would make them not merely successful tradesmen, but would give them that interest in their work which they would not otherwise possess.” (February, 1911.)

Cyril M. Love, F.G.I., of Gregory, Love & Co., Ltd., Reading, said he thought they might describe the Institute as the “University of the Grocery Trade.” He hoped the time would come when no man would be allowed to open a shop as a grocer unless he was a member of the Institute.

These and other commendations which might be cited testify to the regard in which the Institute and its work is held throughout the United Kingdom.



# Lesson 3--Course in Card Writing

The Third of Series of Twenty Complete Lessons Constituting the Edwards Short-cut Course--Plate Three Shows the Single and Double Stroke Block Capitals--One of the Best Alphabets for Pronounced Headlines.

By J. C. Edwards. (Copyright applied for).

The three cuts showing the right way to hold the brush while lettering, while drawing a line and the equipment necessary will appear in almost every lesson of this course for the purpose of impressing on the mind of the student the importance of holding the brush correctly always. Watch your grip on the brush and do not get the fingers cramped, otherwise your lettering will be stiff and cramped as hand-writing often is.

Always see that the paint is not too thick and sticky and have it work nicely from the brush.

The alphabet illustrated is a very important one for strong headlines and can be used where the single brush

son. No. 2 is the second, but No. 3 widens stroke 2, making it double width, and No. 4 finishes the letter, as in the lesson on brush stroke block.

Letter B consists of seven moves or strokes. No. 1 is the same stroke as No. 1 in plate 1; No. 2 widens or makes it a double stroke; Nos. 3 and 4 are also the same as in B of the brush block, but No. 5 adds the double stroke to the curve.

The C is finished in four strokes, the first three being exactly the same as those of the single stroke block with

J, L and T are easy, while K, M, N, V, W, X, Y and Z are the reverse to the letter A, necessitating the practice of the inverted angle, but will be mastered by practice.

Always keep the card directly in front of you to avoid leaning letters.

## The Difficult Letters.

The O and Q are quite difficult letters to make in this style of letter, but the instructions are explicit enough if the writer is careful to keep the letters from taking on a laying-over appear-



The Necessary Equipment.

stroke, if made heavy, would take up too much room and would have a tendency to be too black, and not readable. The single and double stroke block can be made normal, extended or condensed.

The normal letters take a space about square, the extended letter is longer than it is deep, and the condensed is narrow and more words can be put in a line than by using either of the former letters.

The letters used in this plate are more of the condensed style; every move is illustrated, showing the strokes in their proper order, with arrows indicating the direction the brush was moved in executing each stroke.

## How Letters are Made.

The letter A was made in four moves, No. 1 is the first stroke of the first les-

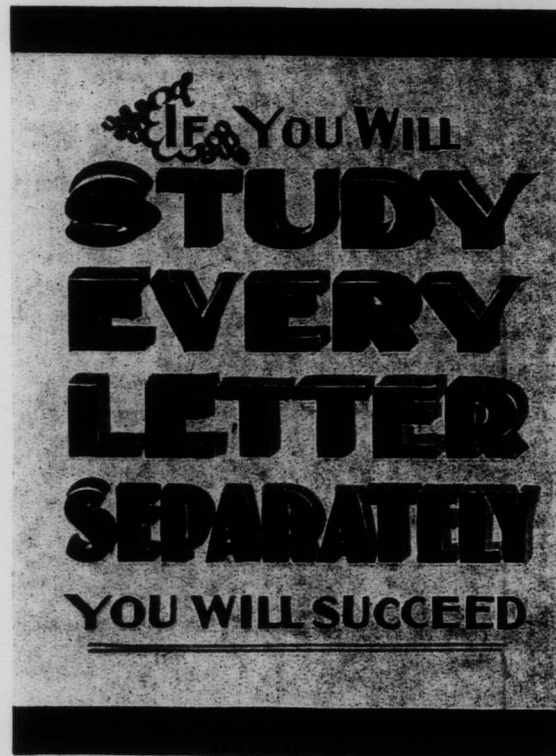
son. The fourth to give the double stroke on the curve.

D, P and R are along the same lines as the B. The strokes are plainly indicated and will be easily understood if a close study of the plate is made.

Letters E and F are very simple and precisely the same, except that the F has one less stroke and stroke 5 in E is the fourth in F.

The strokes 1 and 2 in letter G repeat the first two in C; stroke 3 is the duplicate of 4 in C; the 4th and 5th in G finish the letter.

H and I are very simply made and easily understood.



Card showing effective application of the single and double stroke black capitals.

ance. The small or single stroke should be at the top and bottom, the cyma or spur which is added to the O to make the Q is made in two strokes only, as indicated by the arrows and numbers.

S is, without a doubt, the most difficult of all letters and should be practised a great deal to get it perfect. Stroke one in the S may be made so that the second stroke will come either at the top or at the bottom. In fact, it is often necessary to add half a stroke above and one-half below to

Continued on Page 31.

Plate N<sup>o</sup> 3 - Single & Double Stroke Block Capitals



A, A, A, A, I, I, P, P, P, B,  
 B, C, C, C, C, I, I, D, D,  
 D, E, E, E, E, F, F, F, G, G,  
 G, G, H, H, H, H, H, H, I, I, J, J, J, K, K,  
 K, L, L, L, L, M, M, M, M, N, N, N, N,  
 N, N, O, O, O, O, O, O, P, P, P, P,  
 P, Q, Q, Q, Q, Q, R, R, R, R, R,  
 S, S, S, S, S, T, T, T, T, U, U, U,  
 V, V, V, V, V, V, W, W, W, W, X, X, X,  
 X, Y, Y, Y, Y, Z, Z, Z, Z, Z?

See also illustrations in first two articles on show card writing.



# B. C. Merchants Meet in Convention

Many Important Problems Discussed—Dead-Beats, Price-Cutters, Liability of The Wife in Contracting Debts, Fake Advertising, Collection of Accounts and Other Matters in the Limelight—Relations Among Retailer, Wholesaler and Manufacturer.

Special Correspondence.

Vancouver, B.C., Sept. 7.—The fourth annual convention of the B.C. Retail Merchants' Association, held here on August 28 and 29, brought together many representatives of the trade both of this province and neighboring cities, and matters of mutual interest were taken up. Among the visitors were officers of associations from Seattle, Victoria, New Westminster, Kelowna and Lethbridge, indicating the co-operation of many cities of the west in association work.

It is hoped that in a short time the whole of the western part of Canada will work together for the protection of the retail merchant, and being affiliated with the associations in the cities south of the border the territory will be fairly well organized. This has been made more possible in the Vancouver Retail Grocers' Association and the B.C. Hardware Dealers' Association having a common secretary in R. D. Dinning.

## Prominent Men Present.

When the convention opened on the afternoon of the 28th there were present beside local members: T. S. Futcher, secretary of the Victoria Retail Grocers' Association; J. J. Higgins, secretary of the Washington Retailers' Association; B. L. Cope, secretary of the Lethbridge, Alta., Business Men's Association; C. B. Deans, of New Westminster; G. M. Thrift, of Hazelmere, and George S. McKenzie, of Kelowna. The president, F. W. Welsh, occupied the chair.

It was a coincidence that the acting mayor of the city, who delivered the address of welcome, should have been Ald. James Ramsay, biscuit and candy manufacturer, who has been identified with the grocery trade for years. It is seldom that an association at its annual convention has one of its own people to welcome the members from the highest civic position.

In extending to the visitors the freedom of the city, Ald. Ramsay believed the idea of getting together was a good one, and should be endorsed by every one in the trade. Co-operation meant the stamping out of unfair and detrimental competition, which after all did more harm than good to the community. The organization did good work also in bettering conditions both for tradesmen

and consumers. He believed the time was not far off when the grocery clerk, to attain the highest efficiency, would have to serve an apprenticeship, just like any one learning a trade, and when this came to pass it would mean a great deal in raising the standard.

The president replied on behalf of the association.

## Better Conditions Wanted.

The address of welcome of the Vancouver Retail Grocers' Association was extended by T. F. McDowell, vice-president, and a Vancouver grocer in the absence of the president, Thomas Duke. He pointed out the progress that was being made, so much so that now this association was one of the best and strongest on the Pacific coast. It had been an uphill fight, but results were now showing. He said the principal aim was better conditions instead of better prices.

Response was made by B. L. Cope, of Lethbridge, the only representative present from Western Alberta. He said the work being done was excellent and although their association at Lethbridge was new it had 58 members. He had come out to get ideas and assure the organization on the coast of the co-operation of the association in Lethbridge.

## To Make the Wife Responsible.

After the roll call, the president reviewed the work accomplished during the year. This included the enlarging of the scope of the organization to take in all retail dealers, and the forming of new associations at Nelson, Cranbrook, Revelstoke, Kamloops and Nanaimo. He declared that "dead-beat" lists of all the nearby provinces should be maintained and kept up as admirably as they have been in the past; that the peddlers should be restrained from cutting too deeply into the trade of the retailers, and that legislation should be sought which would make the wife jointly responsible with her husband for the family debts, so that the head of the family could not dodge the just obligations incurred for the maintenance of the family. He suggested the establishment of associations in the large business centres of the Dominion.

## Combating the Dead-Beat.

R. D. Dinning, secretary for the mainland, in offering his report, characterized the roving dead-beat as the greatest menace to the retailer. The remedy he thought, was in closer union. City and country merchants should stand together, as their interests were identical and the danger a common one. Some plan should be devised strong enough to compel the irresponsible, incompetent and dishonest to tread the paths of reticence and of safety, and to be wisely enough conceived to be self-supporting.

Other reports were read from the treasurer and secretary for Vancouver Island, T. S. Futcher.

That the dead-beat is the cause of the loss of more money to the retailer than any other feature of trade was shown in the discussion eagerly participated in when the president suggested the appointment of a committee to look into the securing more information as to the maintaining of a dead-beat list of the Western provinces of Canada. Many of the members related personal experiences and all were agreed that this trouble should be stamped out. The committee appointed consisted of W. H. Walsh and T. F. McDowell, of Vancouver, and G. S. McKenzie, of Kelowna.

Thomas Duke and J. A. Henderson, of Vancouver, and A. C. Tait, of Victoria, were appointed a committee to suggest a method of raising funds so that the organization would not depend entirely on the goodwill of the grocers' association.

For the purpose of promoting legislation along lines tending to better protect the retailer against the dead-beat, a legislative committee was appointed, composed of T. F. McDowell, R. D. Dinning and T. S. Futcher.

## For Extending Organization.

Another committee, comprising G. S. McKenzie, Thomas Duke and T. S. Futcher, was appointed to make suggestions for extending the organization throughout the province, the meeting being of the opinion that this work should be carried on as much as possible.

C. B. Deans told how the work was progressing in New Westminster. The dead-beat was not so much trouble there, as the floating population was not so large.

## THE CANADIAN GROCER

In the interval between the afternoon and evening meeting, an automobile ride around Stanley Park was enjoyed, five machine loads making the trip.

### Manufacturer and Wholesaler.

"The Relation of the Manufacturer, the Wholesaler and the Retailer" was the subject of a paper given by J. D. P. Malkin, of W. H. Malkin & Co. He showed how these three branches of trade had to be well organized and in perfect running order before even the smallest manufacturer could carry on business successfully. To get the full benefit of the combination the three branches should be worked separately, even if all are controlled by the same organization. But all should work in harmony, that feature being at all times essential. Each branch of the trade should be conducted as well as possible by the man engaged therein and for mutual benefit he should work as close as possible with not only other members in his same line of business but with the members of the other two branches.

### Opposition to Fake Advertising.

Mr. Cope told of the work against fake advertising that was being done in Western Alberta, and also the steps being taken to protect merchants against dead-beats and beggars. He said it was a good plan to watch the habits of those who were slow in payment, and a little quiet observation of this kind would often suggest to a dealer when to draw a tighter line on a customer's credit before he became too deeply involved.

### Developing Salesmanship.

Mr. McTaggart read a paper on "How Can We Increase the Efficiency of Our Salespeople?" He discussed ways and means of building up trade and keeping it, of getting good men, training them right and keeping them. He declared the whims of customers should be as carefully observed as the more decided opinions, for often these mere whims, if properly considered, will make lasting customers of their possessors. Employees should be regarded as gentlemen and encouraged to have an interest in the business. He believed in the old saying, "Honesty is the best policy," and cautioned the dealer to observe it. It used to be "Let the buyer beware," but now it was "Let the seller beware."

### The Price-Cutter is Scored.

Mr. Higgins, of Seattle, concluded the evening session with a paper on "Our Common Enemy," referring to the price-cutter. He instanced the havoc wrought by the man that undertook to always try to get the best of his competitor, and he held that man responsible for all of the short weights and adulterations of foods that are practiced. To provide "bargains" he had to do so at a profit to himself, and to maintain his own record he had constantly to adulterate or short-weight, else he could not keep on. The price cutter was also responsible for the higher cost of living, since he forced the manufacturer and producer to cut in every way possible to compete with him. On an improvised blackboard he showed the retail grocers how they were losing

money on the sale of staple articles of food, such as bacon, ham, flour and sugar, and his conclusions gave some of his audience a surprise.

Reports of committees were made at the Tuesday morning session, when officers were also elected and general business wound up. The committee appointed to suggest a way of raising funds for extension work recommended that the members of the different associations be asked to contribute \$2 each. It was thought this would be enough for the year, and in the future less money would be required for this purpose. The report was adopted.

### Some Legislation Wanted.

The committee on legislation reported as follows: "Your committee on legislation to whom was referred the question of joint liability of husband and wife for household necessities used by either recommends that a petition be prepared setting out the various points requiring amended legislation and be sent to the various affiliated associations for their support and asking the local members of the provincial parliament to support the same when brought before the house at the next session. With regard to peddlers' licenses, the various municipalities have each their own set of licenses, but we recommend that a petition be prepared setting forth the unfairness of the present conditions affecting the various business enterprises carried on, and asking them to be amended in accordance with the present standards of the business men of the city."



Some of the workers who made the Victoria, B. C., picnic at Goldstream a Success.



The committee on extension suggested that Mr. Dinning circularize the merchants of Victoria and Vancouver as to forming an association of the merchants of Chilliwack and New Westminster.

Regarding the handling of dead-beats, the committee reported: "Your committee recommends the adoption of the plan used by the Vancouver Retail Grocers' Association and would advise the sending out of the forms used to all the other associations in British Columbia. We also heartily approve the action of the above association in establishing a collection agency and would recommend all merchants in British Columbia to send accounts to the agency for collection."

These reports were all adopted.

Mr. McDowell discussed the subject, "What is the best way to collect accounts from the customers who are well-to-do but slow pay and still retain their patronage." He pointed out that if all the merchants applied the same policy of handling their customers with a firm, but polite hand, many of the difficulties of the well-to-do but slow-pays would soon disappear. He gave much good advice on the ways and means of keeping accounts and records of promises made.

#### The New Officers.

Officers were elected as follows: President, F. W. Welsh, Vancouver; vice-president, H. C. Martin, Vancouver; treasurer, L. L. McTaggart, Vancouver; secretary for the mainland, R. D. Dinning; secretary for Vancouver Island, Thos. S. Fitcher, Victoria; directors, George S. McKenzie, Kelowna; W. C. Stearman, Vancouver; A. C. Hampton, Vancouver; G. M. Thrift, Hazelmere; W. H. Walsh, Vancouver; A. C. Tait, Victoria and T. F. McDowell, Vancouver.

Vancouver was selected as the next meeting place, the time to be exhibition week, 1912.

#### LESSON THREE IN CARD WRITING

(Continued from page 27.)

bring the whole finished stroke in the centre of the letter.

The other two strokes are the same as the second C stroke and the second J stroke.

U is really two reverse J's with the heavy stroke always on the left side as shown.

The small letters preceding the strokes of the various letters are shown, shaded with the upper right hand shading. It is done with grey paint, mixed as described in the lesson No. 1, with a single stroke of the brush and always at the same angle. The accompanying card shows this alphabet in card form with the lettering spaced properly and shaded

with a striking illumination in the form of heavy black lines at top and bottom of the card, and a little scroll effect around the first word.

NOTE.—Use a flat brush—a red sable in alбата, size 7, as this is a very useful size. Draw the brush flat by dipping in the paint and rubbing back and forward, on a piece of cardboard until the edge is chisel-shape. Hold the brush as indicated in cuts shown. Use letterine in black.

For further information re outfit, etc., write to the author, J. C. Edwards, care of MacLean Publishing Co., Toronto, or The Canadian Grocer.

#### HINTS FOR GROCERS.

Having a new line to offer your customers once in a while, impress on them that you are up to date.

Don't hold suspicions against a clerk without taking the pains to verify them.

The time to go after business is when business conditions are bright.

The man who is too busy to change the advertisement in the local paper is too busy to be a merchant.

Make every effort to secure as many new customers as possible, but do not neglect the old ones.

The time to push an article is when the selling season first opens. Do not wait until the people's appetite for it has been appeased.

To be a successful merchant, a man must be able not only to sell goods but manage the business. Salesmanship is, however, a big asset.

Taking pains in teaching the junior man how to wrap parcels well and weigh correctly, is energy well expended.

#### TRADE NOTES.

G. M. Gemmill, Almonte, Ont., has opened a grocery store in the Forge block.

E. E. Linnell, grocer, East London, Ont., has sold his business to D. H. Mennill.

J. F. Smith & Sons, Napanee, Ont., have sold to W. H. Milling. The former are leaving in the near future for the West, where they will enter business again.

T. H. Janes, grocer, London, Ont., has sold his business on the Wortley Road, South London, to G. McKay & Son, of Chicago. Mr. Janes, it is understood, is taking an interest in the I. X. L. Spice & Coffee Co.

#### SOME FIGURES ON CALCULATING PROFIT

Fort William Dealer Gives Interesting Figures for Perusal— Says Turnover May Increase or Decrease, But Cost of Doing Business Will Remain Same.

By Wm. A. Moore, Fort William, Ont.

I have been greatly interested in the different opinions and comments that have been published in The Canadian Grocer in regard to percentage made by retailers on certain prices set above cost.

In many issues has the question been asked that if goods cost a certain amount, how much must be added to make a certain per cent. profit, but I notice some of the writers have never stated whether the per cent. was to be regarded on the cost or selling price. For instance, if an article cost \$4 it would have to be sold at an advance of 25 per cent. in order to make 20 per cent. on selling price, on which price I consider is the only safe way to figure.

It seems that a great deal of discussion rises as to whether the percentage should be figured on the cost or on the selling price. A certain ratio exists between the two prices, and it is immaterial which one is used, but in order to get the cost of doing business we must know what profit is made on the selling price. For instance, a merchant may do a \$5,000 business one month, and say it costs him \$500 to do it; next month

he may do a \$7,000 business and the cost would be the same, while the next he might do \$4,000, and still the expenses would be the same, for it is not likely his staff will change as his turnover rises and falls.

On \$5,000 business with expenses \$500 it cost him 10 per cent. to do it; on \$7,000 business with expenses \$500 it cost him 7 1-7 per cent. to do it; on \$4,000 business with expenses \$500 it cost him 12 1/2 per cent. to do it.

If the above statement is figured at 25 per cent. on cost or 20 per cent. of the selling price, then

\$5,000 business with expenses \$500 gives a net profit of 10 per cent.; \$7,000 business with expenses \$500 gives a net profit of 12 6-7 per cent.; \$4,000 business with expenses \$500 gives a net profit of 7 1/2 per cent.

This, of course, will work out at any per cent., but it is inevitable that the per cent. is to be figured on the turnover, for the cost of doing business can never be ascertained until the business has actually been done.



# THE CANADIAN GROCER

Established - - - 1886

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John Bayne MacLean - - President

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### SUGAR CONTINUES TO SOAR.

Following last Thursday's advance in sugar, another 10 cents was added to quotations on Tuesday, thus repeating the previous week's movement. This makes a total advance of \$1.05 since June 30th.

The reasons for the advance are mainly the same as have been set down before. A new phase has however entered into the market of late. Up to now, speculation has apparently been due to fairly well confirmed shortage in European beets which come in from October to December. The amount of this shortage has been growing larger and the sugar market accordingly advancing, until now the shortage in Austria and Germany is estimated at 1,450,000 tons. Now comes unconfirmed rumors that the Cuban crop of cane which comes in in January will not be the bumper crop expected, on account of lack of rain. If this is true it will no doubt work for a still stronger tendency.

With abnormal conditions such as now ruling there is always the danger of extreme views. While conditions in Europe are indeed getting worse instead of better, still the cane crop in Cuba has to be reckoned with, but it will be a while yet before anything definite regarding it is ascertained. At the moment, the market is firm with no apparent weakness in sight as yet.

### WESTERN CROP SITUATION.

Frost has at last arrived in damaging severity in the West, and the strain under which many farmers of the West have been living for the past few weeks has at least been broken for a few. Cool weather, combined with heavy showers, prevailed over many parts of the West last week, and as high as 8 degrees of frost were registered in several localities. The exact damage has not been estimated, and in fact will not be known till the grain is threshed. Manitoba at present appears to be the hardest hit.

