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CANADIAN GROCER

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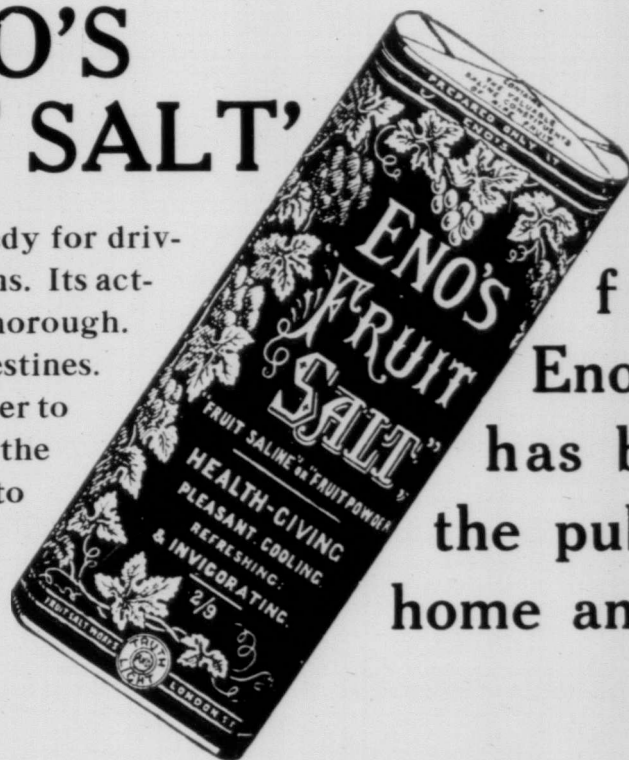
No. 39

A Natural Remedy

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

ENO'S 'FRUIT SALT'

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



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

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

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

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

Selling soap or anything else involves work **some-where** by **someone**.



The Easy Soap to Sell

If the manufacturer doesn't do it you have to, and the more work he does the less there is for you to do.

With "SURPRISE" Soap the selling work is all done before it enters your store.

Because the makers have perfected every detail of the two great selling forces known to merchandizing---the making of a thoroughly good article and the advertising of its genuine merits.

Making generous soap profits the "Surprise" way requires no laboured effort in "pushing" and "persuading"---its quick cleaning qualities are so well known that it sells itself.

The St. Croix Soap Mfg. Co.
St. STEPHEN, N.B.

Co
Nourish

From
economy
will be
gate t
Fruit
pastry

Its
flavor
ity to
comm
economy

THREE GOOD-PAYING LINES

Coco Fruitine

*Nourishing, Palatable Vegetable
Butter*

From the view-point of economy alone, a woman will be interested to investigate the merits of Coco Fruitine in her cooking and pastry.

Its purity, rich, delicate flavor and evident superiority to butter, oil or lard, commend it at once to the economizing housewife.

Condou's

*MACARONI,
VERMICELLI, ETC.*

Finest Taganrog Russian Wheat — the only wheat from which the finest quality of Macaroni can be made, is used in the manufacture of the Condou products. The richness of flavor and tenderness make them most toothsome and satisfying. Genuine French products made by Felix Condou.

Fish from Scotland

The "Moir" Brand of canned Scotch fish has all the delicacy and richness of flavor of the freshly caught fish. It is a satisfactory brand to buy because it is always the same—you can judge the quality of the entire year's output by a single can. Moir, Wilson & Co., Aberdeen, are specialists in the packing of Scotch Fish. Their reputation is built on their endeavor to produce only the "best"—*and they do it.*

Arthur P. Tippet & Co., Agents

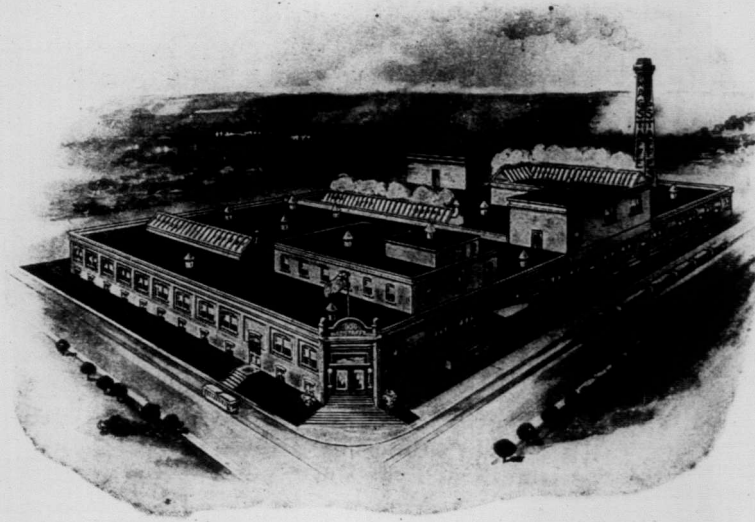
*8 Place Royale
Montreal*

*84 Victoria St.
Toronto*

WAGSTAFFE'S

LARGE PACK OF STRAWBERRY JAM

Prepared
in
Copper
Kettles,
Boiled
in
Silver
Pans.



Packed
in
Gold
Lined
Pails.

FINEST FRUIT PRESERVING PLANT IN CANADA.

Our orders called for **Seven Hundred and Fifty Tons of this Delicious Jam**, we have filled 100 per cent, and still have some left. Mr. Grocer, ask your wholesaler for **Wagstaffe's Jams**, they are the best, made from fruit and sugar only.

All Ready For Delivery.

WAGSTAFFE LIMITED

Pure Fruit Preservers

Hamilton

- - - -

Ontario



Original and Leading
Brand Since 1857

TALK MONEY INTO YOUR POCKET

You know our brands, they're advertised for you to your customers. This means that your customers know them by name if not by taste.

This makes it one of the easiest things to talk money into your pocket. Very often the mere mention of the name BORDEN'S will recommend the goods and the sale is made.

BORDEN'S PRODUCTS

are produced with the aid of only the most modern and scientific condensing machinery, and can be relied on for their purity. Coupled with this is long experience and the most rigid sanitary regulations. It's the Brand you should feature. It will bring the money in.

Borden Milk Co.
LIMITED

"Leaders of Quality"

Montreal

Branch Office : No. 2 Arcade Building,
VANCOUVER



QUALITY



TRADE
MARK

600 Cases Per Day
is the capacity of our Enlarged Factory

The Good Sellers

Order Early

Halifax 3 lb. Boxes 12 to crate

Halifax 1 lb. Boxes 24 to crate

Halifax STRIPS 30 lbs. to case

ACADIA 2 lb. Boxes 12 to crate

ACADIA Tablets 20/1s

ACADIA STRIPS 30 lbs.

BLUE NOSE COD STEAKS 20/1 and 2s

PILOT COD 20s/1-2

PILOT LOOSE 25 lbs. to case

CODBITS 30's loose

CODBITS 12/3s

SKINLESS COD-FISH

C.R.C. Brand 100s

DOMINION Brand 100s and 50s

Sole Packers:

Atlantic Fish Companies Limited

Lunenburg, Nova Scotia

Selling Agents:

Maritime Fish Corporation Limited

Montreal, Quebec



*The Facts Behind the
Figures Determine the
Value and Popularity of
"Simcoe" Baked Beans*

The significance of a large steadily increasing sale bears directly on the quality and popularity of a food. Quality is the feature predominant with all Dominion Canners' Products.

Popularity is another word for "economy." Baked Beans are really economical; a can of Simcoe Baked Beans contains as much nourishment as one pound of beefsteak. Notice the difference in price. That's just **one** reason why Simcoe Baked Beans are popular. There are many others. Feature the 3's family size---a **larger** tin at a **smaller** price.

DOMINION CANNERS LIMITED
HAMILTON, CANADA



HOW ABOUT YOUR FALL ORDER FOR TEAS? OUR
FALL IMPORT TEAS

are now to hand. Ceylons, and Indian Black and Green, China Hysons, Japan Teas and Congous, and we would be pleased to forward you samples to show you by comparison that we can give you the best value for the least money. Let us show you, also forward us in an order for

“MELAGAMA”

Tea and Coffee. We pay freight on 60 and 100 lb. cases. Write us to-day. Do not delay.

MINTO BROS., 45 FRONT ST. EAST **TORONTO**



Double the life of your shoes

ARE YOU SELLING THEM?

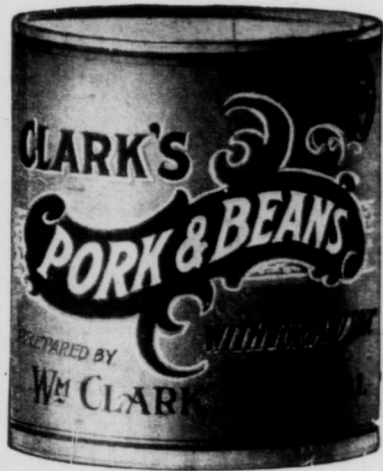
Write for advertising matter

THE “NUGGET” POLISH CO., Limited

67 ADELAIDE STREET E.

TORONTO, ONT.

Clark's Pork and Beans



ARE THE
BEANS
THAT HAVE
THE



REPUTATION

Not one of mushroom growth but one born of mature experience and retained throughout the years by the maintenance of a QUALITY which is both unrivalled and unsurpassed.

CLARK'S name is a synonym for QUALITY.

CLARK'S REPUTATION is of the kind which is lasting and ensures you a steady flow of business.

CLARK'S ADVERTISING helps to increase your turnover and YOUR PROFIT on Clark's products is an equitable one.

CLARK'S PORK and BEANS ARE SELLERS

W. CLARK, :-: MONTREAL

A. MACDONALD, President.

J. C. MACDONALD, Vice-President.

The A. Macdonald Co'y.

Wholesale Grocers

Moose Jaw, Sask.

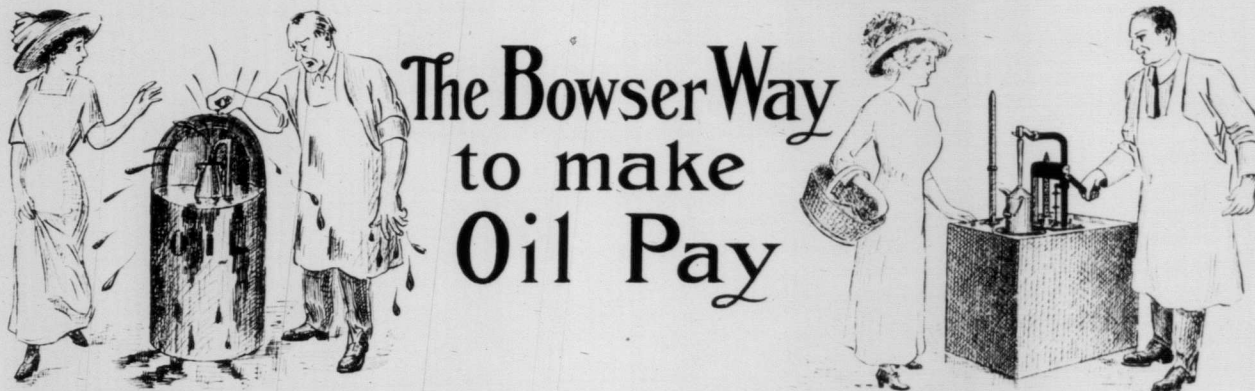
Head Offices and Warehouses, 116 to 122 Market St. E., - WINNIPEG

BRANCHES:

MOOSE JAW, SASK. EDMONTON, ALTA. VANCOUVER, B.C. FERNIE, B.C.

SASKATOON, SASK. YORKTON, SASK. LETHBRIDGE, ALTA. NELSON, B.C. KENORA, ONT.

The Largest Wholesale Grocery House
in Canada. Remember, we are the only
one price house in the West. Our prices are
the lowest and our goods are the best.



The only way you can handle oil without loss of profits or damage to other articles is to install a

BOWSER SELF-MEASURING OIL TANK

LOSING OIL
AND
LOSING
PROFITS
AND
LOSING
CUSTOMERS.

instead of the old style tank. The BOWSER pays for itself in savings of oil, the old tank wastes; it delights customers by its accuracy and cleanliness. It shows at a glance exactly how much to charge for oil when filling odd measures, such as lamp or oil stove tanks. It does away with measure and funnel. An automatic stop cuts off the oil as soon as pumping ceases, and prevents dripping. If you want your oil trade to be a profit instead of a loss, a pleasure instead of a nuisance, send us a postal card asking for free Book No. 222 and full particulars.

SAVING OIL
AND
SAVING
PROFITS
AND
PLEASING
CUSTOMERS.

S. F. Bowser & Co., Inc., 66-68 Frazer Ave., Toronto, Ont.

Patentees and manufacturers of standard self-measuring, hand and power-driven pumps, large and small tanks, gasoline and oil storage systems.

Established 1885.

"GRAND PRIX," FESTIVAL OF EMPIRE EXHIBITION, LONDON, 1911

32 Prize Medals

21 Royal Appointments

PEEK, FREAN'S GOLDEN PUFF

PRICES AND SAMPLES ON APPLICATION.



ILLUSTRATED ALBUM ON APPLICATION.

"YOU HAVE YOURS WITH JAM AND I'LL HAVE
MINE WITH CHEESE"

AGENTS: British Columbia—The W. H. Malkin Co., Limited, Vancouver.
Winnipeg and District—Ruttan & Chipman, Fort Garry Court, Winnipeg.
Ontario—The Harry Horne Co., 309 and 311 King St. West, Toronto
Montreal and District—C. Fairall Fisher, 22 St. John Street, Montreal.
New Brunswick—W. A. Simonds, 8 and 10 Water Street, St. John.

PEEK, FREAN & CO., Ltd., Biscuit Manufacturers

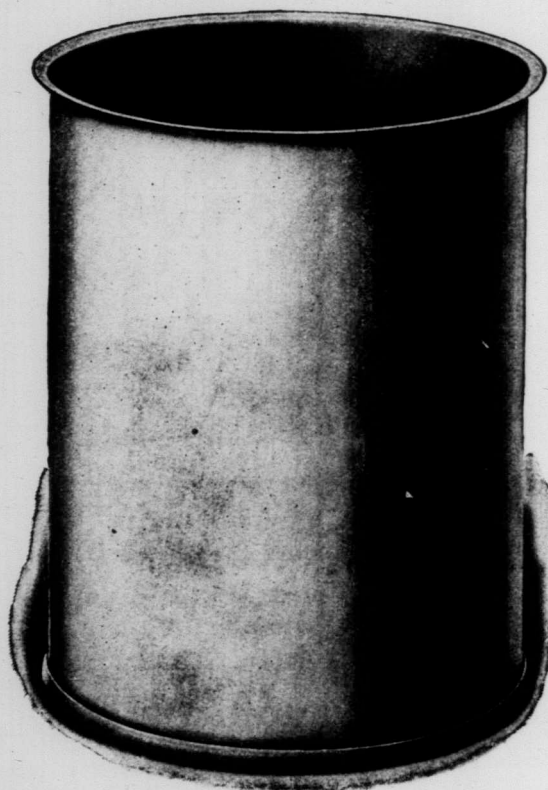
LONDON, ENGLAND



AN ALL YEAR ROUND SELLER


The sale of HOLLAND RUSK has no season—winter or summer, spring or fall, there's always a demand for it because there are so many ways it can be eaten. It's delicious with berries or sliced fruit, either fresh or canned; with poached egg, with cheese, with jelly, with hot milk in cold weather, in fact with any meal, any time, HOLLAND RUSK is delicious. Infants, growing children, every member of a family eat HOLLAND RUSK; invalids find it highly nourishing and easy to digest. Put a dozen packages on your counter where your customers can see them. You'll be surprised how fast the sales come, once you start them, and you want them because of the good profit.

HOLLAND RUSK CO.,
HOLLAND, MICHIGAN



Sanitary Cans

"The Can of Quality"

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

Sanitary Can Co., Ltd.,

NIAGARA FALLS, ONT.

Nothing But The Best
The One Inflexible Rule For
DOMOLCO

Every package of Molasses bearing this registered label must contain the BEST, nothing but the BEST, nothing but Molasses.

Offered as superior for table use to any other Molasses on the Canadian Market.

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

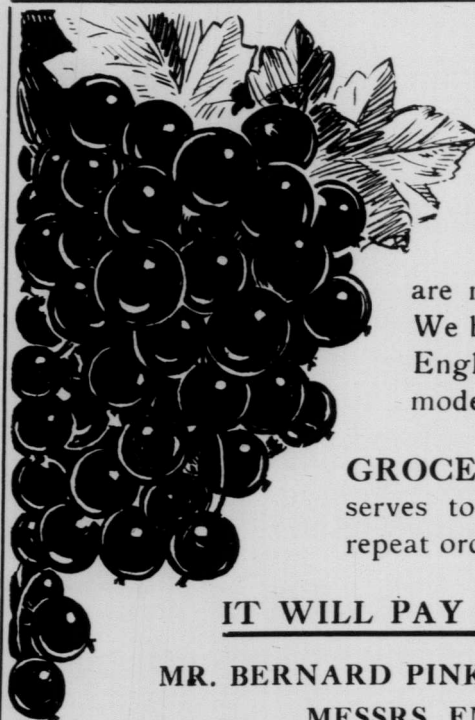
Every family on your list of customers should use Molasses, and the majority of them will purchase it regularly after trying

DOMOLCO

Show them quality plus modern package, and note the repeat orders.

THE
DOMINION MOLASSES CO.,
LIMITED

Halifax, - - Nova Scotia



ENGLAND'S FINEST JAMS

are manufactured by us. It is a bold statement but it is true. We buy in enormous quantities, and have the choice of fruits in England's finest orchards. Our model factory is equipped with modern appliances, and is always open to the public.

GROCERS MAY CONFIDENTLY RECOMMEND our preserves to their most fastidious customers—they will be certain of repeat orders.

IT WILL PAY YOU To apply for full particulars to our special representatives.

MR. BERNARD PINK, c/o Canadian Grocer, E.T. Bank Bldg., MONTREAL
MESSRS. EMERSON, BAMFORD CO., VANCOUVER, B.C.

E. & T. PINK LIMITED LONDON, ENG.

WARNING!

CRESCENT



BRAND

SODA-CRYSTALS (WASHING SODA)

Foreign Soda Crystals—and some of English manufacture—are being extensively offered for sale in this country which are grossly adulterated with Glauber-Salts (Sulphate of Soda), a cheap product which is not only entirely useless for washing purposes, but is even likely to injure the fabrics with which it comes in contact. The Adulterated Soda-Crystals, although nominally lower in price than BRUNNER, MOND'S PURE SODA CRYSTALS, are in reality much dearer owing to the large quantity of useless and injurious matter which they contain.

BRUNNER, MOND & CO., LIMITED

WINN & HOLLAND, Agents
MONTREAL

Scotch Marmalade

Made from Seville oranges
and pure refined sugar
by

JOHN GRAY & CO., LIMITED GLASGOW

Contains neither Glucose
nor preservatives.

Prices and Samples from :

Maritime Provinces, Quebec, Manitoba, Saskatchewan and Alberta, W. H. Dunn 396 St. Paul Street, Montreal; Toronto, Lind Brokerage Co., 73 Front St. East; Ottawa, E. M. Lerner & Sons, 11 York St.; British Columbia and Yukon, Kirkland & Rose, 312 Water St., Vancouver.

THE REQUISITES ARE QUALITY

AND

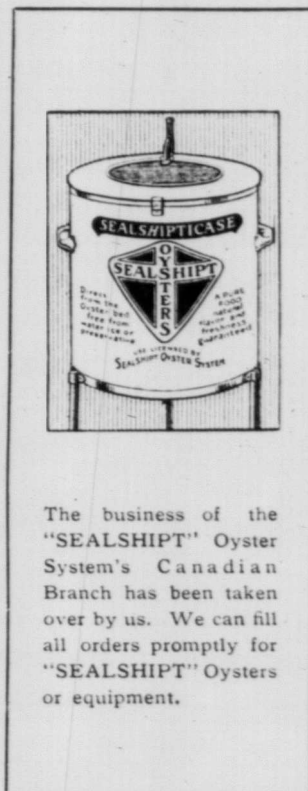
EFFICIENCY



It is important that you associate yourself with a source of supply that is unquestioned.

You understand that to compare a house treating oysters as a side line with a concern that makes it their only business, is a costly mistake to you.

There is one thing you cannot expect from a side line house, and that is that degree of efficiency and service that is characteristic only of houses treating the line as their only specialty.



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

The oyster business is a business of itself, employing a great many million of dollars, and it is unreasonable to expect the jobbers to effect this efficiency when they are treating this business as a side line. We devote our entire organization to oysters. Our "Coast Sealed" oysters stand for more with the Canadian trade than all other brands combined.

We solicit your enquiry as to prices, etc.

Connecticut Oyster Co.

50 JARVIS ST.

- - -

TORONTO

Dried Fruit For Particular People



Will Satisfy.

This Mark on Every Box

Place Order Now for
Fall Delivery

All First-class Jobbers Handle

WHITE SWAN

YEAST CAKES

are the most reliable and satisfactory yeast cakes on sale in Canada. Your customers will not complain of poor results if you supply this brand.

ORDER FROM
YOUR WHOLESALER

White Swan Spices & Cereals
Limited

SOLE DISTRIBUTORS TORONTO

From a Hard Headed Business Standpoint

Coles Machines embody in quality of materials and workmanship, a construction, guaranteeing a long term of service.

They are very economical to operate, due to their great simplicity and design. For instance, to grind one pound of coffee requires no more power than to burn an ordinary electric light for three minutes, or, in other words, one-fiftieth of a cent.

Again, by comparison you will find that in every instance there is a considerable difference in favor of the COLES. Combine these facts then, Price, Endurance, Economy, and they will present three very good reasons why the COLES is the one logical machine for you.



COLES MFG. CO., Philadelphia, Pa.

AGENTS—Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Eby, Blain, Limited, Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburne & Co., Calgary, Alta.



Certainly You Have

seen our cartoon advertisements emphasizing 2 in 1 Shoe Polish to the consumer. If you are not already in on this you should be. 2 in 1 will polish wet or oil boots and will not soil clothes.

The F. F. DALLEY CO.
LIMITED

Hamilton, Canada

Buffalo, U.S.A.

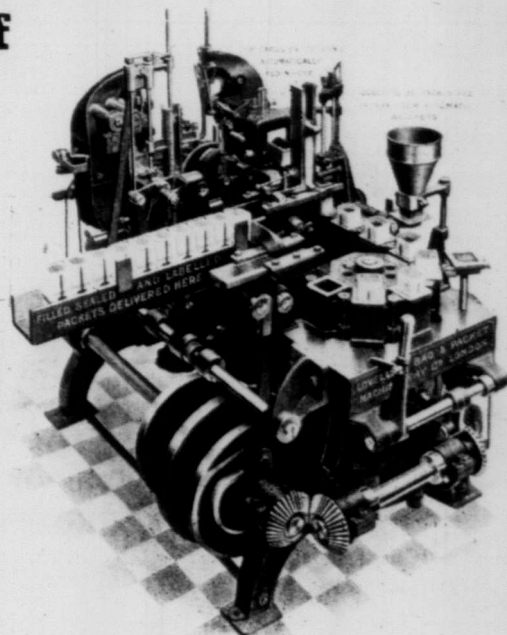
THE CANADIAN GROCER

BAG-MAKING & PACKETING

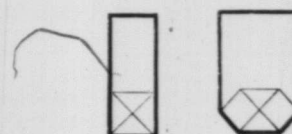
Machinery of

Every Description

Labelling,
Wrapping,
etc., etc.



Bag Machines



With folding in both
these methods

Send us Samples for Quotations

Packeting Machine, with automatic coupon feed and labelling attachments.

Lovell's Bag and Packet Machinery, Ltd., London, Eng.

THE NAME "FAIRBANK" MEANS SOAP SURETY



SUNNY MONDAY

SUNNY MONDAY LAUNDRY SOAP has to be the best laundry soap a woman can buy, because the force of Fairbank advertising pushes it into homes where either hard water, soft water, cold water or hot water may be used for washing, and it works as well with one as another.

Grocers sell it everywhere, because they find it gives their customers more satisfaction, and that means brings the grocers most sales.

SUNNY MONDAY is a white soap, containing a quick dirt-starter that saves time and clothes.

SOLD TO RETAIL AT 5c.

"Sunny Monday Bubbles Will Wash Away Your Troubles"

THE N. K. FAIRBANK COMPANY, MONTREAL

Tartan
BRAND
THE SIGN OF PURITY

TEAS, COFFEES, SPICES, EXTRACTS,
BAKING POWDER,
JELLY POWDER, SOAP.

Canned Vegetables, Fruits and Salmon, Syrup, Etc.

All goods branded "TARTAN" ensures the handler
of the first quality, every package guaranteed.

'Phone Numbers—462 Long Distance. Free to Buyers. 3595, 3596, 3597,
3598 Order 'Phones. 748 Shipping Office.

All orders shipped same day as received.

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

Rice's Salt

The Salt that is ALL SALT

It is always in demand, because it is of the first quality. Stock
RICE'S and earn the favor of your customers. It is the best ob-
tainable for Table, Dairy and Cooking.

Write for Prices, Prompt Shipment.

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

TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most
of the leading packers of Tea in Canada.

ISLAND LEAD MILLS Ltd.

Tel. Address: "Laminated," London, LIMEHOUSE
A.B.C. Codes used 4th & 5th Editions LONDON, E., Eng.

Canadian Agents: HUGH LAMBE & CO., TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

MR. GROCER!

Don't let the hot weather interfere with profits.
Investigate the merits of the new

"WALKER"

Refrigerator Counter

IT is just what you need for the economical handling
of cooked meats, fancy dairy goods, fresh fruit, vege-
tables and seasonable delicacies.

IT combines perfect sanitation with economical refrig-
eration, and so temptingly displays your goods that cus-
tomers will crowd around this counter to buy.

IT will boost your sales, win public confidence,
individualize your store, and quickly pay for itself in
a saving of waste alone.

Let us tell you more about it. Drop us a card for par-
ticulars and we will immediately get in touch with you.
We manufacture the best in modern grocery fixtures—
"Walker Bins."

Write for Illustrated Catalogue and Estimates.

Walker Bin & Store Fixture Co.
LIMITED

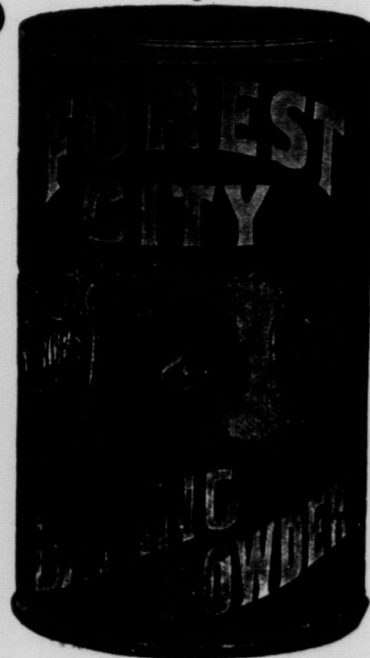
REPRESENTATIVES,—

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

Berlin, Ontario

Thousands
Are Doing
It

Why are you not in
with the thousands of
aggressive retailers
who are profiting by
selling the popular
FOREST CITY
BAKING POW-
DER? For 25 years
the standard, selling
on its exclusive mer-
its. Your customers
want the kind they
can rely on. Sell
them Forest City
Baking.



GORMAN, ECKERT & CO.
LIMITED

LONDON

ONTARIO

Western Selling Agents

MASON & HICKEY

WINNIPEG

THE CANADIAN GROCER

Prompt Delivery

Despite shortage of cars, despite the enormous demand for sugar, still all orders for

St. Lawrence

Sugars

have had and will continue to have prompt shipment.

FALL IMPORT ORDERS

The season for an increased demand for stove polish is at hand. We would recommend your sorting up your stock of

James Dome Black Lead

and keep a sufficient supply of this old reliable stove polish on hand for your Fall requirements.

Save Money

Save Bookkeeping

Save Customers

Aren't these savings worth while? If a certain thing has proved by experience that it can effect these savings, isn't it worth while for you to give it your serious consideration?

The Barr Register saved one merchant a reduction in outstanding accounts of from \$3,000 to \$500.

The Barr Register saves bookkeeping, because when you make out a Barr Register system counter slip your bookkeeping is done without another penstroke.

The Barr Register saves customers because it avoids all causes for dispute over bills and amounts of bills. And not only that—it gains customers, because the customers you have put full confidence in you and your business methods, and praise you to their friends.

The Barr Account Register is a new and improved—very much improved—device for handling credit accounts. Any merchant that has credit accounts will find it an invaluable addition to his store equipment. It does away entirely with the old clumsy out-of-date and money-wasting system of the daybook, journal, ledger, etc. It does away entirely with rendering monthly statements to customers—a system that actually prevents your customers from paying their bills for an entire month.

This is not a device that may or may not be of value in your store. It will be of value, and of such value that it is an actual necessity. You need it. You are losing money without it. In plain justice to your business, ask us for further details to-day. **USE THE COUPON NOW.**

Save Them NOW!

BARR REGISTER, LIMITED, TRENTON, ONT.
(Can. Grocer.)
We would like to know more about the money saving power of the Barr Account Register. Kindly send full particulars, prices, terms, etc.

Name

Street and Number

City

Province

JAPAN TEAS

This season is proving especially profitable to **Jobbers** on account of their undoubted superiority over other Green Teas, and the conditions of the home market this year are particularly favorable. Our brokers have a complete range of our samples.

FURUYA & NISHIMURA



LOOK AGAIN

At name on package. You must get **McLEAN'S WHITE MOSS** if you want "the goods."

Canadian Coconut Co., Montreal



THE MCGREGGOR PAPER BAG HOLDER.

Better Service Means More Trade

THE MCGREGGOR PATENT BAG HOLDER is the biggest step to quick service of your customers, and quick service is probably the remaining thought of every trader to your store. Make it a favorable one.

KILGOUR BROS.

21-23 Wellington St. West, TORONTO



REGISTERED TRADE-MARK

The C. BORGEN PACKING CO.

STAVANGER - NORWAY

Packers of all kinds of smoked Sardines and Herrings in pure Olive Oil and Tomato Sauce.

Unsmoked Sardines after latest French methods. Our new factory is equipped with the very best French machinery.

Telegrams: "PACKING." Telephones: OFFICE, 1484, PRIVATE, 1057. Codes: "A.1" & "A.B.C.", (5th edition.)

Fruit Jars

PROMPT SHIPMENT

"Perfect Seal,"
"Schram," "Gem"
or "Crown"

ALL SIZES.

ORDER NOW.

Walter Woods & Co.
HAMILTON - WINNIPEG

ANNOUNCEMENT

We have purchased from Foley Bros. & Larson the well-known trade mark "FORT GARRY," under which label we are packing a full line of

**Tea, Coffee, Cocoa, Canned Goods,
Extracts, Spices and Baking Powder.**

This brand of goods has always been noted for its quality, and at all cost we will keep up the quality of FORT GARRY BRAND GOODS, and our guarantee will cover every package.

SPECIAL

In addition to purchasing this well known registered name of FORT GARRY, it was necessary for us to take over all the goods which Foley Bros. & Larson had on hand, and as these were packed by Foley Bros. & Larson, and have their name on the label, we are willing to sacrifice them at what they cost, as follows:

3 # enamelled tins, marked \$1.00, @	69c
1 # packages, marked 35c, @	26c
1/2 # packages marked 20c, @	27c
1 # packages Finest Japan	27c
1/2 # packages Finest Japan	28c

We have the following bulks in stock:

# 4 of fine appearing Tippy, long leaf, bulk, @	26c
# 6 of fine appearing Tippy, long leaf, bulk, @	28c
# 1 Japan, @	28c
# 2 Japan, @	21c
# 1 Japan Siftings, @	10c
# 2 Japan Siftings, @	9c

We are prepared to give special terms for large orders on the above and will furnish samples upon request.

We are carrying large stocks of high-class groceries and are anxious to quote you prices at all times.

Our prices for NEW CROP RAISINS, CURRANTS and NUTS are out, and as we have purchased only the very best quality at the lowest market prices, we are in a position to give you the benefit. Write for our prices before placing your order.

RICHARDS & BROWN

WHOLESALE GROCERS AND COMMISSION MERCHANTS

WINNIPEG, - - - - - CANADA

Manufacturers' Agents and Brokers' Directory

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

WESTERN PROVINCES.

ESCOTT & HARMER
Successors to W. H. ESCOTT CO.

WHOLESALE GROCERY
BROKERS, COMMISSION MERCHANTS and MANUFACTURERS' AGENTS

OFFICES:-
Winnipeg, Regina, Calgary,
and Edmonton

JOHN J. GILMOR & CO.
Wholesale Manufacturers' Agents and Commission Brokers
WINNIPEG, MAN.

Covering Manitoba, Saskatchewan and Alberta. We can give special attention to a few more first class lines, Domestic and Foreign agencies solicited.

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG - MAN.

Domestic and Foreign Agencies Solicited.

H. G. SPURGEON
WINNIPEG

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

The J. J. TOMLINSON CO.
WINNIPEG

Wholesale Grocery Brokers.
Office and Track Warehouse,
92 Alexander St. E.
Correspondence solicited on domestic and foreign lines.

FRANK H. WILEY

MANUFACTURERS' AGENT
and
IMPORTER
757 Henry Ave., WINNIPEG

WESTERN DISTRIBUTORS LIMITED

Wholesale Commission Merchants, Customs Brokers and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.

Saskatoon - Western Canada

WESTERN PROVINCES—Continued.

G. C. WARREN
Box 1036, Regina
IMPORTER, WHOLESALE
BROKER and MANUFACTURERS'
AGENT
Trade Established 12 Years.
Domestic & Foreign Agencies Solicited.

DISTRIBUTORS, LIMITED

P. O. Drawer 99
EDMONTON, ALBERTA.
Manufacturers' Agents, Commission Merchants, Warehousemen.
Track connection with all Railroads.

RUTTAN & CHIPMAN

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

THE WESTERN BROKERAGE & MANUFACTURER'S DISTRIBUTING CO.

Commission Brokers, Customs Brokers and Manufacturers Agents, Shipments stored and distributed, Bonded warehouse in connection. Your business solicited.
222 Ninth Ave. West - Calgary, Alta.

ONTARIO.

African Ginger

on the spot and for importation in large or small quantities at the right price

NORMAN D. McPHIE

Wholesale Grocery Broker
HAMILTON, - ONTARIO
27 Federal Life Building
Established 1903

When you want the best goods and lowest quotations on the following, write or wire us.—

Currants, Salmon, Evaporated Apples, White Beans, and Canned Goods.

W. H. MILLMAN & SONS

Wholesale Grocery Brokers
Toronto

ONTARIO—Continued.