In the three provinces, however, there is a large area of late grain. All early wheat has escaped the damage from rust and frost, and has been safely reaped. Late fields are by no means out of danger yet. Many escaped last week, and if the hot weather which has been prevailing for the last two days will only continue instead of

being broken by cool days and rain storms, which are seriously delaying harvesting operations, fair yields will yet be obtained.

In spite of all the adversities however it is recognized that a large crop will be harvested in Western Canada. While the predictions of phenomenal yields made in July might not be fulfilled, it is agreed by all that a large increase will be noticed.

### ANOTHER ADVANCE IN RICE.

Another advance in Rangoon rice is recorded this week, thus making a 25-cent rise within a comparatively short time.

This advance has been due to the extremely short crops in India owing to the want of rain in many districts and as the shortage became more apparent, primary markets have been advancing with a consequent rise here.

The new crop Java is also understood to be a small one, and at the present time Java is reported to be buying Rangoon rice in large quantities, a fact which has doubtless helped to strengthen the market. The shortage in these two lines will naturally have a tendency to strengthen rice prices in general.

### COMMISSION ON TRADE AND COMMERCE.

There has been considerable discussion on a "Commission for Trade and Commerce" since The Canadian Grocer first took up that question. The dissolution of Parliament and the imminence of a general election, have, however, rendered impossible an early consideration of the matter by the authorities at Ottawa.

Beyond a shadow of a doubt the Dominion Wholesale Grocers' Guild will endorse such a commission as the Ontario section already has done. Wholesalers realize the advisability of having some responsible body pass on trade matters in which they may happen to be concerned. The position to be taken by the manufacturers remains unknown, but it is probable that some of these men will see good points in being able to lay their distribution plans, ratio of profits, and so on, before some such permanent organization for approval, before new lines are placed on the market.

But the trade section vitally interested is that of the retailers. Were such a group of men, as outlined in a previous article in this paper, appointed by the federal government and given the necessary authority, dealers would be placed in similar relations to them as is the public to the Board of Railway Commissioners for Canada. For that reason it would undoubtedly be a good thing for grocers throughout the country to set forth their opinion on the appointment. No great reform can be accomplished without the pressure of professional and popular opinion being exerted on its behalf. The columns of The Grocer are open for the airing of the views of its readers, and, as they will be the most important of those to pass opinions, it is urged upon them to do so without delay.

### HOW A CUSTOMER WAS LOST.

In a certain Canadian village, the stores close on Wednesday afternoon during the summer months. One Wednesday last year a farmer drove into town just as the stores were being closed. He went to the grocer from



whom he generally bought his supplies and found he had just locked up. He asked if he could get some goods and the merchant who had already been disturbed from his mid-day meal a couple of times, curtly replied that the store closed at 12.30 and nothing could be purchased afterwards. This being the only store at which he dealt regularly the farmer had to go home without his groceries. The result was, he withdrew his trade from this store that had refused to accommodate him.

It is indeed somewhat trying on the merchant to be disturbed several times during a holiday but he can not well afford to be discourteous to good customers on whom he depends for his trade. And when he does accommodate them in this manner, it is just as well to do it pleasantly instead of in a grouchy manner.

The merchant must try to hold his trade, even if it does put him to a little discomfort.

---

**BE FULLY AND WELL INSURED.**

The real business man is the one who always has an eye on the future and, as far as lies in his power, prepares for any obstacles or possible loss that may affect his business.

The large losses by fire that are annually being met should furnish food for thought on the advisability of being well insured.

The folly of conducting a business without having the stock fully insured is being plainly demonstrated every week. A merchant not only owes it to himself but to his creditors also that his stock be well insured. He should give sufficient protection to the men from whom he purchases his goods, against possible ravages by fire. A man's business, credit, prospects and ambitions may be wiped out in the twinkling of an eye unless he is fully protected in this regard.

When a merchant insures he should put on enough so that loss in case of fire will be covered as fully as possible. He should also make certain that the companies with which he does business are reliable, and that when he takes out a policy he is really insured.

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**PENNY WISE AND POUND FOOLISH.**

A merchant had a splendid window display. He closed his store at seven in the evening. He turned out his window lights. He said he did it to save money. Did he save money? Possibly between four and five hundred people, all probable customers, passed his store between seven and nine o'clock. How many would have stopped to look at an unusual window display?

The window could not fail to impress a large number if the lights had been on. Sales, the next day or the days following would have undoubtedly followed. Then, again, did he save money? No, he certainly did not. He lost.

Just another case of a merchant being "penny wise and pound foolish." This same spirit of false economy has a hold on many merchants of to-day. They cannot see far enough ahead to realize when an expenditure is in the end going to be to their advantage. They can see only immediately ahead, with the result that they save the cent and lose the dollar. This particular instance is only one of many in which by spending a little money, more money can be made.

**CUSTOMER LEFT WITHOUT BUYING.**

"It is certainly disgusting," said a woman to the writer the other day, "the manner in which some of the food we eat is handled in the store. I was just down to that store on the corner and I simply wouldn't think of buying anything there, the store is so dirty. The goods look all right, but the appearance of the store is enough to drive a person away. The counter, the scales, the floor, in fact, the whole store is repulsive. They had the cooked ham lying on the dirty counter, one corner of the cheese was on a sticky fly pad, while the bread, which I went to buy, was piled on the back counter with several bunches of half decayed vegetables at the side and a big swarm of flies hovering about. I simply walked out without buying."

The rules of cleanliness were certainly not obeyed in the store described above. This may seem a particularly bad case but there are many other stores in both the small town and the cities equally as bad. The particular features of uncleanness may be different in some instances, but appearances in many cases as judged by the consumer are just as bad.

The dealer should ask himself, "How does my store compare with a model of cleanliness?" "Is its appearance such as would attract customers or has it as in this case some features of uncleanness which is liable to drive customers away?"

In the modern grocery, it is not only needful, but necessary that cleanliness be maintained in every particular if the store wishes customers to continue to trade.

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**EDITORIAL NOTES.**

Get away from the idea that the methods used years ago cannot be improved upon.

Don't be afraid to criticise an employe when he really needs it. But be sure he is in fault before you do.

Keep your credit accounts within a reasonable limit. It is one of the essentials of a solid business.

Visit the other stores occasionally and see how other merchants conduct their business.

If you doubt that cheerfulness is a valuable asset in the store, recall some of your own shopping experiences.

Let the cheap help do the cheap work. Do not have a high-priced salesman delivering goods when he might be making sales.

Give clerks all praise due them. If they make a good window display or a good sale, show them you are pleased.

If your sales so far this year have not come up to expectations, now is the time to determine to make up for it during the remaining months of 1911.

Some employes seem to expect a steady increase in salary without any corresponding increase in the quantity or quality of the service they give for it.

A grocer in Ontario who is still advertising groceries for Dominion Day in his ad. space will likely declare that advertising does not pay. Undoubtedly when conducted in that manner it does not.

Seldom does the grocery clerk have such an opportunity of increasing his efficiency as is presented by the card-writing course now running in *The Grocer*. The clerk who has the ability to write cards or price tickets is of much more value than the one who has not. Clerks should take the matter up with enthusiasm, while merchants should encourage their clerks to take advantage of this opportunity to acquire a valuable accomplishment.



# Rice and Sugar Have Advanced Again

The Last Advance Puts Sugar \$1.05 Above the Price on June 30th—Rice is 10c Higher Due to the Reduced Crops, the Result of Drought in India—Opening Prices on Salmon to the Retailer are Named—Considerably Higher Than Last Year—Molasses in Sympathy With Sugar is Firmly Held—Business Conditions Continue Good.

See also Provisions, Cereals and Fruit Pages Following.

## QUEBEC MARKETS.

### POINTERS—

Rice—An advance of 10c.  
Sugar—Now \$5.65 in bags.  
Canned Salmon—New prices quoted.  
Spot Tomatoes—\$1.40-\$1.45 now quoted.

Montreal, Sept. 7.—Labor Day found few if any of the retail and wholesale grocers closed. The staff of clerks may not have been complete in every case, but there was still a majority at work in the houses that were open. People must eat and they must have eatables and it is probably upon this principle that the purveyors of groceries donned the accustomed apron just the same as other days in the week. A prominent grocer remarked that there was a lamentable scarcity of good clerks.

The various houses report business highly satisfactory. Even collections are giving no trouble, in fact they seem to be coming forward as regularly as the bills are received. Everything points to a splendid business during the fall. There is apparently nothing on the horizon to cast a shadow over the grocery business during the near future, and the more distant looks safe.

Sugar.—The advance in sugar at the time of going to press last week was followed by a further 10c rise on Tuesday night, bringing granulated in bags up to \$5.65.

The market remains firm and despite the apparent fact that the European beet crop has suffered, there is a feeling that speculative action has been partially responsible for the continued upward movement. Reports state that in Germany and Austria there was a loss to beet sugar of 1,300,000, while in Cuba 300,000 tons are given as the estimated shortage. Naturally this strengthened the position of buyers. There is a feeling that sugar should hold firmly for some weeks to come, while others are inclined to think that the limit has been reached. Locally, sugar is firm and is in good demand.

Granulated, bags	5 65
" 20-lb. bags	6 70
" Imperial	5 50
" Beaver	5 55
Paris lump, boxes, 100 lbs.	6 35
" " 50 lbs.	6 45
" " 25 lbs.	6 75
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	6 35
" " 100 lb. boxes	6 45
" " 50 lb. "	6 55
" " 25 lb. "	6 75

" " 5 lb. cartons, each	0 27½
Crystal Diamond Dominoes, 5-lb. cartons, each	0 37½
Extra ground, bbls.	6 10
" " 50-lb. boxes	6 00
" " 25-lb. boxes	6 50
Powdered, bbls.	6 90
" " 50-lb. boxes	6 10
Phoenix	6 55
Bright coffee	5 40
No. 2 yellow	5 40
No. 2 "	5 40
No. 1 "	5 25
No. 1 " bags	5 25
Bbls. granulated and yellow may be had at 5c. above bag prices.	

Molasses.—The Cuban molasses producers are possibly tearing their hair over the profits that passed them by but which they were unable to provide for. Naturally in January last they did not imagine that sugar was going to soar to a near record price. If they had possessed only a suspicion of such an occurrence they would have made sugar not molasses from their cane. Then there might have been a double profit to them. Instead of molasses being cheap, it would have been dear and the sugar which they would have held would have sold now at a handsome price. But such is the game. Molasses remain uneventful, the higher grades retaining their firmness.

Molasses, to arrive, car load ots.	0 28	0 29
Fancy Barbadoes molasses, puncheons	0 31	0 33
" " barrels	0 34	0 36
" " half-barrels	0 36	0 38
Choice Barbadoes molasses, puncheons	0 28	0 31
" " barrels	0 31	0 34
" " half-barrels	0 33	0 36
New Orleans	0 25	0 28
Antigua	0 30	0 30
Porto Rico	0 40	0 40
Corn syrups, bbls.	0 03½	0 03½
" " 1-bbls.	0 03½	0 03½
" " 1-bbls.	0 03½	0 03½
" " 32-lb. pails	1 75	1 75
" " 25-lb. pails	1 25	1 25
Cases, 2-lb. tins, 2 doz. per case	2 40	2 40
" " 5-lb. " 1 doz. "	2 75	2 75
" " 10-lb. " 1 doz. "	2 65	2 65
" " 20-lb. " 1 doz. "	2 60	2 60

Dried Fruits.—The dried fruit market shows no material change. Jobbers report news to the effect that recent rains in Greece have been responsible for an advance of one shilling in the price of curants valencia raisins, also show a slightly higher price. The market is generally firm. There is a feeling in some quarters that the currant crop has been overestimated.

Evaporated apricots	0 20	0 22
Evaporated apples	0 14½	0 16
Evaporated peaches	0 17½	0 18
Currants, fine filigras, per lb., not cleaned	0 07	0 07
" " cleaned	0 07½	0 08
" " 1lb. packages, fine filigras, cleaned	0 08	0 08½
" " Patras, per lb.	0 08½	0 09
" " Vostizzas, per lb.	0 09	0 10
Dates, 1-lb. packages	0 06½	0 07½
Dates, Hallewee, loose	0 04½	0 05
Figs	0 11	0 11
Figs, 3 crown	0 08	0 08½
Figs, 4 crown	0 09	0 09
Figs, 5 crown	0 10	0 11
Figs, 6 crown	0 11	0 12
Figs, 7 crown	0 12	0 13
Figs, 8 crown	0 13	0 14
Figs, 9 crown	0 14	0 15
Prunes—		
30-40	0 17½	0 17½
40-50	0 15½	0 16
50-60	0 15	0 15
60-70	0 14	0 14½
70-80	0 14	0 14
80-90	0 13½	0 13½
90-100	0 13	0 13

Raisins—		
Choice seeded raisins	0 10½	0 11
" fancy seeded, 1-lb. pkgs.	0 09½	0 10
" loose muscatels, 3-cr. wn, per lb.	0 08	0 08½
" " 4-crown, per lb.	0 09	0 09½
Select raisins, 7-lb. box, per box	2 40	2 40
Malaga table raisins, clusters, per box	0 07	0 07½
Valencia, fine off stalk, per lb.	0 08	0 08½
" select, per lb.	0 08	0 08
" 4-crown layers, per lb.	0 08	0 08

Nuts—A firm feeling prevails in the nut market, but demand is still only casual. Brazils and filberts are steady, walnuts and almonds are unchanged.

In shell—		
Brazils	0 16½	0 17
Filberts, Sicily, per lb.	0 11½	0 12½
" Barcelona, per lb.	0 10	0 10
Tarragona Almonds, per lb.	0 13	0 16
Walnuts, Grenobles, per lb.	0 17	0 18
" Marbots, per lb.	0 15	0 16
" Cornes, per lb.	0 11½	0 11½
Shelled—		
Almonds, 4-crown selected, per lb.	0 35	0 37
" 3-crown "	0 32	0 33
" " "	0 31	0 32
" (in bags), standards, per lb.	0 27	0 28
Cashews	0 15	0 17
Peanuts—		
American—		
Coon, roasted	0 09	0 09½
Coon green	0 08	0 08½
Diamond G, roasted	0 10	0 10½
Diamond G, green	0 08	0 09
Bon Ton, roasted	0 11	0 11½
Bon Ton, green	0 11	0 11½
Sun, roasted	0 11	0 11
Sun, green	0 10	0 10
Spanish, No. 1	0 12	0 12
Virginia, No. 1	0 13	0 15
Pecans, 3 crown, per lb.	0 17	0 18
Pecans, jumbo	0 22	0 23
Pistachios, per lb.	0 22	0 23
Walnuts—		
Bordeaux halves	0 35	0 37
Broken	0 30	0 32

The following are a few prices for future delivery:

Filberts, Sicily, per lb.	.10½
Almonds, Tarragona	.14½
Walnuts, Grenobles	.16-.16½
Almonds, shelled, 4 crown	.32

Teas.—There is little or no news at hand. Prices are steady in practically all lines and firmness prevails.

Japans—		
Choicest	0 40	0 50
Choice	0 35	0 37
Fine	0 30	0 35
Medium	0 25	0 28
Good common	0 21	0 24
Common	0 17	0 21
Ceylon—Broken Orange Pekoe	0 21	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
India—Pekoe Souchongs	0 19	0 30
Ceylon greens—Young Hysons	0 24	0 25
Hyson	0 24	0 25
Gunpowders	0 19	0 35
China greens—Punguey gunpowder, low grade	0 14	0 18
" " pea leaf	0 20	0 30
" " pinhead	0 30	0 50

Coffee.—The coffee market shows quite a firmness among first holders and previous strength seems to be well supported.

Mocha	0 22	0 30	Santos	0 19	0 22
Rio, No. 7	0 19	0 21	Maracaibo	0 21	0 25
Mexican	0 22	0 30			

Rice.—Another advance in the price of rice is announced this week, making a total of twenty-five cents in but a short time. Rangoon rice is principally affected as in India recent drouth has hurt the crops. Naturally there will be a sympathetic effect on other varieties of



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rice if this movement is more pronounced. It is believed that the market is likely to show something of the tendency of sugar and to advance still further. This, however, is but conjecture based on the strength of the situation.

Rice, grade B, bags, 250 pounds	3 15
" " " " 100 " "	3 15
" " " " 50 " "	3 15
" " " " pockets 25 pounds	3 25
" " " " pockets, 12 1/2 pounds	3 40
" " " " grade c.c., 250 pounds	3 05
" " " " 100 " "	3 05
" " " " 50 " "	3 05
" " " " pockets, 25 pounds	3 15
" " " " pockets, 12 1/2 pounds	3 20
Velvet head Carolina rice, per lb.	0 09 1/2
Brown sago	0 05 0 06
Tapioca, medium pearl	0 07 0 07 1/2
Seed	0 06 1/2 0 08

Canned Goods.

TORONTO—Prices on new pack salmon to the retailer are named, and, as expected are high and considerably in advance of last year. Sockeyes in 1-lb. talls are \$2.45 dozen, 1-lb. flats \$2.50, and 1/2-lb. flats \$1.55. In 5-case lots these are 2 1/2 cents per dozen less. The prices of other lines of salmon are found in our list below. There can seemingly be no relief and steady prices are generally anticipated. The world's markets are bare of stocks, the pack this year has been small, and the result can only be a steady tendency. Sockeyes will have to go to the consumer at 25 cents per tin.

All lines of canned goods are firmly held and even now with the presence of fresh fruits and green vegetables in large supply, there is a brisk demand for many lines. There have been some new pack tomatoes on the market. Dealers are now wondering what the opening price on this line will be. It is one of the grocer's big sellers and he is accordingly greatly interested. There has been practically no change in conditions of the crop. As pointed out before much depends on the latter part of the season and the time that the frost puts an end to packing.

Prices on Canadian sardines and herrings are lower this year, the catch being quite favorable and in excess of last year considerably.

VEGETABLES	Per doz.	Group B	Group A
2s-Asparagus tips	2 52 1/2	2 55	
2s-Beans, crystal wax	1 00	1 25	
2s-Beans, golden wax, midget, Auto brand		1 30	
2s-Beans, golden wax	1 00	1 25	
3-Beans, golden wax	1 37 1/2	1 40	
Gal-Beans, golden wax	4 02 1/2	4 05	
2s-Beans, refuges or valentine (green)	1 07	1 25	
3s-Beans, refuges (green)	1 37 1/2	1 40	
2s-Bean refugee midget, Auto brand		1 30	
2s-Peas, extra fine sifted, size 1	1 75	1 77 1/2	
2s-Peas, sweet wrinkle, size 2		1 35	
2s-Peas, early June, preserved		1 30	
2s-Peas, standard, size 3		1 30	
2s-Spinach table, size 4	1 27 1/2	1 30	
3s-Spinach table	1 77 1/2	1 80	
Gal-Spinach, table	5 31	5 32 1/2	

FRUITS	Per doz.	Group B	Group A
2s-Cherries, black pitted, heavy syrup	1 97 1/2	1 95	
2s-Cherries, black, not pitted, heavy syrup	1 52 1/2	1 55	
2s-Cherries, red, pitted, heavy syrup	1 92 1/2	1 95	
2s-Cherries, red, not pitted, heavy syrup	1 52 1/2	1 55	
Gal-Cherries, red, pitted	8 52 1/2	8 55	
2s-Cherries, white, pitted, heavy syrup	2 02 1/2	2 05	
2s-Cherries, white, not pitted, heavy syrup	1 62 1/2	1 65	
2s-Currants, black, heavy syrup	1 37 1/2	2 00	
2s-Currants, black, preserved	2 27 1/2	2 30	
Gal-Currants, black, standard	5 27 1/2	5 30	
Gal-Currants, black, solid pack	8 27 1/2	8 30	
2s-Currants, red, heavy syrup	1 97 1/2	2 00	
2s-Currants, red, preserved	2 27 1/2	2 30	
Gal-Currants, red, standard	5 77 1/2	5 30	
Gal-Currants, red, solid pack	8 27 1/2	8 30	
2s-Gooseberries, heavy syrup	2 25	2 27 1/2	

Gal-Gooseberries, standard	7 60	7 62 1/2
2s-Lawtonberries (blackberries), h. syrup	1 77 1/2	1 80
2s-Lawtonberries, preserved	1 97 1/2	1 00
Gal-Raspberries, standard	7 02 1/2	7 05
2s-Pineapple, sliced, heavy syrup	1 77 1/2	1 80
2s-Pineapple, grated, heavy syrup	1 77 1/2	1 80
2s-Pineapple, whole, heavy syrup	1 77 1/2	1 80
3s-Pineapple, whole, heavy syrup	2 32 1/2	2 35
2s-Raspberries, black heavy syrup	2 00	2 02 1/2
2s-Raspberries, black, preserved	2 25	2 27 1/2
Gal-Raspberries, black, standard	7 25	7 27 1/2
Gal-Raspberries, black, solid pack	9 50	9 52 1/2
2s-Raspberries, red, heavy syrup	2 00	2 02 1/2
2s-Raspberries, red, preserved	2 25	2 27 1/2
Gal-Raspberries, red, standard	7 25	7 27 1/2
Gal-Raspberries, red, solid pack	9 50	9 52 1/2
2s-Rhubarb preserved	1 27 1/2	1 30
3s-Rhubarb, preserved	2 27 1/2	2 30
Gal-Rhubarb, standard	3 50	3 52 1/2
2s-Strawberries, heavy syrup	1 83	2 00
2s-Strawberries, preserved	2 02 1/2	2 05
Gal-Strawberries, standard	7 25	7 27 1/2
Gal-Strawberries, solid pack	9 50	9 52 1/2

VEGETABLES

Beets, sliced, blood red, 2s	0 97 1/2	1 00
" whole, blood red, 2s	0 97 1/2	1 00
" sliced, blood red, 3s	1 32 1/2	1 35
" whole, blood red, 3s	1 37 1/2	1 40
" whole, Rosebud, 2s	1 30	
" " " " 3s	1 55	
Cabbage, 3s	0 97 1/2	1 00
Carrots, 2s	0 97 1/2	1 00
Corn, 2s	1 10	1 10
" fancy, 2s	1 10	1 15
" on cob, gal		4 77 1/2
Pumpkin, 3s	0 97 1/2	1 00
gal	3 02 1/2	3 05
Tomatoes, 2s	1 05	1 07 1/2
3s	1 60	1 65
gal	3 75	4 02 1/2
Turnips, 3s	1 12 1/2	1 15

Montreal.—Spot peas are quoted at from \$1.25 to \$1.35; tomatoes at from \$1.40 to \$1.45, and corn at \$1.00. One jobber stated that some of this season's canned tomatoes had already been received in order to supply the spot demand and prices had in consequence shown a little easiness. However, the market is firm practically without exception. There is a steady demand for the vegetables, apparently no break in business resulting from the arrival of the farmers' fresh supplies, and the continued firmness of the market. Blueberries to arrive are quoted at \$1.20, and it is expected that shipments received will be no more than from 30 to 40 per cent. of the orders. The new prices of salmon are quoted this week and will make interesting reading for the retailer. It also bears out the prophecy of a Toronto wholesaler who about this time last year remarked that salmon was bound to increase in value while its consumption continued to increase as it has done within the past few years. He did not quote figures but he did assert his assurance that salmon would reach higher figures than ever and recent announcements have borne out his predictions. Clover Leaf and Horse-shoe salmon are now so near to retailing at 25 cents a tin that the difference, if there is any, is not worth consideration. And salmon is not going to become cheaper, in fact the prevailing opinion is that prices will gradually advance as the coming business year rolls by. One wholesaler remarked that he did not believe it was good for the trade

that prices should be at the present level and his reasons were similar to those that have rather frequently appeared on this question. One advance will automatically occur on Dec. 1 next, when prices will go up 2 1/2c per doz. It is stated that quotations for 5-case lots are 2 1/2c per doz. less than the list price.

VEGETABLES

	Per Dozen	Group B	Group A
2s-Asparagus, tips	2 52 1/2	2 55	
2s-Beans, crystal wax	0 97 1/2	1 00	
2s-Beans, golden wax		1 30	
3s-Beans, golden wax	1 37 1/2	1 40	
Gal-Beans, golden wax	4 02 1/2	4 05	
2s-Beans, refuges	0 97 1/2	1 00	
3s-Spinach, table	1 37 1/2	1 40	
2s-Beans, refuges, midget, size No. 1		1 30	
2s-Peas, extra fine sifted, size No. 1		1 90	
2s-Peas, sweet wrinkle, size No. 2		1 25	
2s-Peas, early June, size No. 3		1 50	
2s-Peas, standard, size No. 4		1 35	
Gal-No. 4 standard			
2s-Spinach, table		1 40	
3s-Spinach, table		1 90	
Gal-Spinach, table		5 50	
Spot tomatoes	1 40	1 45	

Fruits			
2s-Cherries, black, pitted, heavy syrup	1 92 1/2	1 95	
2s-Cherries, black, not pitted, heavy syrup	1 52 1/2	1 55	
2s-Cherries, red, pitted, heavy syrup	1 92 1/2	1 95	
2s-Cherries, red, not pitted, heavy syrup	1 52 1/2	1 55	
Gal-Cherries, red, pitted	8 52 1/2	8 55	
2s-Cherries, white, pitted, heavy syrup	2 02 1/2	2 05	
2s-Cherries, white, not pitted, heavy syrup	1 62 1/2	1 65	
2s-Currants, black, heavy syrup	1 37 1/2	2 00	
2s-Currants, black, preserved	2 27 1/2	2 30	
Gal-Currants, black, standard	5 27 1/2	5 30	
Gal-Currants, black, solid pack	8 27 1/2	8 30	
2s-Currants, red, heavy syrup	1 97 1/2	2 00	
2s-Currants, red, preserved	2 27 1/2	2 30	
Gal-Currants, red, standard	5 77 1/2	5 30	
Gal-Currants, red, solid pack	8 27 1/2	8 30	
2s-Gooseberries, heavy syrup	2 25	2 27 1/2	

Clover Leaf and Horseshoe brands salmon—			
1-lb. talls, per dozen		2 45	
1-lb. flats, per dozen		1 55	
1-lb. flats, per dozen		2 57	
After December 1st prices advance 2 1/2 cents per dozen.			
Other salmon—all talls—			
Red Sockeye, per case		9 00	
Red Spring, per case		8 00	
Cohoos, per case		7 00	
Pinks, per case		5 00	
Lobster—			
1-lb. flats, dozen, \$2.75 \$2.80; 1-lb. talls dozen, \$4.50, \$4.75			
1-lb. flats, dozen, \$5.00, \$5.10.			

**ONTARIO MARKETS.**  
POINTERS—  
Sugar—Now at \$5.75  
Salmon—Prices on new pack.  
Rice—Lower grades up 10c.  
Tomatoes—New pack on market.  
Toronto, Sept. 7.—Trade in general lines of groceries is of a steady character, with wholesalers apparently satisfied with the present movement. The lines in demand are changing somewhat from summer goods back to staple



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lines. While there is as yet a certain trade for those lines in special demand during summer, it is naturally not quite so heavy. Customers are returning from their summer homes and this no doubt is the main reason.

Sugar has certainly got the habit, again repeating last week's performance. Following the advance on Thursday last, another rise of 10c was recorded on Tuesday. The consumption with the present plenitude of fall fruits is large. Kindred lines as well as those in which sugar is largely used show signs of strength in a number of cases, the result of the present high prices. One wholesaler pointed out that the consumption of sugar has increased enormously of late, not so much in the increase in the sale of the article itself through the grocer, but in the several lines of confectionery.

Sugar.—The strength in the immediate sugar market on which we laid stress last week was well warranted. Following the 10-cent advance on Thursday last, reported briefly in our last issue, another rise of 10 cents on Tuesday of this week brought Toronto quotations up to \$5.75. The advance since the first reports of damage in Europe has certainly been remarkable, amounting in all to \$1.05 since June 30th. Beet quotations are now 16s. 7½d., the highest since the European crop damage in 1904, when in the following January prices reached 16s. 3¾d. Of late, a new phase has entered into the market, in unconfirmed rumors that the Cuban cane crop which comes forward in January will not be the bumper crop at first expected, but on account of lack of rain will show a loss from estimates. If this is true, it will work for a still stronger tendency.

While the general opinion is that sugar will continue firm with an advancing tendency, the more conservative refiners think that the speculative stage is being reached and that there may be a reaction when something definite regarding either Europe or Cuba is known, if it is in any way favorable. When conditions are abnormal as in this case, there is always the danger of too extreme views being taken. The market at the moment is strong, however, with no weakness in sight as yet.

Extra granulated, bags.....	5 75
" " 20 lb. bags.....	5 85
Imperial granulated.....	5 55
Beaver granulated.....	5 55
Yellow, bags.....	5 35
Barrels of granulated and yellow will be furnished at 5 cents above bag prices.	
Extra ground, brls.....	6 15
" " 50-lb. boxes.....	6 35
" " 25-lb. boxes.....	6 45
Powdered, brls.....	6 95
" " 50-lb. boxes.....	6 35
" " 25-lb. boxes.....	6 35
Red Seal, cwt.....	7 10
St. Lawrence Crystal Diamonds.....	7 60
Paris lumps, in 100-lb. boxes.....	6 65
" " in 50-lb. ".....	6 75
" " in 25-lb. ".....	6 95

Syrups and Molasses.—With the high sugar market the tendency is naturally

towards strength in the kindred line, molasses. Trade just now is not particularly brisk. High sugar will also have a tendency to strengthen other lines such as compound maple syrup. Corn syrups are enjoying a favorable demand for the reason that an improved trade is anticipated as the weather becomes cooler.

Syrups—	Per case	Maple Syrup—	
2 lb. tins, 2 doz.	2 40	Gallons, 6 to case	4 80
in case.....	2 40	" " 12 " "	5 40
5 lb. tins, 1 doz.	2 75	Quarts, 24 " "	5 40
in case.....	2 75	Pints, 24 " "	3 00
10 lb. tins, ½ doz.	2 65	Molasses—	
in case.....	2 65	New Orleans,	
20 lb. tins, ¼ doz.	2 60	medium.....	0 30 0 35
in case.....	2 60	New Orleans,	
Barrels, per lb.....	0 03½	bbbls.....	0 28 32
Half barrels, lb.....	0 03½	Barbadoes, extra	
Quarter ".....	0 03½	fancy.....	0 45
Pails, 32½ lb. ea.....	1 75	Porto Rico.....	0 45 0 52
" " 25 " ".....	1 25	Muscovado.....	0 30

Dried Fruits.—In new crop dried fruits currants and Valencia raisins are both strong. Raisins which earlier in the season were quoted at 23s. are now at 27s. The opening in Smyrna for new crop Sultanas has been extremely high. "The crop is small," asserted one wholesaler, "probably only 25,000 tons as compared with a normal crop of 45 to 50 thousand tons. Last year's crop was also small and there has been practically no carry over." The fig crop is reported to be the smallest in many years, and naturals are now selling at 3s. above prices a year ago.

In California, prunes are still steady but buying has slackened off. Apricots, which were at a prohibitive price, have eased off somewhat, and will no doubt have to go lower to induce free buying. Peaches are maintaining their position. While raisins are not firm at all there appears to be a lack of present orders.

Prunes—				
30 to 40, in 25-lb. boxes.....	0 17			
40 to 50 ".....	0 16½			
Same fruit in 50-lb. boxes ½ cent less.				
Apricots—				
Choice, 25 lb boxes.....	0 20	0 21		
Fancy ".....	0 20	0 22		
Candied Peels—				
Lemon.....	0 09	0 11 Citron.....	0 15 0 17	
Orange.....	0 10	0 12½		
Figs—				
Elemes, per lb.....	2½	" ".....	0 11½ 0 12½	
1½ inches.....	0 08	0 10	2½ " ".....	0 11½ 0 13½
2 ".....	0 08½	0 10½	Umbrella boxes.....	0 12 0 14
2½ ".....	0 09½	0 12		
Tapnets, ".....				
Bag figs.....	0 04	0 04½		
Dried peaches.....	0 04½	0 06		
Dried apples.....	0 09	0 09½		
Evaporated apples.....	0 09	0 09½		
Currants—				
Fine Filiatras.....	0 07½	0 08	Vostizzas.....	0 10 0 12
Patras.....	0 08	0 08½		
Uncleaned to less				
Raisins—				
Sultana.....	0 10	0 12		
" fancy.....	0 11	0 13		
" extra fancy.....	0 14	0 16		
Valencias selected.....	0 08½	0 09		
Seeded, 1 lb packets, fancy.....	0 10			
" " 16 oz. packets, choice.....	0 09½	0 09½		
Dates—				
Hallowees.....			Sairs.....	0 05
Full boxes.....	0 05½	0 06	Package dates,	
			per 1 lb.....	0 06½ 0 06½
			Fards choicest.....	0 10 0 10½

Tea.—The general situation is one of continued steadiness. Ceylon and India markets are strong due to a brisk demand from all sections of the world. Demand locally continues good despite the advancing prices.

Coffee.—With coffee options showing marked strength, the general situation is naturally one of firmness. Trade locally

continues favorable, although there is no particular briskness at the present time.

Rio, roasted.....	0 18	0 20	Mocha, roasted.....	0 25	0 28
Green Rio.....	0 15	0 16	Java, roasted.....	0 27	0 33
Santos, roasted.....	0 23	0 22	Mexican.....	0 25	
Maricao, ".....	0 22	0 24	Gautemalo.....	0 22	0 24
Bogotas.....	0 24	0 25	Jamaica.....	0 20	0 22
			Chicory.....	0 12	

Spices.—There is a big consumption of spices at the present time, for pickling is now in full swing. Indications are for continued strength in nearly all lines. Peppers both black and white are firm in the primary markets, as are also other lines to a greater or less extent.

	Bbls.	Palls or Boxes	Tins	½-lb. pkgs. doz	¼-lb. tins doz
Allspice.....	0 14	0 15	0 17	0 75	0 80
Cinnamon.....	0 24	0 25	0 27	0 90	0 90
Cayenne pepper.....	0 25½	0 24½	0 26½	0 90	0 90
Cloves.....	0 24	0 25½	0 27	0 90	0 90
Cream tartar.....	0 35	0 36	0 38	0 90	.....
Curry powder.....	0 22	0 24	0 26	0 80	0 90
Ginger.....	.....	.....	0 75	.....	2 75
Mace.....	.....	.....	0 30	1 90	2 00
Nutmegs.....	0 15	0 16	0 17½	0 75	0 90
Pepper, black.....	0 24	0 25	0 26½	1 00	1 10
Pepper, white.....	0 23	0 24	0 26	0 80	0 90
Pastry spice.....	0 15	0 16	0 18	0 75	0 75
Pickling spice.....	.....	.....	0 16	.....	.....
Turmeric.....	.....	.....	.....	.....	0 12
Mustard seed, per lb. in bulk.....	.....	.....	.....	.....	0 20
Celery seed, per lb. in bulk.....	.....	.....	.....	.....	.....

Nuts—Steadiness prevails in all lines of nuts. Trade is not brisk at the present time. Some interest is being shown in new crop.

Almonds, Formigetta.....	0 15	0 16
" Tarragona.....	0 16	0 17
shelled.....	0 35	0 38
Walnuts, Grenoble.....	0 17	0 19
" Bordeaux.....	0 14	0 15
" Marbots.....	0 15	0 16½
shelled.....	0 33	0 40
Filberts.....	0 13	0 12½
Pecans.....	0 18	0 20½
Brazils.....	0 18	
Peanuts, roasted.....	0 11	0 13

Rice and Tapioca—The firmness in Rangoon rice was referred to last week. This week a further advance of 10 cents per cwt. was announced, bringing quotations at mills, Montreal, for Standard B to \$3.15. The drought in India is responsible for this advance in price. The Java crop is also reported short, so that there is a steady tendency in all lines of rice.

Standard B, from mills, 500 lbs. or over, f.o.b. Montreal.....	3 15			
Rice, standard B.....	3 23			
	Per lb.	Tapioca—		
Rangoon.....	0 03½	0 03½	Bullet, double	
Patna.....	0 05½	0 06	goat.....	0 08
Japan.....	0 04½	0 06½	Medium pearl.....	0 06½ 0 07
Java.....	0 06	0 07	Flake.....	0 08
Carolina.....	0 08	0 10	Seed.....	0 06½ 0 07
Sago, medimm brown.....	0 05½	0 06		

Beans.—Prices are firmly held with Canadian stock extremely scarce. There are a few lots of Rangoon but they apparently are being received none too well. No quotations on new crop have as yet been made. It will be a full month before any deliveries can be made. The crop will slightly exceed last year, but there will be a good demand on account of the large amount of construction work in Canada.

Prime beans, per bushel.....	2 35	2 45
Hand picked beans, per bushel.....	2 45	2 55

Evaporated Apples.—There are a few lots of new evaporated apples on the market and are going to the retailer around 11½ cents.



# THE CANADIAN GROCER

## MANITOBA MARKETS.

### POINTERS—

Sugar.—Advanced 20c.  
Coffee.—Very firm.  
Canned Tomatoes.—No offers.  
Beans.—Unchanged.

Winnipeg, Sept. 7.—“Couldn't be any busier,” was the reply given by one of the largest wholesale firms this morning, when asked as to the conditions of the grocery trade during the week. “We have hardly time to turn around to fill orders which are arriving for hurried shipment since harvesting has been in progress. Prospects for the fall did you say? Well I never saw them as good, and if the rush which we are having at the present time is any indication of the yield or harvest expected, there should be little trouble in the collection department this fall.”

Such is the feeling of the wholesalers on present business and this can be heard from all sides. Advances in price make no difference. The farmers of the west want the lines and are willing to pay for them. Growing in one direction, and expanding in another with the development of the country, is at the present time the slogan of the grocery trade.

In the various lines sugar formed the feature of the week, advancing 10c on Thursday and again on Tuesday.

Canned goods are also moving freely. One house reported that they could obtain no quotations on tomatoes, in fact independent canners have, they claimed, withdrawn their quotations. Other lines are active.

Sugars.—Last Thursday's advance was followed by another 10c rise on Tuesday. Stocks are of good size, and some jobbers who were fairly heavily stocked are reaping the benefit at present. In spite of the advance a certain number of orders are being received steadily, although trade is not as brisk as it was some months ago. Present quotations are:

Montreal and B.O. granulated, in bbls.	6 15
“ in sacks	7 07
“ yellow, in bbls.	5 75
“ in sacks	5 50
Iceing sugar, in bbls.	6 50
“ in boxes (25 lbs.)	6 75
Powdered sugar, in bbls.	6 37
“ in boxes	6 30
“ in small quantities	7 05
Lump hard, in bbls.	7 00
“ in 4-bbls.	7 10
“ in 100-lb. cases	7 07

Syrup.—This line remains unchanged from last week and is expected to remain quiet till the fall and winter months.

Syrups—	
24 2-lb. tins, per case	2 23
12 5-lb. tins, per case	2 88
6 10-lb. tins, per case	2 46
3 90-lb. tins, per case	2 47
Half barrels per cwt.	4 00
Barbadoes molasses, in half barrels, per gallon	0 62
New Orleans molasses, half barrels, per gallon	0 45
New Orleans molasses, per barrel, per gallon	0 47

Coffee.—Firm and still firm is the tone of the coffee market. Trade is active and several retail merchants have stocked up

heavily on the chance of an advance. Prices, however, remain unchanged as yet, and are quoted as follows:

Coffee, standard Rio. 0 15	Coffee, choice..... 0 15
	Coffee, extra choice.. 0 17

Beans and Peas.—The prediction of an advance failed to be fulfilled during the week, but there is little change in the situation from last week. Stocks of beans in Ontario are recognized to be low, while the demand remains firm.

Beans, 3-lb. picker, per bushel	2 40
Hand picked, per bushel	2 50
Peas, split, 100 lbs.	2 75

## NEW BRUNSWICK MARKETS.

St. John, N. B., Sept. 7, 1911.—The sharp and continued advances in the sugar market have made themselves felt in molasses, which is also beginning to show marked increases in sympathy with sugar. Molasses this week advanced two cents a gallon, and further increases are looked for. Sugar, as had been expected, made further advances on Thursday last, and again on Tuesday. A rise of \$1.45 in six months is the record in St. John, the price having been going up since February very steadily.

In the opinion of a reliable local grocer, the scarcity noticed in canned salmon will be heavily felt in St. John. He would not be in the least surprised, he said, to see before long half-pound cans of salmon on the market, because of the fact that the price of the pound size has increased beyond the reach of the average working man, and has really ceased to be commonly used by all classes. Even now, he said, salmon is coming into favor as a salad, rather than as a principal course at table in many homes, just as has been the case with lobsters.