W. G. PATRICK & CO.

Manufacturers' Agents
and
Importers
77 York St. - Toronto

W. G. A. LAMBE & CO.

TORONTO
Grocery Brokers and Agents.
Established 1885.

MacLaren Imperial Cheese

Co. Limited
DEPARTMENT AGENCY
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

Secure our prices for
Fine FILIATRA CURRANTS,
Greek cleaned, in half cases,
before purchasing
LIND BROKERAGE CO.
49 Wellington St. East - Toronto

**THE MARSHALL
BROKERAGE COMPANY**
67 Dundas St., LONDON, ONT.
Wholesale Grocery Brokers. Fully equipped to act as agents for British, American and Canadian grocery lines. WRITE US.

MARITIME PROVINCES.

H. R. SILVER, LTD.

MANUFACTURERS' AGENTS
AND GROCERY BROKERS.
HALIFAX NOVA SCOTIA
First-class frost-proof storage facilities.
Correspondence solicited on Domestic and Foreign lines.

W. S. CLAWSON & CO.

Manufacturers Agents and
Grocery Brokers
Warehousemen
ST. JOHN, N. B.
Open for a few more first-class lines.

C. E. CREIGHTON & SON

Brokers and Commission Merchants,
Manufacturers' and Millers' Agents,
HALIFAX, NOVA SCOTIA.
Domestic and Foreign Agencies Solicited.

Manufacturers' Agents and Brokers' Directory

(Continued.)

NEWFOUNDLAND.

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

BRITISH COLUMBIA.

McLEOD & CLARKSON
Manufacturers' Agents and Wholesale
Commission Agents
552-6 Cambie St., Vancouver, B.C.
Can give strict attention to a few first-class
Grocery Agencies. Highest References.

QUEBEC.

L. EMILE GABOURY
Manufacturers' Agent and Commission Merchant
235 St. John St., QUEBEC, CAN.
Correspondence solicited with brokers
or manufacturers looking for a reliable
representative. Can furnish best of
references.

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

Macaroni and Cheese

Will be a favorite dish this
Fall, and dealers should
push macaroni to some ex-
tent just now.

All Kinds of Cheese

Roman Parmesan
Swiss Gorgonzola
Etc., Etc.,

on hand. We just want
your request.

The best of macaroni
at thoroughly reasonable
prices.

Write

H. E. VIPOND
197 St. Paul St., MONTREAL

SHIP YOUR CARS TO FERGUSON'S SIDING

Cars continually loading for all cities in the West and Northwest.
Inland Revenue and Customs Bonds.
Our siding is on G.T.P. and C.N.R., inter-switching with C.P.R. and Midland
Railway. Cars distributed carefully.

FERGUSON BROS., Warehousemen,
123 Bannatyne Ave., WINNIPEG, Can.

We have records in our vaults covering ten years' satisfactory service.

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

Mathieu's Nervine Powders



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

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

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

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

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

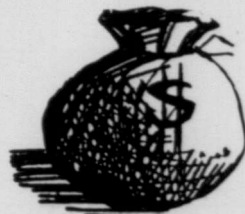
Name.....
With (Name of firm).....
Street.....
City or town..... Prov.....

O. E. Robinson & Co.

Manufacturers and Buyers of Dried,
Evaporated and Canned Apples.

Ingersoll, - - - - - Ontario

Established 1886.



INCREASE YOUR PILE

by diminishing your book debts. Too
much credit is bad and puts a pre-
mium on bad accounts.

WE CAN GET BACK YOUR MONEY
If you will only authorize us to do so.
Can collect anywhere. Our organiza-
tion is big enough.

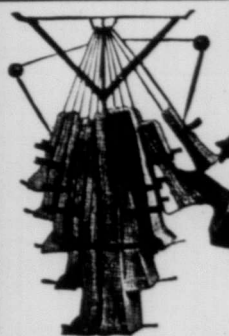
Special Forms Will be Mailed You on
Request.

The Nagle Mercantile Agency
WESTMOUNT, QUE.



Common Sense
It dries them up
KILLS { Roaches and Bed-Bugs
Rats and Mice

All Dealers and 381 Queen St. W., Toronto, Ont
Dealers find Common Sense a very good seller, for
the reason that it gives general satisfaction and each
customer tells others about same. Write for prices.



The BROWN is the only convenient Bag Holder

Occupies no counter
space. The bags are
held in position by
gravity—no perfora-
tion of bags neces-
sary. Handy. Saves
Time. Will last a life-
time. For sale by
jobbers everywhere.
Ask your jobber or
write

The Brown Mfg. Co.
Creston, Iowa, U.S.A.

Buyers' Guide

CANADIAN PURE LEAF TOBACCO

Can be sold in your district. Get a supply. Also see that you have a good range of pipes. Write

J. A. FOREST, 189 Amherst St., Montreal.

Can Our Traveller Call?

COURTESY OUR IDEA

COUVRETTE & SAURIOL

Wholesale Grocers, Montreal.

I

have a number of good propositions for grocers and clerks. Stores well located, good profitable business. Do you want to open up in Canada's leading city? If so, write me.

V. de la RONDE, 14-16 McGill College Ave. Montreal.

COON SHOE POLISH FAVORITE STOVE POLISH

are lines of unequalled merit and should be investigated by you. We positively are ready to money-back our goods if any complaint is made, but we know that dissatisfaction is impossible. Agents, write.

Uncle Sam Dressing Co., - Lanoraie, P.Q.

McDOUGALL

Insist upon having them

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

CLAY PIPES

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

Irish Grocer, Drug, Provision and General Trades' Journal

10 Garfield Chambers, Belfast, Ireland

COMTE'S COFFEES

are not ordinary Coffees, but something out of the ordinary. That's why there is such a call for them. Let's hear from you.

146 St. Urban St. - - - Montreal

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

VOL-PEEK

Needed in every household. Has a ready sale. Still allows you 100% profit.

Mends Holes in Pots, Pans, etc. in two minutes. Cannot fail.

Jobbers, Write for Discounts.

H. NAGLE & CO. - - MONTREAL
W. J. Flewelling, 65 Front St., Toronto.
Agent for Ontario.

SULTANA (Brand) TURKISH DELIGHT

Chocolate Turkish Delight
Chocolate Caramels, etc.

always ask for Sultana Brand. Agents wanted in British Columbia.

ORIENTAL PRODUCE CO. MONTREAL
Agents Ontario and Northwest:
MacLaren Imp. Cheese Co., Ltd., Toronto.

For a Satisfying Aroma Giving Smoke
Recommend

OLYMPIA AND BEN BEY CIGARS

Ed. Youngheart & Co., Limited
Montreal, P.Q.

For Flavor

BOURQUE'S PICKLES BOURQUE'S CATSUP

Are Unequaled.

H. BOURQUE & FILS - - - Montreal.

For Disinfectants of any kind

Write

MONTREAL GERMICIDE,
220 Colonial Ave., - - - Montreal

SUCHARD'S COCOA

You want Quality Cocoa all the time, Mr. Grocer. It will not pay you to sell a tin on which you cannot rely. We can prove beyond a doubt the high quality of Suchard's. Remember:-

Suchard's. Suchard's. Suchard's.
Suchard's. FRANK L. BENEDICT & CO., Montreal
Agents.

AGENTS

If you want to handle three lines with a reputation, ask us about:

SISTER'S STARCH
CHINESE LIQUID BLUE
COOK'S PRIDE BAKING POWDER

Do It Now.

H. F. PACAUD & CO. (Reg.) Montreal.

FRUIT PULPS

Bitter Oranges and Peels

F. KESSELL & CO. 7-8, The Approach
London Bridge, London, Eng.

SHOWCASES

Attractive, Finest Workmanship,
Prompt Attention.

Don't pass us when in need.

S. Meunier & Fils, - - - Maisonneuve, P.Q.

RIGA WATER

Purifies

Big profits for dealers

RIGA WATER CO. - - - MONTREAL.

For High Class Biscuits Good Quality Confectionery

Give us a call.

AETNA BISCUIT CO., LTD., MONTREAL

EXO

Kills rats instantly. No odor.

Agents 40% profit

EXTERMINO CHEMICAL CO.
P. O. Box 774 - - - - - Montreal.

BAKE OVENS

Baking Decks of Scotch
Fire Brick, Sectional Steel
Ovens that can be placed
anywhere.

Bread Racks, Proof Boxes,
Pans and every necessity
for the Bake Shop.

Write for General Catalog.

The BRANTFORD OVEN AND RACK CO., LTD., Brantford, Canada

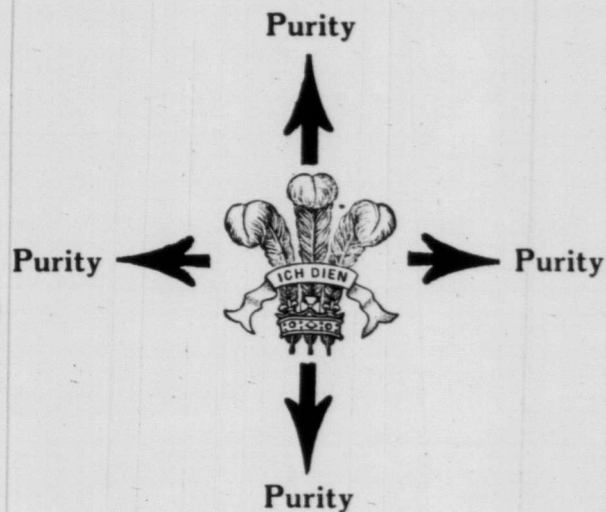
Write us for New Price List of WINDSOR SALT

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

Your card in our MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY pages will keep you in touch with every manufacturer at home and abroad, who is looking for agents to represent him in Canada.

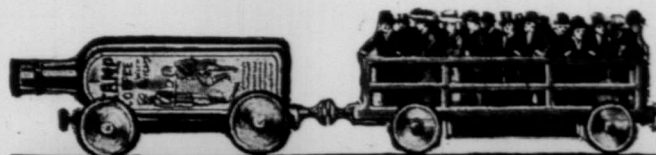
Many of the best British and foreign agencies in Canada have been secured through the cards on these pages.

EWING'S SPICES



This tells the story shortly.
They make the pickling satisfactory.

S. H. EWING & SONS
MONTREAL.



'CAMP' COFFEE

Pulls the Customers:

Let it pull them your way. The public like 'Camp' because of its fine flavour, and because it is simple and quick to prepare. For these reasons 'Camp' is frequently taken in preference to any other beverage, and at times when coffee isn't customary.

Thus, 'Camp' has a powerful 'pull' to the shopkeeper's advantage. 'Camp' carries a substantial profit—don't miss your share of the big trade in 'Camp'.

Makers: R. Paterson & Sons, Ltd.,
Coffee Specialists,
Glasgow.



Purnell's

—the household word for

SAUCES



Purnell's has been the household word for Sauces, Pickles and Relishes of all kinds for over a century and a half.

Is it any wonder that Purnell's have a world-wide reputation for honest goods—for purity and fine quality.

Purnell's B.V. Sauce is the highest grade fruit sauce on the market to-day. Its delicious, appetizing flavor adds zest to any dinner.

Purnell's Worcestershire P.W., Devonshire, Harvey, Indian Grill, Essence of Anchovies, and Browning for Gravies, Sauces are winners everywhere.

Your best trade will appreciate Purnell's.



Purnell & Panter, Limited
Malt Vinegar, Sauce & Pickle Makers
Bristol, England

Macaroni

Vermicelli

Swallow Brand

Have you ever considered that Canadian-made Macaroni is just as good as many lines of imported? If not, you should satisfy yourself on the point and ask your wholesaler about

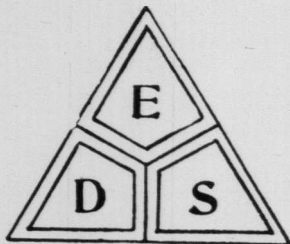
SWALLOW BRAND
THE HEIGHT OF PERFECTION

The C. H. Catelli Company, Ltd.
MONTREAL, CANADA



GET A BIG SLICE OF BUSINESS

You can do this by getting behind a good line of Jams and Jellies—display them, and back them up with your selling powers, and a big slice of business will come your way. The purest and best, the kind that satisfies customers is the



BRAND

Your customers know this trade mark, it stands for absolute purity. Only the highest grade fruits, pure cane sugar, being used in the making. E. D. S. goods are all put up in attractively labelled bottles and cans.

Made only by

E. D. SMITH

WINONA, :: ONT.

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



THINK IT OVER

You will realize that

LAWRASON'S SNOWFLAKE Bath Powder and Watersoftner (PERFUMED, ANTISEPTIC)

is a line that will add prestige to your store and a line that the public has long been looking for. It pays the dealer a good profit and is moderate priced to the consumer. Neatly packed in green and red lithographed tins, with nickeled screw tops.

LAWRASON'S SNOWFLAKE AMMONIA

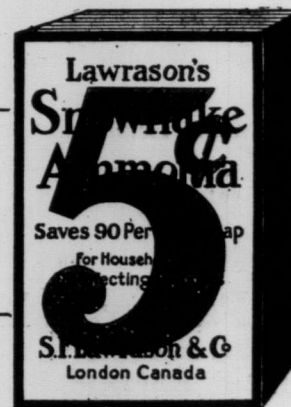
equals in power any similar powder on the market selling for twice its price (5c). This statement is supported by a \$500 guarantee.

This ammonia will save 90 per cent. soap, and is the best for all household and disinfecting purposes.

Fall Housecleaning will soon be in the air—this is the dealer's opportunity.

Write at Once.

S. F. Lawrason & Co.
LONDON, ONTARIO



Did You Do More Business in September, 1912, than in September a Year Ago ?

¶ Every keen merchant strives to make each business period produce a greater volume than the corresponding one of the previous year and watches anxiously for the results when the comparison is made.

¶ Most merchants make the comparison by months—checking the total business this month with the same month last year. It is a good plan.

¶ Volume can be increased most easily by special attention to those standard items which are particularly in demand at the moment. *More than any other time this is the oatmeal season and this is an oatmeal year.* A prominent store display of


Quaker Oats

will largely increase your sales during these fall months and add materially to your volume and profit.

¶ We are doing a lot of extra work now to make every customer a possible Quaker Oats buyer. You should not fail to take advantage of our special offer on Quaker Oats, now in effect.

¶ *It will pay you to boost this package in which the public so thoroughly believes.*

The Quaker Oats Company
PETERBOROUGH

By Royal  Letters Patent.

NELSON'S
Crystal
Leaf
GELATINE

Unrivalled in the kitchen,
can be obtained from

W.G. PATRICK & Co.

St. Paul St., Montreal.
York St., Toronto.

ADS AND SALES

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

By Herbert N. Casson.

An Invaluable Book for the Manufacturer, Jobber and Retailer.

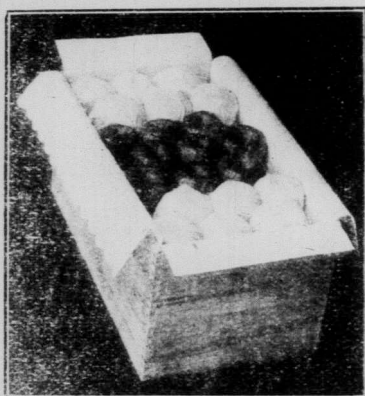
This is the first book which has attempted to apply the principles of Scientific Management to the Problems of Sales and Advertising.

Cloth-bound, Limited Edition, 167 pages.

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

Technical Book Department

MacLean Publishing Co.
143-149 University Avenue, Toronto



CHOICE ONTARIO APPLES

In car lots, packed in barrels or boxes, straight or assorted varieties. Guaranteed to pass Government inspection.

Fruit all grown in our own orchards, and packed in our packing house at Waterdown, Ontario.

WRITE FOR PRICES

We also want a good connection in each town or city to take orders for Xmas box apples, delivered to any address in Great Britain or Ireland. Liberal commission.

Choice evaporated apples always on hand from our own evaporators.

The Wentworth Orchard Co., Ltd.
DUNDAS, ONTARIO

A Few Dollars More a Week

makes a big difference in your yearly income.

Have you ever thought how you might add to your weekly salary without interfering with your regular work?

Will you let us solve this problem for you?

So far this year, we have shown seventy-five enterprising and ambitious clerks how to make \$5.00 a week more during their spare hours. They will each make this additional salary every week this year and longer should they wish.

If you would like us to show you, write to-day.

This is genuine.

THE MACLEAN PUB. CO.
143-9 University Ave., Toronto

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

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

"CAMEL" FIGS A GOOD INVESTMENT



There are no Smyrna Figs so choice in quality or so carefully packed. The attractiveness of the boxes and the superiority of the contents makes an exceptional appeal to consumers. Therefore the dealer finds Camel Figs a quick and profitable seller.

If your jobber cannot supply you, write us and we will put you in touch with our nearest Canadian Representative.

SOLE DISTRIBUTORS FOR CANADA AND UNITED STATES

THE HILL BROTHERS COMPANY, BEACH AND WASHINGTON STS.
NEW YORK, U.S.A.

Packers of the popular "ROYAL EXCELSIOR" and "DROMEDARY" packages dates.

Coming Out Oct. 11th

The Big Fall Campaign Number of

The Canadian Grocer

• It will be brim full of good practical ideas that you and your clerks can use to sell more goods between now and Christmas. Be on the lookout for it.

• The advertising section promises to be of more than usual interest. If you don't find it advertised in the Fall Campaign Number of The Grocer, the chances are that it isn't made. The fall offerings of the manufacturers and jobbers in this issue mean dollars in your pocket. Don't miss them.

A Word With You!

Why is our Tea Trade increasing by Leaps and Bounds? Because the Up-to-date Grocer appreciates the advantage of buying our rich, mellow Standard Blends, uniform in quality and flavor.

The Grocer who aspires to lead in his own neighborhood must keep his tea stock in the highest state of efficiency. Our expert blender devotes his whole time to this end. When you buy our Standard Blends you have perfect security. You keep control of your trade, increase your profits and please your customers.

We guarantee satisfaction, and will take back at our expense any blends not entirely satisfactory.

FREIGHT PAID ON 100 LBS.

2	Star	A really good blend of Indian and Ceylon. Black or Mixed	19 cents
2	Star	Good leaf, pungent sweet liquor. Green	19 cents
3	Diamond	Fine pungent liquor. Nice regular Pekoe leaf. Green	22 cents
3	Diamond	Thick juicy tea. A blend that is giving uni- versal satisfaction. Black	22 cents
4	Star	Genuine English Breakfast Tea, perfect Orange Pekoe Leaf	27 cents

EBY-BLAIN, LIMITED

TEA BLENDERS TO THE TRADE

J. F. EBY, President.

HUGH BLAIN, Vice-President.

The Maximum of Quality

"SALADA"

Tea for twenty years has served the public with unequalled quality. Its reputation for reliability in purity and fine flavor has won the public confidence and the enormous demand makes selling easy. There is no uncertainty in handling "SALADA"; both the sale and the profit is sure, and every pound you sell advertises you as a dealer in "Quality." Make "SALADA" the leader in your Tea Department and see what it will do for you.

The "SALADA" Tea Company

TORONTO

MONTREAL

London, Eng., 41 Eastcheap.



THE
REASON
WHY



Cairn's Scotch Jams, Jellies and Marmalades have been favored by Royalty and the public in general is attributed to their distinctive quality and flavor of fresh, ripe fruit. There are many lines of jams but they can't copy the deliciousness of the Cairn's products.

In selling Jams, Jellies, Marmalades, you will make no mistake by recommending a line that has proven its quality—CAIRN'S.

ALEXANDER CAIRNS & SONS
PAISLEY, SCOTLAND

Canadian Agents:
SNOWDON & EBBITT, Montreal, Quebec



The Mother and the Child

Too often the food of children proves more harmful than good. Introduce ROBINSON'S PATENT BARLEY and PATENT GROATS and the mother will thank you.

Patent Barley is specially used for children up to nine months of age. PATENT GROATS then alternated with the BARLEY forms a healthful diet.

ROBINSON'S PATENT GROATS and PATENT BARLEY are the scientific preparations of the finest oats and barely and are the foods for old and young.

GET THE BEST TRADE WITH THESE FOODS.

MAGOR, SON & CO.

403 St. Paul Street, MONTREAL

30 Church Street, TORONTO

AGENTS FOR THE DOMINION OF CANADA



Every Woman Who Cooks

Will Eagerly Purchase

Benson's Prepared Corn

* The Corn Starch that fills a hundred wants in the kitchen.

* Women want Benson's because it lightens the drudgery of Summer cooking—enabling them to quickly prepare delicious and nourishing dishes.

* Women want Benson's because of its unequalled purity and fineness. They want it for baking, pastry making, preparing custards, ice cream, blanc mange, etc.

The Demand is There—You Simply Have To Supply It.

Your order will receive prompt attention.

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



View of the bright store interior of the Star Provision Co., Regina, Sask. Note how attractively the bin receptacles in counters and shelves display the goods.

The Interior as a Creative Salesman

When the Goods are Attractively Arranged Where They Can be Seen They Sell Themselves—Natural for a Customer to Want Them—Aid in Making Casual Buyers Permanent Customers—An Attractive Regina Store.

Although much has been said about the importance of interior display, there is still a great deal more that might be recorded. No one will attempt to dispute the hold a good display has on a buyer in the store. It means extra dollars and cents in the till every night and therefore extra business and profit at the end of the year.

In early childhood, the babe grasps at everything within reach without discrimination. As it grows older, it begins to pass by the common-place for the attractive. The more advanced in years it becomes, the greater are its powers of discrimination between the valuable and the cheap. This characteristic clings to it till maturity; and here we have the purchaser in the store buying goods for the table. By nature, therefore, a woman who is particular about the health of her family, is at-

tracted by a clean, bright display of quality goods.

Attractive Western Store.

The accompanying illustration shows a view of the store interior of the Star Provision Co., Regina, Sask. It at once attracts and holds attention. There is no mistake about it, such a display is sure to bring extra purchases from the inside customer, just as a good window display will sell the onlooker on the outside. The shelving is particularly well arranged, the counters are shining bright, and the display of the goods under glass enticing. This interior furnishes an exceedingly good example of profitable interior arrangement.

When a customer approaches the counter of this store, she cannot fail to see the array of goods. At the same time everything is so neat and clean that a good impression is immediately

made, and even if she is not in a position to purchase any of them at once, sales will undoubtedly be made to her later on. The occasional buyer will be brought back again by such a display.

This explains the value of good interior displays. They sell goods and create a reputation for the merchant and the store, which will be a continual advertisement.

A Strong Advertisement.

To sum up an attractive arrangement of goods in the store will:

1. Sell extra goods to the inside customer;
2. Help make permanent customers out of casual buyers;
3. Create a reputation for the store and goods;

and therefore is an effective advertisement and a valuable asset to the business.

Valuable Points on Storing Canned Goods

The Attention Necessary to Prevent Rust on Cans—Effects of Frost on the Contents and on Cans—Care Should be Taken to Prevent Moisture—This is What Causes the Rust.

Now that the cold and moist season is again nearing, retail and wholesale dealers should look to the storing of canned goods. Sometime ago The Grocer published a few suggestions on taking care of canned goods which will bear repetition.

Canned goods are an important item in the business of all grocers, and more attention should be given them than is frequently the case.

Because the goods are cased and sealed, any place is considered by some good enough to store them. The darkest corner of the dampest cellar is generally considered about the most suitable place. Canned goods are sometimes stored in out-of-the-way places, and left for several months. When they are opened later on, the tins are probably badly rusted, possibly an odd tin is burst, spoiling the appearance of the contents of the entire case, and the retailer immediately sits down and writes a long letter to his wholesaler about the condition of the goods, throwing all the blame on the packers.

Used Sometimes Like Cordwood.

If grocers would be impressed with the fact that canned goods must not be treated as cordwood, there would be far less cause for complaint.

Tin plate is almost universally used. In fact, there is hardly a kitchen utensil that is not made of tin, and every one knows that all tins are very susceptible to rust, especially when exposed to damp, and the greatest trouble experienced with canned goods is their tendency to rust.

Circulation of Air Necessary.

The ideal storage for canned goods is a dry, even temperature, between 40 degs. and 50 degs., F., with a free circulation of air. Cases should be piled clear of the walls, and as much as possible off the floors, to permit of the circulation of air over, through and around them. Cases should also be piled on their sides, so that in the event of a tin bursting the contents will drain off, rather than into and through the cases underneath. Canned goods cases should also be examined at intervals, and where there is apparent trouble inside of the cases, the cause of the trouble should be at once removed.

The Effect of Frost.

The question is often asked, "Does frost injure canned goods?" As to affecting their value as a food the answer

is "No," but as a general thing canned goods should not be allowed to freeze. With goods such as corn, peas and beans, the flavor is somewhat affected through freezing, not so much that one not an expert could tell the difference; but there is a difference. On the other hand, the flavor of preserved fruits in tins, and tomatoes, is not appreciably affected by frost. A number of experiments with tomatoes did not discover any impairment of flavor, due to freezing.

However, the greatest trouble with the freezing of canned goods, is that the tins will sweat in thawing out, and the water lodging on the cans will cause the tins to rust, and also the labels to become soiled. If these goods are not carefully looked after, after thawing out, the rust will, in course of time, eat through the tins and permit air to get into the cans, thus spoiling the contents.

When Canned Goods are Frozen.

Another thing to remember is that when canned goods are frozen, they are usually bulged, but as soon as they are thawed out, the ends will snap back. Be sure, therefore, that your goods are not still frozen before condemning them as swells.

If, owing to lack of storage, canned goods are allowed to freeze it would be better to keep them frozen, rather than to thaw them out and freeze them again, as every time they thaw out, they are liable to accumulate rust. If the goods are not used until the spring, the cases should then be carefully overhauled and placed where they will dry out rapidly, otherwise there will surely be trouble.

Most packers are anxious to stand behind their goods, and if it can be shown to them that the trouble with any canned goods is through fault of their own, they are generally only too glad to have the difficulty remedied promptly.

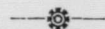
If grocers have goods that are not satisfactory, they should, in all cases, hold them subject to the instructions of the packer, as it is in the interests of everybody that the goods should be examined to ascertain exactly what the trouble is, and it is only by doing this that any defect in packing can be remedied.

Cause of a Leaky Can.

A swell or a leaky can is due most likely to an imperfection in the can, or an error in the time given to the processing. Once air gets into the can decay begins, just the same as the goods would

decay if left exposed in an open vessel. It should not, however, be concluded, that the packer has been putting decayed goods into the can. Goods put up by responsible manufacturers are packed properly.

As canned goods are an important and profitable part of a grocer's business, it is to his interests to look after them carefully so that customers may be impressed with their value as a wholesome and clean food.



SOME OPINIONS FROM READERS.

Mr. L. Galbraith, Harwich, Ont., writes as follows:

Please find enclosed postal note for above amount. Cannot do without The Canadian Grocer.

A Great Help.

The Canadian Grocer,
Toronto, Ont.

Dear Sirs,—It certainly is a pleasure to enclose order for The Canadian Grocer.

We find it a great help in our business and enjoy reading it very much.

We remain,

Yours very truly,
PORTER S. WHITE.

Peterboro, Ont.

Easily Worth the Price.

MacLean Publishing Co.,
Toronto, Ont.

Gentlemen,—Enclosed please find my cheque for four dollars in payment of my subscription to The Grocer, and also for one each of the Retail Advertising Books and 1,000 Ways and Schemes to Attract Trade.

I find The Grocer a great help in my business and think that it is easily worth the amount charged for same.

Yours truly,
Kelowna, B.C. K. F. OXLEY.

From the West Indies.

MacLean Publishing Co.,
Toronto, Ont.

Dear Sirs,—I beg to acknowledge receipt of yours of the 14th, inst., also statement of account for \$2. I regret the oversight in not responding to your former applications, and now have much pleasure in enclosing \$2 for one year's subscription as per B/P.

In response to how I like your paper, I must say that I find it very helpful and I think it is one of the best trade papers published, the information and hints contained therein being very useful to the merchant.

With best wishes, I beg to remain,
Yours faithfully,

Kingston, Jamaica.
E. D. KINKEAD.

Going After the Scale Inspection Act

Ontario Retail Grocers' Association Claim Government Should Bear the Cost—Also Want Garnishee Law Changed—Think Present Wage Exemption Too Great—New Members Coming In—Constitution Will Soon be Ready—Member Tells of Peculiar Method of Selling a Cleansing Article.

Hamilton, Sept. 25—(Special).—With the exception of two members, the entire executive of the Ontario Retail Grocers' Association met here last Wednesday night to resume the work already accomplished and plan for the future. President D. W. Clark, Toronto, was in the chair. The minutes of the last meeting were read by Secretary Wm. C. Miller, Toronto.

Among the important subjects that arose for discussion were the Scale Inspection Act and Garnishee Law. John Forth (Hamilton), as chairman of the committee on Legislation reported an interview with a Hamilton federal member of parliament on retailers paying for inspection of scales. He was informed that the government was not assessing the merchant for the money that was in it, and there was every probability, that, if the proper government authorities were approached, this matter might be satisfactorily adjusted.

The point of view of the retailer is that when his scale is inspected he must pay for that inspection whether the scale beforehand was correct or not. This he claims is unfair or as John Diprose (London) put it a "gross injustice." Scale inspection is in the interests of the general public and like almost every other similar inspection should be paid for by the government. Honest retailers want to give honest weight, but when they have to pay for something done by the government they naturally object.

The matter was referred to a committee composed of John Forth, D. W. Clark and Wm. C. Miller, who will arrange to have it brought before the proper authorities of the government. In the meantime every member of the association is urged to see the federal representative for his constituency to assist in attaining the object in view.

Want Wage Exemption Lowered.

The Garnishee Law was discussed at length and on motion of W. J. Mellen (Brantford), and Thos. Shaw (London), it was decided to apply for legislation to have the act amended so that the amount of exemption of wages collectable as a debt will be reduced from \$25 to \$10. It was suggested that in the event of not being able to arrange for this, that 50 per cent. of a man's weekly, semi-monthly or monthly earnings be collectable. The same committee as

above named will also look after this matter.

Getting in New Members.

The Ontario Association is going out strongly for new members and the different local associations will divide the work among them. The London members will endeavor to interest merchants in Thorndale, St. Thomas, Port Sauley, Mt. Bridges, Delaware, etc. The Hamilton body will go to Burlington, Oakville, Dundas, Grimsby, Niagara Falls, Welland and St. Catharines. Toronto members will look after Brampton, Newmarket, Aurora, Whitby, Oshawa, Port Hope, Cobourg, Peterboro and Lindsay. The Barrie and Allandale men have Collingwood and Orillia districts; the Woodstock members will try to get the interest of those in Ingersoll; Brantford those of Paris, etc.

J. D. Wisdom (Allandale) passed over the names of eight new members to Secretary Miller. The secretary has received letters from Steelton, Hamilton, Colborne, Barrie, Woodstock, Windsor and other places approving of the new organization and tendering assistance. The membership is expected to be a much larger one before the end of the year.

New Election of Officers.

D. W. Clark reported that the Papers of Incorporation had been granted by the Provincial Legislature. It is necessary that an election of officers be made not later than two months after receipt of the charter, so that, on motion, the present officers were formally elected.

J. A. McIntosh (Hamilton) has the drawing up of the constitution well under way and it will likely be submitted at the next meeting.

John Diprose pointed out that the charter of the association gave association members an opportunity to watch more carefully slow and good pay customers. If a customer of a London member, for instance, moved to Hamilton, information as to his standing could be exchanged between members of the association. This, he claimed, should prove to be a strong feature when all the machinery was in operation.

A Warning Issued to Grocers.

Under business "For the Good of the Order," Jas. Burns (Brantford) called attention to what he termed a "fake" scheme of certain parties to place on the

market a cheap and worthless line of goods for cleansing purposes.

Here is the method of the salesman: He calls at your store to say that some time ago a grocer in your town, usually one on a back street whom you do not know, ordered some five cases of the cleanser and the stuff was now at the station. But since it was sent, the credit rating of that particular grocer was looked up and found wanting. You are offered those five cases at a bargain, say 40 cents a dozen, whereas the original price was 95 cents—he wants to get the goods off his hands and hence the sacrifice sale. If you accept you sell them at 10 cents each and make a lot of money. They are then sent down to your store.

Mr. Burns claims that from his investigations the article is of little or no good and that it is being sold under false pretences. Usually, he said, some 20, 40, or 50 cases is unloaded in one town by this method. He warned the grocers to be on the lookout for this proposition.

The meeting was a very enthusiastic one and showed that the members of the Ontario Retail Grocers' Association were on the alert.



Following items are from The Grocer of September 30, 1892:

"The legality of the by-law passed by the city council of Victoria, B.C., exacting a license of \$50 from any retail dealer, as agent or otherwise, in goods furnished by parties outside the province, has been upheld by the Provincial Supreme Court."

"Scafe Bros., farmers near Ridgetown, Ont., have sold their season's crop of beans, 700 bushels at \$1.20 to Cochrane & Wilson.

Editor's Note.—This year farmers are likely to get a good deal more for their beans than 20 years ago. Around the \$2 mark is much more likely.

"Orders have been issued to the Toronto police to take the name of any peddler caught selling his wares on the street without a license."

Editor's Note.—Apparently retailers had trouble with the peddling community 20 years ago as well as to-day. After first of next year peddlers will not be allowed to call their wares on the street.

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THE WEST'S BIG PROBLEMS.

Of vital importance to the Canadian West, were the problems discussed at the ninth annual convention of the Associated Boards of Trade, of Western Canada. These will be observed in the report in this issue of the proceedings recorded by our special representative.

Probably the greatest question is that of transportation which includes facilities at terminal elevators, car congestion and delays in unloading cars. All these came up before a group of the West's business men and were thoroughly gone into. One resolution that carried, but not without opposition, advocated the erection of interior grain elevators where farmers could dispose of their grain as soon as threshed, and thus dispose of the troublesome problem of car congestion which so seriously retarded business a year ago.

As we have pointed out before, this appears to be about the only solution of the difficulty, and so far as present prospects are concerned, the question of railway congestion is by no means settled.

Merchants will be particularly interested in the resolution and discussion bearing on a more simple chattel mortgage act.

Other important matters that come under the notice of these Western men included immigration, questionable real estate deals, Bulk Sales Acts, unclean bank notes, single tax, etc., all of which should be studied by every member of the trade.

FLOUR AND CEREAL SITUATION.

A general waiting attitude has been adopted by dealers in regard to flour and cereals. They are buying mostly for immediate requirements feeling that when new crop wheat and oats begin to come forward in sufficient quantity prices will tend to easiness.

During the past week as intimated in our last issue, rolled oat prices were advanced 25 cents per barrel. Scarcity of spot oats of good milling quality has been responsible. Some mills doing an export trade have had to bring in U. S. oats and mill them in bond. The yield of oats in the Canadian West is, however, large, although rather late. It is felt that when new crop begins to come forward in appreciable quantities that prices will again ease.

The same opinion is expressed in regard to spring wheat flour. The world's wheat production this year is large and generally lower prices are in evidence. Canada is also going to have a good output from present indications, with the quality much better than last year. For this reason new crop flour is expected to be more reasonable, sales for future shipment having already been made at a considerable concession on present quotations.

If nothing turns up to mar the situation, it looks as if we would have lower prices on both new crop flour and cereals. Time of adjustment will depend on the rapidity of deliveries. So far the new grain has been coming forward rather tardily.

EGG PRICES EXPLAINED.

At the present time in many sections of the Dominion there is a considerable difference between the prices being paid for eggs in the country and those existing in the city. The country merchant looks at the price being asked in the city and wonders why he does not get somewhere near that price. The city merchant in turn wonders why he cannot buy eggs at the price ruling in the country. Naturally they seek an explanation.

In the first place it must be borne in mind that it costs something to transfer the eggs to the city; there are broken ones to be allowed for, and the wholesaler and commission man must have his profit. In addition to this there is the loss through bad eggs and this appears to be an important item, which lures up much larger sometimes than others.

Just at the present time, wholesalers are making strenuous complaints in regard to the large shrinkage. Some particularly bad instances are cited. The damp weather which has been general has proved exceedingly detrimental to the quality of eggs. Then again, it is declared that shippers sometimes hold eggs too long in hopes of better prices and when they reach market, they are not fresh. Naturally this affects the demand.

It is, however, stated by some wholesale houses that on the whole the shrinkage has not been as large this summer as last. Probably merchants and farmers are taking more care in handling their eggs. If this would become more general it would do much to reduce the range between country and city prices.

PURCHASE RELIABLE GOODS.

According to advices received from different quarters by The Grocer, there is a new line of goods being placed on the market whose merits should be looked into before an order is given. The method used to introduce it in the grocery stores is somewhat out of the ordinary. The salesman's reason for giving the dealer a bargain is rather ingenious and may be noted fully in connection with the report of the executive meeting of the Ontario Retail Grocers' Association on another page of this issue.

As one grocer states there, the new line is sold at a low price because a certain dealer in the town, who had previously purchased, was not sufficiently strong financially, and the goods were now on the agent's hands.

Grocer readers should be on the look-out for this method of selling. While the agent is gone to bring the goods from the station, they might carry on a little investigation and be prepared to present him with the facts, if his story is not true. In any event the merits of the goods should first be decided upon if the salesman or the firm with which he is employed, is not known to be reliable.

INSURANCE ON NEW STOCK.

Just at this time of year, the majority of grocers are laying in big stocks of canned goods. The quantity depends on the size of the business, but there are no doubt many who have supplemented their stocks from \$600 to \$1,000 and more.

The question of fire insurance should naturally be considered by the retailer whenever such a large addition is made to the stock at one time. To carry insurance for six months would cost the dealer probably only about 35 cents a hundred dollars which, on \$1,000 would only figure a premium of about \$3.50. This is small compared to the worry incidental to not having the insurance on and in case of fire disposes of any loss whatever in laying in the extra stock.

The fall and winter season is now in view and as this is the time of year when most fires occur, dealers would do well to look to their risks without delay.



SUGAR BECOMING MORE PROFITABLE.

The Grocer was glad to hear the statement of a retail dealer the other day, that the trade this year, in general, has been making a fairly good profit on sugar and at the same time selling a lot of it.

The reason for the splendid sale is attributed to the abundance of late fruits and particularly peaches. The early fruits, such as strawberries and raspberries were disappointing to the retailer, owing to the high prices. Those who had given orders for sealer stocks found considerable quantities on hand until the peach and plum season arrived. But since then there has been such a big call for sealers and rings that many have been sold out.

All this has had the effect of boosting sugar sales. Dealers have been realizing more and more the importance of getting a good margin on sugar and are selling it at a profit, whereas a few years ago there was such cutting going on in every town and city that few could get a margin above total cost. This is a bright sign, and it is a pleasure to herald its coming.



INFORMATION MEANS MONEY.

Readers of this paper should remember that our Letter Box service is always open to them. That this sometimes proves of value, is evidenced by the following quotation from a letter recently received:—

“We saved the price of your paper out of one question asked you last month.

This was from a Sarnia, Ont., dealer, who asked for the Canadian representative of a particular relish. The information was in our possession and was passed on to the enquirer who says he made the price of the subscription out of it.

Our Letter Box is open to all our readers. There is probably some information you may be in need of in connection with your business. If so, let us know.



LOOK TO COLLECTIONS.

This is the time for the grocer and general merchant who runs a credit business to institute a campaign to turn the accounts on his books into actual cash.

During the year many dealers have extended considerable credit to customers and it now lies upon their books. In the case of a merchant who has been in business for

some time, there are likely to be many accounts which extend back even further than a year and with these it is even more desirable that they be collected.

The country is now in an exceedingly prosperous condition, probably more prosperous than for many years. Crops this year have in general been good and in many districts they have attained a record mark. They have now, in majority of cases, been harvested and the farmers are turning the fruits of the season's labors into cash and should be well fitted financially. It is probably no exaggeration to assert that there is more money in the country than ever before. For this reason if customers are ever to be in a position to clear off their indebtedness, now is undoubtedly the time.



EDITORIAL NOTES.

Life now is pretty nearly one wet day after another.

• • •

A sale made by an interior display costs little energy.

• • •

The time of year has arrived when provisions can be shown to advantage in the window.

• • •

When every grocer insists on selling sugar at a profit above total cost, the millenium will surely be here.

• • •

With lower prices expected on both flour and cereals this fall, the cost of living should be somewhat reduced.

• • •

“Sugar, sealers, rubber rings.” How would it do to say this every time a customer purchases peaches or other fruit?

• • •

The fact that peaches are plentiful this year has nothing to do whatever with the large number of September weddings.

• • •

The West is a big buyer of Eastern butter, and even if this condition of affairs does help prices, it is a healthy sign and means much to the country as a whole.

• • •

There is a fortune awaiting the man who can find some practical use for the bad egg. Apart from the pelting of politicians, strike breakers, etc., there seems to be little use for them.

• • •

The abundance of peaches this year is responsible for moving out a considerable quantity of fruit sealers. This suggests to the dealer to always mention sealers when peaches or other fruits are purchased.

• • •

The Fall Campaign Number of The Canadian Grocer will be a most practical issue replete with illustrations of some of Canada's finest store and window displays. The date of issue is October 11.

• • •

The Associated Boards of Trade of Western Canada passed a resolution against unclean bank notes. While those who condemned their circulation are undoubtedly right, nevertheless the majority of us would be inclined to give a bunch of them an honorary place in an inside pocket.

Western Business Problems Discussed

Associated Boards of Trade of Western Canada Hold Ninth Annual Convention at Moose Jaw—Transportation, Elevator, Freight Congestion, Legislation and Immigration Questions Among Most Important—M. Isbister of Saskatoon the New President—Next Convention Goes to Winnipeg.

Special Staff Correspondence.

Moose Jaw, Sask., Sept. 25.—The convention of the Associated Board of Trade of Western Canada met in Moose Jaw on Wednesday morning, September 18th. After appointing the Credential Committee the meeting was adjourned until 2 o'clock in the afternoon. The following gentlemen were appointed on the Credential Committee: R. Patton, Moose Jaw; Mr. Wood, Swift Current; C. H. Webster, secretary of the association; F. M. Sclanders, Saskatoon.

At 2 p.m. it was found that a satisfactory number had come to discuss the resolutions which were prepared for the consideration of the convention and from the first enthusiasm was running strong and it was evident that the Ninth Annual Convention of the Boards of Trade was going to be as interesting, if not more so, than any previous convention.

Sharing in Real Estate Profits.

President William Georgeson, wholesale grocer, of Calgary, Alta., occupied the chair and gave the opportunity to Mayor Maybery to present an address of welcome. Mayor Maybery referred especially to some of the resolutions to be brought before the convention, particularly those pertaining to real estate propositions. He welcomed the delegates in the hope that in the discussion of this vital question some legislation might be adopted to remedy prevalent existing evils. He suggested that the public should reap more benefit which accrued in real estate development. Some say that Lloyd George has the right idea of taxation but Mr. Mayberry thought that some better method might be adopted in this country. In his opinion the cities should be allowed to take one-half over the increase of ten per cent. advancement in real estate and he went on to show how this would tend to equalize the profits among the citizens.

In reply to the address of welcome President Georgeson stated that Mayor Mayberry had referred to a resolution which they had discussed previously and which they found to be one of the hardest nuts to crack. In his opinion individuals should be restricted from putting on subdivision properties outside the city.

Single Tax Idea in Calgary.

Regarding taxation, the single tax idea is growing and in Calgary taxation

is reduced to twenty-five per cent of the value. Two years ago in Calgary taxation was the full value. Last year the taxation was reduced to twenty per cent. on buildings and ten per cent. on land values and next year Calgary hopes that taxation on improvements will be wiped out altogether. Mr. Georgeson frankly stated that in his opinion the real estate men were not of much value to the community.

E. D. Martin, of Winnipeg, often wondered if some of those who went through



M. ISBISTER, SASKATOON,

The newly elected President of the Associated Boards of Trade of Western Canada. Mr. Isbister is a hardware merchant in Saskatoon.

the periods of depression in real estate values would get their money back if single tax was introduced. This remark was more or less put forth as humor but it impressed those present as being significant towards the bringing in of a better taxation era.

Mayor Maybery remarked that he did not come to advocate single taxation but only to suggest that there should be some remedy to the present system of real estate transactions.

President Georgeson then passed on to discuss the report of the Resolution Committee. This committee consisted of the following: President Georgeson, M. Isbister, Saskatoon; Richard Loney, Moose Jaw, and Charles H. Webster, Calgary.

Only One Resolution Cancelled.

The Resolution Committee reported that all of the fifteen resolutions submitted in printed form to the convention had been allowed to stand with the exception of resolution No. 6, namely Provincial Control of Irrigation. This resolution was allowed to drop on account of steps having been taken in this matter of control since the resolution was printed.

The Resolution Committee's report was adopted.

The President's Address.

President Georgeson then gave the annual address from the chair. He said in part:—

"As your retiring president I desire to touch upon some of the more important subjects with which we have had to deal during the past year, and to make a few suggestions regarding what we should do in the future.

"Permit me at the outset to thank the members of this association for the honor they have done me in electing me to its highest office. The presidency of the Associated Boards of Trade is an honor to which every business man in this great West should aspire. It must be borne in mind that it takes years of earnest effort before an organization of this character can reach a high degree of efficiency, and, while we have accomplished much in the past, there is still much more to be done in the future.

What Has Been Accomplished.

"A glance at the summary of what has been done by this association shows that 168 resolutions have been passed. These have been submitted to the governments concerned and in many cases have produced a good effect. It is true that at all times we have not had as prompt attention as we might have had, but, in view of the fact that the work of this organization represents the matured views of the best business minds in Western Canada, it must eventually have a marked effect on the legislation of all the Western Provinces."

The president here referred to the death of the secretary Mr. Hall, and the temporary appointment of Mr. Webster, who had sacrificed a good deal in accepting. He urged that a permanent secretary be appointed.

Reference to Panama Canal.

"Some months ago, the Industrial Bureau of Calgary and the Calgary Board of Trade issued a call for a convention in Calgary, the purpose of which was claimed to be to take advantage of the opportunities to be offered by the opening of the Panama Canal. I opposed this action on the ground:

1st. That it was the natural business of the Associated Boards of Trade, and

2nd. That taking advantages of these opportunities meant nothing unless it involved reduction in freight rates from the coast to interior points, and the proper place to make the fight was before the Railway Commission.

"I submitted my views to the members of this association leaving it to them to take individual action if they so desired. The convention was held, but produced no results.

Interior Storage Elevators.

"Many important resolutions will be dealt with by the Resolution Committee, before being submitted to this convention, and should furnish material for some very interesting discussions. Two of them deal with the handling of grain at the lake ports and at the Pacific coast, and one suggests a remedy for car shortage through the medium of interior storage elevators. Others embrace:—

Government regulation of subdivisions.

The employment of freight rate experts.

Industrial education.

International railway commission.

Establishment of grain inspection districts.

Provincial control of irrigation.

Workmen's compensation act.

Unclean bank notes.

Extension Dominion immigration policy.

Provincial employment bureaus.

Simple chattel mortgage act.

"There are other matters that might well be taken up at later meetings of this organization. It is time we considered some questions as uniformity of commercial law; more promptness in handling legal work in our courts, and some means of more effectively dealing with insolvent estates.

"We must soon too give consideration to what can be done to advance manufacturing interests in the West. There should at least be better rates for raw material. I could go on to no end, discussing what we might do for the bettering of our conditions. This much I can repeat in closing that there is a great work for the association to do, and I do hope our deliberation will be fruitful of good results."

The Secretary's Report.

Secretary-Treasurer Webster was then called upon to submit his report as follows:—

"To the President and Members,

"Gentlemen,—I have the honor to present herewith the Ninth Annual Report of this Association, including the financial statement.

"The statement shows a balance on hand of \$86.74. In addition to this there are outstanding debts for publishing the annual report, bulletins No. 4 and 5, and the pamphlets containing resolutions amounting to \$249.25, or approximately \$2.50. This does not include any balance due your secretary for traveling ex-



WM. GEORGESON, CALGARY.

The retiring President who took a prominent part in the Board's deliberations. He is in the wholesale grocery business.

penses or any remuneration whatever for secretarial services.

"The sudden demise of your late secretary, John T. Hall, referred to in the president's address, made it rather difficult for your secretary to take over the work, as there was no person with whom he could consult regarding the present conditions of finances or follow-up work. However, I am glad to be able to show a complete financial statement, dating from the time of the last convention, which sets forth the moneys received by the late Mr. Hall and the disbursement of same by him. Apparently, he received no salary after the month of February, 1911.

Reason for Delay in Convention.

"At this point I would take advantage of the opportunity of explaining why this convention is being held in the month of September instead of at the regular time during the fore part of June.

"No doubt you are all aware of the fact that the Winnipeg Industrial Bureau had planned rather an extensive trip of Western Canada Business Men to cover a large portion of the British Isles, and visiting many of the industrial centres of England. It was the intention of a number of our members to take advantage of this opportunity, and among this number was our president, Mr. Georgeson. This naturally would have caused a shortage in attendance at the convention, and, in order to practically assure the attendance of these gentlemen it was decided by the Executive Committee to postpone the meeting until autumn.

"It is hardly necessary for me, at this time, to deal extensively with the follow-up work in connection with the resolutions that were passed at the Eighth Annual Convention, as these are dealt with extensively in the bulletins No. 4 and 5, copies of which were forwarded to all the Boards of Trade in Western Canada. However, there were a few that failed to receive definite attention, and I would submit the names of these, with the respectful suggestion that they be again dealt with by this convention, for the purpose of considering the advisability of having them again brought before the people for whom they were originally intended:— Freight rates on coal, traffic, facilities on railway bridges, good roads, Hudson Bay Railway, fire insurance commissioner, game preserve on eastern slope of Rockies, Government supervision on new town sites.

Telegraph Tolls.

"Resolution No. 153 having reference to public investigation regarding telegraph tolls. The question has been before the Board of Railway Commissioners for some time and as it was dealt with at their sitting in Winnipeg the association kindly asked the Winnipeg Board of Trade to look after the matter as they were instrumental in bringing the resolution in and have taken considerable action in that connection.

"Resolution No. 155, Bulk Sales Act. This resolution has been passed by the convention a number of times, and the Act is at present in force in British Columbia, Saskatchewan, Manitoba, and Ontario. (Editorial Note.—This Act has not yet been passed in Ontario, and possibly other provinces. However, we have not, as yet, met with success in securing the enactment of similar legislation by the Alberta Legislature. The last communication received from the Premier of Alberta reads as follows:—

Edmonton, May 27th, 1912.

Chas. H. Webster,

Secretary Associated Boards of Trade,
Calgary.

"Dear Sir,—The Bulk Sales Act is a

matter that requires legislation and will be dealt with at the proper time.

(Signed.) Yours very truly,
ARTHUR L. SIFTON,
Premier of Alberta.

For Fish Protection.

Resolution No. 157, Establishment of fish hatcheries at different points and an enactment of laws for the better protection of fish." In connection with this resolution the secretary read from bulletin No. 4 a letter received from the Hon. J. D. Hazen.

Bulk Sales Act.

"Referring again to the Bulk Sales Act, I am informed that the Calgary Board of Trade, who originally brought in this resolution, have asked to have it re-introduced so that certain points which they have in mind may be brought up for discussion. This matter, I have respectfully referred to the Committee on Resolutions.

In closing, I beg to express my sincere appreciation for the co-operation I have received at all times from the members of the association, the Executive Committee and more particularly our retiring president, Mr. Wm. Georgeson of Calgary, who, in spite of the well-known fact that he is a busy man, has, whenever required, willingly given his services for the furtherance of the work of the association."

The New Officers.

The election of officers followed. It was moved by R. J. Hutchings, Calgary, and seconded by Mr. Porter, Calgary, that M. Isbister, Saskatoon, be elected president for the ensuing year. As there were no further nominations the chief declared Mr. Isbister elected. In taking the chair Mr. Isbister thanked those present for the honor as it was one of the greatest honors that could be bestowed on any business man to be at the head of such an influential body.

As First Vice-President, Richard Loney of Moose Jaw was the sole party nominated and was declared elected.

For Second Vice-President E. D. Martin, Winnipeg, was elected by acclamation.

For Third Vice-President E. A. Dagg of Calgary was elected by acclamation, Mr. Wells, Regina, and ex-Mayor Fleming withdrawing. For Fourth Vice-President A. A. Wilson, Fort William, was re-elected, and the appointment of secretary-treasurer was left to the executive.

Terminal Elevator Problem.

Resolution No. 1, re "Terminal Elevators at Head of Lake," was then discussed. In consideration of certain existing conditions the resolution urged:

That the Western Associated Boards of Trade, in convention assembled, petition the Dominion Government to promptly enact legislation as will enable the Government to erect such terminal elevators at the head of the lakes, as will provide ample accommodation for storage, cleaning and drying facilities, conducive to the taking care of the grain commerce of Western Canada, allowing of safe and sure transmission to tide water during the season of navigation, and to permit of storage facilities at the head of the Canadian Great Lakes during the winter months."

The Matter Held Over.

In discussing this resolution, Mr. Loney, Moose Jaw, on behalf of the Fort William Board of Trade, made some contentions in its favor but admitted that he had not the latest information. J. T. Sweeting, who was a casual visitor from the C. P. R. Industrial Department stated that he believed the Dominion Government should arrange greater facilities for



RICHARD LONEY, MOOSE JAW,
Who was chosen First Vice-President for the coming year.

the construction of terminal elevators at Fort William and that plans were already submitted for a cleaning and drying plant at the head of the lakes also. It was agreed that no resolution should pass without the latest facts at hand and the resolution was, therefore, left over until next year.

Grain Inspection Districts.

In connection with the establishment of Grain Inspection Districts, the resolution suggested that

"The Associated Board of Trade of Western Canada urge the Dominion Government and the Board of Grain Commissioners to create sub-divisions or sub-districts for the inspection of grain at such grain centres as are best situated or located for the purpose."

This resolution did not call for any discussion and it was decided unanimously to leave it over until next year.

Information on Freight Rates.

Resolution No. 4. "Freight Rate Experts" read as follows:

"WHEREAS the public of Western Canada have experienced considerable difficulty from time to time in obtaining correct information as to freight rates from the agents of the different railway companies at various points, and whereas at the present time if any dispute arises the shipper has no adequate redress.

"THEREFORE, be it resolved that the Governments of the different provinces of Western Canada be requested to appoint freight experts for each of the said provinces, whose duty shall be to familiarize themselves with the freight tariffs of the different railway companies which operate in their particular province, and to render what assistance they can towards settling any dispute which may arise between the different shippers and the railway companies."

The sponsors of this were Messrs. Loney and Crichton, Moose Jaw.

Mr. Loney stated that as no results had accrued from former discussions it was thought that it was better to reconsider it and press the matter once more.

Mr. Wells, Regina, stated that the need of freight rate experts had been discussed fully at Regina and that Regina Board had waited upon the premier of the province who agreed to consider it, but as yet nothing had been done. He thought it was a matter that the Boards of Trade of each province should handle, rather than the Boards as a whole. Ex-Mayor Fleming, Brandon, said that the officer should be from the Board of Trade from the city which had the complaint as he thought that would be the only way the various complaints could be remedied.

President Isbister drew the attention of the delegates to the fact that there was no Associated Board of Trade for the provinces, and that the matter, therefore, could not be handled by Provincial Associated Boards of Trade.

Information That Was Needed.

Mr. Georgeson contended that no harm could come from passing the resolution. The proposition was one that no individual body could cope with. We need some more information, he said, and this expert whoever he may be, or however he may be appointed could get the required information and data. The Government expert could secure such information as the rates per tonnage per mile, such as the Board of Trade could not do. It was a difficult question and required a knowledge of existing conditions and he thought it was necessary to have an expert's assistance. The resolution was carried.

Paper on Transportation Problems.

Chairman Isbister then called upon Superintendent Taylor of the C. P. R. Transportation Department to read a paper on transportation. He pointed out that west of the Great Lakes there were 109,000 men employed on the railways representing at least 350,000 people. The chief cause of congestion was the blocking up of terminal facilities. When

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they are kept free from congestion traffic flows freely.

"There are certain conditions," he said, "causing congestion which are practically beyond the power of the railway to prevent, but the most prolific cause of congestion is the delay in the unloading of cars after reaching destination. It may appear to the public that the railway companies have been laying undue stress on this feature, but experience has proven that it is absolutely warranted. For instance, he cited, at one of the cities of the west there are at the present time 64 cars on hand which have been waiting unloading 815 days, or an average per car of 12 days,

A Selfish Viewpoint.

"In a great many cases where consignees have not given the matter close consideration, they are apparently under the impression that when they pay a \$1 per day demurrage that their responsibility for any car shortage or congestion of terminals ends. This is, of course, a rather selfish view to take of the matter.

"To show that the railway companies have endeavored to keep abreast of the development of the country," continued Mr. Taylor, "it might interest you to know the progress our own company, the Canadian Pacific, has made during the past few years, in providing additional facilities and equipment, taking Sept. 1907 and 1912 for purposes of comparison. As to freight cars, there were west of the lakes on the latter date 41,000 cars, as against 22,410 in 1907, or an increase of 83 per cent. With respect to locomotives we had this year 945 road engines and 132 switch engines as against 623 and 59 in 1907."

Places Some Blame on Railways.

F. M. Selanders raised a dissenting voice regarding Mr. Taylor's paper. He contended that in Saskatoon the Board of Trade had examined into the Transportation Problem and had found that the railway companies had seriously handicapped business by not delivering goods and according to Mr. Taylor the responsibility was placed almost entirely upon wholesalers and merchants in not unloading cars. He believed that the responsibility rested as much with the railway companies as with the consignees.

Mr. Georgeson stated that there was congestion in the warehouses and it is possible that merchants were unable to empty the cars as quickly as they would like and consequently they allowed demurrage charges to accrue, if their warehouses were filled. In so far as the public was responsible and not the railways he contended that the public should seek to apply the remedy in so far as it could.

E. D. Martin, Winnipeg, stated there was a great need of warehouse facilities

and either the cities or the railway companies should provide necessary warehouse facilities in order that the cars might be free for other purposes.

West Developing Rapidly.

It was brought out that the the difficulty lay in the rapid development of the West, and as soon as the railway companies and consignees alike did their best to keep the rolling stock moving, the situation would be greatly relieved.

the several Governments of the western provinces in the direction of the promotion of industrial and technical education for the following reasons:

"First—To provide men and women capable of meeting modern demands of manufacture, and thus to enable Western Canada to take its place in providing for our home requirements and also to meet the necessities of the outside world, thus to conserve the many by-products of the Western country already largely going to waste.

"Second—To provide training under modern conditions for specialized manufactures which will be equivalent to the training which used to be given by systems of apprenticeship.

"Third—To give boys and girls a broad familiarity with the industrial processes



E. D. MARTIN, WINNIPEG.
Elected Second Vice-President at the convention. He is a wholesale druggist in Winnipeg.

The matter of the city providing its own warehouse facilities had been discussed at previous conventions, but nothing had resulted from it, owing, no doubt to lack of proper following-up system. There was no doubt in the minds of the delegates that such a remedy would greatly eliminate the grievance.

Industrial Education.

Resolution No. 5, "Industrial Education," submitted by E. J. Chewwin, Moose Jaw, seconded by Mr. Crichton, Moose Jaw, read as follows:—

"BE IT RESOLVED that this Convention of Associated Boards of Trade realizing the importance of a very decided advancement in the educational methods of this Western country and to that end is desirous of petitioning

which will open to them a wide range of useful employments.

"Fourth—To adapt public education to the real needs of the youth of Western Canada, nine-tenths of whom take up, directly or indirectly, industrial careers.

"Fifth—To collect and study facts of industrial education to provide for the discussion of methods, to publish information, and to spread the resolutions of successful experience in the field.

"Sixth—To aid local authorities and organizations in their endeavors to introduce organization effecting education for the provinces or communities, and working through committees or in other ways to furnish plans and other suggestions for such work.

"Seventh—To aid in bringing about Provincial legislation in those provinces that have not yet made adequate provision for industrial education."

The object of this resolution as outlined by Mr. Chegwin was that primary principles should be dealt with in our educational system.

Joint Railway Commission.

Resolution No. 7, was on "International Joint Railway Commission." This resolution came from the Regina Board of Trade and reads as follows:

"WHEREAS business conditions exist throughout Western Canada making it an absolute necessity to import and export merchandise of various kinds direct from and to the United States points, and,

"WHEREAS neither the Canadian Railway Commission of Canada have authority governing rates in the United States, nor the Inter-state Commerce Commission authority governing rates in the Dominion of Canada; and,

"WHEREAS matters of through rates are at present adjusted almost exclusively by the transportation companies connecting with each other at the international boundary and the rates thus adjusted having to be approved by the Inter-state Commerce Commission and the Canadian Railway Commission often entailing tedious delays to the detriment of business interests; and,

"WHEREAS by reason of the fact that the transportation companies are frequently unable to arrive at an adjustment of through rates and thereby imposing upon shippers the necessity of paying two local rates made up from the original point of shipment to the international boundary and from the international boundary to destination, thus not applying the principle of the long through haul;

"THEREFORE BE IT RESOLVED that this Board memorialize the Dominion Government to continue negotiations with the Government of the United States with the object of creating a joint commission vested with the necessary powers to regulate and control railway freights in international traffic."

"It was moved and seconded by Mr. Wells and Mr. McDonald and carried.

Outside Subdivisions Condemned.

Resolution No. 3 was changed somewhat to read as follows:

"THEREFORE BE IT RESOLVED that this Association place on record its sharpest condemnation of all attempts to mislead the people of Eastern Canada and the Old Country by parties having worthless subdivisions to exploit, and warn prospective purchasers to investigate fully all such propositions before investing, and would also memorialize the different Provincial Governments to give consideration to this problem with a view to taking steps as may be within their power to remedy the evil."

This resolution was moved by W. E. Knowles, Moose Jaw; it found hearty support and was unanimously carried.

Facilities For Grain Handling.

Resolution No. 8. "Development of Western Routes, reads as follows:

"WHEREAS the grain crop of the Western Provinces is increasing at such a rapid rate that the facilities for eastern shipment are totally inadequate to properly and expeditiously forward it to the ultimate markets; and,

"WHEREAS the development of western routes would relieve the congestion by providing an outlet which is open at all seasons of the year,

"THEREFORE BE IT RESOLVED that the Associated Boards of Trade of Western Canada urge upon the Dominion Government and the Governments of the Provinces west of the Great Lakes, the urgent necessity of developing these routes at the earliest possible moment, and of providing proper facilities for the handling of grain at western terminal points."

Mr. Hunter, Regina, who introduced this resolution stated it was a well known fact that there was congestion in transportation and he did not believe the Hudson Bay Railway or the Grand Trunk Pacific would relieve the situation. He believed early action in the matter was necessary since it took a long time to get the necessary facilities.

In seconding the resolution Mr. Wells stated briefly, "We cannot get too many routes in moving our grain as the facilities and grain proposition is very urgent." The resolution carried.

Pacific Coast Facilities.

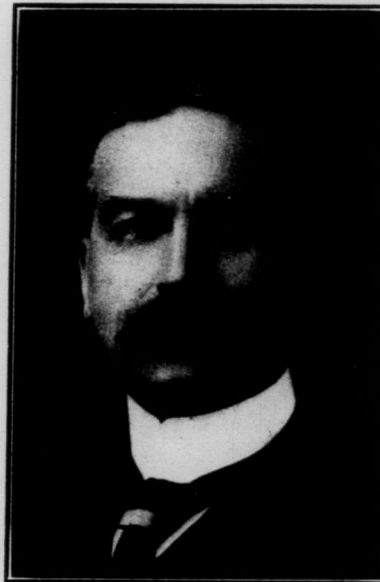
Resolution No. 9. "Government Elevators and Terminal Facilities at Pacific Coast," read as follows:

"WHEREAS, with the completion of new railroads with easier grades, to the Pacific Coast, and the opening of the Panama Canal, an enormous traffic will flow to and from the prairies via the Pacific ports; and,

"WHEREAS, with the enormous volume of business a saving in the cost of transportation will mean a great gain to producers and consumers of the Western Provinces; and,

"WHEREAS, such costs of transportation touch directly the interests of every citizen of British Columbia, Alberta, Saskatchewan and Manitoba,

"BE IT RESOLVED, that this Associated Board of Trade considers the providing of terminal facilities on the Pacific Coast a question of national importance, and that the Dominion Government be urged to proceed at



E. A. DAGG, CALGARY,

Elected Third Vice-President of the Associated Boards. He is President of the Calgary Board of Trade.

once to provide elevators, wharves, and all terminals, to be owned and operated for the benefit of the people, by the Dominion Government."

Mr. Davidson, Red Deer, submitted this resolution and it was along the same line as suggested in resolution No. 8, Development of Western Routes.

According to the announcement by the railroad, the grades on the Grand Trunk Pacific and the Canadian Northern were good for transportation and there will, no doubt, be heavy transportation to the coast via Yellow Head Pass.

R. J. Hutchings, Calgary, seconded the resolution which carried unanimously.

Resolution No. 10, referring to the "Workmen's Compensation Act," was withdrawn owing to the absence of its author.

Unclean Bank Notes.

Resolution No. 11, relating to "Unclean Bank Notes," was moved by F. M.

Selanders, Saskatoon, and seconded by Mr. Porter, of Calgary. He pointed out that apart from the unpleasantness in handling dirty bank notes, the health of the people was liable to be impaired. The Dominion Government will be urged to investigate this matter at once.

In the United States they sterilize bank notes by a secret process, and Mr. Selanders had been in communication with the inventor of the process and he found that the cleaning system could be supplied to all banks at very low cost. The resolution was carried without further discussion.

Resolution No. 12, on the "Extension of Dominion Immigration Policy," was as follows:

"WHEREAS under the present immigration policy of the Dominion Government, the efforts of its Department and the benefit of immigration halls and other facilities extend only to homesteaders, and not to tradesmen, laborers and others now so indispensable to the general development of Western centres; and

"WHEREAS the policy aforesaid was doubtless advisable in former years when—prior to the advent of important and rapidly growing cities in the West—the settlement of the land was properly the first consideration; and

"WHEREAS homesteading lands throughout the Prairie Provinces are now in a great measure absorbed, so that the number of actual homesteaders to be handled to-day is trifling in comparison with that of tradesmen and other laborers coming in, and who, as is generally recognized, are so urgently required for the development of our towns and cities; and,

"WHEREAS, in view of the altered conditions of these times, it would seem that the existing immigration policy of the Dominion Government, had largely outlived its day and generation, and ought now to be revised and reconstructed,

"THEREFORE BE IT RESOLVED that this Convention of the Associated Boards of Trade of Western Canada, do request the Dominion Government to amend its present immigration policy so that in future it shall extend to homesteaders, agricultural labor, and also to such other classes of laborers as are now or may hereafter be in general demand throughout Western towns and cities; and further, that arrangements be immediately made whereby ample, suitable accommodation for a reasonable period shall be provided for such new comers, and placed under the supervision of an adequate qualified staff of Dominion Government immigration officials."

This resolution was comprehensive and aimed at the taking care of a wider class of immigrants than simply laborers and that all classes might make use of the Immigration Staff for its information and accommodation.

The mover pointed out that in every town placards were posted up calling for laborers and in many places farmers were not able to get help. He thought that the immigration system should come to the relief of farmers in this particular and thus widen the scope of immigration system.

The Imperial Home Reunion which was established in a few cities was the thin edge of the wedge for the Government to advance further its work in regard to new comers. The resolution was carried.

Interior Storage Elevators Wanted.

Resolution No. 13, on "Interior Storage Elevators," read as follows:

"WHEREAS under existing conditions there is every year a great congestion in the han-

ding and shipping of grain from the Western Provinces to the head of the lakes, and continued and aggravated shortage of cars and motive power; and

"WHEREAS the handling of grain from the Western Provinces to the head of the Great Lakes involves long hauls of both grain cars and motive power, thereby producing a minimum of service,

"RESOLVED that it be urged upon both the Provincial and Dominion Governments that they establish interior storage elevators at convenient points at short distances apart, so that grain can be taken from the field to such interior elevators, thereby increasing the service of the existing equipment."

In moving the resolution Mr. George-son, of Calgary, admitted that the reme-



A. A. WILSON, FORT WILLIAM, ONT.,
Fourth Vice-President of the Associated
Boards for 1912-13.

dy of interior storage elevators might not be the exact one as he was only aware that there was an evil and he believed everybody was trying to find the solution and overcome it. He believed that the railway companies were criticised too severely, and if the public could do anything to overcome the congestion or car shortage and agitate for lower freight rates they were obliged to do so. It was a great commercial loss he maintained when the farmer had no barns. The farmers were a generation behind the times as it takes a generation to educate them up to providing themselves with proper storage facilities. If the farmers had barns of their own there would not be such a great loss in the West of grain, but it might not be a solution to the present problem if the farmers had to sell their grain and place it somewhere in order to get their money.

"If elevators were placed throughout this country two hundred miles apart so the farmer could place his grain and get his certificate for it, and therefore get his money, it would be a great help to the country," he said.

"The only party who objected to the interior elevator system seemed to be the grain merchants, but these same grain

merchants did not make any effort to relieve the situation and give the farmer his money, and thereby better conditions all around." The resolution was seconded by Mr. Porter, Calgary.