Aside from the change in sugar, molasses and flour, there were few alterations in market prices, but with eggs and cheese the tendency is upwards. Both these staples went up in price during the past week. The following are the quotations:

Bacon.....	0 16	0 18
Beans, hand		
picked, bus.	2 50	2 55
Beans, yellow		
eye, bus.	2 60	2 65
Butter, dairy,		
lb.	0 21	0 22
Butter, cream-		
ery, lb.	0 24	0 25
Buck wheat,		
west. grey, bag	2 65	2 70
Cheese, new, lb.	0 14	0 15
Currants, 1's, lb.	0 08	0 09
Canned goods—		
Beans, baked.	1 15	1 25
Beans, string.	1 05	1 10
Corn, doz.	1 10	1 15
Peas, No. 4.	1 20	1 25
“ No. 2.	1 30	1 35
“ No. 1.	1 80	1 85
Peaches, 2's,		
dozen	1 95	2 00
Peaches, 3's,		
dozen	3 00	3 05
Raspberries,		
dozen	2 05	2 10
Strawberries.	1 85	1 90
Tomatoes.	1 65	1 60
Clams.....	4 00	4 25
Cornmeal, gran.	4 75	
Cornmeal, bags.	1 60	
“ bbls.	3 35	
Eggs, henney	0 29	0 32
Eggs, case	0 25	0 25
Fin. Haddies.	4 40	4 51
Fish, cod, dry.	6 00	6 10
Flour, Manitoba	5 25	5 35
“ Ontario.	5 45	5 55
Ham.....	0 16	
Lard, compound		
lb.	0 10	0 11
Lard, pure, lb.	0 12	0 12
Lemona, Mess-		
na, per box.	4 50	5 00
Molasses, fcy.		
Barbados, sl	0 32	0 33
Oatmeal, rolled	5 50	5 50
Oatmeal, std.	6 00	6 10
Pork, domestic	21 50	22 50
mess.	21 50	22 50
Pork, Ameri-		
can clear	21 50	22 00
Potatoes, bb.	2 25	2 40
Raisins, Cal.		
seeded.	0 10	0 11
Rice, lb.	0 03	0 03
Salmon, case—		
R-1 spring	7 50	8 00
Cohoos.	6 75	7 10
Sugar—		
Standard gran.	5 70	5 80
Austrian	5 60	5 70
Bright yellow.	5 50	5 60
No. 1 yellow.	5 20	5 30
Paris lumps.	6 50	6 75

## A NOVELTY STORE IN MONTREAL.

### Seventeen Ounces to the Pound and Thirteen to the Dozen, in Vogue.

Montreal, Sept. 7.—Seventeen ounces to the pound on all goods sold by weight, and thirteen article for the usual dozen are two features of a new grocery store opened on St. Catherine street. The name of the store is the “Seventeen Oz. 1 Lb. Grocers.” In addition they give one cent with all bottle and can goods.

The store is bright and attractive from the show windows to the back door, and the goods displayed are of fine quality. Electric lights have not been spared in the windows nor within the store proper. On the opening day a large advertisement appeared in a leading paper introducing the store to the public. An orchestra was engaged for Wednesday, Thursday, Friday and Saturday afternoons and evenings. In their statement the new store says: “The 17 oz 1 lb. grocers give you 17 ounces to the pound on all goods sold by weight; 13 to the dozen on all goods sold by the dozen, such as eggs, oranges, ginger ale, etc.

“And on every bottle of canned goods or bottled goods one cent is pasted.”

The new company has been using newspaper space freely since their opening and have certainly attracted considerable attention. They promise an automobile delivery service at once. E. C. Strugnell is the general manager and L. A. Gareau is the proprietor.

## WIDENING OF BANANA HABITAT.

A fruit authority looks for the gradual widening of the habitat of the banana. The limits of its successful development have long been given as 30 degrees north and 31 degrees south of the equator, and within this wide zone it flourishes in plantations around the globe; and in the Old World, especially in Africa, many of its varieties grow wild.

There is no doubt that the history of banana cultivation will be much like that of many other edible fruits. Hardy varieties of apples are growing to-day in districts where 40 years ago, it was declared they would never endure the long winters.

Authorities in plant geography aver that as experience is gained and the cultivation of the banana widens, varieties of it will be developed that will withstand even considerable degrees of drought and frost and enlarge the area of cultivation to an important extent.

**Manufacturers, Manufacturers' Agents,  
Brokers, Etc.**

**BRITISH COLUMBIA DIRECTORY**

**W. A. JAMESON  
COFFEE CO.**

Importers and Roasters of High Grade Coffees.

Manufacturers and Proprietors of  
"Feather-Light" Brand Baking Powder

We also carry a full line of TEAS,  
SPICES, etc.

Mail orders promptly attended to.

Cor. Langley and Broughton Sts.  
VICTORIA, B.C.

**The Condensed Ad. in this  
Paper will bring good results**

**VICTORIA  
FRUIT GROWERS' ASSOCIATION**

The largest packers and shippers of first-class Fruits of all kinds in British Columbia.

OFFICE AND WAREHOUSES  
COR. WHARF AND YATES STS. - VICTORIA  
Branch at 140 Water Street, Vancouver.

—TO—  
**Brokers and Man-  
ufacturers' Agents**

—Your business card on this page will keep  
—your name and field of operations before  
—Manufacturers, Importers and others  
—looking for responsible representatives.  
It costs you little and means much to you  
if you are looking for agencies.

Write for particulars to

**The Canadian Grocer**  
Montreal Toronto Winnipeg

"We will never be buried  
with the unknown dead---  
we ADVERTISE. There's  
the whole thing in a nutshell  
--- we ADVERTISE; and,  
therefore, we CANNOT be  
unknown."

**McLEOD & CLARKSON**

Manufacturers' Agents and Wholesale Commission Agents

144 WATER ST., VANCOUVER, B.C.

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

**CURRANTS**

We are proprietors of

"AFRODITE" brand, the best AMALIAS  
currant on the market,  
"NARCISSUS," fine FILIATRA currants,  
"ELEKTRA," fine FILIATRA cleaned  
currants,  
and importers and distributors of  
Highest-grade PATRAS and VOSTIZZA  
currants.

We aim to give the trade the best grades  
of currants obtainable from season to season.

We solicit the opportunity to quote on  
your CURRANT needs at all times.

**CANADIAN REPRESENTATIVES:**

JAMES S. MacDOUGAL, London  
A. B. LAMBE & CO., Hamilton  
W. G. A. LAMBE & CO., Toronto  
H. D. MARSHALL, Ottawa  
ARTHUR P. TIPPET & CO., Montreal  
J. W. GORHAM & CO., Halifax  
W. H. ESCOTT CO., Winnipeg, Man.  
McKELVIE & CARDELL, LTD.,  
Calgary, Alberta  
W. S. CLAWSON & CO., St. John, N.B.

**GREEK CURRANT CO.**

124 WARREN STREET NEW YORK  
THE LARGEST CURRANT HOUSE IN GREECE



**The Brightest Star**  
in the Coffee Essence World!

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

Replenish your stock — quick  
— before the rush comes!

**'CAMP'  
COFFEE**

*Sold by all wholesale grocers here*



# FOR MORE PROFIT

Scores of people who had a cup of Red Rose Tea at the Toronto Exhibition would hardly believe that the price of the tea we served was only 40c. per pound. The most of them had been using 30c. tea and had no idea that 10c. per pound could make such a difference in quality.

Now 40c. Red Rose Tea gives you much more profit. Three-quarters at least of your customers would willingly pay the price if they only knew there was such a difference in quality.

Half a dozen words from you or your clerks when selling a package of 30c. tea would sell a trial package of 40c. instead. I know merchants who have done this. They have found it easy and profitable.

I hope the suggestion may prove profitable to you.

7 Front Street East,  
Toronto, Ont. }  
315 William Ave. } Branches  
Winnipeg, Man. }

T. H. ESTABROOKS  
ST. JOHN, N.B.

## ROYAL SHIELD BRAND SALMON



We have only been able to secure about 50% of our requirements of this well-known brand of high grade Sockeye Salmon. Order early.

We are booking orders for October delivery at very low prices, from a very favorable contract made in June for 20,000 boxes California Prunes. Anticipate your wants for Foreign and Domestic Evaporated and Dried Fruits and place your order with

### Campbell Bros. & Wilson, Limited

Campbell, Wilson & Adams, Limited  
Saskatoon

WINNIPEG

Campbell, Wilson & Horne, Limited  
Calgary

Campbell, Wilson & Horne, Limited  
Lethbridge

Campbell, Wilson & Smith, Limited  
Regina

## How are you stocked on Pure Jams?

We have a full stock of

**"ANCHOR" PURE JAMS** in 5-lb. gold-lined tins.

RASPBERRY—STRAWBERRY—BLACK CURRANT—PEACH and PLUM.  
You will do well to stock up at once. Prices will be higher.

We have some exceptional values in

## RICES—PATNAS AND JAPANS

Our quotations are considerably below present market prices.

Are you interested in

**MACARONI?**—We have three exceptionally good lines to retail at 10, 12½ and 15c. per pound pkge.

WRITE FOR PRICES.

# EBY-BLAIN, LIMITED

Wholesale Grocers.

TORONTO

Contractors To The Admiralty

## PURNELL'S

## Sauces, Vinegars and Pickles

Never fail to give perfect satisfaction. They are unparalleled in quality, purity and flavor and are featured by the best stores in Great Britain and Canada.

You cannot make a mistake in handling "Purnell's" full range of products as there is ready sale for every one of them where a discriminating trade is catered to.

We are large contractors to the admiralty, which in itself is a recommendation which cannot be overlooked and a special selling point in their favor. Sold by all jobbers.

Our Canadian Agents

Charlottetown, Horace Haszard; St. John N.B., E. C. McMichael; Montreal and Ottawa, C. S. Harding, Canada Life Building; Halifax, N.S., J. Billman, 236 Hollis St.; Quebec, Cy. A. W. Dunn, 67 St. Peter St.; Toronto, Lind Brokerage Co., 73 Front St. E.; Hamilton, J. H. Stratton & Co.; Winnipeg, Carman Brokerage Co., 141 Bannatyne Avenue E.; Vancouver, B.C., C. E. Jarvis & Co., Room 10, Flack Block, Hastings Street.

### PURNELL & PANTER, LIMITED

Bristol, Eng.

Est. 1750





## Cut Prices and Special Reductions

The Difference Between Them Shown—Why One Is Poor Business Policy and the Other Is Recommended — "Cut Prices" Leads to the Disorganization of Trade.

\*By Henry Johnson, Jr.

One merchant asks: "Does it pay to have cut-price sales?" That depends on what you mean by "cut-price." If you mean the selling of advertised goods at less than the advertised, or established prices, I advise against it. If you mean the temporary reduction of prices on goods over which you have control, as a special inducement to the consumer to try those goods, then I advise you to do it.

Here are the reasons against cutting advertised brands:

1. This is unnecessary because a demand has already been established for such goods at regular prices which prices are known to consumers and there will be no suggestion of lower prices from consumers unless a cut is first made by a retailer.

2. The margin on advertised brands is seldom wide enough to justify any reduced price except in the possible reflex, and dubious, benefit to be derived through your ability to induce buyers to purchase other goods along with those offered at less than a profitable margin.

### Benefit is Not Lasting.

3. Any such benefit must be transitory and temporary because your competitor can follow you at once, and thus what was intended to be a temporary cut becomes a permanent reduction, thus curtailing your profits without any compensatory advantages.

4. It is unfair to the maker of the goods who, often at great expense, has assisted you greatly in creating a consumer demand. You immediately put him into the anomalous position of stating that his goods sell at one figure whereas they actually sell at another; which is a demoralized condition which can result only in harm to both of you.

5. Likely enough you are one of those who bitterly complain about the total want of adequate margin on advertised goods; yet here you are becoming a prime mover in the creation of a condition which will tend to lengthen the list of well-known goods which you will have to handle with insufficient margin.

6. All of which tends to add one more to the circle of manufacturers who, after such experience with retailers, are inclined to feel, if not to actu-

\*The writer of this article is one of the most successful dealers on the continent. He has spent almost 30 years in the retail grocery business and is well equipped to answer questions and smooth out difficulties with which others may have met.

ally say: "The retailer be damned; we have had to establish our goods without his help; he has been fool enough to give away the fair margin we allowed him; and now, by cracky, he can go hang, for he's simply **GOT TO HANDLE** our stock—and we get ours in any case." So, as far as these goods go, you, yourself, have reduced yourself to a slot machine which the maker loads up once in so often and the consumer unloads by simply pressing the button of demand. It should be remembered that the new article of to-day, which seems to present such a tempting opportunity to "get ahead" of your competitor, may readily become a staple. It will become a staple very quickly—and one to be sold without margin—if many dealers pursue the price-cutting tactics herein outlined.

### Everybody Reaps Advantages.

7. This kind of advertising—so-called—is not advertising yourself. It is really advertising everybody who carries those brands; and the brands themselves are getting the benefit of your money without any return benefit accruing to you.

8. Chickens come home to roost. It pays to observe the **GOLDEN RULE**; or perhaps better, the Confucian rule of "DO NOT unto others that which ye would NOT that they do unto you." It pays to play fair; to keep faith with **EVERYBODY**.

By the temporary reduction of prices on goods which you control all this is reversed, for you turn every point to your advantage and you give nobody just cause to complain. Let us take up the same order of consideration.

1. You control those goods and therefore you can make your statements good. You describe one or two items from your fruit or fish department, or your own canned goods, if you carry them under your own name—say "No. 1 Sifted Early June Peas"—going into full details so your reader may know about, and therefore look for, their particular points of excellence; and you say: "Regularly 15c a can; 14c a can, \$1.55 a dozen, **THIS WEEK**." You can withdraw that quotation at the end of the week, selling at 15c and \$1.65 per dozen thereafter—and nobody can make your statements look foolish by continuing your special low-price offering. Also this method serves to intro-

duce not what anybody can sell, but what you only can sell, and is properly chargeable, therefore, to advertising, or the legitimate cost of creating a demand for your goods.

### Profits are Fair.

2. The margin on such goods is wide enough to admit of your making temporary reductions and the benefit is direct, all centered in your business, and permanent.

3. Covered above.

4. This is unfair to nobody, since it is entirely your business, applies to your own goods, leans on nobody's advertising expense but your own and does not demoralize anything, since you have a recognized right to dispose of your own goods on any terms that suit you.

5. In no way does this method interfere with your getting regular, full-quoted prices on all advertised brands. In fact, you are strengthened in your ability to get full prices on such goods, as you have never led any of your customers to look for cut-prices in your store and, in many instances, if the buyer objects to the payment of full prices for advertised goods, you can offer her your own not as a substitute, not as something "just as good," but as an improvement over the goods she may have asked for.

### Not a Slot Machine.

6. This method will gain you the direct good will of all manufacturers and, as your way of doing business becomes so well known that you may be said to have established a business character—something which takes time—you will gain substantial benefits through occasional concessions, or favors, or being singled out for demonstrations, or by being named as special agent, or in other valuable considerations from manufacturers who know that you will not give away advantages granted you, nor talk about their concessions; all of which will result in your advantage. Finally, under this head, you will never be a **Slot Machine** for **ANYBODY!**

7. Every bit of this work is done exclusively and solely for the man who is spending the money—that is **YOU**.

8. There is no chance for a "come-back" from anybody. You are playing in your own back yard. You are doing as you would be done by. You are playing fair; keeping faith with everybody; and every evening you can feel that you are prepared to "look any man in the face and tell him"—precisely the station at which he gets off? And all this without ill-will or legitimate bad feeling anywhere.

Under the method which I recommend—and which I have scrupulously follow-

ed out for years—there is only one thing that your neighbors can say of you, and that is, that you are a smart man to be able to build where they could not find even the building materials. And believe me, it is much better to have neighbors who say that of you than competitors who feel towards you as competitors are mostly apt to feel; for the establishment of neighborly relations in your community leads to the interchange of helpful information; the furtherance of association work and benefits; the promotion of good feeling and that helpful harmony which makes profit for all through eliminating needless friction.

Does this look sound to you?

**HINTS TO CLERKS.**

The clerks of to-day are the business men of to-morrow.

It is well for the clerk to be ambitious, but he should learn to tell the difference between ambition and discontent.

The clerk who wishes to win success must travel the same road that those before him have trod. There is no short cut to success.

The clerk who makes his employer's business his is the one who will reach

the top of the ladder first. Taking an interest in the business helps him to acquire knowledge that he otherwise would not get.

Do not be content to sell only those lines asked for. Make an effort to sell over and above actual demand.

There is so much to do in any grocery store that the clerk need never stand idle. There is always a counter to dust, a shelf to arrange or some other matter that needs attention.

When you have taken a customer's order, show her some new line that you think will interest her. Try to increase your sales.

Try to learn as much as possible about the goods you have for sale. It will help you a great deal in making sales.

Care in weighing is essential if you wish to be of value to your employer. Remember that every time the scale swings down by overweight, you are making yourself so much less valuable to your employer.

Ramsays, Ltd., Montreal, have removed from 29-31 Vitre St., Montreal, to their new premises at 330 Nicolet St., where all communications should be addressed.—Advt.

**GROCER IN TROUBLE AGAIN.**

"I want to complain of the flour you sent me the other day," said Mrs. Newlywed severely.

"What was the matter with it, madam?" asked the grocer.

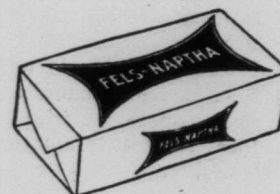
"It was tough. My husband simply wouldn't eat the biscuits I made with it."

Use the phone freely to solicit business. Make the instrument pay for itself.

Encourage the clerks to read the trade papers. There is much in every issue that will make them better employes.

**There is not**

only satisfaction but pleasure in selling goods that are well known to the public. In selling Fels-Naptha, there is also the satisfaction of knowing personally that the quality of the soap is everything that the makers claim.



**Your Customers**

look to you for ideas for dessert, especially when apples are scarce.

Have you suggested pies made from

**WETHEY'S  
MINCE MEAT?**

(IN SANITARY CARTONS)

You have them. If not, get some quickly from your jobber and **PUSH IT, IT WILL PAY YOU.**

**J. H. Wethey, Limited**

ST. CATHARINES, - - - ONTARIO

**There is Health and Strength in Every Cup of EPPS'S COCOA**

The favorite with young and old. Delicious, fragrant, "Epps's" contains the maximum of nourishment in Cocoa. "Epps's" stands for excellence

**EPPS'S MILK CHOCOLATE**

of unsurpassed quality at a popular price.

Special Agents: WILLSON & WARDEN, Toronto.  
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## No doubt the phenomenal growth and development of the Canadian West

have caused you much thought as to representatives in that fast growing and ready market.

We will represent you at each pulsating distributing centre. We have large track warehouses and ample storage accommodation for all classes of merchandise.

We will handle your products for you on a reasonable commission basis. We have the experience, the business ability and the financial standing to do so successfully.

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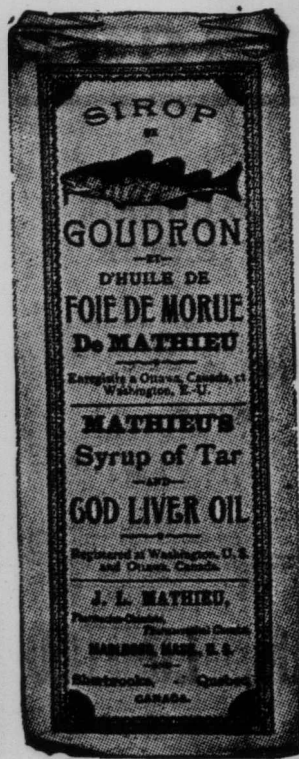
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### MATHIEU'S SYRUP

of Tar and Cod Liver Oil has a more certain sale than most remedies. It is largely advertised, so that every one is familiar with the name.

It has been so successful in effecting cures that every user is a publisher of its excellent qualities.

Its sales have increased wonderfully everywhere. It is a sure seller.

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are needed wherever colds are attended with pains and fever.

See that you are well supplied with both, as the season of Colds is now on.

**J. L. MATHIEU CO., Props.**  
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Distributors for Western Canada

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### A Profitable Line to Handle!

There is a distinctive and delicate flavour about—

Order from your  
Wholesaler



### "CONCORD"

Norwegian Sardines

that cannot fail to please your better-class customers. Moreover, there is an absolute guarantee of purity of contents on each tin. None but finest freshly caught autumn fish are used, all hard, tough fish being rejected. From 24 to 28 fish are packed in a tin, and the fish are mild cured and not too much smoked.

The profit selling "CONCORD" is a very "well-worth-while" one.

Don't forget the name "Concord" when ordering.

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**SPECIAL PRICE**  
ON  
**Breakfast Bacon**  
(New Cure)  
AND  
**Cottage Hams**  
*Quality unexcelled. Order to-day.*

**GUNNS** PORK & BEEF PACKERS  
LIMITED. CANADA TORONTO, ONT.

# HAMS

## Are Very Scarce

and probabilities are they will be higher  
SO WILL LARD.

We have, however, a good stock of  
ROLLS, SHOULDERS, BREAKFAST  
BACON and BACKS and at reason-  
able prices.

**F. W. Fearman Co.**  
LIMITED  
HAMILTON

## Two Good Reliable Articles to Feature for the Hunting Season

The REINDEER-JERSEY Brand  
Evaporated Milk, Unsweetened.

REINDEER CONDENSED  
COFFEE, having the Coffee, Milk  
and Sugar combined, a cup of de-  
licious Coffee is prepared by simply  
adding water.

The only manufacturers in North  
America of prepared Coffee which  
contains Milk and Sugar.



## Roll Bacon

ESPECIALLY MILD CURED.  
AS FINE AS ANY BREAK-  
FAST BACON.

WE ARE MAKING A SPEC-  
IAL CUT IN PRICE AT  
PRESENT.

**THE WM. RYAN, LIMITED**

Pork Packers and Wholesale Produce Merchants

Packing Houses  
FERGUS

70-72 Front St. East  
TORONTO



## Decline in English Bacon Market

Live Hogs in Dominion are Lower in Sympathy — Prices Steady at Decline, However—Steadier Tendency in Lard—Butter is Generally Firmer—Good Export Demand—Cheese Market Still Continues High—English Market is Slightly Lower.

The English bacon market, as expected, has dropped back a certain extent. No doubt the high prices reached were caused by abnormal conditions induced by the strike. While on Aug. 24 quotations on the London market were 66 to 70 shillings, cables on Sept. 2 indicated 64 to 67 shillings. Live hog markets in Canada have accordingly been affected, and quotations are lower. The lower prices have curtailed the delivery of hogs, and prices at the moment are steady, but any further reduction in English bacon, which would not be a great surprise, will no doubt work for lower live hog quotations.

Trade in pork products continues quite favorable in volume, a good sized trade still being transacted in smoked and cooked meats, although a slackening can naturally be expected at this time. Lard has a steady tendency in anticipation of a better demand with the fall and cooler weather.

Butter is generally steady on most markets. There has been a good export demand while the home trade is good. On the other hand, production is not large, although a fair September yield with the present moisture is expected.

Cheese still continues high, with operators cautious. A decline of 1 shilling has occurred on the English market. One report from England says that the drought has caused a decrease of 20 per cent. in the production of cheese.

### MONTREAL.

Provisions.—Nothing new is reported in the provision market. Prices of lard and hams are unchanged. Business is reported quite satisfactory.

<b>Pure Lard—</b>	
Boxes, 50 lbs., per lb.	0 11½
Cases, tins, each 12 lbs., per lb.	0 11½
" " " 5 " "	0 11½
" " " 3 " "	0 12
Pails wood, 20 lbs. net, per lb.	0 11½
Pails, tin, 20 lbs. gross, per lb.	0 11
Tubs, 50 lbs. net, per lb.	0 11½
Tierces, 3 5 lbs., per lb.	0 11½
One pound bricks	0 12½
<b>Compound Lard—</b>	
Boxes, 50 lbs. net, per lb.	0 09½
Cases, 10-lb. tins, 50 lbs. to case, per lb.	0 09½
" " " 5 " "	0 09½
" " " 3 " "	0 10
Pails, wood, 20 lbs. net, per lb.	0 09
Pails, tin, 20 lbs. gross, per lb.	0 09½
Tubs, 50 lbs. net, per lb.	0 09½
Tierces, 3 5 lbs., per lb.	0 09
One pound bricks	0 10½
<b>Pork—</b>	
Heavy Canada short cut mess, bbl. 36-45 pieces	22 50
Bean pork	16 50
Canada short cut back pork, bbl. 45-55 pieces	23 00
Clear fat backs	22 50
Heavy flank pork, bbl.	22 00
Plate beef, 100 lb bbls.	7 10
" " 200 "	14 50
" " 300 "	21 50
Boiled ham, small, skinned, boneless	3 00
<b>Dry Salt Meats—</b>	
Green bacon, flanks, lb.	0 11
Long clear bacon, heavy, lb.	0 09½
Long clear bacon, light, lb.	0 11

<b>Hams—</b>	
Extra large sizes, 25 lbs. upwards, lb.	0 13
Large sizes, 18 to 25 lbs., per lb.	0 16½
Medium sizes, 13 to 18 lbs., per lb.	0 18½
Extra small sizes, 10 to 13 lbs., per lb.	0 18
Bone out, rolled, large, 16 to 25 lbs., per lb.	0 19
" " small, 9 to 12 lbs., per lb.	0 20
Breakfast bacon, English, boneless, per lb.	0 18
Windsor bacon, skinned, backs, per lb.	0 18
Spiced roll bacon, boneless, short, per lb.	0 14
Hogs, live, per cwt.	7 50
" dressed, per cwt.	10 50

Butter.—There is no particular change in the butter market. Conditions are a little easier in the country, the temporary subsiding of Western orders being partially responsible. This state of the market is not expected to last long.

Creamery	0 26½	0 27
Dairy, tubs, lb.	0 22	0 23

Eggs.—Eggs are rather scarce at present with the demand good. Prices are steady and firm at last week's quotations.

New laid	0 30
Selects	0 26
No. 1	0 22

Cheese.—The market remains steady, prices being unchanged. The export demand is good, and production remains appreciable.

Quebec, large	0 13
Western, large	0 13½
" " twins	0 13½
" " small, 20 lbs.	0 13½
Old cheese, large	0 13
" "	0 16

### TORONTO.

Provisions.—Lard is in an unsettled condition this week. While some firms are quoting it at ¼c advance, others maintain the present quotations. The tendency is, however, towards strength, a better demand being anticipated with the cooler weather. Smoked meats and cooked hams are enjoying a fair trade as yet. Live hogs, with a weakening of the English bacon market, declined 30 cents at the beginning of the week, bringing quotations at country points down to \$7.40 per cwt.

<b>Smoked meats—</b>	
Light hams, per lb.	0 17½ 0 18
Medium hams, per lb.	0 17 0 18
Large hams, per lb.	0 18½ 0 17
Backs, plain, per lb.	0 19 0 20
" pea meal	0 20
Breakfast bacon, per lb.	0 16 0 18
Roll bacon, per lb.	0 11½ 0 12
Shoulders	0 11 0 11½
Pickled meats—1 cent less than smoked.	
Long clear bacon, per lb.	0 11½ 0 12½
Heavy mess pork, per bbl.	19 00 20 00
Short cut, per bbl.	21 00 22 00
Cooked hams	0 26 0 28
Lard, tierces, per lb.	0 10½ 0 11½
" tubs	0 10½ 0 11
" compounds, per lb.	0 09 0 09½
Live hogs, at country points	7 40
Live hogs, local	7 70
Dressed hogs	10 25 10 75

Butter.—The steadiness in butter prices reported last week has resulted in another cent being added to quotations on most lines. The production of butter is no larger, while demand is good.

Fresh creamery print	Per lb.	0 27	0 28
Creamery solids	0 24	0 25	
Farmers separator butter	0 28	0 23	
Dairy prints, choice	0 22	0 24	
No. 1 tubs or boxes	0 18	0 20	
No. 2 tubs or boxes	0 15	0 17	

Eggs.—Prices on eggs are generally firmer this week, with 21 to 22 cents the ruling quotation on fresh gathered. There is a splendid demand, with deliveries none too large.

Fresh gathered eggs	0 21	0 22
New laid eggs	0 23	0 24

Cheese.—Steadiness still prevails in cheese, with prices extremely high. In early June 12 cents was asked for large, while now 14¼ is the quotation. English markets are fairly steady.

New cheese—		New twins	0 14½
Large	0 14½	Old Stiltons	0 15 0 16
Old cheese	0 15	0 16	

Honey.—Supplies on the market are somewhat larger, but stocks are firmly held at quoted prices.

Clover honey, strained, 60-lb. tins	0 11½	0 12
Clover honey, No. 1 comb, doz.	2 25	2 50

Poultry.—Supplies of poultry on this market have been larger of late, with the result that prices this week are quoted lower. Considerable spring chickens and fowl are now coming forward.

Fowl, live	0 10	0 11	Duckling, live	0 10	0 11
Spring chicken	0 12	0 13			

### WINNIPEG.

Provisions.—There is little difference in the provision trade this week from last, except that lard had advanced 5c during the week. The demand for all lines has been exceptionally strong as harvest is at its height, and the presence of many thousands of harvesters in the west demands a considerable amount of cured and salt meats. The advance in lard was hardly expected, and figures out to about ¼c per lb. The supply of cattle and hogs being received at the present time on the market, shows little difference from last week, but the price for carcasses shows a decline of ¼c per lb. The rush of fall cattle and hogs to the market is not expected for another three weeks, when the rush of harvesting will to a certain extent be over and farmers will have time to market their stock. New prices will be noticed as follows:

Hams, large	0 16½	Tomato sausage	
Hams, medium	0 19½	per lb.	0 10
Breakfast bacon		Pork sausage	0 09
backs	0 20½	Beef sausage	0 08
Breakfast bacon		Lard, in tierces	0 11½
bellies	0 19½	per lb.	0 11
Shoulders	0 14½	50-lb. tubs	5 75
Short rolls	0 16½	20-lb. pails	2 40
Long clear sides		10-lb. pails, cases	7 20
per lb.	0 12	5-lb. pails, cases	7 30
Boneless backs,		3-lb. pails, cases	7 35
per lb.	0 15½	Compound, 20-lb	
Mess pork, bbl.	24 00	pails	2 10
Mess pork, ¾-bbl.	12 50	Steers, heifers,	
		abattoir killed	0 08

Eggs.—The egg situation remains unchanged from last week, and the same price, namely, 21c and 22c per doz. for Manitoba fresh, cases returned, is prevailing. A scarcity still exists for guaranteeing strictly fresh.

Butter.—Manitoba fresh-made creamery made bricks are selling this week at 24c per lb., while boxes are quoted at 1c lower. Supplies of creamery butter from various sections of the province are being received in fairly large quantities, and Shoal Lake butter in prints is being offered by many of the large retail firms. Dairy butter remains unchanged from last week and shows little improve-

ment. Prices quoted are: 17c per lb. for strictly No. 1; 12c to 14c for No. 2; 7c to 9c for No. 3.

Cheese.—Activity is the keynote of the cheese market at the present time, and prices have advanced ½c per lb. during the last week. The demand is good and jobbers are quoting Manitoba new cheese at 11½c this week. Shippers' prices remain unchanged.

### GOVERNMENT SHOULD PAY SCALE INSPECTORS

Writer Maintains It Isn't Fair to Pay for Keeping Honest Scales—"Keep Everlastingly at It," He Advises—Doesn't Believe in Late Hours.

Editor Canadian Grocer.—There was a matter taken up in The Grocer some time ago, but which has apparently been allowed to drop dead, simply, I presume, from lack of support from those who should be the ones most deeply interested in it, viz:—the retail grocers.

The article I refer to was in regard to free scale inspection. Personally, I have no fault to find with the inspectors, as they are simply doing their duty, but what I do object to is for us retailers to keep our scales right and honest the year through, and then have a Government inspector step in and demand a good-sized fee from us for being honest and giving just weight, etc. Now by all means give us scale inspection, but I maintain the inspectors should be paid by the Government, as I maintain there is a lot of money spent by them more foolishly than the paying of scale in-

spectors would be. I should like to see this matter taken up in earnest by the retailers, as I see no reason why we should not stand to gain our point if we keep EVERLASTINGLY AT IT.

There is also another matter which I think is also a very important one, viz: that of keeping our stores open to all hours of the night, under the false impression that we are making money by doing so. I firmly believe that we would be just as well off at the end of the year if we would all close our doors at 7 p.m., instead of hanging out until 10 o'clock or after, as we do at present. We are simply spending about 15 hours to do what could be done in 10. What I think is needed is a little more friendship and co-operation along this line.

W. M. WOTTEN.

Peterborough, Sept. 6, '11.

## CHIVERS' Pickles & Malt Vinegar

ABSOLUTE PURITY  
STRONG RECOMMENDATION  
NEAT PACKING  
FINE REPUTATION

No one has anything but praise for these goods. They deserve a trial. Let us send you our quotations.

S. CHIVERS CO., Limited  
CARDIFF WALES

CANADA:  
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Condensed Ad.

IN  
Canadian Grocer

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kindly mention having seen  
the advertisement in this paper

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(Hirondelle)

Manufactured with the best quality of Canadian Flour—the best in the world—with the most up-to-date machinery, in the most modern mill, under the management of an expert, thus fearing no competition as to quality and freshness from the imported article.

Vermicelli, Macaroni, Spaghetti,  
Macaroni Short Cut, Small Pastes

Assorted Egg Noodles of the "Swallow"  
Brand are great favorites. TRY THEM,  
You will appreciate their exquisite taste.

SOLD EVERYWHERE

The G. H. Catell Company, Ltd.  
MONTREAL CANADA

## 50 Years of Success Behind Carpet Soap

is the unique distinction enjoyed by the manufacturers of

## CHIVERS' Carpet Soap

The most simple and efficient carpet cleaner. Cleans the carpet thoroughly, removing all dust, ink and grease spots, eliminating all possibility of moths, making the carpet as sanitary as a polished floor.

Chivers' Soap is used in Royal households and valued by them. Hundreds of testimonials can be furnished on request. A good soap to introduce to your trade.

Write to Canadian Agents:

Harrison & Son  
St. Nicholas Bldg.

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The constant and rapid increase in the demand for Magic Baking Powder shows the public's appreciation of a medium priced baking powder that can be relied upon as being pure and wholesome.

## MAGIC BAKING POWDER

Contains no Alum and conforms to the high standard of Gillett's Goods.

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### The Chief Competitor

Of Prepared Foods is Home Cooking

Housewives would not go to the trouble of preparing all the foods they do at home if they could buy satisfactory substitutes ready cooked.

Most women who are prejudiced against goods in cans and bottles have simply tried the wrong kind.

The only way to build up a good business on prepared foods is to sell a quality as good or better than can be made in the home.

**HEINZ 57 VARIETIES  
PURE FOOD PRODUCTS**

are made of the best materials money can buy. They are prepared in model kitchens by methods which are the result of forty years' experience and endeavor to improve the best home ways of food preparation.

The housewife may be able, in some instances, to prepare similar foods that will be more pleasing to her own individual family, but she cannot make cleaner, purer or better.

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Members of American Association for the  
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**GASPE  
LOBSTERS**

## Quaker Brand

The Brand that guarantees  
Purity and the Highest of  
Quality.

What about your supplies?  
You want some of these  
choice goods.

WRITE FOR QUOTATIONS.

**MATHEWSON'S SONS  
MONTREAL.**

CANADA: No better Country

DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

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**"Elite"**

true to its name, the best cooking and drinking chocolate made.

**Diamond**

nothing better for eating in this style is made anywhere AND IN ADDITION good profits to the retailer.

Ask your jobber.

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**John P. Mott & Co.**  
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Jos. E. Huxley Winnipeg	Tees & Perse Calgary
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**Carr & Co.** CARLISLE ENGLAND

Purveyors of Biscuits to H.M. the King

If you stock Carr's you will have varieties to satisfy every taste and suit every occasion.

Carr's Biscuits will reach you in air-tight tins and in as crisp a condition as when they left the factory.

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**Talks \$ \$ \$**

All the year 'round—summer and winter—heavy, continuous, attractive advertising creates steady demand for

**Post Toasties**

This means good, clean profit for Grocers, with no risk, because the sale of every package is guaranteed!

**"The Memory Lingers"**  
for both Grocers and Customers

---

Canadian Postum Cereal Company, Limited, Windsor, Ont.



## Marked Interest in Flour Prospects

Dealers Wondering What the Outlook for Fall Flour Prices is—Variety of Opinions on the Matter—Market at the Moment Shows More Strength—Better Demand for Cereals Anticipated—High Sugar Prices Strengthen Confectionery Prices.

There is a marked interest in the prospects for flour prices when something definite regarding this year's situation is ascertained. Not alone is this interest shown by the retail trade, but millers themselves all over the country are trying to discern in the distance the true situation. At the moment, the market is stronger or at least wheat quotations are higher. During the past week small deliveries of wheat, the war scare, unfavorable prospects in certain foreign countries, and somewhat reduced estimates for the Canadian crop, have all served in turn to keep wheat prices strong.

Opinions regarding the flour outlook are plentiful and extremely varied. One dealer expressed the opinion that when deliveries of new wheat begin to come forward that an easiness in prices will result. He pointed to the large Canadian wheat crop, in excess of any ever harvested in the Dominion. On the other hand, we have those who predict a higher market on account of the shortage in United States and Russia.

One conservative dealer summed up his opinion as follows: "Canada this year has a large yield of wheat, although estimates are being somewhat reduced of late. When deliveries begin with the good yield anticipated, I would not be at all surprised to see an easing off in prices. Still, Canada is not such an important factor in determining values as some believe. While the crop here has been large, elsewhere it has been somewhat disappointing, especially in United States, and the world's statistics indicate a smaller total than last year. For this reason I do not expect prices to fall off to any great extent."

With the arrival of the cooler weather a better demand for cereals will no doubt be in evidence.

Under the higher sugar market, confectionery prices are stronger with slight advances in a number of cases. Trade at the present is quite favorable.

### MONTREAL.

Flour.—The market continues steady, with the demand showing a little improvement, although there has been no particular complaint from this quarter during the summer. With the returning colder weather, there is bound to be more bread consumed. Prices are unchanged.

Winter wheat patents, in bags.....	4 80
Straight rollers, in bags.....	4 30
Manitoba 1st Spring wheat patents, barrel.....	5 40
" straight patents, barrel.....	4 50
" strong bakers.....	4 70
" second.....	4 20

Cereals.—Rolled oats are firm at the last advance. There is nothing otherwise to report this week. Reports show that orders are coming in quite freely.

Fine oatmeal, bags.....	2 69½
Standard oatmeal, bags.....	2 69½
Granulated oatmeal, bags.....	2 69½
Bolted cornmeal, 100 bags.....	1 75
Rolled oats, jute bags, 90 lb.....	2 45
Rolled oats, cotton bags, 90 lb.....	2 50
Rolled oats, barrels.....	5 15

### TORONTO.

Flour.—There has been no change in flour prices in the past week. At the moment there is more strength to the market than for some time past, wheat quotations having been marked up considerably. Trade continues normal.

Manitoba Wheat.	
1st patent, in car lots.....	5 30
2nd patents, in car lots.....	4 80
Strong bakers, in car lots.....	4 60
Feed flour, in car lots.....	3 00 3 20
Winter Wheat.	
Straight roller.....	4 15
Patents.....	4 50
Blended.....	4 50

Cereals.—There are no special features to record in the various lines of cereals. Rolled oats are steady at last week's advance, and a similar tone prevails in the other lines. Trade continues routine in character, but an improvement is anticipated with the cooler weather.

Rolled oats, small lots, 90-lb. sacks.....	2 45
Rolled oats, 25 bags to car lots.....	2 35
Standard and granulated oatmeal, 98-lb. sacks.....	2 80
Rolled wheat, small lots, 100-lb. barrels.....	2 90
Rolled wheat, 5 barrels to car lots.....	2 75
Cornmeal, 100-lb. bags.....	1 90
Rolled oats in cotton sacks, 5 cents more	

### WINNIPEG.

Flour.—There is no change in flour this week, although the nervousness of the wheat market, on account of the adverse climatic conditions for the harvesting of the crop would indicate that higher prices can be looked forward to. Large orders are still, however, being received from the east and west, and considerable export trade is being carried on. Prices quoted in barrels are as follows:

1st Patents.....	5 80	3rd Patents.....	4 90
2nd Patents.....	5 20	1st Clares.....	4 30

Cereals.—The demand for cereals and chopped feeds has fallen off somewhat owing to the season of the year. The wet weather has supplied the farmer with green feed, and although prices have not declined to any considerable extent, it is not expected that as strong a market will exist as that which prevailed last winter. Bran and shorts are quoted at \$18 to \$18.50, and \$20 to \$20.50 respectively. In chopped feeds, barley per ton in sacks is worth \$25 per ton, oats \$26, barley and oats mixed \$25.50. Rolled oats in 80 lb. sacks is quoted at \$2.



## Cream Sodas— Satisfying, Delicious

Satisfying from the point of "QUALITY" and "P. ICE," Delicious because they are rich in flavor and crisp, being packed in air-proof boxes, which keeps the dampness out. When asked for

## PERFECTION

Cream Sodas, don't suggest a substitute, because there can be no substitute as good when Perfection Sodas are once used.

We employ the latest methods in biscuit making and hire only the most expert operators.

STOCK A SAMPLE LOT.

## The Mooney Biscuit and Candy Co., Limited

Stratford, Ont. Winnipeg, Man.

BRANCHES AT HAMILTON, OTTAWA,  
SYDNEY, C.B. HALIFAX, N.S.  
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## —THE FLAVOR DE LUXE— MAPLEINE

### Original and Distinctive

Flavors Cakes, Candies, Ices, Ice Cream, Puddings, etc. and makes a Table Syrup better than Maple, at a cost of 60c. a gallon.

### SELLS ON MERIT

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The Crescent Mfg. Co.  
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in this Chain or Anchor, both have had the same care in manufacture as "The Flour of the Mark." **Anchor Brand**

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LEITCH BROS.  
FLOUR MILLS  
Oak Lake, Man.



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leading dealers  
in every  
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SMITH & SCHIPPER CO., 138 Front Street, NEW YORK

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## St. Lawrence Flour?

If not, waste no time. It is the new flour made by experts in the most modern and best equipped mills of America.



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THE

**St. Lawrence Flour Mills  
Company, Limited**

1110 Notre Dame St. West  
MONTREAL

"St. Lawrence Flour is as Pure and as White as the Lily"

## We Can Supply You With Small Fruits

YOU get good value when you buy your small fruits from us. We are prepared to handle them on consignment as we have an up-to-date Cold Storage Plant.

WRITE US FOR PARTICULARS

## Lemon Bros.

Owen Sound, Ontario  
and Sault Ste. Marie

WE are large BUYERS and dealers in WOOL. Country merchants should get in touch with us early for prices—an opportunity for you to do some extra trade and make extra profits.