Little Relief in Sight.

In speaking to the resolution, Mr. Mel-lis, Humbolt, Saskatchewan, stated that the town of Humbolt was very much interested in the question of interior elevators and raised the question as the crux of the situation. He pointed out that the railways were much in need of labor and extension of construction and in that case he was of opinion that the railways could not give relief to the farmer for some time and to establish interior elevators would strike at the root of the congestion problem. If elevators were established the grain inspection by the expert from the Province could be easily carried out and it was the only remedy apparent which would give immediate relief and that was what the West wanted.

R. J. Hutchings, Calgary, pointed out that the additional expense in handling the grain would cut down the price to the farmer 3c, and he believed that, therefore, the farmers themselves would have objection to the interior elevators, and if interior elevators were established the farmers possibly would not use the elevators but would ship direct.

Might Delay Shipping Progress.

Mr. Hunter, of Regina, who previously brought in a resolution regarding terminal facilities at the Pacific Coast, stated that interior elevators would only delay the progress of shipping the grain out of the country and it would take a lot of money to finance the proposition, both in the construction of the elevators and also to advance the money to the farmers. He was of opinion that the trouble lay more in the terminal facilities than in car shortage. At one time last fall there were seven miles of cars of grain lying on the tracks between Winnipeg and Fort William and the Fort William elevators were blocked and to open facilities to the West would greatly relieve this situation.

There was trouble also in the Manitoba Grain Act, where Manitoba farmers were allowed to hold up the rolling stock.

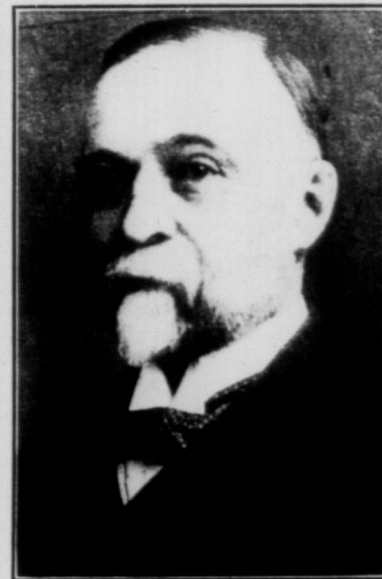
Optional With the Farmer.

At this juncture the chairman called upon A. F. Mantle, Deputy Minister of Agriculture, of Saskatchewan, to discuss the question of interior elevators to the convention. Mr. Mantle stated in part: "Having interior elevators built, it would be a question of having them used and that rested with the farmer himself. He would ship to the interior elevator or to the terminal elevator, according to the price which he received for his grain, and if he got 3c less at the interior elevator

he would not be inclined to use it. The elevators at the coast and the other terminal points could be built as speedily as interior elevators every two hundred miles throughout the Western Plains. We should get a low rate such as we got last year to ship via Duluth. There were fifteen million bushels of wheat shipped via Duluth last year and through the reduced rates the country saved two million dollars.

"One way in which the matter could be overcome to some extent would be the securing of cheap flour industrial sites so that flour could be milled in different parts of the country and bran and shorts of the grain retained for stock raising. Such phases as these were bound to come but the country was not yet ready for them and the time would come when more flour would be sent out than wheat he believed."

Hugh McKeller, of Moose Jaw, who had made a long study of the question was in favor of interior elevators and gave a graphic description of conditions, stating that many farmers throughout the West last year would have been glad to have put in their grain at 3c less in order to get something for it rather than haul it home again without any money. The interior elevator system he said would bring mills to the country. At



C. N. BELL, WINNIPEG.
Mr. Bell is Secretary of the Winnipeg Board
of Trade.

the present time the grain was marketed, insured and taken care of at Fort William, Owen Sound and Saint John, and there was no reason why the same thing could not be done at the various interior elevators throughout the country. The farmers would get a graded certificate and all he would need to do would be to present that at the bank and they would advance him money. At the present time the banks will not advance

any money unless the farmer has a certificate of grade of the wheat and he often has to wait weeks and months until his grain is delivered and word comes back.

F. M. Sclanders stated that the farmers should have granaries.

Mr. Chegwin said that throughout the discussion there was evidence that there were arguments on both sides. The country needed terminal elevators, interior elevators and granaries on the farms. The great trouble was to let the farmer sell his grain and get his money and to provide facilities for growing production.

This statement of Mr. Chegwin's practically closed the debate, and Mr. Richard Loney, Moose Jaw, the last speaker, stated that he believed one quarter of a cent was sufficient to handle the grain and that the farmers did not necessarily have to take 3c less in the interior elevators.

The resolution was then put to a vote and carried.

Want Simple Chattel Mortgage Act.

Resolution No. 14, on "Simple Chattel Mortgage Act," read as follows:

"WHEREAS under existing conditions, the legal and necessary charges connected with the taking of chattel mortgages is burdensome to the community and has the effect of practically creating a preference to larger claims; and,

"WHEREAS there is in existence in several of the States of the American Union, a simple Chattel Mortgage Act; and,

"WHEREAS in such States, a chattel mortgage may be made out on a simple printed form, and covers what it purports to cover, and can be registered at a charge of twenty-five cents (25c.)

"RESOLVED, that the Governments of the Western Provinces be urged to place upon the statute books a Simple Chattel Mortgage Act, on the lines of those now in force in the States of North Dakota, Minnesota, Iowa and other States of the American Union.

Would Assist Merchants.

This resolution was moved by R. J. Hutchings, Calgary, who wished to see an Act passed along the lines of an Act now in force in the States of North Dakota, Minnesota, and other States in the American Union. The expense at the present time was too great in getting restitution for bad debts and under the present system the man who paid his debts had to expend for the man who did not pay. It was valuable to merchants who were giving credit and gave them an opportunity to meet their debts with the bank and with other creditors.

In seconding the resolution, Mr. Georgeson stated that the idea was to have a remedy which was least burdensome upon the community. There had been a long standing need for such an Act and it was found that this Act had worked well in the United States and it was therefore not a theory, but an established fact that it worked well. In the past it was a heavy task placed upon a merchant to collect from the farmer.

A Saving for the Dealer.

If the farmer wished to get credit the merchant could by the "simple chattel mortgage act" take a mortgage on the man's horses or any of his personal effects.

The storekeeper saved himself forty per cent. of the cost of bookkeeping by having a recourse to the simple chattel mortgage act. Such a system would facilitate business generally. The banks would not advance any money on notes, but they would on a mortgage and the merchant needed his money and the wholesaler needed his money, and therefore business generally would be benefited.

E. D. Martin, Winnipeg, favored the resolution, and it was unanimously carried.

THURSDAY AFTERNOON.

Resolution No. 15 reads as follows:

"That in view of the practical benefit to all classes of the community, that labor bureaus have proved in Great Britain, New Zealand, Germany and other continental countries, and the urgent necessity of similar organizations in Canada, be it resolved that the Federal Government be asked to take immediate steps to establish a labor bureau system for the Dominion."

Mr. Georgeson pointed out that it would tend to balance labor conditions so that every single community would not be bothered by schemes of charity and the labor bureau could distribute skilled and unskilled labor more equally than they were distributed at the present time.

Richard Loney also pointed out that it would prevent individuals going to the Old Country and bringing over domestics and other help on condition that they would buy small pieces of property. The labor bureau should control all help and see that they were treated justly.

The resolution was carried.

Shipping Grain Through United States.

Resolution No. 16 was a new resolution brought in by Mr. Hunter, of Regina, and aimed at opening another avenue of transportation for the shipment of grain through the United States.

"Whereas the terminal facilities at the Canadian lake front were inadequate to handle the grain crop of the West last year, and whereas it was necessary for the Provincial Governments to make arrangements to ship grain via the lake terminals of the United States, and whereas the production of grain this year is largely in excess of last year, therefore be it resolved that these Western Associated Boards of Trade memorialize the Provincial Governments to secure a renewal of the arrangement of last year, thus insuring another avenue for our grains to reach the market of the world."

Without further discussion this resolution was unanimously carried.

Chairman Isbister then opened the convention for discussion of any new business and the next place of meeting was discussed.

The Secretary read the letter from Mayor Waugh, of Winnipeg, inviting the convention next year, and Mr. Martin who was present from Winnipeg, also extended the invitation.

To Winnipeg in 1913.

Last year some suggestion was made that in 1913 the convention meet in Fort William and had Fort William had a delegation at the convention this year no doubt it would have received the convention in 1913, but there was no delegation and the claim from Winnipeg was so strong that the convention decided to meet in Winnipeg in 1913.

It was moved by Mr. McDonald, Regina, and seconded by Mr. Georgeson, Calgary, that the executive should consider the matter of appointing a permanent secretary to the association.

The motion was carried.

The Men Present.

The following delegates attended the convention:—J. F. Porter, Calgary; R. J. Hutchings, Calgary; F. L. Body, North Battleford; H. Emery, Sutherland; C. Barraclough, Sutherland; E. J. Chegwin, Moose Jaw; Richard Loney, Moose Jaw; M. Isbister, Saskatoon; B. C. Crichton, Moose Jaw; Peter McAra, Regina; R. W. Morrison, Winnipeg; H. G. Mathison, Humbolt; G. A. Scrieber, Humbolt; J. Adams, Humbolt; F. W. Mellis, Humbolt; F. W. Sclanders, Saskatoon; W. E. Knowles, Moose Jaw; J. W. Fleming, Brandon; E. D. Martin, Winnipeg; A. P. Wells, Regina; T. McDonald, Regina; W. Georgeson, Calgary; C. H. Webster, Calgary; R. Volton, Moose Jaw; P. G. Wood, Swift Current; J. R. Davidson, Red Deer; A. T. Hunter, Regina; G. J. Johnston, Regina; L. C. Harkness, Winnipeg; G. A. Carpenter, Winnipeg; J. T. Sweeting, C.P.R. Calgary; C. J. Rollefson, Outlook; Hugh McKellar, Moose Jaw.

A banquet was held on Wednesday evening at which Wm. Georgeson, Calgary, and F. M. Sclanders, of Saskatoon, were the chief speakers. The convention was a most successful one and is bound to have its influence on the future history of the Prairie Provinces.

A TWO DOLLAR SALE.

The heading on an advertisement which Frank Coon of Havelock, Ont., is running in the local paper reads, "1700 customers wanted—with \$2.00 each." Then follows: "See what you get for it." and a list of the goods which \$2.00 will purchase at the store is given. The list is representative of an average purchase including sugar, tea, salmon, soap, laundry starch, culinary starch, and blueing.

A System for Compiling Display Statistics

Retailer Has Method of Keeping All Information With Reference to Window Trims for Future Reference—The Advantages of the Idea—How an Early Dried Fruit Window Brought Business.

It has been said that art and system never go together. There are grounds, undoubtedly, for the statement. The typical artist is Bohemian to his fingertips. He works when the spirit seizes him, orders his life to suit himself, and generally turns things topsy-turvy. The poet is equally free from the trammeling influence of convention. He and system are utter strangers.

There are some forms of art, however, which can be worked out only on a systematic basis. The work of the window trimmer is a form of art. He arranges in the window a picture which is designed to fulfill the same function as a picture on canvas—to attract and rivet attention; only he uses real articles to make up his picture instead of painting it. To achieve the fullest measure of success, however, the window trimmer cannot imitate the dilettante methods of the artist. He has to work on a definite system, following rules which experience has taught to be the best. He must keep right "down to brass tacks."

In a previous article something was said with reference to various systems which should be followed in planning out displays, in arranging material, in securing ideas and generally speaking, in striving after the best results. It is our intention in the present article to deal more intimately and fully with the question of a proper system of scheduling window displays.

It must be borne in mind that the window trimmer—unlike the artist who can seize his brush and depict anything which happens to strike his fancy—the window trimmer cannot make indiscriminate use of any material at his disposal. He is bound by seasons and by the condition of the stock in the store. Thus, he may have a splendid idea for a display of a certain line of goods, but not be able to make use of it because it is more important that other lines should be moving. To make sure that the window space is being used to the best possible advantage, the trimmer has to carefully plan out what lines he will use, well in advance, thus seeing that each article gets its turn at the proper time.

A Perfect System.

A perfect system to cover this phase of the work has been evolved by a Canadian retail dealer—perfect, because it not only insures the best results, but lessens certain difficulties and does not entail any great amount of labor. In

brief, the plan is to keep a schedule mapped out a month in advance and to carefully tabulate statistics with regard to each display put in. Information is put down under the following heads:—Date of display, condition of weather, lines shown, description of display, amount of sales during the period and suggestions for the next display of the same kind.

It will be at once apparent that the window trimmer with information of this kind, relating to trims which he has put in for some years back, would find the work of planning out future displays considerably lessened. If he wanted to arrange a confectionery window, for instance, he could look back over his records and find what time of year previous displays of twine had been put in, what sales were made, and what new ideas for future use had cropped up at the time. He would thus be able to figure out when the projected display should be made to insure the best results. Further, by comparing the sales records and the styles followed in the construction of each window, it would be possible to figure which idea had been most successful in working up business; surely an invaluable hint in going about the arrangement of a further display of the same line.

To compare the results, it would be necessary to carefully note the sales during the time that the display was left in the window and also note how the same lines continued to sell for a fortnight, say, after the display was withdrawn. This is a necessary step because with many lines the results of a display may not be felt for some little time. Thus an early display of Christmas goods may bring sales a fortnight after it is first put in. Here is a case in point. A certain window trimmer put in a display of dried fruits and nuts early in December. The stock was taken out a week later with a certain feeling of chagrin because up to that time little of these goods had been sold. A few days afterward, however, two sales were made. The next day there were more sales and for two weeks a brisk business was done. Housewives had seen the display and been impressed. When baking time began and they needed fruits, they trotted down to the store where they had seen that display.

Experience is a great teacher but it is

a common fault to forget its teachings. To a window trimmer of receptive mind, every display is full of suggestions. When it has been completed, he can see many ways in which it could have been improved. If he can't, others can. If the ideas which thus come up were noted down, they would be found of inestimable value when the time rolled around for the arrangement of a display along the same lines. We believe that ideas for the improvement of his work invariably crop up in the mind of the window trimmer when he studies his completed display, but in a majority of cases, the ideas are not put down, and are forgotten in time. Certainly, in this respect system is badly needed.

Of course a system of this kind entails a certain amount of work. A few minutes spent each night in totalling sales of certain lines, however, would supply the necessary information. The writing of descriptions would not take very much time each week. To a man thoroughly interested in his work, it would be more profitable and less laborious than keeping a diary.

Keep a Month Ahead.

System is needed again in determining what displays are to be arranged. In the opinion of the writer, a schedule should be made up for each month and the trimmer should always have his list arranged for a month ahead.

This plan gives the trimmer an opportunity to think out new arrangements and to utilize matter which he happens to run across. For instance, he knows that during the week of October 21 he will have one window devoted to goods that appeal to the hunter. He may run across an idea or an illustration in a magazine which contains a suggestion. Ordinarily, he would pass it by, but with that date in mind, it occurs to him that the idea will be of practical use. He notes it down.

When work of any kind is left until the last moment, it is not always possible to lay one's hands on the desired material, or to force the brain to respond with suitable ideas. Given a longer period of preparation, the necessary ideas and data can always be secured.

Seasonable Displays.

Window displays must be seasonable and the system outlined enables the trimmer to make all his displays thoroughly up to the minute.

An Inquiry for a Capable Store Manager

Is Wanted to Attend to the Sales While Proprietor Does the Buying—Question Arises, Which is Most Important—Positions of Responsibility With Big Possibilities go Begging—Cannot the Store Itself Fill the Position?

*By Henry Johnson, Jr.

Dashville, Western Canada, Aug. 28, '12.

Henry Johnson, Jr.,
c/o Canadian Grocer.

Dear Sir,—The writer is desirous of securing a competent head clerk or manager for his grocery store. That is a man who could take full charge of the staff of about thirty employes, but who would not have the buying to do, as that is done by myself. Neither would he have any office work to do.

Might state that I have been reading some of your articles and thought that you would be a good person to recommend a man for the position.

Should consider it a great favor and will gladly pay you any fee charged, if you could put me in touch with a capable man; young man preferred.

Will set down a few facts regarding my business:

Established about seven years. Carry a stock of between \$25,000 and \$30,000 exclusive of fixtures and turn this stock over about twelve times a year.* Hardly expect you to believe this, but it is a fact nevertheless. Have a store twenty-five by one hundred and twenty feet; located near one of the busiest corners on the main street in this city.

Do not know what wages I would pay to a man capable of taking charge, but of course would have to have a real first-class man, capable of making the business pay.

Have been making very little money out of this business owing to a number of leaks, but think that most of them stopped now and have a very good staff of employes.

We have recently put in a cashier, whom customers pay for their purchases direct. This of course means our clerks do not handle the money, which, we believe, for the past number of years has been a big leakage.

Would ask you to kindly treat this letter as confidential and shall be pleased to have a reply from you at your earliest convenience. I remain,

Yours truly,
F. S. G.

This is some nut to crack, but I shall gladly do anything I can to aid Mr. G.

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

There will be no fee—The Canadian Grocer attends to that part of it. This service is free to all our readers, and we are glad, more than glad, to have you ask for it.

More Questions to Answer.

I shall ask for some return, however. That is, that this correspondent tell me more about his business. I want him to answer such questions as I shall put in the course of this article for the good of the cause in general; for what he can tell us will help us as much—to say the least—as anything I am likely to be able to tell him. Perhaps—who knows?—the very questions that occur to me as I read this letter may point the way out to this man. Let us see.

The want is for a man "to take full charge of the staff of thirty employes" but "not have the buying to do" nor any office work. In other words, this proposed employe is to have full charge of the SELLING. Who, then, is to do the buying? I think that here we have part of the explanation of this man's failure to make profit out of his splendid business. He busies himself with the buying end of his business and delegates the selling to others. He does the secondary work and tries to get others to do the biggest, most important work about his business. I have a Jew friend of whose judgment I think a lot. He has always been a money-maker. Years ago, while I still held the idea that buying was so very important, he said to me: "Johnson, any fool can buy, but it takes a SALESMAN to sell!"

Put Responsibility on Others.

As this man's business grew from its small beginnings, as I suppose it must have done even though the time has been short—for they grow fast in some places in Western Canada—he should have delegated more responsibility to others. The way to develop ability in anybody is to load responsibility onto his back. F. S. G. should have assigned to one young man the task of buying his staples, such things as he must have frequently. G— could have written his jobbers and told them of his plan to have Henry buy all usual things and put it up to the jobbers to do the right thing. As general manager, G— could have kept in touch with what Henry was doing, but he need do none of it himself. If, after some fair trial,

Henry did not fill the bill, put him back where he came from and try Bill.

This is not so hard as it sometimes looks. The material for managers is in your own store, under your own nose; but its familiarity makes you overlook it.

Where the Money Comes From.

Load all detail, routine work onto others. Keep after the SELLING yourself. The selling is the money-making end of your business. It is getting rid of the goods that counts. Out on the floor you will see things. You will hear what people say. You will learn about the week points in your business. You will know what customers like. You will be ready to meet everybody and see that they have attention. In a store of 25 x 120 feet you can practically see that nothing goes wrong, either in money or the treatment your people give to buyers. By all means, delegate the work—that is the WORK—of buying, accounting, etc., to others. Do the big, creative work of SELLING yourself.

Others Do the Buying.

Have I hit one of the nails? I incline to the opinion that my friend has failed to develop men from his own force. That is what he should do—what he must do, in fact. We all have to do that. I buy lots of goods in my store, but I do not touch certain departments at all. If the supplies are not right, or prices high, I dig up the buyer and ask him how about it but I do not take hold of it myself—I put it right up to him. Same with my deliveries and the order department. I know nothing of the details thereof, further than the simple planning of system and changes in the general system, from time to time.

What the Business Should Earn.

Just what does Mr. G— call "very little money" on that business of his? That business should pay, normally, 4 per cent. to 5 per cent. on the sales, over all expenses, including proprietor's salary and 6 per cent. interest on the invested capital. That would give us from \$12,000 to \$18,000 per year. Yet it might not be an unhealthy business if it paid only 3 per cent. to 4 per cent. net.

What should be the salary of Mr. G— and his first assistant? Begin small and build up. In a business of \$30,000 the proprietor is able to earn

\$900 to \$1,200 per annum. That is from 3 per cent. to 4 per cent. on sales. He can earn this amount because, in such a small business, his own work can be made to count for such a large proportion of the needful productive labor. On \$40,000 he can get \$1,200 to \$1,500, or 3 per cent. to 3¾ per cent. On \$60,000, from \$1,500 to \$1,800, or 2½ per cent. to 3 per cent. On \$250,000, he may get not more than \$3,000 to \$4,000, or 1.20 per cent. to 1.60 per cent. on sales. Thus it goes down in proportion as the head's capacity to manage details and work diminishes.

The Division of Salaries.

But, if it is reasonable for the manager of a \$60,000 business to get 2½ per cent. to 3½ per cent. on sales as his salary, it is not unreasonable for the the manager and his assistant in a \$300,000 to \$360,000 business to get, say, 2 per cent. on sales between them. This is \$6,000 to \$7,000; say \$2,500 to \$3,000 for the assistant and \$3,500 to \$4,000 for the proprietor. This division is to be based on the idea that the proprietor does the more important work—handles the selling force, the sales, the advertising, the window trimming and everything else that has to do with sales. The assistant is to do the buying, superintend the offices and deliveries, see to the stock-accounting and all that. A man capable of asking for \$2,500 to \$3,000 is capable of doing that kind of work; but the master minds of merchandising everywhere are devoted to the art of SELLING—and that art is worthy of the very best that is in any of us.

The cashier and "pay cashier" plan is good. It is what the big stores have done for years—and there is a good reason for it; probably a hundred good reasons. It is not merely the saving of stealage, but the air of accurate accounting which pleases the buyer and strengthens the discipline everywhere. Nor should the factor of the removal of temptation be overlooked.

I should like to know:

1. What your expenses are?
2. Whether you give credit and how much on the books average.
3. Whether you have and believe in up-to-date fixtures and tools?
4. Whether you own or rent your store and what rent you pay or figure?

The Material Inside.

I shall be glad indeed to hear from you further and to know whether I have made any suggestions that seem worth while to you. As for recommending anybody for that job, I could not. I have developed two extra good assistants myself and the task has not been hard, because it is my habit, being impatient of

routine work, to shove all daily jobs on to somebody else as rapidly as possible. I think it a good habit. I am satisfied that you can only get such assistants by developing them in your own business. I feel morally certain, too, that the material is there, ready to your hand, but that you have overlooked it.

W. H. Boyle, manager of the grocery department of the Glasgow House, Regina, Sask., for the past six years, has resigned his position and will leave Regina early in October for Vancouver to take up the position as manager for one of the London Grocery Co.'s branches in that city.

B.C. and Washington Grocers May Join Hands

To Keep on the Trail of the Professional "Dead - Beat" — Dealer in State of Washington Thinks This is the Only Feasible Method—Other Questions Discussed at Convention.

Vancouver, B.C., Sept. 26.—(Special.)—With a view to stopping the activities of the dead-beats" there is a likelihood that the grocers of British Columbia will unite with fellow tradesmen in the State of Washington. A Seattle grocer who attended the Washington State Grocers' and General Merchants' Convention held in Everett this week, stated it was decided to combine for the general good of the trade.

At the convention, he declared, a better system of credit protection was discussed. Providing plans already made are duly carried out, it is believed that "dead-beats" who find it too sultry to live in Seattle or other cities across the line, and who move to Vancouver, will be laid by the heels. "It will soon be found," said the grocer, "that 'dead-beats' who move from one city to another cannot establish credit."

For long the grocers of Vancouver have suffered from the intolerable "dead-beat" and at the last local convention it was advocated that steps should be taken to secure the co-operation of the grocers of Washington with a view to curtailing their field of activity. By correspondence which is expected to ensue between the local association and the one at Washington it is firmly believed that the first decisive blow will be delivered to stop the grocers being cheated out of their rightful property.

Asked as to other reforms which the grocers of Washington intended to place their influence on, the grocer stated that the retailers were working to have a net weight and measure law enacted, also a reduction on the tax on oleomargarine, and a law which will prevent fraudulent and deceptive advertising.

Editorial Note.—Oleomargarine is prevented by law from being made or sold in Canada.

P. E. Fortier, general merchant, St. Claude, Man., is succeeded by E. Jobin.

SOMETHING ABOUT WHAT'S INSIDE.

In referring to The Grocer's Fall Campaign Number of October 11 last week, a number of articles to be used were enumerated. They were a few of many bright, practical and informative articles that will appear in that number.

Last week reference was made to a store interior with a gallery. There will also be an article on a warehouse of a new store fitted up with a gallery. This presents good ideas to dealers who have found the room in their warehouses inadequate.

From Western Canada come methods of some bright dealers. A British Columbia grocer tells what part concentration and quality goods play in the building of a successful business. Others from Alberta, Saskatchewan and Manitoba demonstrate the value of the interior and store front in making extra sales. Western men evidently realize the drawing card a good show always is.

There will be a story from a dealer who sells his Christmas goods early. He has eight stores in the one city, having begun with one about twenty years ago. How did he come to branch out? This question will be answered, together with some of his methods.

Halifax, N. S., has one grocery business in existence for 52 years. An illustration of the present interior will be used to indicate how it has advanced with the advancing times.

The Fall Campaign Number will include many gems of ideas and methods for the retailer. It will be a number that any dealer will be anxious to keep on file for future reference.

The date is October eleven, nineteen hundred and twelve.

Current News of the Week

Quebec and Maritime Provinces

F. C. Taylor, general merchant, Hoyt Station, N.B., died recently.

A. Gaudet, general merchant, St. Jacques Nord, Que., has sold to Donat Gaudet.

J. A. Waddell, of Wagstaffe Limited, Hamilton, was in Montreal this week calling on the trade.

E. de Feo of P. Pastene & Co., Montreal, is now in Western Canada and is expected home towards middle of October.

A. H. Brittain, Maritime Fish Corporation Ltd., Montreal, has returned from a short business trip through lower provinces.

H. G. De Veber, Mangerville, Sunbury County, N.B., has lately bought the grocery business of Harry Sampson, of University Ave., Fredericton, N.B.

The following companies have recently been registered in the province of Quebec:—J. R. Clogg & Co., wholesale fruits; Queen Flour Co., and Royal Broom Manufacturing Co., all of Montreal.

Ontario.

Robt. Ross, grocer, Toronto, has sold to J. H. Maynard.

W. J. Warner, grocer, Hastings, Ont., has sold his business.

J. B. Free, grocer, Perth, Ont., is succeeded by Mrs. Oatway.

Mrs. J. Chester, grocer, Sarnia, Ont., has sold to Joseph Barr.

Alex. Milne, grocer, Toronto, is succeeded by R. E. McKendry.

Mrs. A. Beaudet, grocer, Ottawa, Ont., is succeeded by M. B. Major.

The McAlpine Tobacco Co., Ltd., has obtained a provincial charter.

Clark & Co., grocers, Leamington, Ont., are disposing of their business.

The Gladstone Trading Co., grocers, Ottawa, are succeeded by N. C. Williams.

Jas. Karr has purchased the general store business of Mr. McIntyre, Alvinston, Ont.

Chas. E. Imrie and Jos. Stewardson have purchased L. Hicks' grocery store, Tilsonburg, Ont.

W. B. Stringer, fruit broker, Toronto, is back to work again after an eight week trip to Italy, Spain, and England.

The general store at Hartington station, Ont., owned by Wesley Babcock, was completely destroyed by fire recently.

A mammoth peach was found in the orchard of James Marlow, Grimsby, Ont., measuring 11½ inches in circumference and weighing 13 ounces.

J. A. McLean, Wyoming, Ont., has taken over the general store business conducted by P. Y. Anderson. He begins with a new stock of goods.

W. Manchee of H. W. Nelson & Co., Ltd., Toronto, is on a trip through the broom corn producing sections of the United States, sizing up the prospects for this year's crop.

Bernard Pink, of E. & T. Pink, Ltd., London, England, was in Toronto towards end of last week on business. He intends visiting Newfoundland, Halifax and other places before returning.

North Bay, Ont., merchants who supplied groceries some time ago to houses under quarantine at the request of the health authorities have not been able to get their money. The town has been made defendant in a law suit jointly with those who received the goods.

By a vote of 1,363 in favor and 148 against, the ratepayers of St. Thomas, Ont., last week endorsed the agreement between The St. Thomas Biscuit Co., and the city in respect to the company's location there. The company gets a loan of \$30,000 for 10 years and a fixed assessment of \$5,000 for a like term.

Geo. J. Saunders, Steelton, Ont., (Sault Ste Marie), was in Toronto on Monday. While there he called upon W. C. Miller, secretary of the Ontario Retail Grocers' Association and talked over matters relating to the new organization. Steelton grocers are very enthusiastic over its formation and the platform evolved.

Geo. H. Campbell has again assumed his duties as manager of the Toronto office of T. H. Estabrooks Co., Ltd., after an absence of about 17 months. Mr. Campbell's friends will be pleased to hear of his recovery from the nervous breakdown that has kept him off duty for so long. He is at the office every morning, but in a few weeks' time he expects to be back in harness as before.

The first consignment of Niagara fruit left last week for the Old Country. It consisted of six baskets of peaches, addressed as follows: Four baskets to J. J. Adams & Son, Temple Court, Liverpool, and two baskets to J. J. Adams & Son, Monument Building, London, England. The baskets were shipped from the Niagara district by the steamer Chicora.

The Dominion Express Company will care for them en route to Montreal, and they will be carried across the ocean by one of the Allan steamers. They were packed in sawdust and paper, and were valued at a total of \$6. The chief difficulty of course is the prospect of them spoiling.

Western Canada.

R. J. Frizzle, grocer, Calgary, Alta., has sold out.

F. Wardell, general merchant, Vonda, Sask., has sold to S. Roberts.

Boyd Bros., grocers, Winnipeg, Man., have been succeeded by Charles Bros.

A. Yokom has purchased the general store of C. D. Foster at Pasqua, Sask.

The Ideal Grocery, Brandon, Man., has been sold to J. R. Carrick and G. C. Clement.

Jacob Gordon, general merchant, McLean, Sask., has been succeeded by J. T. Scott.

J. A. Wickett, general merchant, Bridgeford, Sask., has sold to J. A. Little.

Mrs. Annie M. Roff has sold her general store at Morse, Sask., to Pitcairn & Sharman.

J. H. McSherry & Co., of the City Grocery, Weyburn, Sask., have disposed of their stock.

NOTES.

Calver Gordon has severed his connection with the H. J. Heinz Co., Pittsburg, Pa., as publicity manager and is succeeded by S. J. Stoughton. Mr. Gordon becomes a member of the Ivan B. Nordheim Co.

The estimated aggregate of cereals produced in the United States this year, according to the Agricultural Department at Washington, amounts to 9½ billion dollars in value. Producer, consumer and transportation will benefit by this great yield, as the producer will sell more, the consumer pay less, and the transportation companies carry more.

The United States Government will make an investigation into lemons from Sicily and fruits from other countries with a view to determining if they are infested with an insect pest known as the Mediterranean fly. This fly is considered a menacing pest to the health of domestic fruit orchards and they hold it would be best to quarantine against the foreign fruits in order to protect home industry.

The Markets---Big Demand for Sugar

For Preserving Purposes—Market Has Been Steady But Easiness Ahead—Peels Will be High This Year—New Valencia Raisins Arrive—California Dried Fruits Unsettled—Some New Pack Tomatoes on Market.

QUEBEC MARKETS.

POINTERS:—

Sugar—Big demand.
Valencia Raisins—New stock in.
Coffee—Steady.

Montreal, Sept. 26.—September business has been on a fair scale, according to local jobbers. Demand for preserving and pickling necessities has assisted business materially. There has been a brisk demand for sugar during whole month and still continues appreciable. Sorting orders for sealers have been coming in while spices, vinegar, wax, and other pickling necessities have been called for.

SUGAR:—There has been no change in price of refined sugar, \$4.95 per cwt. still ruling. There has been a particularly good demand. Big preserving demand and scarcity of nearby sugar has maintained a fairly steady tone to market, but with considerably lower prices being quoted on beets for October shipment, it is felt that the market will before a great while have to adjust itself. The weather in Europe continues fairly favorable.

Granulated, bags	4 95
Granulated, 20-lb. bags	5 05
Granulated, 5-lb. cartons	5 25
Granulated, 2-lb. carton, per cwt.	5 25
Granulated, Imperial	4 80
Granulated, Beaver	4 80
Paris lump, boxes 100 lbs.	5 70
Paris lumps, boxes 50 lbs.	5 80
Paris lumps, boxes 25 lbs.	6 00
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 50
Crystal diamonds, 100-lb. boxes	5 70
Crystal diamonds, 50-lb. boxes	5 80
Crystal diamonds, 25-lb. boxes	6 00
Crystal diamonds, 5-lb. cartons	6 50
Crystal Diamonds, Dominoes, cartons	7 10
Extra ground, bbls.	5 55
Extra ground, 50-lb. boxes	5 55
Extra ground, 25-lb. boxes	5 15
Powdered, bbls.	5 15
Powdered, 50-lb. boxes	5 35
Powdered, 25-lb. boxes	5 55
Phoenix	4 95
Bright coffee	4 90
No. 3 yellow	4 80
No. 2 yellow	4 70
No. 1 yellow	4 65

Bbls. granulated and yellow may be had at 5c above bag prices.

SYRUP AND MOLASSES:—While molasses prices are unaltered, a firm feeling prevails in this market. Now with fall opening up there should be a better demand for this line while corn syrups should also become brisker with advent of cooler weather.

Fancy Barbados molasses, puncheons	0 38	0 40
Fancy Barbados molasses, barrels	0 41	0 43
Fancy Barbados molasses, half-barrels	0 43	0 45
Choice Barbados molasses, puncheons	0 33	0 35
Choice Barbados molasses, barrels	0 36	0 38
Choice Barbados molasses, half-barrels	0 38	0 40
New Orleans	0 25	0 28
Antigua	0 30	0 30
Porto Rico	0 40	0 40
Corn syrups, bbls.	0 43	0 43
Corn syrups, half-barrels	0 43	0 43
Corn syrups, quarter-barrels	0 04	0 04
Corn syrups, 28½-lb. pails	1 90	1 90
Corn syrups, 25-lb. pails	1 35	1 35
Cases, 2-lb. tins, 2 doz. per case	2 90	2 90
Cases, 5-lb. tins, 1 doz. per case	3 25	3 25
Cases, 10-lb. tins, ½ doz. per case	3 15	3 15
Cases, 20-lb. tins, ¼ doz. per case	3 10	3 10

DRIED FRUITS:—There is a tendency to hold off in the purchase of California fruits. While grower's views are quite firm, it is argued that ultimately the growers must look to packers to market their crops in consuming markets and that prices will have to be adjusted to fit distributor's views.