WRITE AT ONCE



## Here It Is! What?

The line that will help you polish up your Bank account.

### ROYAL POLISHES

are made in Canada, and in purchasing them you get full value for your money. You are not paying CUSTOMS DUTY.

Just as good for Gold as for Brass. Non-Injurious.  
A Line of Sustained Profit.

ROYAL  
POLISHES  
COMPANY



MONTREAL

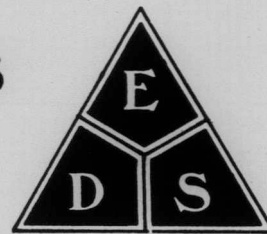


# Grandmother Never Used Preservatives



and we all know the kind of Catsups she made. They never spoiled either, and talk about a relish—well we need not go into that—the mere mention of it makes one hungry.

We do not claim that our product is a substitute for grandmother's, but we do claim that it is as pure and free from all preservatives and has the keeping quality that ensures your customers satisfaction. We also claim that it is the richest quality catsup on the market to-day.



Make room for a good supply this fall.

Made only by  
**E. D. SMITH**, at his own fruit farms **Winona, Ont.**

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

## You Can Add \$20.00 Monthly to Your Income

IF YOU WILL ACT AS MACLEAN'S SPARE  
TIME REPRESENTATIVE IN YOUR TOWN

No matter what you do now, you can add this snug sum to your income during your spare hours, without interfering with your regular work.

It is both easy and pleasant to earn this big money.

We will tell you who to see, what to say, and how to get the orders. You can easily add from \$5 to \$50 to your monthly income. Hundreds of others are doing it—so can you.

You will act as circulation representative of the fourteen publications of the MacLean Publishing Company. Our papers are well established, and easy to sell.

Send for our plan now. Write a letter, or a post card will do. It will bring you, by return mail, complete particulars.

**MacLEAN PUBLISHING COMPANY**, 143-149 UNIVERSITY AVE.  
TORONTO, - - ONTARIO

## Canadian Fruits

### Crawford Peaches

are now arriving in good shape, also

Plums, Pears, Grapes and  
Cantaloupes.

Tomatoes, Cucumbers, Apples,  
Egg Plant, etc.

Full Lines of  
Oranges, Lemons and Bananas



25-27 CHURCH ST. TORONTO  
are Largest Receivers

The Very Finest are  
Packed Under

"St. Nicholas"  
"Home Guard"

The Lemons of  
Quality

**J. J. McCABE**

AGENT

TORONTO, : : ONT.

## Peaches Now a Feature of the Market

Special Prominence Being Given Them—Quality is Generally Good—Other Late Fruits in Good Demand Also—Oranges and Lemons are Quiet, But Prices Fairly Steady.

Peaches are now a prominent line on nearly every fruit market and a good trade is being transacted in them. While there is considerable demand for them for table use, the larger proportion now being purchased is for preserving purposes. The quality is generally good, with prices fairly reasonable. There is also an abundance of other late fruits, such as plums, pears and grapes, with a good trade in evidence.

The trade in oranges with the present plentitude of domestic fruits is still quiet, and prices are unchanged. While the quietness would naturally tend toward easiness, on the other hand the season in late Valencias, the only kind on the market, is drawing to a close. Some lots of new crop oranges should be on the market before the end of this month. The Florida crop, according to report, will be fairly large.

The demand for lemons with the cooler weather of late is none too brisk. There should, however, be a fair movement during September, if the weather is any ways favorable, and in such a case, prices should rule steady. Much depends on the weather, however.

### MONTREAL.

Green Fruits.—The demand for green fruits is brisk, and the various Canadian goods are moving freely. Apples are at present being asked for freely, and grapes, pears, peaches and plums are favorites. Lemons are only in fair demand, but the market is generally vigorous.

Apples, bbl.....	2 75 3 50	Oranges—	
Bananas, bunch.	1 50 1 75	Valencia.....	4 50 5 00
Bananas, crated.	2 00 2 25	Jamaicas, box.....	3 25
Blueberries, Can.		Sorrento.....	3 25 3 50
basket.....	0 75 1 00	Mexican.....	2 75 3 00
Cantaloupes.....	2 50 3 00	Peaches, Califor-	
Cocoanuts, bags.....	3 75	nia, crate.....	1 50 2 00
Grape fruit, Cali-		Peaches, Can.	
fo. nia, case.....	4 50	basket.....	0 50 1 00
Grape fruit.....		Pears, Cal., crate	2 50 3 00
Jamaica.....	4 50 5 00	Pears, Can. bas.	0 40 0 60
Grapes, Canadian,		Pineapples—	
basket.....	0 25 0 30	Florida, case.....	4 50 5 00
Lemons.....	4 50 5 00	Plums, California	
Limes, a box.....	1 25 1 50	box.....	1 50 2 50
		Plums, Can. bas.	0 35 0 75

Vegetables.—There is nothing new in regard to this market. The farmers are getting the heaviest share of the vegetable trade, and only a small portion is passing through the wholesalers' hands.

Carrots, doz.....	0 25	Canadian lettuce	
Cabbage, doz.....	0 75	per doz.....	0 45 0 50
Corn, per doz.....	0 20	Onions—	
Cucumbers, doz.....	0 60	Spanish, crate.....	3 00 3 50
Garlic, 2 bunches.....	0 25	Montreal pota-	
Green Peppers,		toes, new, bag.....	1 50 1 75
bushel basket	1 75 2 25	Tomatoes, Cana-	
Leeks, doz.....	1 50 1 75	dian, box.....	0 60

### TORONTO.

Green Fruits.—Abundant supplies of peaches, pears, plums and grapes con-

tinue to arrive on this market from the Niagara district. The quality on the whole is good, and a big business is being done in the several lines. There is a big range in the quality of peaches, and while the common grades can be secured at from 40 to 55 cents, early Crawford and Elbertas range from 75c to \$1.35 in leno-covered baskets. There has been a brisk sale for fruits of all kinds in Toronto during the Exhibition, with a certain demand from outside points also.

Tomatoes in 11-qt. baskets range from 30 to 40 cents, and are meeting with ready sale. Canadian sugar melons are also in good demand at unchanged prices. Lemons are not extra brisk, while oranges are quiet, but prices unchanged. Supplies of watermelons are about cleaned up.

Bananas.....	1 00 1 75	Canadian sugar	
Lemons—		melons, basket	0 35 0 50
Verdelli.....	4 50 4 50	Watermelons...	0 35 0 50
Limes, box.....	1 25	Canadian plums,	
Oranges—		11-qt. basket..	0 40 0 75
Late Valencia.....	4 25 4 50	Can. peaches,—	
Blueberries, bsk	1 00 1 50	Best grades... 0 75 1 35	
Can. tomatoes,		Common..... 0 40 0 55	
11-qt. baskets.	0 30 0 40	Canadian pears,	
Rhubarb, doz...	0 25 0 40	11-qt. basket..	0 40 0 60
Canadian sugar		Grapes.....	0 20 0 25
melons, case..	0 0 0 75		

Vegetables.—Potatoes, with supplies continuing to increase, are easier this week at \$1.65 per bag. Other lines show no particular change. Trade is fair in volume in vegetables, but a large percentage is not done through the commission man, sometimes through the grower and a certain amount direct from grower to consumer. The market is still bare of Spanish onions, but there are some shipments on the way, and should be here by the first of the week. Canadian onions are quoted at \$1.65 per bushel.

Canadian beet,		Cauliflowers, dz.	1 25
basket.....	0 25	Green peppers,	
Cabbage, Cana-		basket.....	0 40 0 50
dian, crate.....	2 00 2 25	Canadian beans,	
Carrots, new,		11 qt. basket...	0 25 0 35
basket.....	0 40 0 50	Onions—	
Cucumbers,		American cook-	
Canadian, bsk..	0 15 0 25	ing, 100 lb. bag	2 75 3 00
Lettuce, Cana-		Spanish.....	2 50 3 00
dian, head.....	0 25 0 30	Canadian, bus..	1 65
Green corn, doz	0 06 0 10	Potatoes, Cana-	
Egg plant, bsk..	0 40 0 50	dian bag.....	1 65
Celery, per doz.		New turnips, per	
heads.....	0 40 0 50	11-qt. basket..	0 15 0 20

### WINNIPEG.

Fresh Fruit.—There is little new in the fresh fruit market this week and the demand owing to the cooler weather has fallen off slightly. The blackberry season is almost past, and supplies being received in the city are not as good as those shipped in two and three weeks ago. Cantaloupes, chiefly from Ontario, are being used in large quantities, and are forming one of the chief lines at the present time. Hardy pears have arrived



on the market, and are quoted at \$3.25 per crate.

Bananas, bunch.....	2 75	3 50
Valencia oranges.....	5 25	
California lemons, crate.....	6 00	
Cal. peaches, box.....	1 25	1 50
Cal. plums, box.....	2 25	
Bartlett pears, crate.....	2 75	
Cantaloupes, crate.....	4 00	
American duchess, bbl.....	4 50	
Wash. blackberries, crate.....	5 0	
B. Hardy pears.....	3 25	

Green Vegetables.—There is little change in the price of green vegetables.

Native mint, per doz.....	0 20	
Native green onions, doz.....	0 20	
Native parsley, per doz.....	0 20	
Native lettuce, per doz.....	0 20	
Native watercress, doz.....	0 30	
Ontario tomatoes, per basket.....	0 60	0 75
Native head lettuce, doz.....	0 50	
Native spinach, lb.....	0 04	
New cabbage, per lb.....	0 01	
American peppers, bask t.....	0 60	
Native green beans, per lb.....	0 03½	
Native carrots, per lb.....	0 01½	
Native beets, per lb.....	0 01	
Native peas, per lb.....	0 4	
Native radishes, per doz.....	0 20	
Native turnips, per lb.....	0 01	
Native celery, doz.....	0 40	0 75
Native cucumbers, doz.....	0 25	
Vegetable marrow, doz.....	0 60	
Pumpkins, per lb.....	0 01½	
Sweet corn, per doz.....	0 20	

Potatoes.—A further reduction has taken place in the price of potatoes owing to the larger supplies on the market, and prices quoted this week are 85c to 95c per bushel. Three weeks ago \$1.50 was the prevailing price. Lower prices are still predicted.

## PLUMS

are now at their best. All the fancy varieties. Now is the time to buy.

## Peaches Pears Tomatoes

We are receiving very fine stock.

**Muskmelons, Rocky Fords,  
Peppers, Egg Plants, Etc.**

Wire, phone, or mail your orders to

**STEVENS & SOLOMAN**

GROWERS AND SHIPPERS  
OF CANADIAN FRUITS

HAMILTON, ONT.

## CANADIAN HOME-GROWN Peaches - Pears - Grapes

This coming week will be  
**Peach Week**

We are the heaviest receivers on the Toronto market of High-Class Peaches—Handling the entire crops of some of the largest and best growers in the famous Queenston and Niagara Peach Sections.

Everything in Fruits and Vegetables at correct market prices. Send us your orders—Big Selection—Prompt Shipments.

**WHITE & COMPANY, LIMITED**

DEALERS IN FANCY FRUITS  
TORONTO and HAMILTON

## THE TWO BANNER BRANDS

### "GOLDEN ORANGE"

BRAND

LATE VALENCIA ORANGES

### "BUSTER BROWN"

BRAND

NEW VERDILLI LEMONS

Only the very finest Oranges and Lemons grown are selected to be packed under these dependable Brands.

Send along your orders for anything in fruit.

**HUGH WALKER & SON**

(Established 1861)

GUELPH, ONTARIO



## BUSTER BROWN VERDELLI LEMONS

Dealers who want to have their stock Class A and One-Hundred-Point in every particular order Buster Brown.

Up-to-date grading and packing characterizes our Pack. Increase your Bundle of Dolodocis by tipping your wholesale to send you Buster Brown, first; Buster Brown, last; Buster Brown, always.



W. B. STRINGER, Sales Agent, Toronto. FOLLINA BROS., Packers, Palermo.



# Fish - Oysters



## Improvement in Fish Trade Expected

With Cooler Weather and Larger Supplies Better Demand is Anticipated—Interest Being Shown in Oysters—Salt Cod Fish Has Declined in Nova Scotia and Newfoundland—Due to the Poor Demand From Foreign Markets.

There has as yet been no great marked improvement in general fish trade, but a better demand in the near future is anticipated. Prices show no particular change. Supplies are none too large in any of the lines. Interest is beginning to be shown in oysters.

A further decline of 50 cents per quintal on salt codfish has taken place in both Nova Scotia and Newfoundland, due to the continued light demand from foreign markets. Unless there comes an improvement in trade, further easiness in prices would not be a surprise.

### QUEBEC.

Montreal.—The fish season is now open, and gradually as the weather becomes cooler, there will be a steady increase in the demand for fish and oysters. Orders show some improvement already, and the trade are looking forward to a good season. Haddock and cod are not as plentiful this week as they have been, owing to the appearance of dogfish in the fishing grounds.

B. C. salmon are scarce and higher. Brook trout on the other hand are beginning to come in a little more freely. Halibut are coming along regularly from the West. The trade is now offered Labrador salt herring in barrels and half barrels. They have just arrived this week.

FRESH	
Bluefish, per lb. ....	0 12
Dressed perch, per lb. ....	3 19
Dressed bull-heads, per lb. ....	0 10
Eels, fresh, each ....	0 25
Flounders, per lb. ....	0 08
Mackerel, per lb. ....	0 13
Haddock, per lb. ....	0 04 1/2
Herring, each ....	0 03
Steak cod head- less, per lb. ....	0 05 1/2
Halibut, express per lb. ....	0 10
Salmon, R.C., lb. ....	0 18
Salmon, Gaspe., lb. ....	0 20
Shad, buck, each ....	0 30
Shad, roe, each ....	0 60
Sea trout, per lb. ....	0 10
Sea bass, per lb. ....	0 10
Trout, brook, per lb. ....	0 25
Lake trout, lb. ....	0 11
Pike, per lb. ....	0 08
Pickeral or dore, per lb. ....	0 14
Whitefish, lb. ....	0 11
FROZEN	
Haddock, per lb. ....	0 08
Halibut, per lb. ....	0 09
Pike round lb. ....	0 05
Pike, dressed & headless, cases 150 lbs., per lb. ....	0 07
3ras pike, per lb. ....	0 05
steak cod, per lb. ....	0 04
Mackerel, per lb. ....	0 11
Salmon, R.C., red, lb. ....	0 10
Gaspe salmon, per lb. ....	0 18
Qualla salmon, per lb. ....	0 09
No. 1 Smelts, boxes, 10 and 15 lbs. each. ....	0 07
Whitefish, large, lb. ....	0 08
Whitefish, small, lb. ....	0 06
PREPARED FISH	
Boneless cod, in blocks or packages, per lb. ....	8, 10, 11
Shredded cod, 2 doz. in box, per box. ....	2 00
Skinless cod, 100 lb. case. ....	6 50

SALTED AND PICKLED	
Labrador sea trout, bbls. ....	12 00
Labrador sea trout, half bbls. ....	6 50
No. 1 mackerel, pail. ....	2 00
No. 1 mackerel, 1/2 bbl. ....	8 00
Scotia herring, No. 2, bbl. ....	6 00
Lake trout, half bbl. ....	6 00
Choice mackerel, half pail. ....	2 00
Salmon, B.C., red, bbl. ....	14 00
Salmon, B.C., pink, lb. ....	12 00
Salmon, Labrador, bl. ....	16 00
Salmon, Labrador, half bl. ....	8 50
Salmon, Labrador, tres, 300 lbs. ....	21 00
Salt eels, per lb. ....	0 07
Sea trout, 1/2 brl. ....	6 50
Sea trout, bbls. ....	12 00
Scotch herring, keg. ....	6 00
Scotch herring, keg. ....	1 00
Holland herring, 1/2 bl. ....	5 40
Holland herring, keg. ....	0 75

SMOKED	
Smoked eels, per lb. ....	0 11
Bloaters, large, per box. ....	1 10
Haddies, per box. ....	0 08
Herring, new smoked, per box. ....	0 23
Kippered herring, new, 40 in box. ....	1 25
New filets, per lb. ....	0 10

SHELL FISH	
Shell oysters, choice, barrel. ....	12 00
XXX shell oysters, barrel. ....	10 00
Lobsters, live, per lb. ....	0 35
Oysters, choice, bulk, Imp. gallon. ....	1 40
Oysters, bulk, select. ....	1 60
Solid meats—Standards, gal., \$1.75; select, gal., \$3. ....	

### ONTARIO.

Toronto.—There has been no marked improvement in the demand for fish as yet, but with cooler weather, an increase is anticipated. Prices show no change from a week ago. Interest is beginning to be shown in oysters. A dispatch from New York in regard to oysters says that the stock is large in size, fat and of fine flavor and color and that prices in that market would be higher than in previous years, as there is only a limited supply of oysters to be had.

FRESH CAUGHT FISH	
Steak cod, per lb. ....	0 07 1/2
Fresh halibut, per lb. ....	0 10
Ferch, per lb. ....	0 06
Fresh trout, per lb. ....	0 11
Fresh caught white, per lb. ....	0 12
Fresh caught herring, per lb. ....	0 05
Haddock, per lb. ....	0 06
Pickeral, per lb. ....	0 10

FROZEN FISH	
Gold eyes, per lb. ....	0 05
Pike, per lb. ....	0 05
Pink sea salmon, per lb. ....	0 08
Round red salmon, per lb. ....	0 09
White fish, winter caught, per lb. ....	0 08
Yellow pickeral, per lb. ....	0 08 1/2
Mullets, per lb. ....	0 04
Bluefish, per lb. ....	0 12

### NOVA SCOTIA.

Halifax.—Owing to the continued light demand in the foreign markets, the fish trade at the present time is not active. Prices are easier in the local market and also in Newfoundland, another decline of fifty cents per quintal on salt codfish being recorded during the past week. The first big shipment of dry fish for some time went forward this week, one vessel sailing from Halifax for Pernambuco with a cargo valued at nearly \$40,000. Unless the foreign demand increases, it is expected that prices will go still lower. With no markets in

sight for the fish, the outlook is not favorable for the dealers. Small cargoes of dry fish from shore ports are now coming along, several having arrived here this week.

Fish are reported scarce along the Western shore of Nova Scotia. Some large schools of mackerel were sighted during the week, but the weather was so unfavorable that none of them were taken. Some small catches of haddock have been made. Several large stops of herring have been made, several of the local fishermen getting as many as 2,000 fish at a setting. These fish are selling on the local market at seven cents per dozen.

### LIKED MARITIME ISSUE.

#### New Brunswick Dealers Express Appreciation—Date of Fruit Fair Decided.

St. John, N.B., Sept. 7.—(Special)—Local dealers, many of whom are members of the St. John Board of Trade, heartily praised the Maritime issue of The Canadian Grocer, giving so much attention to the Maritime Provinces, and the Maritime Board. Although the local body is not affiliated with the larger one, yet the local merchants appreciated the attention paid to this territory and were not slow in saying so.

The dates for the fruit exhibition to be held in St. John under the auspices of the N.B. Department of Agriculture have been set and the time chosen is from October 30 to November 2.

### FARRINGTON PHILOSOPHY.

If you believe in different degrees of honesty, it is a pretty safe bet you are not particular which one you adopt for yourself.

The man who spends much time looking for an easy way to Success won't have to go any farther than the looking glass to find a failure.

Among the things never yet found are the philosopher's stone, perpetual motion and the man who can't be spared.

Advertising should sell goods of course. But it should not stop with that. It should constantly and consistently build up reputation for the store.

Don't forget that your newspaper advertisement is intended for the eyes of all classes of people and should be simple enough for anyone to understand.

### THE SALMON RUN.

The salmon catch runs in cycles of four years, a "fat" year, followed by three "lean" years. The last fat year was in 1909, and the next one will be in 1913. This year as well as next year are "lean."





# Time Is Flying

and you have not yet answered our last question. Do you remember it? We'll repeat it, "Are you going to stock fish and make profits, or are you going to overlook real good selling lines?" If the former, get in touch with us. If the latter, well—you would do no harm in writing us, as we can soon show you where your decision is foolish.

## "Canada" Brand Pure Boneless Cod Fish

*Great Goods*

*Clean and Wholesome*

Canada Tablets	- - -	20 1-lb. Tablets
Canada Crate	- - -	12 2-lb. Boxes
Canada Strip	- - -	30-lb. boxes, whole pieces
Cod Bits	- - -	25-lb. Boxes, Bulk
and SKINLESS FISH		
Mariner Brand	- - -	25-lb. Boxes, Bulk

*We can offer for immediate shipment by car load*

### New Fat July Salt Herring

These are really elegant stock and will prove quick sellers. Packed in barrels and half-barrels.

### New "Ocean" Brand Kippers

Our many lines are always of the highest quality, but the appearance of these large *Kippers* is really remarkable. Worth handling.

**The Halifax Cold Storage Co. - Halifax, N.S.**

47 WILLIAM ST., MONTREAL

Selling Branch

## Dealer Opposes Order-taking Method

Thinks Merchants Should Remain in Their Store, and Criticizes C. H. Crysdale's Advice on This Question—Adds Expense to the Operation of the Business, He Says—Compares it to Cutting Prices.