General feeling in prunes on the coast is firmer, about the only premiums asked, being on 30's and 40's. Opinions on the raisin situation vary a good deal also.

This year's Valencia raisins are of good quality while dates this year are also reported excellent. Peels are higher than last year, citron commanding an especially high figure.

Evaporated apricots	\$ 0 22	\$ 0 34
Evaporated apples	0 09	0 11
Evaporated peaches	0 18	0 19
Evaporated pears	0 18	0 19
Currants, fine filiatras, pr lb, not cleaned	0 08½	0 09½
Currants, fine filiatras, pr lb, cleaned	0 07	0 07½
Currants, 1-lb pkgs, fine filiatras, cleaned	0 08	0 08½
Currants, Patras, pr lb.	0 09	0 09½
Currants, Vostizias, pr lb.	0 09½	0 10
Dates, 1-lb. packages	0 06½	0 06½
Dates, Hallowee, loose	0 06	0 06
Figs, 3 crown	0 07½	0 08½
Figs, 4 crown	0 08	0 09
Figs, 5 crown	0 08½	0 10
Figs, 6 crown	0 09	0 11
Figs, 7 crown	0 10	0 12
Figs, 9 crown	0 11	0 13
Comadre figs, about 33-lb. mats	1 30	1 40
Glove boxes, 16-oz., per box	0 10½	0 11½
Glove boxes, 10-oz., per box	0 07	0 07½

Prunes—		
20-30	0 13	
30-40	0 12	
40-50	0 11	
50-60	0 10	
60-70	0 09½	
70-80	0 09	
80-90	0 08½	
90-100	0 08	
Bosnia prunes	0 08	0 09

Raisins—		
Choice seeded raisins	0 08	
Choice fancy seeded, 1-lb. pkgs.	0 08½	
Choice loose muscatels, 3-crown, per lb.	0 08	
Choice loose muscatels, 4-crown, per lb.	0 08½	
Seedless, new, in packages	0 07½	0 07½
Select raisins, 7-lb. box, per lb.	0 07½	0 08
Sultana raisins, loose, per lb.	0 11	0 13
Sultana raisins, 1-lb. cartons	0 15	0 19
Malaga table raisins, clusters, per box	2 50	5 75½
Malaga table raisins, clusters, per ½ box	1 80	1 90
Valencia, fine, off stalk, per lb.	0 07½	0 08
Valencia, select, per lb.	0 06½	0 07½
Valencia, 4-crown layers, per lb.	0 07½	0 08

TEAS:—There is no change in local tea situation. Routine trade is being done, market ruling steady in sympathy with primary markets.

COFFEE:—Coffee prices are well maintained. There is a stiff front to New York market while reports of frost that have been coming from Brazil are apparently well founded. Some little damage at least has been done which will cut down the big yield which was expected for next year.

Mocha	0 25	0 28
Rio	0 21½	0 23½
Mexican	0 25	0 28
Santos	0 22	0 24
Maracibo	0 23	0 25½

SPICES:—There is a fair sorting trade now being done in spices in view

of the pickling season. General steadiness prevails in this line.

Allspice	0 13	0 18
Cinnamon, whole	0 16	0 18
Cinnamon, ground	0 15	0 19
Batavia cinnamon	0 25	0 30
Cloves, whole	0 26	0 36
Cloves, ground	0 23	0 36
Cream of tartar	0 25	0 32
Ginger, whole	0 17	0 30
Ginger, Cochim	0 17	0 30
Mace	0 11	0 32
Nutmegs	0 25	0 30
Peppers, black	0 16	0 18
Peppers, white	0 22	0 27

NUTS:—Jewish festival livened up trade somewhat but otherwise an even tone is maintained. Tarragona almonds remain firm, as crop is reported short.

In shell—		
Brazil	0 14	0 15
Filberts, Sicily, per lb.	0 10½	0 12
Filberts, Barcelona, per lb.	0 11	0 12
Tarragona Almonds, per lb.	0 16	0 17
Walnuts, Myette Grenoble, per lb.	0 14	0 15
Walnuts, Marbots, per lb.	0 14½	0 15½
Walnuts, Cornes, per lb.	0 11	0 12
Hungarian	0 13½	0 15

Shelled—		
Almonds, 4 crown selected, per lb.	0 35	0 37
Almonds, 3 crown selected, per lb.	0 32	0 34
Almonds, 2 crown selected, per lb.	0 31	0 32
Almonds (in bags), standard, per lb.	0 27	0 28
Valencia shelled almonds, new crop.	0 35	0 37
Cashews	0 15	0 17

Peanuts—		
American—		
Japanese roasted	0 08½	0 09
Coon, roasted	0 08½	0 09
Diamond G, roasted	0 09	0 10
Bon Ton, roasted	0 11	0 12
Sun, roasted	0 10	0 11
Spanish No. 1	0 13	0 12
Virginia No. 1	0 13	0 15
Pecans, jumbo	0 18	0 19
Pistachios, per lb.	0 27	0 28
Walnuts—		
Bordeaux halves bright	0 27	0 28
Broken	0 27	0 28

RICE AND TAPIOCA:—Wholesalers can see nothing that would indicate anything but steadiness in rice. High prices are curtailing demand to some extent.

Rangoons—		
Rice, grade B, bags 250 lbs.	3 90	4 00
Rice, grade B, bags 100 lbs.	3 90	4 00
Rice, grade B, bags 50 lbs.	3 90	4 00
Rice, grade B, ½ pockets, 12½ lbs.	4 10	4 20
Rice, grade B, pockets 25 lbs.	4 00	4 10
Rice, grade C.C., bags 250 lbs.	3 80	3 90
Rice, grade C.C., bags 100 lbs.	3 80	3 90
Rice, grade C.C., bags 50 lbs.	3 80	3 90
Rice, grade C.C., pockets 25 lbs.	3 90	4 00
Rice, grade C.C., ½ pockets, 12½ lbs.	4 00	4 10
Patna, polished	4 45	4 50
Pearl	5 00	4 10
Imperial Glace	5 40	5 50
Sparkle	5 55	5 65
Crystal	5 35	5 65
Snow	5 85	5 95
Ice Dips	6 10	6 20
Carolina Rice	7 90	8 00
Brown Sago, lb.	0 06	0 07
Tapioca, medium pearl, lb.	0 07	0 09
Seed, lb.	0 07	0 09

ONTARIO MARKETS.

POINTERS:—

Sugar—Easiness ahead.
Tomatoes—New pack in.
Peels—High this year.
Celery Seed—Will be lower.

Toronto, Sept. 26.—The outstanding feature in the grocery trade is the big business being done in preserving supplies, both sugar and sealers having a particularly big run. There has been a tremendous crop of peaches this year and each day seems to make the fruit

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crop look larger. Naturally there has been a big demand for sugar most grocers having sold more sugar this month than they ever did before in September. Shortages in this staple have existed at times and even yet, some refiners are behind with their orders.

There has been a bigger sorting trade in sealers than for several years. Other years scarcity of fruit caused a small demand for fruit jars. Last season many retailers had stock left over and accordingly they ordered rather light this year with the result that they have now to replenish their stock.

The Christmas cake is going to cost considerable this year, or at least some ingredients are. Peels which are coming to hand are on a high level, particularly citron. Valencia raisins are also high but California stock is lower than for several years.

SUGAR.—There has been no change in refined sugar prices but possibility of a weakening seems to be looming up for the not far distant future. "Sugar is a hand-to-mouth game," declared one sugar man this week. "It is a mistake to buy more than for immediate needs. In 10 or 15 days I expect to see a decided readjustment. The weakness of market is shown in price of new beets which while quoted at a figure equal to \$4.59 duty paid New York for September, are quoted as low as \$4.03 for October."

"I expect market to hold steady until preserving rush is over," said another. "That will probably be 10 days or two weeks."

There has been a tremendous demand for sugar this year and several of the refiners both in the United States and Canada are still behind with their orders. Both shortage of sugar and of cars for shipping is in evidence. However wholesalers are keeping fairly well up with orders.

Extra granulated, bags	5 05
Extra granulated, 20-lb. bags	5 15
Extra granulated, 5-lb. cartons	5 35
Extra granulated, 2-lb. cartons	5 35
Imperial granulated	4 90
Beaver granulated	4 90
Yellow, bags	4 65
Barrels of granulated and yellow will be furnished at 5 cents above bag prices.	
Extra ground, bbls.	5 45
Extra ground, 50-lb. boxes	5 65
Extra ground, 25-lb. boxes	5 85
Powdered, bbls.	5 25
Powdered, 25-lb. boxes	5 65
Powdered, 50-lb. boxes	5 45
Red Seal, 5-lb. box	0 37
Crystal Diamonds	7 50
Paris lumps, in 100-lb. boxes	5 80
Paris lumps, in 50-lb. boxes	5 90
Paris lumps, in 25-lb. boxes	6 20

SYRUP AND MOLASSES.—That the sale of corn syrups has been on an appreciable scale all summer and that it has exceeded other years, is the statement of one manufacturer. This line is not dropped during the summer now as was the case years ago. Already fall activity is beginning to set in and this will increase as the year advances and the weather becomes cooler.

Syrups—		Per case.
2-lb. tins, 2 doz. in case	.....	2 55
5-lb. tins, 1 doz. in case	.....	2 91
10-lb. tins, ½ doz. in case	.....	2 80
20-lb. tins, ¼ doz. in case	.....	2 75
Barrels, per lb.	.....	0 03½
Half barrels, lb.	.....	0 03½
Quarter barrels, lb.	.....	0 04
Pails, 38½ lbs. each	.....	1 99
Pails, 25 lbs. each	.....	1 35
Maple Syrup—Compound—		
Gallons, 6 to case	.....	4 80
½ gals., 12 to case	.....	5 40
¼ gals., 24 to case	.....	5 40
Pints, 24 to case	.....	3 00
Maple Syrup—Pure—		
Gallons, 6 to case	.....	6 60
½ gallons, 12 to case	.....	7 25
Quarts, 24 to case	.....	7 25
Pints, 24 to case	.....	4 00
Quart bottles, 12 to case	.....	3 59
Molasses, per gallon—		
New Orleans, barrels	.....	0 27 0 29
New Orleans, half barrels	.....	0 29 0 31
West Indies, barrels	.....	0 28 0 30
West Indies, half barrels	.....	0 30 0 32
Barbados, fancy, barrels	.....	0 45 0 47
Barbados, fancy, half barrels	.....	0 49 0 50

DRIED FRUITS.—First shipment of new crop Valencia raisins were received and with many houses have already all gone out at from 9 to 10 cents. The quality proved to be exceedingly good, although there is no denying that the price is high. Other shipments are expected to be worth about 9 cents.

Some new figs have also been received on this market, a few lots of first arrival being brought along by express. One firm sold fancy stock at 15 cents. Prices in general are expected to be much similar to last year. Dates will not come in until well on in October but quality this year is reported to be excellent. There will be a big demand for the first shipment on account of the bareness of the market.

It is somewhat difficult to ascertain what can be expected of the future in California fruits. In some quarters there is a feeling that present coast prices are too high and prices may ease later. However, growers, have exalted ideas. The total result of the September rains on the coast was in the aggregate not great, affecting more the quality than the quantity.

Ideas on prunes at coast vary a good deal. However, values have started off at more reasonable figures than last year. One local jobber quotes the following prices on new crop goods:—30 to 40's, 12c; 40 to 50's, 9¾c; 50 to 60's, 8½c; 60 to 70's, 8c; 70 to 80's, 7½c; 80 to 90's, 6¾c; and 90 to 100's, 6¼c. These are prices on 25-lb. boxes, 50 lbs. being ¼c less. The same dealer quotes apricots at 14 cents and peaches at 9 cents.

Prunes—			
30 to 40, in 25-lb. boxes	.....	0 11½	0 12½
40 to 50, in 25-lb. boxes	.....	0 10½	0 11½
50 to 60, in 25-lb. boxes	.....	0 10	0 11
60 to 70, in 25-lb. boxes	.....	0 09	0 09½
70 to 80, in 25-lb. boxes	.....	0 08½	0 09
80 to 90, in 25-lb. boxes	.....	0 08	0 08½
90 to 100, in 25-lb. boxes	.....	0 07½	0 08
Same fruit in 50-lb. boxes, ¼ cent less.			
Apricots—			
Choice, 25-lb. boxes	.....	0 18	0 16
Slabs	.....	0 16	0 14
Candied Peels—			
Lemon	.....	0 10	0 11
Orange	.....	0 10	0 12½
Citron	.....	0 15	0 17
Tappets	.....	0 04½	0 04½
Bag figs	.....	0 06	0 07
Evaporated peaches	.....	0 13	0 15
Evaporated apples	.....	0 08	0 09
Currants—			
Patras	.....	0 08	0 08½
Fine Filiatras	.....	0 07½	0 08

Vostizzas	.....	0 10	0 12
Uncleaned, ¼c less.	.....	
Raisins—			
Sultana, choice	.....	0 12	0 14
Sultana, fancy	.....	0 14½	0 15½
Valencias, selected, new	.....	0 10	0 11
Valencias, old stock	.....	0 08	0 08½
Seeded, 1 lb. packets, fancy	.....	0 08½	0 09
Seeded, 16-oz. packets, choice	.....	0 08½	0 09
Dates—			
Hallowee', full boxes	.....	0 06½	0 07
Package dates, per 1 lb.	.....	0 07	0 07
Fards, choicest, 12-lb. boxes	.....	0 09½	0 10½
Fards, choicest, 60-lb. boxes	.....	0 06½	0 07

TEA.—A fair trade is reported in tea locally at steady prices. Situation shows no particular change. A report from the London market says:—"Consumption of tea at home and abroad has not proved sufficiently expansive of late to absorb the increased production from India and Ceylon; the continued large percentage of increase in the Java yields also, is a menace to the prosperity of Indian and Ceylon companies; yet further the reports from the producing districts in India still continue favorable for a large production of tea. The figures, therefore, both actual and anticipated appear to be distinctly unfavorable to a higher range of prices."

"With regard to Ceylon tea, the outlook is better, as the shipments from Colombo to the United Kingdom for August were 8,750,000 lbs, and the estimate for September is 7,500,000, which indicates that quality will appreciably improve and in all probability a correspondingly higher range of prices will result."

COFFEE.—There is a good steady feeling in local coffee, demand continuing along steady lines. The market in New York has ruled quite strong. Confirmation of considerable damage by frost in Brazil has been the direct cause of the strength, as this reduces the chances of the bumper crop expected in 1913-14. In addition, receipts coming forward to the Brazil coffee ports from the plantations are now about 700,000 bags below those of last year and this disparity increases rather than diminishes as the season advances.

Thus general conditions seemingly point to a continuance of present steadiness, although New York reports buyers as still inclined to hold off, confining purchases to immediate requirements.

Rio, roasted	.....	0 23	0 24
Green, Rio	.....	0 20	0 20
Santos, roasted	.....	0 24	0 25
Maricao, roasted	.....	0 25	0 26
Bagotas	.....	0 27	0 28
Mocha, roasted	.....	0 30	0 32
Java, roasted	.....	0 32	0 35
Mexican	.....	0 27	0 28
Guatemala	.....	0 25	0 26
Jamaica	.....	0 24	0 25
Chicory	.....	0 12	0 13

SPICES.—As high as 50 cents per pound is now being asked for celery seed but lower prices are likely soon. It has been the exceeding scarcity of this line that has boosted prices from a normal level of 16 to 18 cents up to present figure. Shipments are now on the way to New York and are quoted

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considerably under prices that have been ruling.

Peppers still hold a steady position, both black and white being included. Cloves maintain a stiff front, reports from Zanzibar confirming reports of a short crop. There is a good sorting demand for general lines in view of the pickling season now in full swing. Retailers should push spices while it is possible to reap a good trade. This is business that will shortly disappear.

	5 and 10 lb. Tins.	¼ lb. pkgs.	¼ lb. tins doz.
Allspice	14-17	60-0 70	70-0 80
Cassia	22-27	72-0 90	80-0 90
Cayenne pepper	23-33	72-0 90	90-1 15
Cloves	25-29	90-0 95	85-1 10
Cream tartar	25-26	90-0 00	
Curry powder	25-00		
Ginger	22-27	65-0 85	75-0 95
Mace	65-80		0-2 75
Nutmegs	25-30	90-0 00	1 60-2 50
Peppers, black	20-23	67-0 75	80-0 90
Peppers, white	28-30	90-1 05	1 05-1 15
Pastry spice	20-27	65-0 95	75-1 10
Pickling spice	14-18	75-0 00	75-0 00
Turmeric	18-18		
Range for pure spices according to grade.			
boxes 2 cents per lb. below tins. Barrels 3 cents below tins.			
Mustard seed, per lb., in bulk	0 10	0 12	
Celery seed, per lb., in bulk	0 50	0 50	
Shredded cocoanut, in pails	0 16½	0 17½	

RICE AND TAPIOCA. — There are no figures available to show whether high prices are affecting consumption of rice, but there will probably be some curtailment for this reason. At least this will likely be so in the lower grades. For some years, Montreal milled Rangoon was sold by the majority of retail trade at six pounds for 25 cents but with present prices, this cannot be done.

General steadiness marks all grades of rice.

	Per lb.
Standard B., from mills, 500 lbs. or over, f.o.b. Montreal	3 90
Rice, standard B., f.o.b., Toronto	3 98
Rangoon	0 04
Fancy rangoon	0 05½
Patna	0 05½
Japan	0 06
Java	0 06½
Carolina	0 08
Sago, medium brown	0 06½
Tapioca—	
Bullet, double goat	0 08
Medium pearl	0 06½
Flake	0 08
Seed	0 06½

NUTS.—With passing of the baseball season, consumption of peanuts will on the whole dwindle. There will be no adverse effects on the grocer's trade. Indeed this will be to his benefit for the peanuts purchased at the baseball park during the summer will now be purchased from the grocer who displays them prominently.

France reports walnuts crop smaller than last year but quality will be fine. Filberts continue on their previous high basis.

Almonds, Formigetta	0 15	0 15½
Almonds, Tarragona	0 16½	0 17
Almonds, shelled	0 35	0 36
Walnuts, Grenoble	0 18	0 18
Walnuts, Bordeaux	0 12	0 13
Walnuts, Marbots	0 13	0 14
Walnuts, shelled	0 28	0 30
Filberts	0 11	0 12
Pecans	0 17	0 18
Brazils	0 13	0 15
Peanuts, roasted	0 10	0 13
Peanuts, green, extras		0 08½
Peanuts, green, jumbo		0 10

BEANS.—Prospects for bean crop are no brighter and it looks as if good beans would reach a high level this year. There

is a bumper crop of potatoes this year and while this will be a factor of some account, it must be remembered that in past years, the production has been much below the demand and is expected to be so this year.

Prime beans, per bush.	3 10
Hand picked, per bush.	3 25
California Lima, lb.	0 08
Hungarian, per bush.	2 65

EVAPORATED APPLES.—The new "evaps" on market are bringing around 8 cents per pound, which is a low opening figure as compared with past few years. Ideas are still lower for later goods.

PEELS.—It has been pointed out before that peels were due to be high this year. New shipments are now coming to hand and quotations bear out former reports. Lemon is quoted at 13 cents, orange at 13½ and citron which has been high for past couple of years, is up around the 19 cent level. Higher cost of raw material is responsible. High sugar is a contributing factor.

CANNED GOODS.

TORONTO.—New pack tomatoes have been received and in the absence of any prices being named, they are being quoted at ruling prices for old goods—\$1.45 to \$1.50. New corn is now packed, but none has come to market because it is not needed, there still being a considerable quantity of old goods on hand. There is nothing particularly new in regard to prospects for corn and tomatoes. As stated before much depends on the length of season. Naming of prices will probably be delayed quite late in order to ascertain as near as possible the size of the pack.

The pack of peaches will be large or at least it should be as there is a tremendous crop this year. Situation in plums was not nearly so good.

There is said to have been some easing in certain lines of jams since opening prices. For instance, one firm which quoted strawberry and raspberry in 16 oz. jars at \$2.25 is now said to be down to \$2.

MANITOBA MARKETS.

Winnipeg, Sept. 25.—With an active city trade and a steady stream of country orders coming in, wholesale grocers and jobbers are well satisfied with the business situation.

Markets are steady in all lines and there are no changes to report.

Weakness in certain lines of dried fruits points to reductions in near future, but for present there is no change. The saving of the new crop will, when completed, lead to a general revision of prices.

More activity in teas and coffees is reported, but no prospects of any changes of importance in prices.

Bad weather during the latter part of last week delayed threshing, but is not responsible for any serious harm. Collections show some improvement, but the serious movement of wheat has not yet commenced. Until it does there will be no great influx of cash.

SUGAR.—The phenomenal demand for this commodity is being well sustained, and supplies are taxed to meet it. Prices are steady and market at present time appears settled:

Montreal and B.C. granulated, in bbls.	5 50
Montreal and B.C., in sacks	5 45
Montreal and B.C., yellow, in bbls.	5 10
Montreal yellow and B.C. yellow, in sacks	5 05
Iceing sugar, in bbls.	4 25
Iceing sugar, in boxes (25 lbs.)	3 70
Powdered sugar, in bbls.	3 70
Powdered sugar, in boxes	3 70
Powdered sugar, in small quantities	3 50
Lump, hard, in bbls.	6 40
Lump, hard, in half-bbls.	6 45
Lump, hard, in 100-lb. cases	6 40

SYRUPS.—There is a little more activity in syrups, and there should be a good fall and winter trade, as indications point to butter being short and dear.

Syrups—	
24 2-lb. tins, per case	2 45
12 5-lb. tins, per case	2 88
6 10-lb. tins, per case	2 76
3 20-lb. tins, per case	2 77
Half-barrels, per cwt.	1 25
Barbados molasses, in half bbls., per gal.	0 45
New Orleans molasses, half bbls., per gal.	0 31
Maple syrup—	
Imperial quarts, 2 doz. case	6 20
½ gals., 1 doz. case	5 85
Gals., ½ doz. case	5 40

DRIED FRUITS.—The season's crop is now being cured on the Pacific and making up will probably lead to changes in the course of a few weeks. The pack in most lines is said to be heavy. Market weak.

Prunes—	Per lb.
90-100s, 25s. s.p.	0 05½
90-100s, 10s. s.p.	0 06
80-90s, 25s. s.p.	0 06½
80-90s, 10s. s.p.	0 07½
70-80s, 25s. s.p.	0 07½
70-80s, 10s. s.p.	0 08
60-70s, 25s. s.p.	0 07½
50-60s, 25s. s.p.	0 08½
40-50s, 25s. s.p.	0 09½
Cooking Figs—	
Choice boxes	0 06½
Half boxes	0 06½
Half bags	0 04½
Valencia Raisins—	
Fine, f.o.s., 28s. s.p., per box	2 25
Fine, selected, 28s. s.p., per box	2 40
4-crown layers, 22s. s.p., per box	5 35
4-crown layers, 14s. s.p., per box	1 25
4-crown layers, 7s. s.p., per box	0 70
Ne plus ultra, 82s. s.p., per box	2 20
Currants—	
Dry, clean, per lb.	0 08
Washes, per lb.	0 08½
1-lb. package	0 08½
2-lb. package	0 17½

BEANS.—Nothing new to report since recent rise in prices. Trade is average, but buyers are not inclined to stock heavily until they are certain as to effect new crop will have on market.

Beans—	
Hand picked, bushel	3 30
3 lb. picked, bushel	3 20
Split peas, sack 95 lbs.	4 00

TEAS AND COFFEES.—There is considerable activity in teas just now. Coffee is reported as firm with good average demand.

Coffee—	Per lb.
Green Rio	0 18
Roasted	0 22
Green Santos	0 19
Roasted Santos	0 24
Chicory	0 12½
Teas—	
China blacks, per lb.	0 15
Ceylons	0 25
Japans	0 20

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NUTS.—Nothing new in the nut situation which is about normal for time of year.

Nuts—	Per lb.	Per 100 lbs.
Brazil, per lb.	0 18	0 19
Tarragona Almonds	0 16 1/2	0 16 1/2
Peanuts, roasted Jumbos	0 12 1/2	0 12 1/2
Peanuts, choice	0 11	0 11
Pecans	0 18	0 18
Marbot Walnuts	0 13 1/2	0 13 1/2
Grenoble Walnuts	0 16	0 16
Sicily Filberts	0 11 1/2	0 11 1/2
Shelled Almonds	0 33	0 33
Shelled Walnuts	0 31	0 31

MANITOBA.

WINNIPEG.—There is a good demand for oysters, and a quite average demand for all lines of fresh and salt fish. The inland fisheries will soon close, but new lines of sea fish will shortly be on market.

Fish—	Per gal.	Per 100 lbs.
Oysters, per gal.	3 00	3 00
Fresh salmon	0 15	0 15
Lake Winnipeg whitefish, lb.	0 06 1/2	0 06 1/2
Fresh pickerel	0 08	0 08
Steak, cod	0 10	0 10
TROUT	0 12	0 12
Halibut	0 10 1/2	0 10 1/2
Finnan haddies	1 50	1 50
Bloaters, per box	0 65	0 65
Holland herrings, keg	2 00	2 00
Kippered herrings, box	4 50	4 50
Labrador herrings, half barrel	2 75	2 75
Mackerel, salt, keg	2 75	2 75

MANITOBA.

FLOUR AND CEREALS.—Export flour is a little dull, and domestic demand fair. No changes in prices which have been steady for some time.

Flour—	Per cwt.	Per 100 lbs.
1st patents, cwt.	3 05	3 15
2nd patents, cwt.	2 85	2 85
Strong bakers', cwt.	2 75	2 75
Roller Oats—		
20 lb. sack	0 65	0 65
40 lb. sack	1 15	1 15
80 lb. sack	2 25	2 25
Granulated oatmeal, per cwt.	2 75	2 75
Corn Meal—		
95 lb. sacks	2 30	2 30
49 lb. sacks	1 20	1 20

WINNIPEG.

PRODUCE AND PROVISIONS.

Lard has advanced since last review, and there are some changes in different lines of cured meats. Eggs are 1 cent per dozen dearer. Butter and cheese are steady.

Lard, forces	0 14	0 14
3 lb. tins, cases	9 25	9 25
5 lb. tins, cases	9 15	9 15
10 lb. tins, cases	9 19	9 19
20 lb. tins	3 00	3 00
50 lb. tins	7 30	7 30
Cured Meats—		
Hams	0 17	0 18 1/2
Long clear	0 14 1/2	0 14 1/2
Short clear	0 15	0 15
Shoulders	0 15	0 15
Bacon	0 20	0 20 1/2
Cheese—		
Ontario large	0 16	0 16
Ontario twins	0 16 1/2	0 16 1/2
Manitoba large	0 15	0 15
Manitoba twins	0 15 1/2	0 15 1/2
Butter—		
Creamery	0 30	0 28
Dairy	0 18	0 25
Eggs, fresh laid, Manitoba	0 25	0 25

NEW BRUNSWICK MARKETS.

St. John, Sept. 24.—Local market for past week has had little of special interest to offer as there were few deviations from ordinary routine. Local grocers advise that market in Ontario flour will be quite firm for some time to come and that there is no likelihood of lower quotations, but should weather conditions continue favorable, Manitoba patents

should be cheaper. In Ontario estimates give the wheat crop this year as 13,000,000 bushels as against 19,000,000 in 1911. But it is confidently expected according to local advices that Western Canada crop will yield 180,000,000 bushels, an increase of 30,000,000 bushels over last year. There has been no local change during week. Oatmeal gives promise of going slightly higher.

Local dealers have commenced to get busy laying in their stock of provisions for winter, and the last week has seen quite a stir in this regard. Grocers are finding that they must pay considerably more for their stock of vegetables this year than for some years past, but there seems to be a plentiful supply to draw from.

Dairy products are still gaining strength and advancing continually in price. Eggs are now bringing 30 cents a dozen for fresh stock and 28 cents in case, but these prices are only temporary and will be increased in a few days. Butter is also steady and as the season advances gains greater firmness.

Bacon	5 25	5 25
Beans, hand picked, bushel	3 10	3 10
Beans, yellow eye, bushel	0 30	0 30
Butter, dairy, per lb.	0 27	0 27
Butter, creamery, per lb.	0 27	0 27
Buckwheat, W., grey, bag	1 15 1/2	1 15 1/2
Chickens, new, 3, lb.	0 85	0 85
Corrants 1's, lb.	0 85	0 85
Canned Goods—		
Beans, baked	1 25	1 35
Beans, string	1 02 1/2	1 02 1/2
Corn, doz.	1 10	1 10
Peas, No. 4	1 40	1 40
Peas, No. 3	1 42 1/2	1 42 1/2
Peas, No. 1	1 80	1 80
Peaches, 2's, doz.	1 95	2 00
Peaches, 3's, doz.	3 00	3 05
Raspberries, doz.	2 20	2 20
Strawberries	2 20	2 20
Tomatoes	1 85	1 85
Clams	4 25	4 25
Cornmeal, gran.	5 25	5 25
Cornmeal, bags	1 90	1 90
Cornmeal, bbls.	0 30	0 30
Eggs, henney	0 27	0 27
Eggs, case	0 27	0 27
Finnan Haddies	4 40	4 50
Fish, cod, dry	5 50	5 50
Flour, Manitoba	6 65	6 75
Flour, Ontario	6 10	6 15
Lard, compound, lb.	0 11 1/2	0 11 1/2
Lard, pure, lb.	0 13 1/2	0 13 1/2
Lemons, Messina, per box	3 50	4 00
Molasses, Barbados, fancy	0 36	0 37
Oatmeal, rolled	5 50	5 50
Oatmeal, std.	6 05	6 05
Pork, domestic mess	25 50	26 00
Pork, American clear	25 50	26 00
Potatoes, barrel, new	1 10	1 25
Raisins, California, seeded	0 09	0 09
Rice, per lb.	4 25	4 50
Salmon, Case	9 25	9 50
Red Spring	8 50	8 75
Cohoos	8 50	8 75
Sugar—		
Standard granulated	5 10	5 20
Austrian granulated	5 00	5 10
Bright yellow	4 90	5 00
No. 1 yellow	4 60	4 70
Paris lumps	6 15	6 40

BRITISH COLUMBIA MARKETS.

Vancouver, Sept. 26.—That the man with a good cellar or storage room will not make a mistake at present in investing in cheese is evident; this commodity has risen sharply within past week and as scarcity seems to become all the more acute there is a probability that prices will continue to advance.

Bacon is also on the upward grade. It appears that there is scarcity for a short period and retailers believe the commodity will reach the average price within a week or so.

Some idea of the local wholesale prices prevailing may be gleaned from the following quotations:

BUTTER.—Local creamery, 35c; Ontario creamery solids, 30 1/2c; prints, 31c; Separator creamery, prints, 28c; solids 27 1/2c; New Zealand butter, prints, 34c; solids 33 1/2c.

CHEESE.—Canadian solids, 17c; twins, 17 1/2c; Stilton, 19c.

LARD.—3s, 5s, 10s, 15 and 16c; 20s, 14 3/4 and 15 3/4; 50s-80s, 14 1/2 and 15 1/2; substitutes, 11 to 11 3/4.

VEGETABLES.—Local potatoes, \$12 per ton; horse radish, 15c; cabbage 1 1/4c; sweet potatoes, 4c; carrots, 75c; turnips, 75c; beets, \$1; garlic string, 12c; lettuce, hothouse, \$1; onions per sack, \$1.25; pickling onions, \$2 per basket.

THE EVAPORATED APPLE QUESTION.

Montreal Wholesaler Insists on Quality Pack.

Montreal, Sept. 26.—A Montreal wholesaler, who has been associated with the grocery business for more than a few years, draws attention to the evaporated apple situation, referred to in last week's issue.

While there is apparently no government regulation inducing manufacturers to pack high grade apples, nevertheless he regards the dealer who is crying out about pure quality goods—like the man who enters a haberdasher's store to buy a tie, and in spite of his disgust at certain rainbow creations actually purchases one. He kicks about the look of it but who is to blame?

This particular wholesaler points out that he has evaporated apples in his warehouse, not in the cold storage, never have been, over a year old and they are as fresh and nippy as the day they were packed. He explains this by the fact that they are quality goods. He pays the higher price and satisfies himself on their purity before he purchases. His travelers in turn sell the retailer the better class article and the latter in turn educates the customer. By insisting on getting pure goods the retailer can do a great deal.

Editorial Note.—Quality goods should be insisted on all round and then the evaporated apple business would be on a better basis. But there are always some wholesalers and retailers who are looking for price, and this appears to necessitate a grading such as has been proposed. Then the manufacturer who furnishes good quality apples will be rewarded for the extra cost to him in packing them. Otherwise there is always a tendency to manufacture as cheaply as possible.



New Flour Crop Expected to be Lower

Trade Awaiting Lower Prices on New Crop Manitobas—Quotations at Reduced Figure for Future Shipment—Rolled Oats Advanced 25c. per Barrel on Saturday—Will Probably Ease Again When New Oats Come Forward Free Enough.

Rolled oat prices went up on Saturday as it was announced last week that they would. The advance amounted to 25 cents per barrel or 12½ cents per sack and balanced up the recent decline of a similar amount. When the decline took place, it was felt that Ontario oats would tide millers over until arrival of western stock. Ontario oats that have come forward so far have been of poor milling quality and with scarcity of old crop oats some mills have had to bring in U.S. oats for grinding in bond for export.

Towards the end of last week oat prices on Winnipeg market showed a big bulge. Indeed it is hinted that a corner exists in this commodity on that market. However, it is expected that when new crop comes forward in appreciable quantity that an easing will set in. In face of scarcity of old oats, prices can be expected to hold steady till then. There is a good crop of oats in the U.S. and Western Canada yield is also large but late.

Lower prices are expected on new crop Manitoba flour. This is the general opinion of the trade and retailers are holding off with this in view. Indeed sales of new flour are reported at a figure considerable under present quotations. There was a price as low as 50 cents per barrel under current rates reported this week but not confirmed. Sales for October delivery have been made at a 30-cent concession. While some mills are quoting prices, others are not going after this business as yet.

"There is no question but that prices on new crop flour will be lower," said one big miller this week. "No, we are not going after this business," he said in answer to a query. "We would quote a price if asked but would not advise dealers to buy at it as values will be lower."

The question now is "When will the adjustment take place?" The change will come when deliveries of new wheat become large enough to warrant it. The first shipments are just now arriving at

points east of the lakes. The movement to market so far has on the whole been rather tardy. The trade are patiently waiting.

Export trade in flour is quiet and prices will have to be lower to induce business. United States and European countries are now getting Britain's trade by reason of their lower prices. Exporters are expecting prices to break in near future sufficient to allow for foreign trade.

MONTREAL.

FLOUR.—The foreign demand for new crop spring wheat flour is good, much better than it has been for some time past, but the increase in ocean freight rates has reduced the actual volume of business transacted. The natural result of the increase was to cause an increase in quotations from the millers.

The local demand for old crop flour has improved also and business has been rather more active. Very few orders, we might mention, for new spring wheat have been booked so far.

Winter wheat, fancy patents, in bags	4 50	4 75
Straight rollers, in bags	4 30	4 50
Manitoba 1st Spring wheat patents, bags	5 80	
Manitoba straight patents, in bags	5 30	
Manitoba strong bakers, in bags	5 10	
Manitoba second, in bags	4 70	

CEREALS. An advance as already intimated, has been made on prices of rolled oats, owing to various causes, outlined in last issue. At time of writing the market is firm at the advance.

Fine oatmeal, single bag lots	2 75
Standard oatmeal, single bag lots	2 75
Granulated oatmeal, single bag lots	2 75
Rolled oats, 30 lbs. sacks, into 25 bags to car lots	2 40
Rolled oats, jute bags, 90 lb. single bag lots	2 50
Rolled oats, cotton bags, 90 lb. single bag lots	2 55
Rolled oats, barrels	5 50
Rolled wheat, 100 lb.	2 75
Hominy, 38 lb. sack	2 30
Rolled cornmeal, 100 bags	2 25

TORONTO.

FLOUR.—In Manitoba flour, retailers continue to purchase for immediate needs only, feeling that new crop will be on a more reasonable level. Indeed this is the general opinion and some mills are reported to be taking orders at a con-

siderable concession over present values. "There is no question that prices on new crop flour will be lower," said one miller this week. "The adjustment will not take place until wheat deliveries reach larger proportions."

Winter wheat flour is in an unsettled condition, prices of raw material varying a good deal at different points at present. The yield of winter wheat was undoubtedly small, so small indeed that we will have no more than would supply domestic demand in normal year. However, as prices on this flour are practically as high as for Manitoba, it is said that bakers this year will use Manitobas in place of it. If this should prove the case then prices will have to come down to level that will create business. However, winter wheat flour must be used for pastry purposes so that this demand is certain to be maintained.

Manitoba Wheat.	
1st patent, in car lots, per bbl.	5 70
2nd patents, in car lots, per bbl.	5 20
Strong bakers, in car lots, per bbl.	5 30
Feed flour, in car lots, per ton	51 00 53 00
Winter Wheat.	
Fancy patents, domestic consumption	4 85 5 15
Patents, 90 p.c., domestic consumption	4 55 4 85
Straight roller, domestic consumption	4 35 4 55
Blended, domestic consumption	4 85 5 05

CEREALS. As announced last week, an advance of 25 cents per barrel or 12½ cents per sack took place in rolled oats on Saturday. Local price for small lots is now up to \$2.50 per sack. No further advance is anticipated but when deliveries of oats reach a large enough scale, prices are expected to ease again. Spot milling oats are scarce and some mills have brought in U.S. oats, grinding them in bond for export. Western Canada will have a good yield of oats but the crop is late, deliveries so far having been small.

Rolled oats, small lots, 90 lb. sacks	2 50
Rolled oats, 25 bags to car lots	2 40
Standard and granulated oatmeal, 98 lb. sk., small lots	2 75
Rolled wheat, small lots, 100 lb. bbl.	3 00
Rolled wheat, 5 barrel to car lots	2 80 2 90
Cornmeal, 98 lb. bags, 25 bag lots	2 25 2 30
Rolled oats in cotton sacks, 5 cents more.	

MILL FEEDS. There is no change in bran or shorts. Market is still firm and will be so until milling of new crop wheat begins.

Bran, ton, car lots	\$3 00
Shorts, ton, car lots	2 00



This Has Been Big Year in Peaches

Yield Has Been Large—Good Demand for Preserving Purposes — Threatened With Basket Famine in Niagara District—Lemons Hold Steady—New Crop Quite High—Large Sizes Will Command Premiums—Good Stock Oranges Firm.

This has been a big year in peaches, the yield being larger than for several years. In fact, in the Niagara district of Ontario, shipments have been on so large a scale that shippers have been threatened with a basket famine, and in some cases fruit has had to be shipped out in odd sized baskets. The quality of the fruit this year has been generally good, and as a result there has been big demand for preserving purposes, prices ruling at a popular level. Demand still continues on an appreciable scale, but attention to this line will shortly dwindle and be given more to grapes and pears.

Warmer weather would prove beneficial to grapes, as in some sections, at least, they are not ripening up just as rapidly as they might. Even with the increased supplies of domestic grapes, Malaga still continue to sell, while fancy peaches from across the line are still being brought in.

The situation in lemons varies at different centres, and while, for instance, values are unchanged at Montreal, prices at Toronto have reached a record level. As before stated, there will practically be no further shipments until new crop arrive around Nov. 1. The Italian Government has been taking all the lemons for the use of their soldiers at Tripoli, paying 1 cent each for all sizes. Market on new crop lemons has opened slightly higher than last year, and indications are that large sizes will be scarce, as lack of rains in the spring proved detrimental to the growth of the fruit.

There is a firm feeling in good stock oranges, late Valencias being the only variety now available.

MONTREAL.

GREEN FRUIT.—The market has not been as lively of late, practically all or-

ders for the last few weeks of preserving having been placed. Lemons have dropped back a little, the cool weather having taken the edge off the market. Apples are selling freely, but in some cases, quality is not all that one would desire. Basket fruit is still moving out freely.

Bananas, crated	1 75	2 25
Grape fruit, Florida, case	6 50	7 50
Lemons	4 00	4 25
Limes, box	1 25	
Oranges—		
Navels	4 50	
Late Valencias	4 50	
Pineapples—		
Cubans, cases of 24	4 25	4 50
Grapes	2 75	
Summer apples, No. 1	3 50	
Summer apples, No. 2	3 00	
California plums	1 50	1 75
California pears	3 00	3 25
California peaches	1 50	
Ontario pears, basket	0 75	1 00
Ontario plums, basket	0 75	1 00
Ontario peaches, basket	0 75	1 00

VEGETABLES.—Beans will soon be regarded as a "second thought," as little indication of new prices presents itself. Cabbage is firm. Cauliflowers being in particularly good demand. Carrots are more plentiful than recently, and are easy. Tomatoes are not so plentiful this week, while potatoes are still easy, at prices quoted.

Beans, green, bags	0 75	
Wax beans	0 75	
Carrots, bunch	0 15	0 20
Cabbage, basket	2 00	
Cauliflower, dozen	1 90	
Cucumbers, basket	0 30	0 35
Peppers, green, basket	3 75	
Radishes, dozen	0 22	
Sweet potatoes, per basket	3 00	3 50
Potatoes, Green Mountains, bag	2 00	
New potatoes, per bbl.	4 00	
Spinach, box	1 00	
Parsnips, bag	3 00	3 75
Tomatoes	3 00	
Turnips, per bag	1 25	

TORONTO.

GREEN FRUITS.—So large has been the yield of peaches this year that some dealers are threatened with basket famine. Quality of fruit has been good, and demand has been brisk. However, the popular prices which prevailed last week for late Crawfords and Elbertas still continue. "Owing to a basket famine," writes one shipper, "it may be neces-

sary to use some 9 quart baskets for peaches." Grapes will be more plentiful if we get warmer weather. Present cool weather is keeping them back. Niagara grapes are not offered, as they are not quite ripe. Tendency for number of years has been to cut this choice grape too soon, which has spoiled its reputation to a certain extent. Moore's Early and Red Rogers are selling now.

As intimated last week, oranges are higher, selling up to \$5 for good stock. Lemons have also continued on the ascent, as stocks are small and as high as \$7 is quoted this week. New cranberries are now on the market.

Bananas, per bunch	1 50	2 00
Cranberries, per bbl.	8 50	
Grapes, Moore's Early	0 20	
Grapes, Red Rogers	0 26	
Huckleberries, basket, 11 qt.	1 50	
Lemons, Verdelli	6 00	7 00
Limes, per 100	1 25	
Lawtonberries, per qt. box	0 07	0 09
Oranges—		
Late Valencias, case	4 25	5 00
Imported Fruits—		
Musk melons, basket	0 25	0 35
Peaches, box	1 25	
Grapes, Malaga, per box	1 75	
Canadian Fruits—		
Peaches, fancy, Leno, 11 qt.	0 65	0 85
Peaches, ordinary, 11 qt.	0 35	0 50
Pears, Clapp's Favorite, 11 qt.	0 30	0 50
Pears, Bartletts, 11 qt.	0 50	0 65
Plums, 11 qt.	0 35	0 60

VEGETABLES.—Through the wholesaler at any rate, biggest demand in vegetables is for pickling lines. Peppers, onions, cucumbers, tomatoes, cauliflower and similar lines are being called for. Pickling cucumbers are selling at 65 cents per basket.

Potatoes are easier again, now being down to 90 cents per bag. Few further shipments of New Brunswick are being brought along until the rot question is settled. Some dealers lost money on their first shipments. There are plenty of Ontario stock to fill the demand. There are some reports of rot on account of wet weather, but no serious damage is as yet reported. If damp weather continues, it may prove quite serious.

Beets, new, Canadian, basket	0 20	0 25
Beans, green, Canadian, basket, 11 qts.	0 20	0 25

Carrots,
Cabbage,
Celery, p
Corn, doz
Cucumbers
Cucumbers
Marrow,
Onions—
 Spanish
 White
 Yellow
Potatoes,
Peppers,
Peppers,
Tomatoes,

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THE CANADIAN GROCER

Carrots, new, basket	0 15
Cabbage, new, per crate	1 25
Celery, per doz.	0 40
Corn, doz.	0 12
Cucumbers, Can., basket	0 15
Cucumbers, picklers, basket	0 65
Marrow, bushel basket	0 25
Onions—	
Spanish, per crate	2 50
White pickling, basket	1 00
Yellow onions, 100 lb. sack	2 25
Potatoes, Ontario, per bag	0 90
Peppers, green, basket	0 35
Peppers, red, basket	0 75
Tomatoes, per basket	0 20

WINNIPEG.

FRUITS.—Fruits of all kinds are plentiful and cheap. A heavy trade in preserving lines is being transacted. Po-

tatoes are down to 35 cents for carload lots.

Fresh Fruit—		
Apples, Duchess, 50l.	4 25	4 75
Crabapples, box	2 25	2 25
Cantaloupes, case	4 50	5 00
Oranges, Valencia	4 75	5 25
Bananas, bunch	2 50	3 50
California lemons, crate	8 00	8 00
Limes, box	2 00	1 75
Washington apples	1 60	0 30
Cucumbers, per doz.	0 30	0 50
Grapes, blue, basket	0 50	2 75
Grapes, Tokay, case	2 75	1 00
Peaches	1 00	1 20
Plums	1 10	1 65
Green gages	1 65	3 00
Bartlett pears, case	3 00	2 75
Bartlett hardy pears	2 75	1 50
Washington peach plums	1 50	1 00
Tomatoes, Ont.	0 75	0 35
Potatoes, per bushel	0 35	6 50
Jersey sweet potatoes	6 50	

The finnan haddie market is getting lively. Retailers are finding haddies good sellers just now.

It is a little early to ship tillets just now, but cooler weather will soon be at hand, so make room for some fleshy ones. Customers will appreciate them.

Kippers and bloaters are coming along "swimmingly." Be a live one and fish for some of this trade.

Fish is brainy food. But sometimes it is too bad to waste the fish.

Do you try to cater to lumber and mining camps? Why not use good bait and catch the order for such lines as Kinless cod, put up in 50 and 100-lb. boxes.

Salt herring are a great favorite in the mining centres. You can buy them by the barrel and half-barrel.

The pen is mightier than the sword, but the sword-fish cannot keep abreast of the times. It's a dead one for another season.

Prepared boneless cod is a great seller just now. No waste with it in any sense of the word.

The usual fall gales were experienced on the coast last week. But there is plenty of fish all the same.

Don't have any holes in your net, some profits may slip through.

N.B. APPLE CROP NOT LARGE.

St. John, N.B., Sept. 27—(Special).—Much interest is now centering amongst local grocers, and dealers in other parts as well, concerning the apple harvest in New Brunswick, and it is generally admitted that it is expected to fall considerably short of other years. At the opening of the season prospects seemed bright. Later on doubt was expressed because of the unfavorable weather conditions, and yesterday S. L. Peters, Dominion inspector of fruit for New Brunswick, who was in the city, said that he calculated upon a shortage of about 50 per cent. of what had been expected. Cold rains at the period of polination, he said, had had an injurious effect upon the growth, and had also hindered the bees from working and the latter are an important factor in the fertilization of orchards.

The consumption of fresh fruits in the United States is estimated at \$200,000,000 annually.

Grocer Advertises Recipe to Sell Spices

Methods of an Oshawa Dealer to Make Extra Spice Sales—
Displays Them in the Store Where They Can be Readily Seen
and Uses the Newspaper as Well.

Oshawa, Ont., Sept. 26—(Special).—J. E. Beaton, an Oshawa grocer has been putting special efforts behind spices during the pickling season. As soon as the least sign of demand became visible he began to swing them into prominence. At most times of the year he keeps his spices in closed tins behind the counter. However, as the season of demand approaches, he puts them in square glass bottles fitted with glass stoppers which he has specially for the purpose. They are properly labelled with the price, giving the amount per pound as well as the weight given for 5 cents. Mr. Beaton believes in letting people know the price. People want the best quality of spices and are ready to pay a reasonable price. Quality is made the keynote in pushing their sale.

Where They Can be Seen.

These bottles are placed on a counter at the front, right under the eye of every customer who enters the store. Thus showing the spice as well as announcing the price, they serve as excellent silent salesmen. In addition, the quality of the spices is not affected as if they were exposed to the air in display.

The local newspaper was also used by this store to promote spice sales, a commendable method being employed. It was in the form of a recipe for catsup, giving the exact quantity of each ingredient required.

Kept on File.

This recipe was something that many housewives appreciated and no doubt several clipped it out to preserve from year to year as a guide. The exhortation at the bottom, "Ketchup made by this recipe will not spoil if you purchase the ingredients at Beaton's," attracts many a housewife in quest of good catsup to the store. In fact the Beaton store has done a big trade in spices since the pickling season opened.

Editorial Note.—The idea of using a recipe in advertising in order to attract the attention of the housewife is not altogether new but sufficiently so to be interesting. A recipe of any kind is

BEATON'S Ketchup Recipe

¼ bushel Tomatoes sliced in kettle.
 3 oz. Whole Allspice.
 3 oz. Whole Pepper.
 1 oz. Whole Cloves,
 ½ lb. Mustard,
 ½ lb. Salt,
 1 lb. Onions sliced thin,
 ½ oz. Cayenne Pepper.
 1½ lbs. Brown Sugar,
 1 qt. Vinegar.
 Put Whole Spices in bag and boil 3 hours.

KETCHUP made by this Recipe will not spoil if
 you purchase the ingredients at
BEATON'S BUSY STORE
 Phone 61 516-62 ST. SOUTH, OSHAWA, ONT.

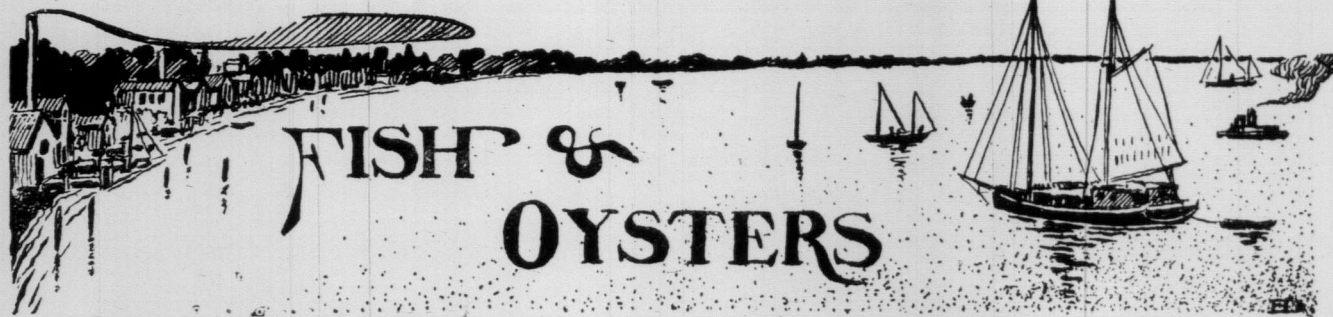
Newspaper advertisement to promote spice sales. Reduced from two column space.

something that holds a great deal of interest for women and there is no doubt that the same plan could be used in pushing many other lines besides pickling supplies. For instance some dealers use a recipe for Xmas cake in the same way. The sale of oatmeal might be helped by telling the housewife how to make oatmeal cookies. In fact the use to which the idea might be put is quite extensive.

THE WEEKLY FISH COLUMN.

Keep your eye on this space every week. We are not in the fish business, but we can give you "fresh from the water" news.

Some dealers are bringing haddies direct from the coast.



Prepared Fish Now Coming to Front

Supplies Will Soon Be in Place and Season Under Way—Retailers Now Ordering—Prepared Cod Lines Will Keep Indefinitely—Scarcity in Some Lines of Fresh Fish—Halibut Short and Firm.

Prepared fish are now coming to the front, more attention being given them by wholesalers and more interest displayed by the retail trade. Some markets are just now beginning to receive their advance shipments of prepared cod, but supplies will soon all be in place and the season will be under way. Already retailers are sending in their orders, and it is pointed out by wholesalers that these lines will keep indefinitely, and that it is to the advantage of retailers to start the fall with a complete stock.

There still continues a scarcity in some lines of fresh fish. Halibut is short and prices accordingly firm. Lack of bait is hampering fishing on the east coast, and while there have been some catches of herring and mackerel, cod and haddock are short. Lake fish are in a little better supply.

QUEBEC.

MONTREAL.—There was practically no fresh halibut on the market this week, this line being particularly scarce just now. Fresh haddock and cod are none too abundant either, but apart from these lines, there is a generally good supply. There is an increased demand for smoked fish.

FRESH AND FROZEN.

Fancy spring salmon, per lb.	0 18	0 20
Large shad herring, each	0 02	0 02
Market cod, cases, 250 lbs., per lb.	0 04	0 04
Less than case	0 04½	0 04½
Smelts, fancy	0 10	0 10
Haddock	0 04½	0 04½
Halibut, per lb.	0 12	0 12
Herring, frozen, per 100 fish	1 90	2 00
Mullets	0 04½	0 04½
Pike, dressed and headless, lb.	0 08	0 08
Steak, cod	0 06	0 06
Mackerel	0 10	0 10
B.C. red salmon	0 10	0 11
New Gaspe salmon, per lb.	0 15	0 15
Qualla salmon	0 07½	0 08
No. 1 smelts, per lb.	0 09	0 09
Lake trout, per lb.	0 12	0 12
Whitefish, large, per lb.	0 09	0 10
Pure cod tablets, 20 1-lb. tablets	2 30	2 30
Whitefish, small, lb.	0 06	0 06
Barbotte (dressed) bullheads, per lb.	0 08½	0 08½

PREPARED FISH.

Boneless cod, in blocks or pkgs., lb.	8, 10, 11, 12
Dry pollock, 100 lb. bundles, per bundle	5 50
Shredded cod, 2 doz. in box, per box	1 90
Boneless strip cod, 30-lb. box	0 12

SALTED AND PICKLED.

New green cod, per bbl., 200 lbs.	10 00
New Labrador herring, per bbl.	5 50

New Labrador herring, per half bbl.	3 00
No. 1 mackerel, pail	2 00
No. 1 mackerel, half bbls.	8 00
Lake trout, kegs	6 00
No. 1 green haddock, per 200 lbs.	7 50
Salt eels, per lb.	0 05
Salt sardines, bbls.	5 00
Salt sardines, half bbls.	2 75
Lake trout, half bbl.	6 00
Scotch herring	6 50
Holland herring, half bbl.	1 00
Holland herring, keg	5 50
Boneless new herring, 10-lb. boxes	0 75
Salt eels, per lb.	0 12½
Labrador salmon, bbls.	0 06
	18 00

SMOKED.

Bloaters, box	1 10
Yarmouth bloaters, fancy, per box	1 25
Haddies, fancy, 15-lb. boxes, per lb.	0 07½
Fillets, fancy, 15-lb. boxes, per lb.	0 11
Herring, new, smoked, per box	0 18
Kippers (small), per box of 50 fish.	1 10
Smoked salmon, per lb.	0 25

SHELL FISH.

Solid meats—Standards, gal., \$1.75; selects, gal.	2 00
Boiled lobsters, per lb.	0 20

NEW BRUNSWICK.

ST. JOHN.—Last week was an encouraging one in fish department of most dealers. There was a fairly plenteous stock to select from and a ready sale, increased largely by fact that there were three fish days in the calendar, Wednesday, Friday and Saturday. The latter part of the week was not so good, owing to weather conditions, as was the first portion and supplies fell somewhat.

Haddock and cod remained the staples most abundant, bringing the same price, 5 cents, while halibut was received in better quantities, although still high, bringing 16 to 18 cents. Some herring are being caught along the bay and bring 15 cents a dozen. They are of good size and ready sellers. The run on oysters and clams thus far has been rather slow, dealers looking for a big increase when colder weather sets in.

ONTARIO.

TORONTO.—Fish trade is running along in even lines, with a tendency to improvement. Lake fish are in somewhat better supply, there being plenty of trout now to supply the demand. Fresh halibut is still scarce, and on account of

shortage of fish at coast, local prices are firm and may be higher.

The week is marked by the arrival on this market of Labrador herrings in both kegs and barrels, as well as Labrador trout. Scottish herring are expected in week or so. Skinless cod has been added to the list, and other different varieties of cod will be on market in a week or so, and fish season as far as supplies are concerned will be really under way. Oysters are quoted at \$1.75 per gallon.

FRESH CAUGHT FISH.

White fish, per lb.	0 12
Lake trout, per lb.	0 12
Steak, cod	0 08
Haddock	0 07
Halibut	0 11
Flounders	0 07
Herrings, per lb.	0 05
Pike	0 07
Perch	0 07
Restigouche salmon	0 25
Bluefish	0 20
Striped bass	0 25
Butterfish	0 15
Sea bass	0 20
Sea herring, per 100 count	2 00

SMOKED.

Finnan haddie	0 08	0 09
Smoked fillets	0 12	0 12
Smoked bloaters, 60s	1 25	1 25
Kippers	1 35	1 35

PREPARED.

Shredded cod, 2 doz. pkgs., to box	2 25
Scania cod, 2-lb. boxes, 12 to crate	2 80
Cod in loose strips, 25-lb. to box, lb.	0 06½
Skinless, cwt. (100 lb. boxes)	6 00

SALTED AND PICKLED.

Labrador herring, per keg	3 00
Labrador herring, per barrel	5 00
Labrador trout, per keg	7 50
Oysters, select, per gallon	1 75

NOVA SCOTIA.

Halifax.—From all points along the coast come reports of an unusual scarcity of fish. Fishermen are unable to secure any quantity of bait, and as result fishing operations have been greatly impeded. Cod and haddock are scarce. Fishing on the inshore grounds is particularly poor for season. Local dealers are now finding a heavy demand for scallops, a shell fish that is gathered along the shore in large quantities. Consumption of oysters here this week was enormous, there being hundreds of visitors in the city for the Exhibition, and oysters were in demand.

Smoked fish business is good, but demand for salt and dried fish is light.



Produce & Provisions



Hogs and Pork Products on High Level

Supplies Are Also Scarce—Live Hogs at Record Price at Several Centres—
Dealers Are Wondering How Prices Will Shape This Fall—Feeling That There
Will be Easing—Many Poor Quality Eggs Arriving—Butter is Steady.

Interest at the present time is centred to a large extent around hogs and pork products in general, which, by reason of the high level which they have gradually attained naturally attract attention. Not only have live hogs attained the high water mark in regard to price at many centres, but they are scarce. The number coming forward does not measure up to the demand.

Lard has already reached a high price. Rather stinted production along with a fair demand has kept markets pretty bare while in sympathy with hogs, prices have been on the upward trend. There is also a general firm feeling in other lines of pork products. For instance in Toronto long clear and backs are not only higher, but scarce, some houses having little or none to offer. Fresh meats have been in such demand and command such appreciable prices that packers find it to their advantage to sell in the fresh state.

Dealers are now wondering how live hogs are going to do this fall, more so in view of the curious fluctuations which took place in the market last year. On Sept. 1, last year Toronto dealers were quoting \$7.70 at country points. Then came heavy deliveries and before the end of October prices had been reduced \$1.70 per cwt. to \$6.

There is no denying that hogs are now at a record price for Toronto dealers are quoting around \$8.60 at country points. There are various opinions expressed as to future, but there is a feeling that deliveries will be freer later on and that prices will ease. Dealers are wondering when the turning point will come.

One wholesale dealer declared that this week the poor quality of eggs now coming in is seriously affecting the consumption. The damp weather of late has seriously impaired the quality at most centres while the complaint is also made

that shippers in some cases hold eggs in hopes of better prices, so that when they arrive they really are not fresh and naturally the public don't take kindly to them.

There is a slightly firmer feeling in butter in some parts of Eastern Canada. Demand from the West has prevented any accumulations on spot, although stocks in storage are large, a considerable portion of which is held for north-west and coast firms.

MONTREAL.

PROVISIONS:—The market has become firm for practically all lines, there being a good demand for the available stock which, everything considered, is none too large, as the receipts of hogs have been disappointing. At the end of last week, prices for live hogs advanced 10c per 100 lbs., owing to limited supplies coming forward. The increase was also partly brought about by the higher levels reached in Toronto. There is a good demand also for Abattoir fresh-killed hogs at firm prices.

Long clear bacon, heavy, lb.	0 13½
Long clear bacon, light, lb.	0 14½
Hams—	
Extra large sizes, 28 to 40 lbs., per lb.	0 14¼
Large sizes, 20 to 28 lbs., per lb.	0 15
Medium sizes, 15 to 19 lbs., per lb.	0 16½
Extra small sizes, 10 to 14 lbs., per lb.	0 16½
Bone out, rolled, large, 16 to 25 lbs., per lb.	0 16½
Bone out, rolled, small 9 to 12 lbs., per lb.	0 18½
Breakfast bacon, English, boneless, per lb.	0 18
Windsor bacon, skinned, backs, per lb.	0 18½
Spiced roll bacon, boneless, short, per lb.	0 14½
Boiled ham, small, skinned, boneless,	0 26
Hogs, live, per cwt.	8 00
Hogs, dress, per cwt.	12 50 12 75
Pure Lard—	
Boxes, 50 lbs. net, per lb.	0 10½
Cases, tins, each 10 lbs., per lb.	0 14½
Cases, tins, each 5 lbs., per lb.	0 14½
Cases, tins, each 3 lbs., per lb.	0 14½
Pails, wood, 20 lbs. net, per lb.	0 10
Pails, tin, 20 lbs. gross, per lb.	0 10½
Tubs, 50 lbs. net, per lb.	0 14½
Tierces, 375 lbs., per lb.	0 14
One pound bricks	0 13½
Compound Lard—	
Boxes, 50 lbs., per lb.	0 14½
Cases, 10-lb. tins, 60 lbs. to case, per lb.	0 10½
Cases, 5-lb. tins, 60 lbs. to case, per lb.	0 10½
Cases, 3-lb. tins, 60 lbs. to case, per lb.	0 10½
Pails, wood, 20 lbs. net, per lb.	0 10½
Pails, tin, 20 lbs. gross, per lb.	0 10½
Tubs, 50 lbs. net, per lb.	0 10½
Tierces, 375 lbs., per lb.	0 10½
One pound bricks	0 11
Pork—	
Heavy Canada short cut mess, bbl., 35-45 pieces	27 00
Bean pork	19 00

Canada short cut back pork, bbl., 45-55 pieces	27 00
Heavy short cut clear pork, bbl.	23 00
Clear fat backs	25 00
Heavy flank pork, bbl.	26 50
Dry Salt Meats—	
Green bacon, flarks, lb.	0 14

BUTTER: A decidedly stronger feeling has developed in this market and though large stocks are still held, it looks as if some dealers have been holding off for some time past in anticipation of an easier situation, because there seems to be no hesitation whatsoever when the higher price is demanded. Of course, with a heavy demand from the West, six or seven cars having been shipped recently, the stocks on spot will drop off considerably and prices may decline temporarily, as present high level may bring about large shipments from the country and thus cause a kind of slump. However, recent advance in the country has simply turned out as we stated a couple of weeks ago.

CHEESE: Supplies coming forward have shown a marked decrease, and with a large volume of business doing, the market is active. Prices so far show no active change, but if present shortage exists we would not be surprised to see an increase.

EGGS: Supplies coming forward have shown a marked decrease, and with a large volume of business doing, the market is active. Prices so far show no active change, but if present shortage exists we would not be surprised to see an increase.

New laid eggs, per doz.	0 34
Selects	0 31
No. 1's	0 28

POULTRY: The market has no interesting feature as yet, the rush season not having set in. Still there is a fair trade passing at prices mentioned.

Turkeys, No. 1, per lb.	0 25
Turkeys, No. 2, per lb.	0 22 0 24
Chickens, per lb.	0 18 0 22
Fowls, per lb.	0 15 0 16
Ducks, per lb.	0 25
Geese, per lb.	0 15

TORONTO.

PROVISIONS: The feature of local provision market at present time is scarcity and high prices for live hogs as well as shortage in certain lines of pork products. Hogs have been coming forward exceedingly tardily of late. For in-

THE CANADIAN GROCER

stance, the arrivals at both stock markets last week only amounted to 4,906 as compared with 10,879 for same week last year. As a result, prices have been on the ascent ranging at \$8.60 at country points and as high as \$9.10 for best grades locally. Dressed hogs are up to \$12.50 to \$13.00 now.

Wholesalers are low on long clear and price is firm at 15 cents. Some houses at moment have little or none to offer. Backs are also scarce. Explanation given by one dealer is that demand is so good for fresh meats that packers are selling it that way instead of smoking.

Smoked Meats—		
Light hams, per lb.	0 17½	0 18
Medium hams, per lb.	0 17	0 17½
Large hams, per lb.	0 15	0 16
Backs, plain, per lb.	0 20	0 21
Backs, pea meal	0 21	0 22
Breakfast bacon, per lb.	0 18	0 18½
Roll bacon, per lb.	0 14½	0 14¾
Shoulders	0 11½	0 12
Pickled Meats—1c less than smoked.		
Heavy mess pork, per bbl.	20 00	20 50
Short cut, per bbl.	24 00	25 00
Cooked hams	0 25	0 26
Long clear bacon	0 14½	0 15
Lard, tierces, per lb.	0 14½	0 14¾
Lard, tubs, per lb.	0 14¾	0 15
Lard, pails, per lb.	0 15	0 15½
Lard, compounds, per lb., tierces		0 10
Live hogs, local	9 00	9 10
Live hogs, at country points	8 60	8 70
Dressed hogs	12 25	13 00

BUTTER:—There is really no change in butter situation and prices remain same as last week. Dairy prints range all the way from 24 to 28 cents, according to quality. The production is quite large and there is plenty coming along although reports from Quebec indicate firmer feeling. Opinion is expressed in some quarters that when factories begin to change from cheese to butter that an easier tendency is possible.

	Per lb.	
Fresh creamery print	0 27	0 29
Creamery solids	0 27	0 28
Farmers' separator butter	0 25	0 28
Dairy prints, choice	0 24	0 26
Dairy solids	0 23	0 25

EGGS:—It was pointed out last week that prices would have to go up in the city or down in the country. It seems as if the adjustment is to take place in the country. In fact, tendency is already easier there. There seems to be plenty of eggs coming in. Some dealers say there are more coming than there is a good demand for, and some have to be stored. Wholesalers claim that they are not making any money on eggs on account of the large shrinkage.

"It is hard to get fresh eggs," said one wholesaler this week. "The damp weather is impairing the quality, while shippers have the foolish habit of holding off in hopes of an extra ½ cent, so that when they get here, they are not fresh. This is cutting down demand considerably, for naturally when they can't get fresh eggs they don't want any."

New laid eggs, per doz.	0 27	0 29
Fresh eggs, per doz.	0 24	0 25

CHEESE:—There is a slightly firmer feeling in cheese and some dealers would quote ¼-cent higher. The production is still appreciable, but brisk export enquiry buoys up the market. Many factories turning out cheese in Ontario are

said to have made contracts for the shipping of cream to United States points, as it pays them better than to make cheese.

Old Cheese—		
Large	0 18	0 20
Twin	0 18	0 19½
New Cheese—		
Large	0 14½	0 14¾
Twin	0 14¾	0 15
½ Twin	0 15	0 15½
Stilton	0 16	0 17

POULTRY:—In view of the Jewish holidays poultry was commanding a better figure at first of week, but eased towards end. There will probably be another bulge first of next week for same reason. Outside of this temporary demand tendency is easier.

LIVE POULTRY (prices paid to country merchants).		
Spring chickens	0 11	0 13
Spring ducks	0 10	0 12
Old fowl	0 10	0 12
Roosters	0 08	0 10
WHOLESALE PRICES (to city retailers).		
Spring chickens, dressed, lb.	0 17	0 20
Spring ducks, dressed, lb.	0 12	0 18
Fowl, dressed	0 12	0 14

HONEY:—Buckwheat honey was in demand this week on account of the Jewish holidays and a considerable portion was sold. Otherwise market runs along in same lines. Many dealers are pushing new crop honey now.

White clover honey, in combs, No. 1, doz.	2 75	3 00
Honey, strained—		
Clover honey, 60-lb. pails, per lb.	0 12	
Clover honey, 10-lb. pails, per lb.	0 12½	
Clover honey, 5-lb. pails, per lb.	0 12¾	
Buckwheat, 60-lb. tins, lb.	0 07	0 08

Pushing Provisions by Window Display

Good Time of Year for Showing Provisions in Window is Now Here—Excellent Method of Creating Demand—Goods Well Displayed Beget Purchases—Suggestion for Arrangement of a Window Trim.

During the summer months, conditions are not exactly favorable to the display of provisions in the window. The higher temperature and the presence of flies makes this rather a difficult problem with many stores. These disadvantages are now, however, beginning to disappear and the showing of provisions in the window once more becomes a possibility.

Window is Valuable.

There is no disputing the value of a window display as an agent in the sale of pork products. These are lines which have to be shown in order to be sold, or at least their sale is greatly increased if they are in a position where people may see them. The dealer knows how the showing of these lines on the provision counter even if it be in a remote part of the store, helps their sale. How much greater must be the value of a display in the window where they are seen not only by those who enter the store, but by those passing the store as well.