By M. Moyer.

I read the article in a recent issue of The Grocer, written by C. H. Crysdale, on "Order Taking," and saw that he looks upon the custom with considerable favor as an up-to-date method of doing business.

I would like to say to all merchants that they should not allow themselves to be carried away by every fad that is introduced, which adds expense to the business and lowers the standard of merchandising instead of elevating it. In some towns it has become a positive nuisance, and merchandising has lost all its dignity, and has become a species of peddling with a craze to get to customers first.

### Thinks It Extra Expense.

Why should the grocers add this extra expense to the business, which is not demanded nor wanted by the people? More than half the people would much rather not be bothered at their houses. This is admitted by Mr. Crysdale when he says that it is a "delicate phase of the business, and requires diplomacy and

tact. The order taker must know when to call on the woman, that the time is opportune, so as not to bother her."

For that reason he recommends that either the proprietor should go out himself, or else send his best clerk. It is also true if one starts it the others will soon follow; after all, if they all stayed in their stores, they would do just as much business. It works exactly the same as if one merchant starts to cut prices and the others follow him. None of them will make anything, and, on the whole, will sell no more.

Have the grocers not expense enough? Is it not enough when they deliver the goods, which not many years ago was not done? If they keep on like this, some one may start to do the cooking, and to go one better, another will wash the dishes. There is no telling where this will end, as long as some can lead the others, and whose influence should be strong enough to lead the people to refuse to support unbusinesslike methods.

### Should the Proprietor Take Orders?

Mr. Crysdale points out the importance of a good man to take the orders, and even goes so far as to say that the proprietor himself should do it. Suppose he does half his business by the "order taking" method, what about the customers who call at the store? Is it not of the greatest importance that the proprietor is there to show his appreciation of their trade? How long will customers call at the store if they never see the proprietor? Are they not losing more from this source than they are gaining by stampeding the town for orders, and neglecting their stores?

If the people were consulted, fully 75 per cent. would rather go out and buy what they want than to be bothered, very often when they required no goods. If the merchants in towns throughout the country would decide between themselves to agree upon fair and economic methods instead of hustling to get ahead of each other in reaching a customer at his own home, they would command more respect, give the public better service, and make store-keeping what it ought to be.

Editorial Note.—The Grocer would be pleased to hear from other merchants with their opinions on this question.



Showing Container Sealed and Ready to be Placed in "Coast Sealed" Carrier

## YOUR STOCK MUST BE FRESH

if you desire a big, brisk and entirely profitable oyster trade. And you will get nothing *but* fresh, well-grown stock if you buy

## "Coast-Sealed" Oysters

This cut shows the "Coast-Sealed" Carrier. Note the sealed container. It is packed at the coast with fat, full-flavored oysters, all of which are four years old, an age at which oysters attain their prime, and then it is **SEALED**. It remains sealed until it arrives at your store. Inside you will find nothing but OYSTERS — *just pure, fresh, fat, juicy OYSTERS* with the delectable sea tang absolutely unimpaired.

Note how your customers come back for more.

WRITE US FOR PRICES AND PARTICULARS

## Connecticut Oyster Company

Canadian Branch:

88 Colborne Street, Toronto



# ROYAL



# BAKING POWDER

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

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

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

**THERE IS NO SUBSTITUTE**

## BRUNSWICK BRAND SEA FOODS

will surely build up business for you, because only the most carefully selected and sweetest fish are used fish caught in the famous Passamaquoddy Bay. Skill, care and cleanliness are our watchwords throughout the canning process, and the result is the retention of the natural fish flavor to a degree unknown in other brands.

We stand back of all our products with an unconditional guarantee of purity.

Here's a line, Mr. Grocer, you can handle with credit to your store and increasing profit to yourself.

THE "QUALITY" BRAND

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

AGENTS—Grant, Oxley & Co., Halifax, N.S.; C. H. B. Hillcoat, Sydney, N. S.; J. L. Lovitt, Yarmouth, N.S.; Buchanan & Ahern, Quebec, P.Q.; Leonard Bros., Montreal, P.Q.; A. W. Huband, Ottawa, Ont.; A. E. Richards & Co., Hamilton, Ont.; J. Harley Brown, London, Ont.; C. deCarteret, Kingston, Ont.; James Haywood, Toronto, Ont.; Chas. Duncan, Winnipeg, Man.; Shallcross, Macaulay Co., Calgary, Alta.; Johnston & Yockney, Edmonton, Alta.; Shallcross, Macaulay Co., Vancouver and Victoria, B.C.



## Grocers' Letter Box

The Canadian Grocer solicits enquiries for this Column on Trade Questions. If you desire the manufacturer of any line of goods, where an article can be secured, etc., etc., write us.

Editor Canadian Grocer,—Some vinegar (speaking of "malt" in all cases) I bought a few years ago was bought for "50 per cent. over proof" and tested 14 per cent. by the hydrometer.

The last two years I bought from another firm what was represented to be the same vinegar, and is invoiced at 50 per cent., but tests only 10 by the hydrometer. Barrel marked "Double strength."

As this latter costs practically the same as the former, have I not been "soaked," and giving my customers the worst of the deal?

Kindly tell me the difference between XXX, proof, 50 per cent. over proof, and "vinegar extract."

"VINEGAR."

Kalso, B.C.

Editorial Note. — The hydrometer method of testing the strength of vinegar is apparently not reliable and is not used by vinegar manufacturers. A Government tester, similar to those used by Government officials, and which tests the vinegar by grains, is the method now in practice. "I would say," said one vinegar dealer, "that the hydrometer method of estimating strengths is very unreliable and is rarely, if ever, used now, the normal soda solution adopted by the Canadian Government being the only test recognized by chemists."

"Proof" vinegar is the standard adopted by the Canadian Government for the purpose of levying customs and inland revenue duties, and all vinegars are spoken of as being "over-proof" or "under-proof" as they are stronger or weaker than the standard.

There is no Government regulation regarding the brands known as XXX and XX, although manufacturers in Ontario have adopted a strength which is fairly uniform and that strength for XXX is known as 25 under-proof. That is, three gallons of "proof" vinegar and one gallon of water would make four gallons of XXX vinegar. There is, however, no Government standard for these brands, and their strength will depend entirely on the reputation and honesty of the manufacturers. Samples of vinegar marked XXX have been tested and found more than 50 under-proof. A vinegar of a strength of 50 over-proof could be diluted with an equal amount of water and the result would be a XXX vinegar of the strength adopted by Ontario manufacturers, hence it could be correctly marked as "double strength"

if the contents really were 50 over-proof.

"Proof-vinegar," the standard, tests 118 grains, while 50 over-proof accordingly tests 50 per cent. more, namely, 177 grains. Then, XXX, according to Ontario manufacturers, would test 25 per cent. under-proof, or 88 grains, and while there is no standard for XX, reliable dealers generally make it test 70 grains.

### What is Vinegar Extract?

All dealers are not acquainted with "vinegar extract." One dealer says it is a term usually used for acetic acid, which is about 14 times as strong as proof vinegar, that is 80 per cent. acetic acid. "There is no product," said another manufacturer, "which can be legally called 'vinegar extract' and that which is sometimes sold under that name is a more or less concentrated acetic acid, and it is illegal to sell either the acid itself or a dilution of it under the name of 'vinegar.'"

A suggestion has been made by the chief analyst of the Inland Revenue Department, Ottawa, that any vinegar over 50 over-proof should be called 'vinegar extract' or 'concentrated vinegar,' but it has not yet been adopted.

If there are any dealers who wish to have a test of any vinegar made, if they will communicate with The Canadian Grocer, information will be given of how they may have it tested free of charge.

### FOR YOUR ADVERTISING.

These pickles are appetite tempters. One of those delicious relishes which everyone enjoys—and of which no one ever tires.

Raspberry Vinegar — refreshing and thirst quenching. Easily prepared—simply add ice water and it is ready to serve.

Rice—Extra large grains—flinty—cooks beautifully—has a rich flavor.

Breakfast Food—Ready to serve—no cooking. Light and palatable.

Sardines — How nice for luncheon? Genuine sardines in pure olive oil.

Grape Juice—A pure and healthful beverage and recommended as a health tonic.

Lemon Extract is strictly pure and it has the flavor.

Stuffed Olives—Another pleasing relish—full of flavor and appetising.

### COFFEE CARD PHRASES.

The color, aroma and flavor of our coffee will appeal to you.

The taste lingers and gratifies even after the cup is empty.

Most delicate to taste and smell.

There's strength, and strength means true coffee economy.

You don't know how good a cup of coffee can be, till you try ours.

The full flavor of sun-ripened, sanitarily roasted coffee.

Good to the last drop.

### CAN MADE OF PAPER.

O. H. Nowak, Chicago, Ill., has perfected a paper can which he thinks will take the place of tin containers for canned goods. He believes that his invention will prevent ptomaine poisoning caused by the carelessness of the public, in not properly caring for tinned edibles.

**CLAY  
PIPES**

Those made by  
**McDOUGALL**  
are peerless. Insist upon  
having them.

D. McDOUGALL & CO., Ltd., Glasgow, Scot.

You cannot too highly praise it—

# Black Watch

The Biggest and Best  
Plug Chewing Tobacco

Is now a favorite amongst tobacco  
chewers. Keep it to the front and  
watch your profits increase.





**YOU ARE HEADQUARTERS**

At least you should be, for the leading lines of Tobacco. You do not need to exert yourself much to build up your trade. Show the housewife that you can supply her husband's needs as well as her own.

**MAPLE SUGAR  
Chewing Tobacco**

is a really high-class line and always proves a fast seller, allowing you a reasonable profit.

Take our advice:  
Give It a Trial.

**Rock City Tobacco Co.**

QUEBEC - - WINNIPEG

**7-20-4 CIGAR**

THE tobacco proposition which we offer you in this splendid brand of Cigar is worth considering. There is a satisfying smoke for your customers in each 7-20-4 that they cannot hope to get out of other brands at the same money. The profit you make for yourself is an important consideration when you are looking for a good stock cigar for your tobacco department.

Write for particulars.

**The Sherbrooke Cigar Co.**

SHERBROOKE, QUE.

**Tuckett's  
Orinoco  
Tobacco**

NO BETTER  
JUST  
A LITTLE Milder  
THAN



**Tuckett's Myrtle Cut Tobacco**

WHICH HAS THE LARGEST SALE IN CANADA.

**TUCKETT LIMITED**

Hamilton,

Ont.



**CLASSIFIED ADVERTISING**

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 remittances cannot be acknowledged.

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

**AGENTS WANTED.**

**AGENTS WANTED**, with good connection throughout Ontario, for the sale of well-known, highly matured Scotch whiskies. Terms liberal. Apply D. A. RHIND & CO., Limited, Leith, Scotland.

**POSITION WANTED.**

**TEA**—Expert buyer and blender, 16 years' experience, open to treat with Canadian house view to buying agency London market. Box 72, CANADIAN GROCER, 88 Fleet Street, London, England.

**PARTNER WANTED.**

**FOR JUNIOR PARTNER**—Young man, Protestant, with about \$2,000 to extend established departmental store business, in growing suburb of Montreal. Good chance to eventually own business. Address "Partner" CANADIAN GROCER, Montreal.

**MISCELLANEOUS.**

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

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

**BUCKWHEAT Flour** guaranteed pure and unsurpassed by any mill in the Province. T. H. Squire, Queensboro, Ont., solicits your orders.

**BUSINESS-GETTING TYPEWRITTEN 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 Street, Toronto.

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

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

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

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

**FIRE INSURANCE. INSURE IN THE HARTFORD.** Agencies everywhere in Canada.

**MISCELLANEOUS.**

**COUNTER CHECK BOOKS**—Write us to-day for samples. We are manufacturers of the famous Surety Non-Smud duplicating and triplicating Counter Check Books, and single Carbon Pads in all varieties. Dominion Register Co., Ltd., 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.

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

**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.

**HUNDREDS OF TYPEWRITERS** of every make and condition are being traded in as part payment on the famous MONARCH. Price and quality are the levers we use to prevent over stock. We believe we can give the best bargains in rebuilt typewriters in Canada. A postal will bring our catalogue and full information. THE MONARCH TYPEWRITER CO., Limited, 46 Adelaide Street West, Toronto.

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

**THE** money you are now losing through not having a National Cash Register would pay its cost in a short time. Write us for proof. The National Cash Register Co., 285 Yonge St., Toronto.

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

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

**TECHNICAL BOOKS.**

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

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

**PERIODICAL DEPT.**

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

**Grocery Advertising**

By Wm. Borsodi

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

PRICE \$2.00

ALL ORDERS PAYABLE IN ADVANCE.

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

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

By Joseph M. Walsh

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

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

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

**\$2.00**

IT WILL PAY YOU TO SEND AT ONCE.

MacLean Publishing Co.

Technical Book Department  
143-149 University Avenue, Toronto



QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS \$40 PER INCH PER YEAR.

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

**IMPERIAL BAKING POWDER**  
Cases. Sizes. Per doz.  
4-dozen..... 10c. .... \$0 85  
2-dozen..... 6-oz. .... 1 75  
1-dozen..... 12-oz. .... 3 50  
1-dozen..... 12-oz. .... 3 40  
1-dozen..... 21-lb. .... 10 50  
1-dozen..... 5-lb. .... 19 80

**MAGIC BAKING POWDER**  
Ontario and Quebec Prices  
Cases. Sizes. Per doz.  
6 dozen 5c. .... \$0 50  
4 " " 4-oz. .... 0 75  
4 " " 4 " " 1 00  
4 " " 8 " " 1 30  
4 " " 12 " " 1 80  
4 " " 12 " " 1 85  
4 " " 16 " " 2 25  
4 " " 16 " " 2 30  
4 " " 24-lb. .... 9 00  
4 " " 5-lb. .... 9 60  
1 " " 6-oz. .... 1 12  
1 " " 16 " " 4 00  
Special discount of 5 per cent. allowed on five cases or more of "Magic Baking Powder."

**ROYAL BAKING POWDER**  
Cases. Sizes. Per doz.  
Royal-Dime.. \$0 95  
1-lb. .... 1 40  
" " 6-oz. .... 1 95  
" " 1-lb. .... 2 65  
" " 12-oz. .... 3 85  
" " 1-lb. .... 4 90  
" " 3-lb. .... 13 60  
" " 5-lb. .... 22 35  
Barrels—When packed in barrels one percent discount will be allowed.

**WHITE SWAN SPICES AND CEREALS LTD.**  
White Swan Baking Powder—5-lb. size, \$8.35; 1-lb. tins, \$2; 12-oz. tins, \$1.60; 8-oz. tins, \$1.20; 6-oz. tins, 90c.; 4-oz. tins, 65c.; tins, 40c.

**Borwick's Baking Powder**  
Cases. Sizes. Per doz. tins  
Borwick's 1-lb. tins..... \$1 35  
" " 1-lb. tins..... 2 35  
" " 1-lb. tins..... 4 65

**COOK'S FRIEND BAKING POWDER**  
Cases. Sizes. Per doz. tins  
No. 1, 1-lb., 4 doz 2 40  
No. 1, 1-lb., 2 doz 2 50  
No. 2, 5-oz., 8 doz 0 80  
No. 2, 5-oz., 3 doz 0 85  
No. 2, 3-oz., 4 doz 0 45  
No. 2, 12-oz., 4 doz 2 10  
No. 2, 12-oz., 2 doz 2 30  
No. 17, 5-lb., 14 doz 0 70

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

**Cereals**  
WHITE SWAN SPICES & CEREALS, LTD.  
White Swan Breakfast Food, 2 doz. in case, per case \$3.60.  
The King's Food, 3 dz. 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 Pa n c a k e Flour, per dozen \$1.  
White Swan Wheat Kernels, per doz. \$1.50.  
White Swan Fl a k e d Rice, per dozen \$1.  
White Swan Fl a k e d Feas, per dozen \$1.

**DOMINION CANNERS, LIMITED**  
Cases. Sizes. Per doz.  
Aymer Jam..... 1 80  
Strawberry..... 1 95  
Raspberr..... 1 95  
Black currant..... 1 95  
Red currant..... 1 75

Raspberr & red Currant..... 1 95  
Plum..... 1 70  
Grape..... 1 85  
Marmalade..... 1 80  
Orange Jelly..... 2 55  
Green Fig..... 2 25  
Lemon..... 1 60  
Pineapple..... 1 95  
Ginger..... 2 25  
Pure Preserves—Bulk  
5 lbs. 7 lbs. 14's & 30's per lb.  
Strawberry.. 0 59 0 82  
Black currant. 0 59 0 82  
Raspberr..... 0 59 0 82  
Peaches allowed up to 50c per 100 lbs.

**THE COWAN CO., LIMITED**  
Cocoa and Chocolate  
Perfection, 1-lb. tins, per doz..... \$4 50  
Perfection, 1/2-lb. tins, per doz..... 2 40  
Perfection, 1/4-lb. tins, per doz..... 1 30  
Perfection, 10c size, per doz..... 0 90  
Perfection, 5-lb. tins, per lb..... 0 37  
Soluble, bulk, No. 1, per lb..... 0 20  
Soluble, bulk, No. 2, per lb..... 0 18  
London Pearl, per lb..... 0 22

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

**Sweet Chocolate—**  
Queen's Dessert, 1/2's and 1/4's, 12-lb. boxes..... 0 40  
Queen's Dessert, 5's, 12-lb. boxes..... 0 49  
Vanilla, 1/2-lb., 6 and 12-lb. boxes..... 0 35  
Parisian, 5's, 6 and 12-lb. boxes..... 0 28  
Diamond, 5's and 7's, 6 and 12-lb. boxes..... 0 24  
Diamond, 1/2's, 6 and 12-lb. boxes..... 0 25

**INGERS FOR CAKE—**  
Chocolate, white, pink, lemon, orange, maple, almond, cocoanut cream, in 1/2-lb. packages, 2 dozen in box, per dozen..... 0 98  
Chocolate Confections—  
Per lb.  
Maple nuts, 5-lb. boxes..... 0 34  
Milk medallions, 5-lb. boxes..... 0 30  
Chocolate wafers, No. 1, 5-lb. boxes..... 0 30  
Chocolate wafers, No. 2, 5-lb. boxes..... 0 35  
Nonpareil wafers, No. 1, 5-lb. boxes..... 0 30  
Nonpareil wafers, No. 2, 5-lb. boxes..... 0 35  
Chocolate ginger, 5-lb. boxes..... 0 39  
Milk chocolate wafers, 5-lb. boxes..... 0 36  
Coffee drops, 5-lb. boxes..... 0 36  
Lunch bars, 5-lb. boxes..... 0 36  
Milk chocolate, 5c bundles, 3 doz. in box, per box..... 1 35  
Milk chocolate, 5c cakes, 3 doz. in box, per box..... 1 35  
Nut milk chocolate, 1/2's, 6-lb. boxes, lb. 0 36  
Nut milk chocolate, 5c bars, 24 bars per box..... 0 90

**EPPE'S**  
Agents, C. E. Colson & Son, Montreal.  
In 1/2 and 1-lb. tins, 14-lb. boxes, per lb..... 0 35  
Smaller quantities..... 0 37  
G. J. Estabrook, St. John, N.B.; J. M. Douglas & Co., Montreal; R. S. McIndoe, Toronto; Jos. E. Huxley, Winnipeg; Tees & Perse, Calgary; Johnson & Yockney, Edmonton; Standard Brokerage Co., Vancouver; Frank M. Hannum, Ottawa.

**JOHN F. MOTT & CO. S.**  
Elite, 10c. size (for cooking) doz..... 0 90  
Mott's breakfast cocoa, 10c size 90 per dz.  
" breakfast cocoa, 1/2's..... 0 38  
" " " " " " " " 0 38  
" No. 1 chocolate, 1/2's..... 0 32  
" Navy " " " " " " " " 0 26  
" Vanilla sticks, per gross..... 1 00  
" Diamond Chocolate, 1/2's..... 0 24  
" Plain choice chocolate, liquors. 0 32  
" Sweet Chocolate Coatings..... 0 20

**WALTER BARRE & CO., LIMITED.**  
Premium No. 1 chocolate, 1/2 and 1-lb. cakes, 25c. lb.; Breakfast cocoa, 1/2's, 1/4 and 5-lb. tins, 4c. lb.; German's sweet chocolate, 1 and 1/2-lb. cakes, 4-lb. boxes, 26c. lb.; Caracas sweet chocolate, 1/2 and 1-lb. cakes, 6-lb. boxes, 32c. lb.; Auto sweet chocolate, 1/2 lb. cakes, 3 and 6 lb. boxes, 30c. lb.; Vanilla sweet chocolate, 1-lb.

cakes, 6 lb. tins, 44c. lb.; Falcon cocoa (hot or cold soda), 1 lb. tins, 33c. lb.; Cracked cocoa, 1 lb. bags, 6 lb. bags, 33c. lb.; Caracas tablets, 100 lbs., tied 5c, per box \$3.00. The above quotations are f.o.b. Montreal.