How it Strikes a Customer.

A customer is on her way to Jones' grocery to buy some cooked ham for supper. On the way, she passes your store. You have a window display of provisions. It is attractively arranged and the cooked ham looks particularly enticing to her. She decides she will try yours for a change. You slice it nicely for her and she is well pleased, so much so that she continues to come to your store for ham. Therein lies the value of a window display. People are frequently not married to the one store. They change around. The store which goes after their trade in the proper manner gets it.

Having decided that the window is a valuable asset as a sales creator, the next step is the arrangement of the display

so as to attract the largest possible amount of business. Some enticing and attractive windows can be arranged if a little care is taken.

Suggestion for a Trim.

A provision dealer gives a suggestion for a display of pork products in which is shown lard—a line which will shortly begin to sell well. The grocer might even add butter and eggs, as they are really assorted lines. At the rear forming a background, he places hams and backs, alternately hanging from a bar, which if the dealer has not in his window may be arranged temporarily. Slightly to the front of this is a row of lard. In the centre is placed a sixty pound tub tilted on its side with the mouth facing the front. The lid is of course removed. Ranging from each side in a curve are smaller tubs and pails arranged on their sides in the same manner. For instance, after the 60 pound tub might come a 20 pound pail, a ten pound, a five, a three and then a one pound block. The fruit row next the glass is given over to hams and bacon. These should be arranged tastily, preferably on platters. Such a window as this evenly built up should present a good appearance and attract business.

Can Easily be Handled.

There are many business getting trims which can be arranged which will suggest themselves to the trimmers. The main thing is to realize the value of a window trim and the desirability at just this time—a good season for the sale of provisions and when they can be handled with minimum expense and trouble.

As in all windows, the trim should be even and symmetrical and arranged with a view to appealing directly to the customer's palate.

QUOTATIONS FOR PROPRIETARY ARTICLES

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

BAKING POWDER.
W. H. GILLARD & CO.
 Diamond.
 1-lb. tins, 2 doz. in case... \$2 00
 ½-lb. tins, 3 doz. in case... 1 25
 ¼-lb. tins, 4 doz. in case... 0 75

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

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

WHITE SWAN SPICES AND CEREALS, LTD.

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

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

COOK'S FRIEND BAKING POWDER.

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

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

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

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

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

UN-NUMBERED.
 Under 100 books each 0 04
 100 books and over each 0 03½
 500 books to 1,000 books 0 03
 For numbering cover and each coupon, extra per book ¼ cent.

CEREALS.

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

White Swan Wheat Kernels, per doz., \$1.50.
 White Swan Flaked Rice, \$1.
 White Swan Flaked Peas, per doz., \$1.

DOMINION CANNERS.

Aylmer Jams. Per doz.
 Strawberry, 1912 pack ... \$ 2 00
 Raspberry 2 00
 Black currant 2 00
 Red currant 1 85
 Peach 1 85
 Pear 1 85

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

Marmalade.
 Orange Jelly 1 55
 Green fig 2 25
 Lemon 1 60
 Pineapple 2 00
 Ginger 2 25

Pure Preserves—Bulk.
 5 lbs. 7 lbs.
 Strawberry 0 60 0 95
 Black currant 0 60 0 95
 Raspberry 0 60 0 95
 14's and 30's per lb.
 Strawberry 0 13
 Black currant 0 13
 Raspberry 0 13
 Freight allowed up to 25c per 100 lbs.

COCOA AND CHOCOLATE.

THE COWAN CO., LTD.
 Cocoa—
 Perfection, 1-lb. tins, doz. ... 4 40
 Perfection, ½-lb. tins, doz. ... 2 35
 Perfection, ¼-lb. tins, doz. ... 1 25
 Perfection, 10c size, doz. ... 0 90
 Perfection, 5-lb. ins, per lb. ... 0 85
 Soluble, bulk, No. 1, lb. ... 0 20
 Soluble, bulk, No. 2, lb. ... 0 18
 London Pearl, per lb. ... 0 22
 Special quotations for Cocoa in barrels, kegs, etc.

Unsweetened Chocolate—
 Supreme chocolate, ½'s, 12-lb. boxes, per lb. 0 35
 Perfection chocolate, 20c size, 2 doz. in box, doz. ... 1 80
 Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz. 0 90
 Sweet Chocolate— Per lb.
 Queen's Dessert, ¼'s and ½'s, 12-lb. boxes 0 40
 Queen's Dessert, 6's, 12-lb. boxes 0 40
 Vanilla, ¼-lb., 6 and 12-lb. boxes 0 35
 Diamond, 8's, 6 and 12-lb. boxes 0 28
 Diamond, 6's and 7's, 6 and 12-lb. boxes 0 24
 Diamond, ¼'s, 6 and 12-lb. boxes ... 0 25

Icings for Cake—
 Chocolate, white, pink, lemon, orange, maple, almond, coconut, cream, in ½-lb. packages, 2 doz. in box, per doz. ... 0 90
 Chocolate Confections—Per lb.
 Maple buds, 5-lb. boxes ... 0 36
 Milk medallions, 5-lb. bxs. 0 36

Chocolate wafers, No. 1, 5-lb. boxes 0 30
 Chocolate wafers, No. 2, 5-lb. boxes 0 25
 Nonparell wafers, No. 1, 5-lb. boxes 0 30
 Nonparell wafers, No. 2, 5-lb. boxes 0 25
 Chocolate ginger, 5-lb. bxs. 0 30
 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, ¼'s, 6-lb. boxes, lb. 0 36
 Nut milk chocolate, ¼'s, 6-lb. boxes, lb. 0 36
 Nut milk chocolate, 5c bars, 24 bars, per box 0 90

EPPS'S.

Agents—Willson & Warden, Toronto; Forbes & Nadeau, Montreal; J. W. Gorham & Co., Halifax, N.S.; Buchanan & Gordon, Winnipeg.
 In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb. 0 35
 Smaller quantities 0 37
JOHN P. MOTT & CO'S.
 G. J. Estabrook, St. John, N.B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Perse, Calgary, Alta.; Johnson & Yockney, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.
 Elite, 10c size (for cooking) dozen 0 90
 Mott's breakfast cocoa, 2 doz. 10c size, per doz. 0 85
 Nut milk bars, 2 dozen in box 0 80
 " breakfast cocoa, ¼'s and ½'s 0 36
 " No. 1 chocolate 0 30
 " Navy, chocolate, ½'s... 0 26
 " Vanilla sticks, per grs 1 00
 " Diamond chocolate, ½'s 0 24
 " Plain choice chocolate liquors 20 50
 " Sweet chocolate coatings 0 20

WALTER BAKER & CO., LTD.

Premium No. 1 chocolate, ¼ and ½-lb. cakes, 33c lb.; Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins, 39c lb.; German's sweet chocolate, ¼, and ½-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, ¼ and ½-lb. cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-6 lb. cakes, 6-lb. boxes, 32c lb.; cinquieme sweet chocolate, 1-5 lb. cakes, 6-lb. boxes, 20c lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, ¼-lb. pkgs., 6-lb. bags, 32c lb.; Caracas tablets, 5c cartons, 40 cartons to box, \$1.25 per box.
 The above quotations are f.o.b. Montreal.

COCOANUT.

CANADIAN COCOANUT CO.
 Packages—5c, 10c, 20c, and 40c packages, packed in 15-lb. and 30-lb. cases. Per lb.
 1-lb. pkgs. White Moss ... 0 28

½-lb. pkgs. White Moss .. 0 27
 ¼-lb. pkgs. White Moss .. 0 25
 1 and ½-lb. pkgs., assorted 0 26½
 ¼ and ½-lb. pkgs., asstd 0 27½
 ¼-lb. pkgs., asstd. in 5-lb. boxes 0 28
 ½-lb. pkgs., asstd. in 5-lb. boxes 0 29
 ¼-lb. pkgs., asstd., 5, 10, 15-lb. cases 0 30

Bulk—
 In 15-lb. tins, 20-lb. pails and 10, 25 and 50-lb. boxes.

Pails Tins Bbls.
 White Moss, fine strip 0 19 0 21 0 17
 Best shredded .. 0 18 0 16
 Ribbon 0 19 0 17
 Macaroon 0 17 0 15
 Desiccated 0 16 0 14

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.
 Per Case
 East of Fort William, Ont.
 Eagle Brand, each 4 doz. \$6 00
 Gold Seal Brand, each 4 dz 5 25
 Challenge Brand, each 4 dz 4 50
 Peerless Brand, "Hotel," each 2 doz. 4 25
 Peerless Brand, "Tall," each 4 doz. 4 50
 Peerless Brand, "Family," each 4 doz. 3 90
 Peerless Brand, "Small," each 4 doz. 2 00
 St. Charles Evaporated Milk (baby size) 2 00
 St. Charles Evaporated Milk (family size) 3 90
 St. Charles Evaporated Milk (hotel size) 4 25
 Silver Cow Milk 5 40
 Purity Milk 5 25
 Good Luck Milk 4 50
 Reindeer Brand (4 doz. in case) 5 75
 Mayflower Brand (4 doz. in case) 5 25
 Clover Brand (4 doz. in case) 4 50
 Reindeer Jersey Brand, Family (4 doz. in case). 3 90
 Reindeer Jersey Brand, tall (4 doz. in case).... 4 50
 Reindeer Jersey Brand, Hotel (2 doz. in case)... 4 25
 Reindeer Jersey Brand, Gallon (½ doz. in case) 4 75

CANADA FIRST BRAND.

The Aylmer Condensed Milk Co. Per Case.
 Canada First Baby Evaporated Milk 2 00
 Canada First Family Evaporated Milk 3 90
 Canada First Medium (20 oz.) Evaporated Milk... 4 50
 Canada First Hotel Evaporated Milk 4 25
 Canada First Gals Evaporated Milk, Manufacturer's Special 4 75
 Canada First Condensed (sweetened) 5 25
 Rose Bud Condensed Milk 5 15
 Beaver Condensed Milk .. 4 50

COFFEE.

(Combined with Milk and Sugar)
 Reindeer Brand (2 doz. in case) 5 00
 Regal Brand (2 doz. in case) 4 50

THE CANADIAN GROCER

Reindeer Brand, in glass jars (2 doz. in case) 6 20
COCOA.

(Combined with Milk and Sugar)
Reindeer Brand (2 doz. in case) 4 80

COFFEES.

EBY-BLAIN, LIMITED.

Standard Coffees
Roasted whole or ground, packed in damp-proof bags.

King Edward 0 34
Club House 0 33
Nectar 0 32
Royal Java and Mocha. 0 32
Empress 0 30
Duchess 0 29
Ambrosia 0 28
Plantation 0 28 1/2
Fancy Bourbon 0 26
Crushed Java and Mocha 0 19

Package Coffee.

Gold Medal, 2-lb. tins.
whole or ground 0 31
Gold Medal, 1-lb. tins, do 0 32
Gold Medal, 1/2-lb. tins do 0 33
Anchor Brand, 2-lb. tins, do. 0 31
German Dandelion, 1-lb. tins, ground 0 26
German Dandelion, 1/2-lb. tins, ground 0 28
English Breakfast, 1-lb. tins, ground 0 19
Grand Prix, 1 and 2-lb. tins, ground 0 30
Demi-Tasse, 1 and 2-lb. tins, ground 0 30
Flower Pot, 1-lb. pots, ground 0 23

WHITE SWAN SPICES AND CEREBALS, LTD.

WHITE SWAN BLEND.

1-lb. decorated tins, lb. ... 0 32
Mo-Ja, 1/2-lb. tins, lb. 0 30
Mo-Ja, 1-lb. tins, lb. 0 28
Mo-Ja, 2-lb. tins, lb. 0 28
Cafe des Epicures, 1-lb. fancy glass jars, per doz., \$3.00.
Cafe l'Aromatic, 1-lb. amber glass jars, per doz., \$4.00.
Presentation (with tumblers) \$3 per doz.

MINTO BROS.

MELAGAMA BLEND.

Ground or bean— W.S.P. R.P.
1 and 1/2 0 25 0 30
1 and 1/2 0 32 0 40
1 and 1/2 0 37 0 50
Packed in 30's and 50-lb. case.
Terms—Net 30 days prepaid.

BRANSON'S SHREEFF COFFEE.

AGENT: F. COWARD.

402 Spadina Avenue, Toronto.
Small size \$1.50 per doz., net
Large size \$3.00 per doz., net
In 3 dozen free cases. Freight paid on 1/2 gross order.

CEREALS.

Grape Nuts—No. 22, \$3; No. 23, \$4.50.
Post Toasties—No. T3, \$2.85.
Postum Cereal—No. 0, \$2.25; No. 1, \$2.70.

CONFECTIONS.

PEANUT BUTTER.

Ontario Prices

MacLaren's Imperial— Per doz
Small, 2 doz. 0 95
Medium, 2 doz. 1 00
Large, 1 doz. 2 75
Tumblers, 2 doz. 1 35
Pails, 24 lbs., per lb. 0 15

CHEESE.

MACLAREN'S IMPERIAL.

Ontario prices per doz.

Individual (each 2 doz.) .. 1 00
Small (each 2 doz.) 2 40
Medium (each 1 doz.) 4 50
Large (each 1/2 doz.) 8 25
MacLaren's Roquefort—
Small (each 2 doz.) 1 40
Large (each 1 doz.) 2 40
MacLaren's Canada Cream—
Small (each 1 doz.) 0 90
Medium (each 2 doz.) 1 35
Large (each 1 doz.) 2 40

FLAVORING EXTRACTS.

SHIRRIFF'S.

1 oz. (all flavors) doz. 1 00
2 oz. (all flavors) doz. 1 75
2 1/2 oz. (all flavors) doz. ... 2 00
4 oz. (all flavors) doz. 3 00
5 oz. (all flavors) doz. 3 75
8 oz. (all flavors) doz. 5 50
16 oz. (all flavors) doz. 00
32 oz. (all flavors) doz. 3 00
Discount on application.

CRESCENT MFG. CO.

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

GELATINE.

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

CLARK'S PORK AND BEANS IN TOMATO SAUCE.

Per doz.

No. 1, 4 doz. in case 0 60
No. 2, 2 doz. in case 0 35
No. 3, flats, 2 doz. in case 1 15
No. 3, talls, 2 doz. in case 1 35
No. 6, 1 doz. in case 4 00
No. 12, 1/2 doz. in case 6 50
LAPORTE, MARTIN & CO.,
MONTREAL, AGENCIES.

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

Per case

Sur Extra Fins, 1/2 facons,
40 bou. 11 00
Sur Extra Fins, tins, 1/2 kilo, 100 tins 15 50
Extra Fins, tins, 1/2 kilo, 100 tins 15 00
Tres Fins, 1/2 kilo, 100 tins 14 00
Fins, tins, 1/2 kilo, 100 tins 12 50
Mi-Fins, tins, 1/2 kilo, 100 tins 11 00
Moyens No. 1, tins, 1/2 kilo, 100 tins 10 00
Moyens No. 2, tins, 1/2 kilo, 100 tins 9 50
Moyens No. 3 8 75
Asparagus, Haricots, etc.

MINERVA PURE OLIVE OIL.

Case—
12 litres 6 50
12 quarts 5 75
24 pints 6 25
24 1/2-pints 4 25

Tins—

5 gals. 2s 23 00
2 gals. 6s 29 00
1 gal. 10s 25 00
1/2-gal. 20s 26 00
1/4-gals. 20s 13 50
1/2-gal. 48s sq. 17 00
1/4-gal. 48s rd. 15 50

BASSIN DE VICHY WATERS.

La Capitale, 50 qts. 5 00
La Neptune, 50 qts. 6 00
St. Nicholas, 50 qts. 7 00
La Sanitas Sparkling, 60 quarts 8 00

La Sanitas Sparkling, 100 pints 9 00
La Sanitas Sparkling, 100 splits 4 00
Lemonade Savoureuse, 50's 7 50

CASTILE SOAP.

"Le Soleil," 72 p.c. olive oil.
Case, 12 lbs. 2 1/2-lb. bars, lb 0 08 1/2
Case 25 lbs., 11-lb. bars, lb 0 07 1/2
Case 50 lbs., 1/2-lb. bars case 3 50
Case 200 lbs. 3 1/2-oz., case. 3 75
"La Lune," 65 p.c. olive oil.
Case 25 lbs. 11-lb. bars, lb. 0 07
Case 12 lbs. 2 1/2-lb. bars, lb 0 06
Case 50 lbs., 1/2-lb. bars, case 3 25
Case 100 lbs. 3 1/2-oz. bars, case 1 80
Case 200 lbs. 3 1/2-oz. bars, case 3 40

ALIMENTARY PASTES.

BLANC & FILS.

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

DUFFY & CO. BRAND.

Grape Juice, 12 qts. 4 75
Grape Juice, 24 pts. 5 15
Grape Juice, 36 splits 4 75
Apple Juice, 12 qts. 4 50
Apple Juice, 24 qts. 4 75
Champagne de Pomme, 12 q 5 00
Champagne de Pomme, 24 p 5 50
Matts Golden Russett—
Sparkling Cider, 12 qts. .. 5 00
Sparkling Cider, 24 pts. .. 5 50
Apple Vinegar, 12 qts. 2 50

CANNED HADDIES "THIS-TLE" BRAND.

A. P. TIPPET & CO., Agents.
Cases 4 doz. each, flats, per case 5 40
Cases 4 doz. each, ovals, per case 5 40
INFANTS' FOOD.
Robinson's patent barley, 1/2-lb. tins, \$1.25; 1-lb. tins, \$2.25; Robinson's patent groats, 1/2-lb. tins, \$1.25; 1-lb. tins, \$2.25.

BOAR'S HEAD LARD COMPOUND.

N. K. FAIRBANK COMPANY.
Tierces, lb. 0 10 1/2
Tubs, 60 lbs. 0 10 3/4
Pails, 20 lbs. 0 11
Tins, 20 lbs. 0 10 1/2
Cases, 3 lbs., 20 to cs. 0 11 1/2
Cases, 5 lbs., 12 to cs. 0 11 3/4
Cases, 10 lbs., 6 to cs. 0 11 1/4
F.O.B. Montreal.

GUNN'S "EASIFIRST" SHORTENING.

Tierces 0 10
Tubs 0 10 1/4
20-lb. pails 0 10 1/4
20-lb. tins 0 10
10-lb. tins 0 10 1/4
5-lb. tins 0 11
3-lb. tins 0 11
1-lb. cartons 0 11 1/2

MARMALADE.

SHIRRIFF BRAND.

"SHREDDED."

1 lb. glass (2 dz case) \$1.90 \$1.80
2 lb. glass (1 dz case) 3.20 3.00
4 lb. tin (1 dz case) .. 5.50 5.35
7 lb. tin (1/2 dz case) .. 8.60 8.35
"IMPERIAL SCOTCH."
1 lb. glass (2 dz case) \$1.00 \$1.55
2 lb. glass (1 dz case) 2.80 2.70
4 lb. tin (1 dz case) .. 4.80 4.65
7 lb. tin (1/2 dz case) .. 7.75 7.50

MUSTARD.

COLMAN'S OR KEEN'S.
Per doz. tins
D. S. F., 1/4-lb. 1 40
D. S. F., 1/2-lb. 2 50

D. S. F., 1-lb. 5 00
F. D., 1/4-lb. 0 85
F. D., 1/2-lb. 1 45

Per jar

Durham, 4-lb. jar 0 75
Durham, 1-lb. jar 0 25
MACLAREN'S IMPERIAL PREPARED MUSTARD.
Ontario Prices.

Small case 4 doz., per doz. 0 45
Medium, cases 2 doz., doz. 0 90
Large, cases, 1 doz., doz. 1 35
VERMICELLI AND MACARONI
D. SPINELLI C'Y, MONTREAL
Fine.

4-lb. box "Special" per box 0 22
8-lb. box "Special," box. 0 44
5-lb. box "Standard" box 0 27 1/2
10-lb. box "Standard," box 0 55
60-lb. cases or 75-lb. bbls. per lb. 0 06
25-lb. cases, 1-lb. pkgs. (Vermicelli) per lb. 0 06
Globe Brand.

5-lb. box "Standard" box 0 30
10-lb. box "Standard," box 0 60
25-lb. cases (loose) per lb. 0 06
25-lb. cases, 1-lb. pkgs., lb 0 06 1/2

JELLY POWDERS.

JELL-O.

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

JELL-O ICE CREAM POWDER.

Assorted case, contains 2 dozen 2 00
Straight
Chocolate contains 2 doz. 2 50
Vanilla contains 2 dozen. 2 50
Strawberry contains 2 doz. 2 50
Lemon contains 2 dozen. 2 50
Unflavored contains 2 doz. 2 50
Weight 11 lbs. to case. Freight rate, 2nd class.

IMPERIAL DESSERT JELLY.

Ontario Prices.
Assorted flavors, \$10.75 per gross. Imperial Sterilized Gelatine.
Cartons, 1 doz., 90c per dozen.
SOAP AND WASHING POWDERS.

A. P. TIPPET & CO., AGENTS.
Criole soap, per gross \$10 20
Floriola soap, per gross. 12 00
Straw hat polish, per gr. 18 20
SNAP HAND CLEANER.
3 dozen to box \$ 3 00
6 dozen to box 7 20
30 days.

RICHARDS PURE SOAP.

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

FELS NAPTHA.

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



MINCE MEAT

can be made to sell at all prices, but **Gunns Quality** is the best that can be made at any price. Has that rich full flavor attainable only when properly matured.

Why not have the best?

GUNNS LIMITED

Pork and Beef Packers, Cotton Oil Refiners

WEST TORONTO,

ONTARIO

MONTREAL,

QUEBEC,

ST. JOHN, N.B.

FEARMAN'S "STAR BRAND" English Breakfast BACON

The result of over fifty years experience in selecting and curing.

MADE UNDER GOVERNMENT INSPECTION.

F. W. FEARMAN CO., Limited
HAMILTON

The quality of

WETHEY'S

Condensed

Mince Meat

has been daily making friends for the past twenty-nine years.

WHAT ABOUT YOURSELF?

Are you one of its friends?

If not, now is the time to get acquainted

All Jobbers. 3 doz. to a case.

WRITE US

J. H. WETHEY, Limited
ST. CATHARINES

"THE MINCE MEAT PEOPLE."

Solitos, 20-ls

3.95

CURRANTS

We quote a fine quality of fine Filiatra Currants, cleaned, at 6½.

COMADRE FIGS

Serons Ea 4 Taps - - - - - 4¹/₈
 For Arrival October 15th.

HEINZ

New make Mince Meat will be ready for shipment about the tenth of October at the following prices.

Style C Jar (Gold Medal) Case	½ doz.	-	-	\$7.75 doz.
Small Tins, Case	" 1 "	-	-	\$2.25 "
Large " "	" 1 "	-	-	\$3.25 "
Small Crocks "	" ½ "	-	-	\$6.50 "
18 lb. Kits	-	-	-	16c lb.
37 " "	-	-	-	15½c "
Kegs about 150 lbs.	-	-	-	15c "

There is no Mince Meat like Heinz Mince Meat.

SAUER KRAUT

Heinz make will be ready about the same time.

10 Gallon Kegs	-	-	-	-	\$4.00
40 Gallon Casks	-	-	-	-	\$13.50

SALMON

We are doing a large business in Salmon and have it at all prices. Two very good values in pinks.

½s	-	at	-	.50
1s	-	at	-	1.00

Quality Guaranteed.

H. P. ECKARDT & CO.

Wholesale Grocers

Cor. Front and Scott Streets, TORONTO

THE CANADIAN GROCER

THE CANADIAN GROCER.

"ANTI-DUST" SWEEPING POWDER.

Size No. 1, 3 doz. crates, per doz. \$ 1 50
No. 2, 1 and 2 doz. crates, per doz. 3 00

STARCH.

EDWARDSBURG STARCH CO.

Boxes Cents
Laundry Starches—
40 lbs., Canada Laundry.. .05 1/2
40 lbs., Canada white gloss, 1 lb. pkgs. .06 1/2
48 lbs., No. 1 white or blue, 4 lb. cartons .07
48 lbs., No. 1, white or blue, 3 lb. cartons .07
100 lbs., kegs, No. 1 white .06 1/2
200 lbs., bbls., No. 1 white .06 1/2
20 lbs., Edwardsburg silver gloss, 1 lb. chromo pkgs .07 1/2
48 lbs., silver gloss, in 6-lb. tin canisters .08
36 lbs., silver gloss, 6-lb. draw lid boxes .08
100 lbs., kegs, silver gloss, large crystals .07
26 lbs. Benson's satin, 1-lb. cartons, chromo label .07 1/2
40 lbs., Benson's Enamel (cold water) per case . 3 00
20 lbs. Benson's Enamel (cold water) per case . 1 50
Celluloid—boxes containing 45 cartons, per case . 3 60
Culinary Starch.
40 lbs. W. T. Benson & Co.'s prepared corn .07 1/2
40 lbs. Canada pure corn starch .05 1/2
(20-lb. boxes 1/4c higher.)

BRANTFORD STARCH Ontario and Quebec.

Laundry Starches—
Canada Laundry—
Boxes about 40 lbs.... .05 1/2
Acme Gloss Starch—
1-lb. cartons, boxes of 40 lbs. .06 1/2
First Quality White Laundry—
3 lb. canisters, ca of 48 lbs. .07 1/2
Barrels, 200 lbs.06 1/2
Kegs, 100 lbs.06 1/2
Lily White Gloss—
1 lb. fancy cartons, cases 30 lbs.07 1/2
6 lb. toy trunks, lock and key, 8 in case . .08 1/2
6 lb. toy drums, with drumsticks, 2 in case. .08
Kegs, extra large crystals, 100 lbs.07 1/2
Canadian Electric Starch—
Boxes containing 40 fancy pkgs., per case 3 00
Celluloid Starch—
Boxes containing 45 cartons, per case 3 75
Culinary Starches—
Challenge Prepared Corn—
1-lb. pkts, boxes of 40 lbs. .06
Brantford Prepared Corn—
1-lb. pkts, boxes of 40 lbs .07 1/2
"Crystal Maize" Corn Starch.
1 lb. pkts, boxes 40 lbs.. .07 1/2
(20 lb. boxes 1/4c higher than 40's.)

OCEAN MILLS, MONTREAL.
Chinese starch, 48 1 lb., per case, \$4; Ocean Baking Powder 3-oz. tins, 4 doz. per case, \$1.60, 4-oz. tins, 4 doz. per case, \$3.00; 8-oz. tins, 5 doz. per case, \$6.50; 16-oz. tins, 3 doz. per case, \$6.75; 5-lb. tins, 10 tins a case, \$7.50; 1-lb. bulk, per 25, 50 and 250 lbs. at 15c per lb. Ocean blanc mange 48 8-oz., \$4; Ocean borax, 48 8-

oz., \$1.60; Ocean cough syrup, 36 6-oz., \$6.00; 36 8-oz., \$7.20; Ocean corn starch, 48 1-lb., \$3.60.

SOUPS—CONCENTRA-ED CHATEAU BRAND.

Vegetable, Mutton Broth, Mulligataway, Chicken, Ox Tail, Pea, Scotch Broth, Julienne, Mock Turtle, Vermicelli, Tomato, Consomme, Tomato.

No. 1's, 95c per dozen. Individuals, 45c per dozen. Packed 4 dozen in a case.

SYMINGTON'S SOUPS.

Quart packets, 9 varieties, doz. 0 90
Clear soups in stone jars, 5 varieties, doz. 1 40

SODA—COW BRAND.

Case of 1-lb., containing 60 packages, per box, \$3.00.

Case of 1/2-lb., containing 120 packages, per box, \$3.00.

Case of 1-lb. and 1/2-lb., containing 30 1-lb. and 60 1/2-lb. packages, per box, \$3. Case of 5c packages, containing 96 packages, per box, \$3.00.

SYRUP.

EDWARDSBURG STARCH CO.

CROWN BRAND CORN SYRUP
2 lb. tins, 2 doz. in case.. 2 55
5 lb. tins, 1 doz. in case . 2 90
10 lb. tins, 1/2 doz. in case 2 80
20 lb. tins, 1/4 doz. in case 2 75
Barrels, 700 lbs. 3 1/2
Half Barrels, 350 3 1/4
Quarter Barrels, 175 4
Pails, 38 1/2 \$1 90
" 25 lbs. each 1 35

LILY WHITE CORN SYRUP.

2 lb. tins, 2 doz. in case.. 2 90
5 lb. tins, 1 doz. in case.. 3 25
10 lb. tins, 1/2 doz. in case 3 15
20 lb. tins, 1/4 doz. in case 3 10
(5, 10 and 20 lb. tins have wire handles.)

BEAVER BRAND MAPLE SYRUP.

2-lb. tins, 2 doz. in case...\$3.50
5-lb. tins, 1 doz. in case . 4.00
10-lb. tins, 1/2 doz. in case... 3.95
20-lb. tins, 1/4 doz. in case... 3.90
(5, 10 and 20 lb. tins have wire handles.)

Terms: 30 days net. No discount for prepayment.

Freight prepaid on 5 case lots, to all stations in Quebec and Ontario (east of North Bay), and during navigation to ports as far as Sault Ste. Marie inclusive.

To points beyond North Bay we prepay freight to North Bay only.

MOLASSES.

DOMINION MOLASSES CO.

Gingerbread Brand (Toronto)
2's—2 doz. to case, per doz. 83
3's—2 doz. to case 1 45

Winnipeg.

2's—Tins, 2 doz. cases, per doz. 1 20
3's—Tins, 2 doz. cases, per doz. 1 75

5's—Tins, 1 doz. cases, per doz. 3 20
10's—Tins, 1/2 doz. cases, per doz. 5 30

20's—Tins, 1/4 doz. cases, per doz. 19 4c

Pails—1's each 0 65
Pails—2's each 1 12
Pails, 5's, each 2 55

DOMOLCO BRAND.

Maritime Provinces and Ontario:

2's, 2 doz. case, per doz... \$ 85
3's, 2 doz case, per doz. . 1 95

5's, 1 doz. case, per doz. . 3 75
10's, 1/2 doz. case, per case. 3 40
20's, 1/4 doz. case, per case. 3 05

Western Prices—Sudbury to Victoria.

2's, 2 doz. case, per doz.. 1 60
3's, 2 doz. case, per doz... 2 35
5's, 1 doz. case, per doz... 4 00
10's, 1/2 doz. case, per case. 4 15
20's, 1/4 doz. case, per case 3 80

SAUCES.

PATERSON'S WORCESTER SAUCE.

1/2-pint bottles 3 and 6 doz. cases, doz. \$0 90
Pint bottles, 3 doz. cases, doz. 1 75

H. P.

H. P. Sauce— Per doz.
Cases of 3 dozen \$1 90

H. P. Pickles—
Cases of 2 doz. pints . . \$3 35
Cases of 3 doz. 1/2-pints. 2 25

HOLBROOK'S IMPORTED PUNCH SAUCE.

Per doz.
Large, packed in 3-doz. case \$2 25
Medium, packed in 3-doz. case 1 40

HOLBROOK'S IMP. WORCESTERSHIRE SAUCE.

Per doz.
Rep. 1/2 pints, packed in 6-doz. case \$2 25
Imp. 1/2-pints, packed in 4-doz. case 3 15
Rep. qts. packed in 2-doz. case 6 50

STOVE POLISH.

JAMES DOME BLACK LEAD.

6a size, gross \$2 40
2a size, gross 2 50

NUGGET POLISHES.

Dozen.
Polish, Black and Tan . . 0 85
Metal Outfits, Black and Tan 3 65
Card Outfits, Black and Tan 3 25
Creams and White Cleaner 1 10

TOBACCO.

IMPERIAL TOBACCO COMPANY OF CANADA.

Chewing—Black Watch 6s . . 44
Black Watch, 12s 45
Bobs, 6s and 12s 46
Bully, 6s 44
Currency, 6 1/2s and 12s . . 46
Stag, 5 1-3 to lb. 38
Old Fox, 12s 44
Pay Roll Bars, 7 1/2s 56
Pay Roll, 7s 56
War Horse, 6s 42

Plug Smoking—Shamrock, 6s, plug or bar 54

Rosebud Bars, 6s 54
Empire, 6s and 12s 44
Ivy, 7s 50
Starlight, 7s 50

Cut Smoking—Great West

Pouches, 8s 59
Regal Cube Cut, 9s 70

TEAS.

THE "SALADA" TEA CO.

East of Winnipeg.

Wholesale R't'l

Brown Label 1's and 1/2's .25 .30
Green Label, 1's and 1/2's .27 .35
Blue Label, 1's, 1/2's, 1/4's and 1/8's 30 .40

Red Label, 1's and 1/2's.. .36 .50
Gold Label, 1/2's 44 .60
Red-Gold Label, 1/2's 55 .80

LUDELLA Ceylon Tea.

Orange Label, 1/2's 34 .38
Brown Label, 1/2's & 1's .28 .40

Brown Label, 1/2's 30 .40
Green Label, 1/2's & 1s. .35 .50
Red Label, 1/2's 40 .60

MELAGAMA TEA.

MINTO BROS.

45 Front St. East.
We pack in 60 and 100-lb. cases. All delivered prices.

Wholesale R't'l

Brown Label, 1-lb. or 1/2 .25 .30
Red Label, 1-lb. or 1/2 . . . 27 .35
Green Label, 1's, 1/2 or 1/4 .30 .40
Blue Label, 1's, 1/2 or 1/4 .35 .50
Yellow Label, 1s, 1/2 or 1/4 .40 .60
Purple Label, 1/4 only . . . 55 .80
Gold Label, 1/4 only 70 1.00

"KOLONA" TEA.

Ceylon Tea, in 1 and 1/2-lb. lead packages—black or mixed.
Orange Label, 1's 23 .30
Black Label, 1-lb., retail at 25c 20
Black Label, 1/2-lb. retail at 25c 21
Blue Label, retail at 30c 24
Green Label, retail at 40c. . . . 30
Red Label, retail at 50c 35
Brown Label, retail at 60c. . . . 42
Gold Label, retail at 80c. . . . 55

JAMS AND JELLIES.

T. UPTON & CO.

Compound Jams—Red Raspberry, strawberry, peach, plum, red currant, black currant, cherry, gooseberry, blueberry, apricot, huckleberry, 12-oz. glass jars, 2 doz. in case, \$1 per doz.; No. 2 tin, 2 doz. in case, \$1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37 1/2c per pail; No. 7 tin pails, 6 pails in crate, 52 1/2c per pail; No. 7 wood pails, 6 pails in crate, 52 1/2c per pail; 30-lb. wood pails, 7 1/2c per lb. Packed in assorted cases or crates if desired.