**CONDENSED MILK**  
BORDEN'S CONDENSED MILK CO.  
Wm. H. Dunn, Agent, Montreal & Toronto.  
Cases. Doz.  
Eagle Brand Condensed Milk..... \$5 75 1 45  
Gold Seal Condensed Milk..... 4 50 1 15  
Challenge Condensed Milk..... 4 00 1 00  
Peerless Brand Evaporated Milk..... 2 00 0 50  
Peerless Brand Evaporated Milk family size..... 3 50 0 90  
Peerless Brand Evaporated Milk pint size (4 dozen)..... 4 80 1 20  
Peerless Brand Evaporated Milk hotel size..... 3 70 1 85

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Peerless Brand Evaporated Milk family size..... 3 50 0 90  
Peerless Brand Evaporated Milk pint size (4 dozen)..... 4 80 1 20  
Peerless Brand Evaporated Milk hotel size..... 3 70 1 85

**REINDEER, LIMITED**  
"Jersey" brand evaporated cream per case (4 dozen)..... \$3 80  
"Reindeer" brand, per case (4 dozen) 5 00  
"Reindeer" Condensed Coffee, case. 5 00  
"Reindeer" Condensed Cocoa, case.. 4 80

**ST. CHARLES CONDENSING COMPANY.**  
Prices:  
St. Charles Milk, family size, per case..... \$3 50  
Baby size, per case..... 2 00  
Ditto, hotel..... 3 75  
Silver Cow Milk..... 4 50  
Empress..... 0 28  
Duchess..... 0 27  
Crushed Java and Mocha..... 0 18  
" " " " " " " " ground..... 0 18

**COFFEES**  
BEY, BLAIN CO. LIMITED.  
Standard Coffees  
Roasted whole or ground. Packed in damp-proof bags and tins.  
Club House..... \$0 32  
Nectar..... 0 30  
Empress..... 0 28  
Duchess..... 0 27  
Crushed Java and Mocha..... 0 18  
" " " " " " " " ground..... 0 18

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Crushed Java and Mocha..... 0 18  
" " " " " " " " ground..... 0 18

**CONFECTIONS**  
IMPERIAL PEANUT BUTTER  
Small, cases zen..... 0 95 dozen  
Medium, cases dozen..... 1 90  
Large, cases 1 dozen..... 2 75  
Tumblers, cases 2 dozen..... 1 85  
25-lb. pails..... 0 15 lb.

**WHITE SWAN SPICES AND CEREALS LTD**  
White Swan Blend.

**ROSCOA & JAVA COFFEE**  
1-lb. decorated tins, 32c. lb.  
Mo-Ja, 1-lb. tins 30c. lb.  
Mo-Ja, 1-lb. tins 28c. lb.  
Mo-Ja, 2-lb. ti 28c. lb.

**Cafe des Epioures—**1-lb. fancy glass jars, per doz., \$3.60  
**Cafe l'Aromatique—**1-lb. amber glass jars, per doz., \$4  
**Presentation (with tumblers)** \$3 per doz.

**FLAGAN COFFEE**  
Ground or bean—  
W.S.P. R.P.  
1 and 1/2 0 25 0 30  
1 and 1/2 0 30 0 40  
1 and 1/2 0 35 0 50  
Packed in 30s and 50-lb case. Terms—Net 30 days prepaid.

**Cheese—Imperial**  
Large size jars, doz..... \$ 25  
Medium size jars, per doz..... 4 50  
Small size jars, per doz..... 2 40  
Individual size jars per doz..... 1 00  
Imperial holder—  
Large size, doz. 18 00  
Med. size, doz. 17 00  
Small size, doz. 13 00  
Roquefort—  
Large size, doz. 2 40  
Small size, doz. 1 40

**Canada Cream Cheese—**  
In carbons, each 1 dozen..... 0 80  
Large blocks, dozen..... 2 30  
Medium blocks, dozen..... 1 30

**CREAM**  
FUSSELL & CO., LTD  
London, Eng.  
"Golden Butterfly" brand Butter, 8 doz. 10c. size, cases \$7.80  
"Golden Butterfly" brand Butter, 8 doz. 10c. size, cases \$11.50

**COUPON BOOKS—Allison's**  
For sale in Canada by The Eby Blain Co. Ltd.  
Toronto. C. O. Beauchemin & Fils, Montreal  
\$2, \$3, \$4, \$10, \$15 and \$20.  
All same price one size or assorted.

**UN-NUMBERED**  
Under 100 books..... each 04  
100 books and over..... each 08  
500 books to 1000 books..... 08  
For numbering cover and each coupon, extra per book 1/4 cent.

**Infants' Food**  
Robinson's patent barley, 1-lb. tins, \$1.25; 1-lb. tins, \$2.25; Robinson's patent granule, 1-lb. tins, \$1.25; 1-lb. tins, \$2.25.

**Flavoring Extracts**  
SHIRRIFF'S  
1 oz. (all flavors) doz. 1 00  
2 " " " " " " " " 1 75  
4 " " " " " " " " 2 00  
8 " " " " " " " " 3 00  
5 " " " " " " " " 3 75  
8 " " " " " " " " 5 50  
16 " " " " " " " " 10 00  
32 " " " " " " " " 18 00  
Discount on application.

**CRESCENT MFG. CO.**  
Mapleins.  
2 oz. bottles (retail at 50c.)..... 4 80  
4 oz. bottles (retail at 90c.)..... 6 80  
8 oz. bottles (retail at \$1.50)..... 13 80  
16 oz. bottles (retail at \$3)..... 24 80  
Gal. bottles (retail at \$20)..... 16

**CRESCENT MFG. CO.**  
Mapleins.  
2 oz. bottles (retail at 50c.)..... 4 80  
4 oz. bottles (retail at 90c.)..... 6 80  
8 oz. bottles (retail at \$1.50)..... 13 80  
16 oz. bottles (retail at \$3)..... 24 80  
Gal. bottles (retail at \$20)..... 16



**COFFEE** High Grade Coffees are up several cents per pound, but we will contract with you for the balance of the year for

# AURORA COFFEE

the same magnificent quality at the same prices. By this plan we will not only retain our many present customers, but hope to make many new ones. Now, don't miss your opportunity. Get a sample from us. We will send you a big sample on application. You are to be the judge. It's easy money to get in touch with us.

**W. H. GILLARD & CO.,** Wholesalers **HAMILTON, ONT.**

## SHINE ?

The dealer who is going to shine in his customer's opinion is the one who is handling

### BLACK KNIGHT STOVE POLISH



Black Knight has 'made good' with all who have used it. Gives a brilliant, silky polish with little labor, and will not soil the hands. It is economical, and a little goes a long way.

Packed in attractive boxes.  
Order from Your Jobber.

**The F. F. Dalley Co., Ltd.**  
Hamilton, Ont. - - Buffalo, N.Y.

**WESTERN** Incorporated  
1851  
**ASSURANCE  
& COMPANY**

**FIRE  
AND  
MARINE**

HEAD OFFICE, TORONTO, ONT.

Assets over - - - - \$3,570,000

Income for 1906, over 3,609,000

HON. GEO. A. COX, President  
W. R. BROCK, Vice-President  
W. B. MEIKLE, General Manager  
C. C. FOSTER, Secretary

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

### HOTEL DIRECTORY

**HALIFAX HOTEL**

HALIFAX, N. S.

**THE GRAND UNION**

The most popular hotel in

OTTAWA, ONTARIO.

James K. Paisley, Prop.

### ACCOUNTANTS

**Jenkins & Hardy**

Assignees, Chartered Accountants, Estate and Fire Insurance Agents, 15½ Toronto St., Toronto, 52 Canada Life Building, Montreal.

## British America Assurance Company

A.D. 1833

**FIRE & MARINE**

Head Office, Toronto

BOARD OF DIRECTORS

Hon. Geo. A. Cox, President W. R. Brock, Vice-President  
Robert Blekerdike, M.P., W. B. Meikle, E. W. Cox, Geo. A. Morrow  
D. B. Hanna, Augustus Myers, John Hoskin, K.C., LL.D.  
Frederic Nicholls, Alex. Laird, James Kerr Osborne, Z. A. Lash, K.C.  
Sir Henry M. Pollard, E. R. Wood.

**W. B. Meikle, General Manager; P. H. Sims, Secretary**

CAPITAL	\$1,400,000.00
ASSETS	2,162,753.85
LOSSES PAID SINCE ORGANIZATION	29,833,820.96



**Brooms**

**Brooms**

**"BROOMS OF QUALITY"**

are hard to get.

W. W. & CO. BRANDS are made up to the mark, always. Our customers know this and our Factory runs full time on "Quality" account.

TRY A SAMPLE SHIPMENT.

**WALTER WOODS & CO.**

HAMILTON

WINNIPEG

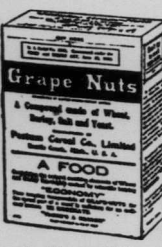
**CLARK'S PORK AND BEANS in Tomato Sauce**

Per doz	
No. 1, 4 doz.	0 50
No. 2, 2 doz.	0 90
No. 3, Hats, 2 doz in case	1 00
No. 3, Hats, 2 doz in case	1 25
No. 6, 1 doz.	4 00
No. 12, 1 doz.	6 50



**CHLORIDE OF LIME**  
(Moody's Royal)

Per doz.	
1 lb. Carbonized Fibre packages	0 85
1 lb. Carbonized Fibre packages	0 45



Grape Nuts—No. 22, \$3.00; No. 23, \$4.50.  
Post Toasties—No. T3, \$2.85.  
Postum Cereal—No. 0, \$2.25; No. 1, \$2.70.

**Mustard**  
**COLMAN'S OR KERN'S**

Per doz.		Per doz.	
D.S.F., 1/2 lb. tins	1 40	F.D., 1/2 lb. tins	1 45
" 1/2 lb. tins	2 50	" 1/2 lb. tins	2 50
" 1/2 lb. tins	5 00	Durham, 4-lb. jar	0 75
F.D., 1/2 lb. tins	0 85	" 1/2 lb. jar	0 25

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

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

Per lb.	
Tierces .. \$0 09	
1-bbls .. 0 10	
Tubs, 50 lbs .. 0 10	
20-lb. Pails .. 2 08	
20-lb. tins .. 1 98	
Cases, 3's .. 0 10	
" 5's .. 0 10	
" 10's .. 0 10	



**LAPORTE, MARTIN & CO., MONTREAL.**  
AGENCEURS, THESE PRICES ARE F.O.B. MONTREAL.

**IMPORTED PEAS "SOLEIL"**

Per case	
Sur Extra Fins, 1/2 flacons, 40 Bou.	11 00
Extra Fins " tins kilo 100 tins	15 50
Tres Fins " " 100 " "	15 00
Fins " " 100 " "	14 00
Mt. Fins " " 100 " "	12 50
Moyens No. 1 " " 100 " "	11 00
Moyens No. 2 " " 100 " "	10 00
Moyens No. 3 " " 100 " "	9 50
Moyens No. 3 " " 100 " "	8 75



**DRUDGE.**  
(Moody's Anty) Extra Fins.

Handy Sifter, top	0 85
100 lb. Kegs .. lb.	0 65
300 lb. Barrels ..	0 65



Force, 36's..... 4 50  
Gusto, 36's..... 2 95



**GUNNS "BARBIFIRST" LARD COMPOUND.**

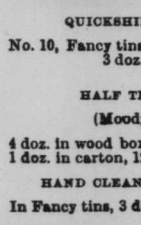
Tierces....	0 09
Tubs.....	0 09
20-lb. pails.	0 10
20-lb. tins.	0 09
10-lb. "	0 10
5-lb. "	0 10
3-lb. "	0 10
1-lb. cartons	10

**MINERVA PURE OLIVE OIL.**

Case—		Case—	
12 litres .....	6 50	24 pints.....	6 25
12 quarts .....	6 75	24 1/2-pints.....	4 25

**Tins—**

5 gals., 2s.....	23 00	5 gals., 20s.....	13 50
2 gals., 6s.....	29 00	1 gal., 48s Sq.....	17 00
1 gal., 10s.....	35 00	1 gal., 48s Rd.....	15 50
1 gal., 20s.....	36 00		



**QUICKSHINE STOVE POLISH.**  
No. 10, Fancy tins, tall shape..... doz. 0 85  
3 doz. in wood box.



**JELLO The Dainty Dessert**

Assorted Case,	Contains 2 doz.	\$1.80
Lemon (Straight)	Contains 2 doz.	\$1.80
Orange (Straight)	Contains 2 doz.	\$1.80
Raspberry (Straight)	Contains 2 doz.	\$1.80
Strawberry (Straight)	Contains 2 doz.	\$1.80
Chocolate (Straight)	Contains 2 doz.	\$1.80
Cherry (Straight)	Contains 2 doz.	\$1.80
Peach (Straight)	Contains 2 doz.	\$1.80
Weight 8 lbs. to case.	Freight rate, 2d class.	



**GILLETT'S PERFUMED LYE**  
Ontario and Quebec Prices.

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

**BASSIN DE VICHY WATERS.**

La Capitale, 10 qts.....	5 00
La Neptune, 10 qts.....	6 00
St. Nicolas, 50 qts.....	7 00
La Sanitas Sparkling, 50 qts.....	8 00
" " 100 splits.....	4 00
Vichy Lemonade Savoureuse, 50's.....	7 50

**HALF TIME SHOE PASTE**  
(Moody's Extra Fine)

4 doz. in wood box.....	per doz. 0 85
1 doz. in carton, 12 in wood box ..	0 75



**JELLO ICE CREAM POWDER**  
FOR MAKING ICE CREAM  
Pays 50¢ Profit

Assorted Case,	Contains 2 doz.	\$2 50
Chocolate (Straight)	Contains 2 doz.	2 50
Vanilla (Straight)	Contains 2 doz.	2 50
Strawberry (Straight)	Contains 2 doz.	2 50
Lemon (Straight)	Contains 2 doz.	2 50
Unflavored (Straight)	Contains 2 doz.	2 50
Weight 11 lbs. to case.	Fr'ght rate, 2d class.	

**Marmalade.**  
**T. UPTON & CO.**

12-oz. glass jars, 2 dozen case, per doz. \$1; 16-oz. glass jars, 2 doz. in case, per doz. \$1.45; 5 and 7 lb. tins and 7-lb. pails, per lb. 8c.; pint sealers (24 oz.), 1 doz. in case, per dozen \$2.25.	
------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------	--

**GASTILE SOAP**

Case 25 lbs., 11 lb. bars.....	0 07 1/2 lb.
" 12 lbs., 2 1/2 lb. bars.....	0 08 1/2 lb.
" 50 lbs., 1 lb. bars.....	3 50 case
" 100 lbs., 2 1/2 oz. bars.....	3 75 case

**"La Lune," 65 per cent. Olive Oil**

Case 25 lbs., 11 lb. bars.....	0 07 lb.
" 12 lbs., 2 1/2 lb. bars.....	0 08 lb.
" 50 lbs., 1 lb. bars.....	3 25 case
" 100 lbs., 2 1/2 oz. bars.....	1 80 case
" 100 lbs., 3 1/2 oz. bars.....	3 40 case



**KLENZINE AMMONIA POWDER (Moody's)**

Washing Compound—

Doz.	
Large size, 1 1/2 lbs. ..	0 90
Small size, 10 oz. ..	0 45

Packed 3 doz. in wood box

**IMPERIAL JELLY DESSERT**

Assorted Case,	Contains 2 doz.	\$2 50
Chocolate (Straight)	Contains 2 doz.	2 50
Vanilla (Straight)	Contains 2 doz.	2 50
Strawberry (Straight)	Contains 2 doz.	2 50
Lemon (Straight)	Contains 2 doz.	2 50
Unflavored (Straight)	Contains 2 doz.	2 50
Weight 11 lbs. to case.	Fr'ght rate, 2d class.	

**SHIRRIFF BRAND**

"Imperial Scotch" ..	1 55
1-lb. glass, doz. ....	1 44
2-lb. glass, doz. ....	2 80
4-lb. tins, doz. ....	4 65
7-lb. tins, doz. ....	7 35
"Shredded" ..	
1-lb. glass, doz. ....	1 90
2-lb. glass, doz. ....	3 10
7-lb. tins, doz. ....	8 25

**Alimentary Pastes, Blanc & Fils, Macaroni, Vermicelli, Animals, Small Pastes, etc.**

Box, 25 lbs., 1 lb. ....	0 07 1/2
" 25 lbs., loose .....	0 07

**DUFFY & CO. BRAND.**

Grape Juice, 12 qts.....	4 75
" 24 pts.....	5 15
" 36 splits.....	4 75
Apple Juice, 12 qts.....	4 50
" 24 pts.....	4 75
Champagne de Pommis, 12 qts.....	5 00
" 24 pts.....	5 50
Matts Golden Russett—Sparkling Cider, 12 qts.....	5 00
" 24 pts.....	5 50
Apple Vinegar, 12 qts.....	2 50

**Jam** Per lb.

20-lb. wood pails.....	0 06 1/2
Pure assorted jam, 1-lb. glass jars, two dozen in case.....	1 75



**Pures and Delicious**  
TRUE FRUIT FLAVORS  
CARTONS EACH 1 DOZ.  
Assorted flavors—gross 10.75.

**Vermicelli and Macaroni.**  
**D. SPINELLI C'Y, MONTREAL.**

Fine.	
4 lbs. box "Special".....	per box 0 22
8 lbs. " ".....	" 0 44
5 lbs. " "Standard".....	" 0 37 1/2
10 lbs. " ".....	" 0 55
60 lbs. cases or 75 lbs. bbis.....	per lb. 0 05
25 lbs. cases, 1 lb. pkgs (Vermicelli) ..	0 06

**Globe Brand.**

5 lbs. box "Standard".....	per box 0 30
10 lbs. " ".....	" 0 60
25 lbs. cases (loose).....	per lb. 0 06
25 lbs. cases, 1 lb. packages.....	" 0 06 1/2

**MOODY'S ROYAL BLUE**

**BLUE, LAUNDRY**  
(Moody's Royal)

3 Squares, in neat carton.....	per lb. 0 15
6 lbs. in a box. 5 boxes in a crate.	







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

# SYMINGTON'S COFFEE ESSENCE

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

**Thos. Symington & Co., Edinburgh and London**

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



Bar. 43  
54  
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70  
  
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0 25  
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40  
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0 50  
0 80

MA TEA  
BROW,  
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900.





## BRUSHES and BROOMS

FOR FALL TRADE

It is worth your while to be certain that you place in the hands of your customers only goods which are absolutely reliable. You can do this if you handle the Keystone Brand, as no brush or broom is allowed to leave the factory unless perfect in every respect.

Manufactured by

**Stevens-Hepner Co., Limited**  
PORT ELGIN ONTARIO

PURE

RELIABLE



Have no hesitation  
in stocking and recommending

## "COW BRAND"

BAKING SODA

It is noted for its strength, purity and reliability, and is a marked favorite with the cook.

See to your stocks. Order from your jobber.

**CHURCH and DWIGHT**  
Manufacturers LIMITED  
MONTREAL

### FREQUENCY OF SAILINGS

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

For further particulars apply to

**PICKFORD & BLACK, Ltd.**  
HALIFAX, N.S.

## OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, Ed. and its Accessories.

'WELLINGTON'

### KNIFE POLISH

**JOHN OAKEY & SONS, Limited**  
Manufacturers of  
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc  
Wellington Mills, London, England



## CHINESE STARCH

HAVE YOU A STOCK?

GREAT SELLER ALL THE TIME

GET PRICES

**OCEAN MILLS**  
MONTREAL



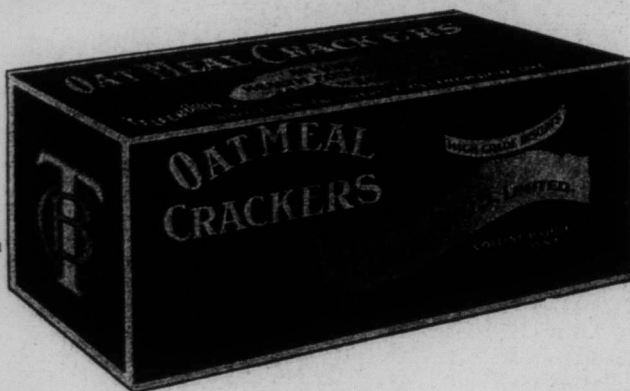
Everything in  
**SALT**

Verret, Stewart & Co., Limited

**SALT SELLERS**

MONTREAL

**High**



**Grade**

**TELFER'S OATMEAL CRACKERS**

You can rely on the selling qualities of these crackers. They sell readily from reputation with your better trade and when sold give perfect satisfaction.

Our biscuits always open up fresh and crisp, which go a long way with most people. They have the rich nutty flavour which has been the aim of biscuit makers for years and is seldom obtained.

We make all kinds of dainty and high grade biscuits.

**TELFER BROS., Limited, COLLINGWOOD, ONT.**

BRANCHES: TORONTO, WINNIPEG, HAMILTON, FORT WILLIAM.