Compound Jellies—Raspberry, strawberry, black currant, red currant, pineapple, 9 oz. glass tumblers, 2-doz. in case, 95c per doz.; 12-oz. glass jars, 2 doz. in case, \$1.00 per doz.; No. 2 tin, 2 doz. in case, \$1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37 1/2c per pail; No. 7 wood pails, 6 pails in crate, 52 1/2c per pail; 30-lb. wood pails, 7 1/2c per lb. Packed in assorted cases or crates if desired.

Pure Orange Marmalade—Guaranteed finest quality. 12 oz. glass jars, 2 doz. in case, \$1.10 per doz.; 16-oz. glass jars, 2 doz. in case, \$1.50 per doz.; pint sealers, 1 doz. in case, \$2.25 per doz.; No. 2 tins, 2 doz. in case, \$2 per doz.; No. 4 tins, 2 doz. in case, 35c per tin; No. 6 tins, 9 in crate, 42 1/2c per tin; No. 7 tins, 12 in case, 57 1/2c per tin; No. 7 wood pails, 6 in crate, 57 1/2c per pail; 30-lb. wood pails, 8c per lb.

JELLY POWDERS.

White Swan, 15 flavors, 1 doz. in handsome counter carton, per dozen \$0 90
List Price.
"Shirriff's" (all flavors), per doz. 0 90
Discounts on application.

YEAST.

White Swan Yeast Cakes, per case, 3 doz. 5c packages 1 15



The Grocer who makes a practice of filling all sugar orders with

Redpath

Extra Granulated **SUGAR**

is building for the future. Redpath sugar builds up a store's prestige and wins good will, because it never disappoints the purchaser.

In the new 2-lb. and 5-lb. Sealed Cartons, Redpath Extra Granulated Sugar combines cleanliness and convenience with the weight of a long established reputation for superior quality.

If you haven't been handling Redpath Sugar you owe it to the future of your business to start *now*.

The Canada Sugar Refining Co.
MONTREAL LIMITED

“Johnny on the Spot”

We have our ear to the ground, as it were, in Western Canada. Five great warehouses, and representatives in daily touch with the fast growing trade of this prosperous country—are the credentials that make us the proper salesmen for your line.

We want to handle the accounts in Western Canada for the manufacturers of Europe, United States and Eastern Canada. Our experience and success has given us the confidence to guarantee sales.

Our aggressive salesmen are on the spot to do business.

NICHOLSON & BAIN, Wholesale Commission Merchants and Brokers

HEAD OFFICE, - WINNIPEG, MAN.

BRANCHES, REGINA SASKATOON EDMONTON CALGARY



THE WORLD-FAMOUS
Georgian Bay Apples
(Beaver Brand)

Every barrel we put our Brand on the quality goes in before it is branded, and it is worth the money. We are now packing Fall Apples, and can quote right prices on car lots or less.

Winter Apples, good % of Spies and 60 to 75% No. 1 in a car. Full Government Standard. We can now quote prices for future shipment.

We are also handlers of Potatoes, Live and Dressed Fowl, Butter, Eggs and all farm produce.

Beaver Brand Evaporated Apples. We can now quote prices on cars or less. Good, bright, prime, well cured stock. Write or wire us when in need of any of the above.

ELLIS BROS.
MEAFORD, - ONTARIO

PHONES:
Nights and Holidays. 175
Shipping Office. - 79
Evaporator. - - 177

Georgian Bay Apples

We will be packing 10,000 barrels for fall delivery. The quality in this district is fine this year.

Prompt attention and first-class service.

WRITE AT ONCE
LEMON BROS.

Owen Sound, Ontario

It affects your "pocket"

The Pocketbook is the Barometer of all successful business men—so the superior quality of

"St. Nicholas"

Lemons is the "Something Different" that appeals to you, because it affects your Barometer.

J. J. McCABE

Agent

Toronto, - Canada

Thorne's Chocolates

Assorted, Dragees, Chocolate Creams, Milk and Nut-Milk Chocolate. Made from Pure Sugar, Block Cocoa and other ingredients, all guaranteed pure. Packed in various sized boxes to retail at prices which leave you a good profit.

Prices and samples from

HENRY THORNE & CO., Ltd.
The Cocoa Works
LEEDS, ENGLAND

WHITE DOVE Cocoanut

The cocoanut which can be depended on—fresh, pure and wholesome, and a great favorite with the first-class cook. The grocery store to carry the best grade must stock this brand.

It's a sure winner and a good profit bringer.



W. P. Downey
MONTREAL, QUE.

53 Highest Awards in Europe and America

WALTER BAKER & CO.'S CHOCOLATE & COCOA



Registered Trade-Mark

Our Cocoa and Chocolate preparations are Absolutely Pure—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements

of all Pure Food Laws.

Walter Baker & Co. Limited

Established 1780

Montreal, Can. - Dorchester, Mass.

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

Long Island Native OYSTERS

When you start oysters start with this well known brand, and you will be a permanent customer. Packed at the beds in 1, 3, and 5 gallon cans. Absolutely clean; large and delicious flavor.

Oyster Signs Supplied.

A full line of Fresh and Smoked Fish, Haddies, Fillets, Kippers, Bloaters, Cod-fish, etc.

WHITE & CO., LTD.

Wholesale suppliers to the trade in
FRUIT, FISH AND PRODUCE

TORONTO and HAMILTON



ONE SELLING REASON BUT THERE ARE MORE

It is human nature to prefer to sell goods guaranteed in quality by the manufacturer, and it is human for the public to prefer that class of goods. Elgin Brand Pure Lard, Cooked Meats, Smoked Ham and Bacon are guaranteed quality; but we don't want you to sell for that reason alone. There is another.

Very shortly after you start to sell it, Elgin Brand goods will give you another reason. It very seldom loses an adherent, once it gets him.

Quality pulls for Elgin Brand.

The St. Thomas Packing Co., LIMITED

Pork Packers and Provision Merchants. Pork, Pork Products and Beef, Butter, Eggs and Cheese

ST. THOMAS, ONT.

Wholesale Branches at Windsor and London, Ont.

Let us send you one of our Post Card Order Books.

ONIONS

NEW CROP VALENCIAS.

Sweet Potatoes

Fancy Jersey Sweets in 50-lb. hampers.

Late Valencia Oranges

Extra Fancy Pack.

LEMONS

Verdillis—Fancy Pack—Large Smooth Fruit.

THE HOUSE OF QUALITY.

HUGH WALKER & SON

Established 1861

GUELPH and NORTH BAY

Eureka Canada's Sanitary Refrigerator

THE GREATEST

Dry air circulating Refrigerator of the age.



This is the Refrigerator that has become famous from Coast to Coast.

More of them are used by Butchers than all other patented Refrigerators combined in Canada.

Made all sizes and prices for every purpose.

WRITE FOR CATALOGUE AND PRICES

Eureka Refrigerator Co., Ltd. 54 NOBLE STREET
TORONTO

Montreal Representative

JAMES RUTLEDGE Telephone St. Louis 3076

Distributing Agents, WALTER WOODS & CO., Winnipeg

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

Don't Overlook a
Good Quality Trade



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

CARR & CO. CARLISLE ENGLAND

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

When The Hands
Are Soiled

At the
Office,
Store,
Bank,
Printer's
Home,
in fact



At the
Foundry
Shop,
Mill,
Factory
Garage
or Farm

anywhere or after any kind of employment or amusement, use

SNAP

Beneficial to the skin.

Big Sale For This Hand Cleaner

SNAP COMPANY, Limited
MONTREAL, QUEBEC

CHINESE
STARCH

Chinese Starch

is an article that is well established in most homes. Some homes, however, have not as yet had it introduced to them, and it is to the dealer's advantage to enlighten the housewife. Chinese Starch is the best, the "quality" is unsurpassable, and the quantity is the fullest—full 16 oz. to the package. This is the line of starch you should feature.

O. Lefebvre, Prop.
OCEAN MILLS
Montreal

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



**THAT
BAD NEWS
TRAVELS
FAST**

is a well known fact, and it holds good in many things—if you sell your customers an inferior piece of soap the news will soon spread and you will be the loser.

Wonderful Soap will not injure the most delicate fabrics, and is a safe, sure and speedy cleanser. It saves time and labor, and is sure to please your customers—the good news of Wonderful Soap qualities will also spread fast—you will be the winner.



**THE
GUELPH
SOAP
Company**

GUELPH,
ONTARIO



BONELESS CODFISH

The weather for the past three weeks has been ideal for drying and curing codfish, and we have taken advantage of the favorable conditions to pack a large quantity of the following brands, which are now ready for shipment:—


“CANADA” Brand is all Pure Boneless Codfish

BONELESS FISH.

Canada Tablet	20 1 lb. Tablets.	Atlantic Special	20 lbs., 1 lb. and 2 lb. Blocks
Canada Crate	12 2 lb. Boxes.	Mariner Brand	25 lbs. Bulk.
Canada Strip	30 lb. Boxes, Whole Strips	Cod Bits	25 lbs. Bulk.

SKINLESS FISH.

Eastern Fifties	50 lb. Boxes.	Eastern Hundreds	100 lb. Boxes.
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 All Leading Wholesale Houses Have These Goods in Stock.

We Can Supply New, Large, Fat, Bright Salt Herring in Car Loads.

The following lines of

NEW SMOKED FISH

are now on the market.

OCEAN BRAND HADDIES,

OCEAN BRAND KIPPERS,

OCEAN BRAND BLOATERS,

BOUTILIER'S SMOKED FILLETS.

The North Atlantic Fisheries Limited

Successors to Halifax Cold Storage Co., Limited.

SELLING BRANCH: 47 WILLIAM ST.

MONTREAL



**Stuhr's
DELICACIES.**

**Genuine Caviare,
Anchovies in Brine,
IN TINS AND GLASSES.**

Sold by all High-class Provision Dealers.

C. F. STUHR & CO., HAMBURG



Sunday as a Day of Rest

The men of the household rest on Sunday—and eat.

The women who cook the big Sunday dinners which the men enjoy do not get much rest, but they are learning to take some "short-cuts" to save unnecessary work in the hot kitchen.

JELL-O

is one of the labor-savers. Delicious Jell-O desserts, which just fit the Sunday appetite, are made by dissolving Jell-O in boiling water. It is done in a minute, and adds a good many minutes to woman's share of Sunday rest.

Are you getting your share of the demand which is being made for Jell-O by women who want to rest and at the same time give their families something extra fine to eat?

**THE GENESEE PURE FOOD CO.,
Bridgeburg, Can.**

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



Not a Substitute

MAPLEINE

Is an original flavoring, producing a flavor similar to Maple in cakes, candies, puddings, tarts and sugar syrup.

Order of your jobber, or

**Frederick E. Robson Co.,
25 Front St. E., Toronto.
Mason & Hickey, Winnipeg
The Crescent Mfg. Co.
SEATTLE. - WASH.**

Supplied by Appointment to the
House of Lords

**O.K.
SAUCE**

**Delicious
Fruity
Appetizing**

Highest Award
(Gold Medal) Octo-
ber 1911 Festival
of Empire Exhi-
bition, LONDON.

Ask your Jobber or apply direct

SALES AGENTS:

The Lind Brokerage Co.
49 Wellington St. E. Toronto.

George H. Gillespie,
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J. T. McBride,
62 Canadian Life Chambers,
Montreal.

The Turnbull Co.,
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The Standard Brokerage Co.
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Every eleventh day a
Pickford & Black
steamer leaves Halifax
for Bermuda, St. Kitts,
Antigua, Barbados,
Trinidad and Demera-
ra; the round trip occu-
pying thirty days.

For further particulars
apply to

PICKFORD & BLACK, LIMITED
HALIFAX, N.S. Agents



OAKY'S

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

**'WELLINGTON'
KNIFE POLISH**

JOHN OAKY & SONS, Limited

Manufacturers of

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

Wellington Mills, London, England



BRAND'S

Sauces, Chutney, Essences of Meat, Invalids' specialties, Soups, Potted Meats, Etc., are all leaders with world-wide reputation.

Brand's A1 Sauce and Invalid Specialties were granted the highest possible award — THE GRAND PRIX—at the Festival of Empire Exhibition, Crystal Palace, London, 1911.

Selling is made easy by the mere mention of the fact that **it** is made by Brand's. People know the name (it is everywhere advertised) and they have heard of the reputation.

Brand & Co., Limited

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

Mayfair, - - London, Eng.

NEWTON A. HILL, 25 Front St. East, TORONTO

H. HUBBARD, 27 Common St., MONTREAL



Some Things We Do:—

We constantly try to improve our BROOMS.

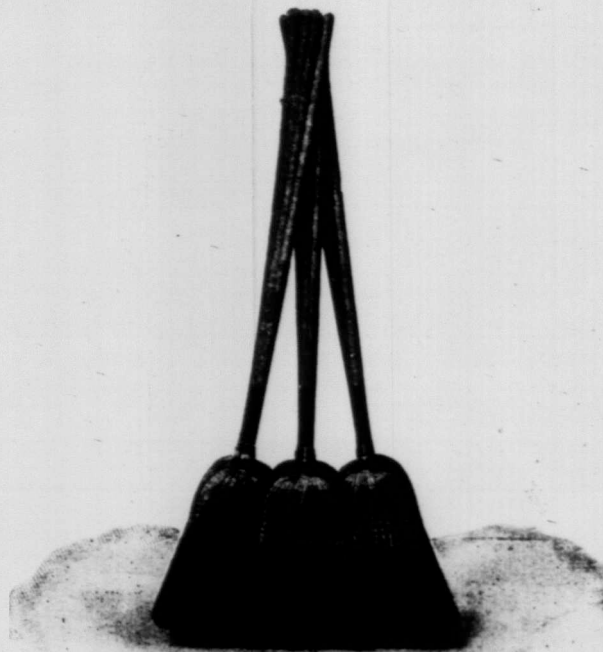
We use no dye on our Corn.

We bleach and toughen it instead.

We polish and finish our handles.

We grade our corn into three sizes of PARLOR-BROOMS, and three sizes of ORDINARY BROOMS.

Every broom is made up to a standard, and is stapled inside and out to prevent loosening. We guarantee every BROOM we make.



Delivered in lots of six dozen anywhere in Canada.

ASK YOUR WHOLESALER

The Parker Broom Co.

692 Wellington Street, OTTAWA, CANADA

BISCUITS

from the Old Country

Notice to Grocers and Stores in Canada

McVITIE & PRICE

are now sending regular supplies of their biscuits to Ontario, Quebec, Manitoba, Alberta, Saskatchewan, British Columbia and the Yukon Territory.

When you sell **McVITIE & PRICE'S Biscuits** you are supplying your clients with first-class goods noted for their excellent quality and absolute purity.

AGENTS:

Ontario and Quebec
W. G. PATRICK & CO., York Street, **TORONTO**
 Manitoba and Saskatchewan
RICHARDS & BROWN, James Street, **WINNIPEG**
 Alberta
CAMPBELL, BROS. & HORNE, Limited, Calgary
 British Columbia and Yukon
KELLY, DOUGLAS & CO., Ltd., Water St. **VANCOUVER**



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

JOHN P. MOTT & CO.

MANUFACTURERS

HALIFAX, NOVA SCOTIA

Condensed Milk Growing Popular



A great change has come over the public in the course of the past few years and condensed milk is a recognized household article.

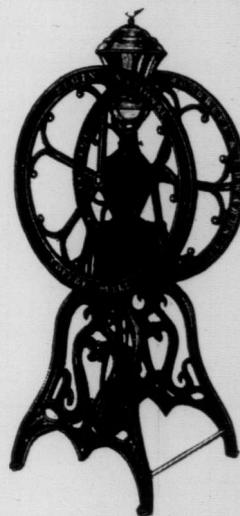
Grocers who are up-to-date should tone up their stocks with the Malcolm lines, which are both new and good.

St. George Evaporated Milk, 4 doz in case...\$3.50
Princess Condensed Milk, 4 doz. in case...\$4.20
Banner Condensed Milk, 4 doz. in case...\$5.00

Our lines will bring you new customers and quick returns.

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

J. Malcolm & Son, St. George, Ont.



THE ELGIN National Coffee Mill

The "Elgin" Mill is easily first favorite with the up-to-date grocer, because it combines easy running and rapid grinding qualities with beauty of appearance and finish. It is very durable and is fitted with a special adjuster for regulating the grinding.

Equipped with the new style force feed steel grinders.

Investigate this grinder carefully. Its price is very reasonable.

Ask any of the following Jobbers for our Catalogue:

WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches); Foley Bros., Larson & Co. (and branches).
VANCOUVER—The W. H. Malkin Co., Ltd.; Wm. Braid & Co. Kelley, Douglas & Co., Ltd.
HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; McPherson, Glasco & Co.
TORONTO—Eby, Blain, Ltd.; R. B. Hayhoe & Co.
LONDON—German, 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.

MADE BY

Woodruff & Edwards Co.
 ELGIN, ILL., U.S.A.



By Special royal permission.

The Food That Serves the Appetite

Sardines preserved in the whole state in pure olive oil are precluded from contamination. Besides, the sardine has appetizing qualities, and where the appetite serves digestion follows.

"KING OSCAR" SARDINES

embody all the features that make sardines an appetizing and health-giving food. Careful selection of fish and always uniformly pure; sweet and well packed in pure olive oil.

They produce satisfaction and incidentally profit.

GET A STOCK TO-DAY.

JOHN W. BICKLE & GREENING

(J. A. HENDERSON)

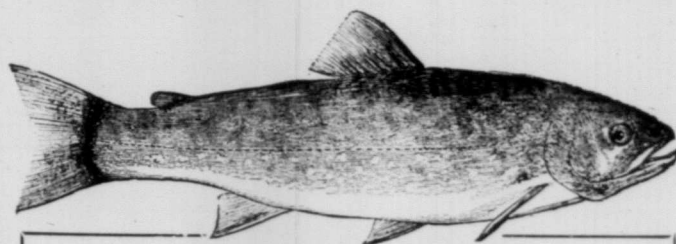
HAMILTON

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ONTARIO



FISH A BRAIN FOOD

That fish is a brain-builder is a well-known fact; this will explain partly why fish foods hold their popularity the year round. It therefore behooves the dealer to sell only the very best and highest grade procurable.

The methods of catching, cleaning and canning

Brunswick Brand

Herring will bear the closest investigation. There is no brand of sea foods more carefully packed and prepared than the Brunswick Brand.

Herring in Tomato Sauce and Kippered Herring bearing this brand are known for their high quality and rare delicacy.

Write for our list of Fish Food Products and prices. You will be interested.



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

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

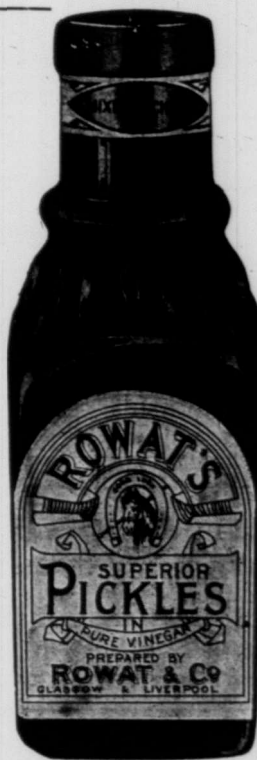
The More You Put

QUICK SELLING goods like ROWAT'S PICKLES out in front of your customers, the more they are induced to buy their needs at your store. They are sure to come back for more when they once try these.

Quality, Purity, Cleanliness of pack, Uniformity and generally bright packing are features that recommend ROWAT'S.

ROWAT & CO.

Glasgow - Scotland



CANADIAN DISTRIBUTORS:

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



PURE MILK ?

Milk is a drink and a food that is on every table three times a day, and the big question is to keep it pure and sweet. **LAURENTIA MILK** has solved the question. The mechanical process of homogenization does it. It keeps the milk pure and sweet indefinitely until opened. No chemical ingredients are added. Every grocer should handle it, and recommend it for all delicate children.

SEND FOR PRICES AND DESCRIPTIVE LITERATURE.

LAURENTIA MILK CO., Limited, 371 Queen Street West, TORONTO, ONT.

LASCELLES DE MERCADO & CO.

General Commission Merchants

KINGSTON,

JAMAICA

EXPORTERS OF

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



Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

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

SOLE PACKERS

SMITH & PROCTOR, - HALIFAX, N.S.

**SMITH
AND
PROCTOR**
SOLE PACKERS
Halifax, - N.S.

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.

RA

No Odors

It mummifies simply DRY U

Will not kill

Rat Corn is out a doubt t the only one t or disagreeable

A trial will

Retail Prices

15c Can

25c Can

50c Can

1.00 Can

Window disp in assorted gros

Canada

193 Adelaidd

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Orinc

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NO B
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A LITTLE
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Hemi

RAT CORN



**Kills Rats and Mice
No Odors or Smells. No Poison**

It mummifies them. No matter where they die, they simply DRY UP. Positively do not smell.

Will not kill cats, dogs or man.

Rat Corn is a new and scientific discovery, and without a doubt the greatest rat destroyer in the world; the only one that kills rats without any bad, dangerous or disagreeable effects.

A trial will convince you—sells on sight.

Retail Prices	Wholesale Prices		
	Doz.	Gross	
15c Can	\$1.25	\$15.00	One dozen in box for counter Display.
25c Can	2.00	24.00	
50c Can	4.00	48.00	Half dozen in box for Counter Display.
1.00 Can	8.00	96.00	

Window display with each order. Write for special prices in assorted gross lots.

Canadian Rat Corn Co., Limited
193 Adelaide St. W. TORONTO, ONT.

Master Mason King George's Navy

Two good brands of tobacco which you should see about this year. They are good enough to produce *repeats* and profitable enough to make the *dollars* come.

Maple Sugar Chewing Tobacco

is another of our lines which has become most popular. You should not have the slightest hesitation about stocking tobacco when you have lines like ours which are *bound to please*.

DROP A LINE

The Rock City Tobacco Co.

Quebec Winnipeg

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

Hami'on.

Ont.

CLASSIFIED ADVERTISING

TO BISCUIT AND CANDY MANUFACTURERS

A YOUNG AND PROGRESSIVE FIRM OF manufacturers' agents desires to represent a first-class line of Eastern Canadian biscuits and candies in the Edmonton territory. Good storage and first-class connection with trade, selling direct to retail trade. Address Box 446, Canadian Grocer, Toronto.

FOR SALE

FOR SALE - GROCERY AND BUTCHER business combined. Person retiring, must be sold. Apply Box 48, Canadian Grocer

SITUATION WANTED

F. E. R. CASTELBERG, 396 Boulevard Emile Bockstael, Brussels, is open to represent a high class firm in France and Belgium.

MISCELLANEOUS

A BOOKKEEPING STAFF IN ITSELF, doing the work with machine precision and accuracy, the National Cash Register. Write for demonstration literature. The National Cash Register Co., 285 Yonge St., Toronto.

ACCURATE COST KEEPING IS EASY IF you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employees' time register and cost keeper. Whether you employ a few or hundreds of hands we can supply you with a machine suited to your requirements. Write for catalogue. International Time Recording Company of Canada, Limited, Office and factory, 29 Alice 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 letterforms, real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. American Multigraph Sales Co., Limited, 129 Bay St., Toronto.

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

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

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. Egray Register Co., Dayton, Ohio: 123 Bay St., Toronto; 258 1/2 Portage Ave., Winnipeg; 308 Richards St., Vancouver.

MISCELLANEOUS

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott-Fisher, Ltd., Room 314 Stair Building, Toronto.

FIRE INSURANCE. INSURE IN THE Hartford. Agencies everywhere in Canada.

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

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.

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

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

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

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

MAKE USE OF MODERN CONVENIENCES

Let simplified methods of handling credit accounts help you to make more money and lose less.



Allison's Coupon Books

They make credit business practically same as cash.

Here's How They Work:

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

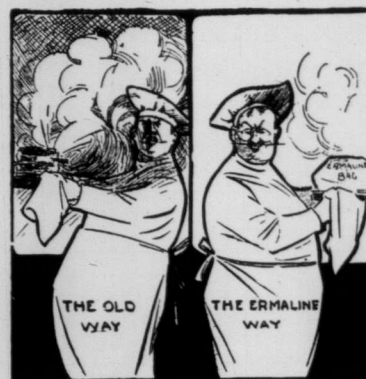
For sale by the jobbing trade everywhere.

Manufactured by ALLISON COUPON CO., Indianapolis, Indiana

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

YOU ARE THE MAN

We Want To Talk To About



Ermaline Paper Cooking Bags

You think you can't sell them? Funny thing that others are selling them by the hundreds! Perhaps it's a case of "nothing attempted nothing done."

Now Listen:

Write us and we'll send you full set of bags with instructions. Let your wife use them and then—ORDER.

Edward Lloyd

LIMITED MONTREAL



LET US SIFT OUT SOME WESTERN GOLD FOR YOU

Is your line, Mr. Manufacturer, being well represented in Alberta? Are you satisfied with your sales in this section? Being the oldest established Commission House in Alberta, we are right on the "ground floor" of the trade here and can assure any reliable house good sales for their lines. We now are the agents for Armour & Co., Knight Sugar Co., Wethey's Mince Meats, Dominion Match Co., Evered & Co. (brass goods), E. D. Smith, Dominion Salt Co., A. and R. Loggie, Twyforde, Ltd. (Sanitary Goods).

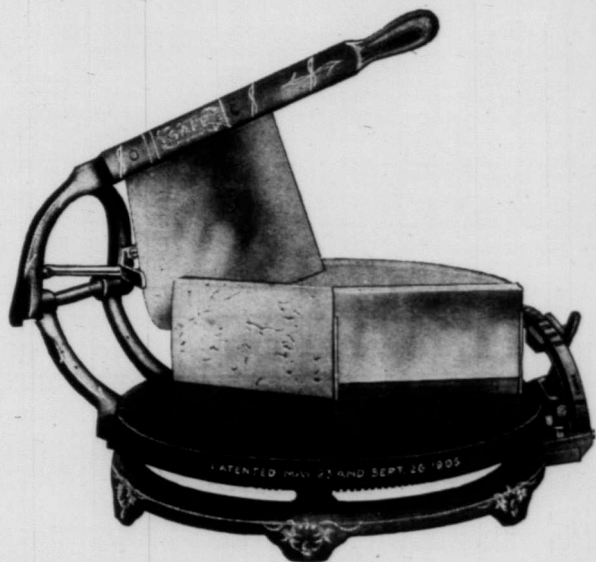
Let us represent you in this fast growing and prosperous country; the big wheat section. Let us sift out some Western Gold for you.

McKelvie & Stirrett, - Calgary

MANUFACTURERS' AGENTS,

Branch Offices:—Lethbridge and Edmonton

THIS FIXTURE PAYS FOR ITSELF



in the saving of overweights which occur **without it.**

It shows exactly how much will be received for a cheese. You should know this. **Never trust** to guess work.

The "SAFE" is the cutter which continues to cut **accurately.**

It is an investment. Not an expense.

Pays for itself in a few months.

No overweights. No crumbs. No drying out.

Order one to-day and stop your loss on cheese.

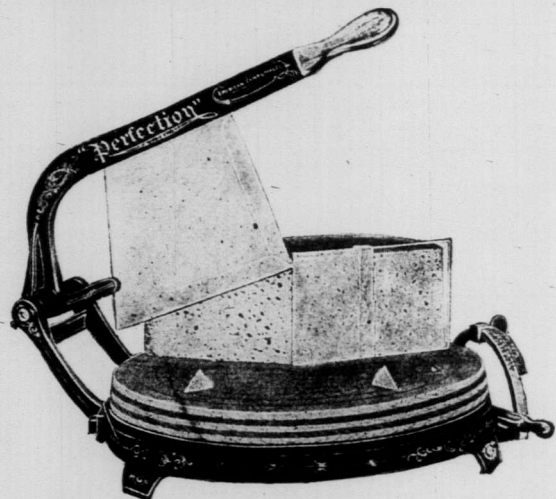
If your Wholesale Grocer has none in stock, write us.

COMPUTING CHEESE CUTTER CO.

621-625 MAIN STREET,

ANDERSON, IND. U.S.A.

Guard Your Cheese Profit



Somewhere there are people still writing with a goose quill; somewhere there are grocers still cutting cheese by guess-work—neither are methods of an up-to-date merchant. You may be an excellent judge of weight, but you are fallible, and your mistakes cost money.

THE PERFECTION CHEESE CUTTER

Made in Canada

Day in and day out is guarding your interests and saving you the profit of over-cutting an order of cheese. It is simple to operate, and will measure any amount you desire to have cut accurately. It is handsome in appearance and invites cheese sales that you would otherwise miss.

The AMERICAN COMPUTING CO., OF CANADA, Ltd.
HAMILTON, ONTARIO

SUCCESS

Jam

Jam

Jam

“King” Compound

We have sold hundreds of cases of our jams during the past three weeks, and the demand is still heavy. There's a good reason, too—Quality Superb.

Are You Stocking?

We want an Ontario Agent.

Labrecque & Pellerin, Montreal

AGENTS

John J. Gilmor & Co.
Winnipeg

J. Hunter White
St. John, N.B.

RIGHT NOW!

is the opportune time to sell your customers the original, dust absorbing sweeping compound—



SOCLEAN

Thoughts of housecleaning are now in the minds of your women customers and a big profitable trade can easily be worked up with Soclean. Tell them how it saves labor, cleans floors, brightens carpets, kills moths and leaves a clean, fresh odor after sweeping.

SOCLEAN LIMITED

“The Originators of Dustless Sweeping”

TORONTO

Agents for Western Canada: J. J. GILMOR & CO., WINNIPEG.
Agents for Montreal: HEDLEY M. SUCLING & CO.
Agents for Ottawa: W. R. BARNARD & CO.

BLACK JACK

QUICK
CLEAN
HANDY

½-lb. tins—
3 doz. in case

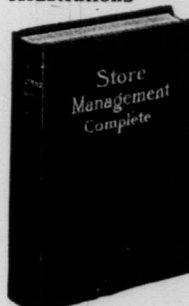


TRY IT

SOLD BY
ALL
JOBBER

STORE MANAGEMENT—COMPLETE

16 Full-Page
Illustrations



272 Pages
Bound in Cloth

ANOTHER NEW BOOK

By FRANK FARRINGTON

A Companion book to Retail Advertising Complete

\$1.00 POSTPAID

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

THIRTEEN CHAPTERS

Here is a sample:

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

ABSOLUTELY NEW

JUST PUBLISHED

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

TECHNICAL BOOK DEPARTMENT
143-149 University Ave., - Toronto, Canada.

Lytle's Bulk Pickles



Sour Mixed and Chow-chow in 1s, 2s, 3s, 5s and 10-gallon pails.

There's no gainsaying the statement that these are "unquestionably" the best value ever offered.

Quotations on any of the Lytle products on application.

WRITE FOR PRICES

The T.A. LYTLE CO. Limited
STERLING ROAD, TORONTO



Litster Goods

are made good enough to guarantee. They recommend themselves and sell themselves wherever introduced. Is the best any too good for your trade?

Litster Pure Food Co.,
TORONTO Limited

Agents Wanted



Rid Your Factory of The Cockroach Nuisance

If you have them in your premises we do not need to emphasize the nuisance fact. You simply want to get rid of them, and the way is Auto Roach way—no bug or insect of any kind can live through an Auto Roach attack.

We have cleared factories that were thought impossible.

Auto Roach is a sure winner. Write to-day.

AUTO-ROACH KILLER Company
Montreal
AGENTS WANTED



NO PISTOL LIKE REPORT

When a Dominion Match is struck it lights silently, without sputtering or sparking. It is the kind you should sell your customers, you will make no mistake if you push the sale of the DOMINION SILENT MATCH.

DOMINION MATCH CO.
LIMITED
Deseronto, Ontario

Or The Canada Brokerage Company, Limited, Toronto, Ont.; The A. Macdonald Co., Winnipeg, Man.; Snowden & Ebbitt, Montreal, Que.; J. B. Renaud & Co., Quebec, Que.; J. A. Tilton, St. John, N.B.; J. W. Gorham & Co., Halifax, N.S.



If you are looking for a good Jam, a reasonably priced line, one that contains all the freshness and deliciousness of the ripe luscious fruit, a line that is uniform in quality and will satisfy your customers—THEN get the *L. & B. Banner Brand* high quality Jams & Jellies.

The profits are good and your customers come back for more.

LINDNER & BENNER

Phone Park 2985
291 Arthur St., Toronto

WESTERN AGENTS:

LAING BROTHERS
Wholesale Grocers

WINNIPEG, - MANITOBA



With
SELECT VALENCIAS

Costing 8 Cents

THE WISE ONES

Are Getting In Their

ORDERS NOW

For Californias

MATHEWSON'S SONS

Montreal

Canned Goods

FULL ASSORTMENT JUST ARRIVED

Including

Fish in Tins,

**Salmon, Sardines,
Lobsters, Herrings, Etc., Etc.**

CANADIAN CANNED GOODS.

(Dominion Cannery)

We have a large stock of **Tomatoes, Corn, Apples, etc., etc.** Our highly popular brand, **Victoria**, is figuring on many large orders. Get in your order now and ensure prompt delivery.

LE SOLEIL VEGETABLES.

Complete assortment on hand, including **Petits Pois Asparagus, Haricots Mace-doines, Epinards, Artichokes, Flageolets, Concentrated Tomatoes, Brussels Sprouts, Assorted Soups, etc.**

10c A TIN RETAIL.

Just Imagine! Big Sales!

Petits Pois Moylies (Frs. Petit & Cie.)

MUSHROOMS MUSHROOMS

On Hand. "F. Lecourt" To Arrive.

Extra Choice, Choice, First Choice,

Galipeds (Hotel).

Laporte, Martin & Cie.

Limitee

Tel. M. 3766

568 St. Paul Street

Montreal

A
Aetna Biscuit Co. ...
Allison Coupon Co. ...
Armsby, J. K. ...
American Comp. Co. ...
Auto Roach Killer Co. ...

B
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Balfour-Smye & Co. ...
Barr Register Co. ...
Benedict, F. L. ...
Bickle, J. W., & G. ...
Borden Condensed Mi ...
Borgen, C., Packing ...
Bourque & Son, H. ...
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Brown Mfg. Co. ...

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Canadian Rat Corn C ...
Canada Sugar Co. ...
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Carr & Co. ...
Chase & Sanborn ...
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Clawson, W. S., & C ...
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THE CANADIAN GROCER

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Eckardt, H. P.								

Every pound of
CHASE & SANBORN'S
COFFEE

you sell is an investment in your customers' good will that will pay constant and permanent dividends.

CHASE & SANBORN
 MONTREAL

If You Want Anything

To Buy a Business

To Sell a Business

To Rent a Store

To Hire a Clerk

To Get a Position

To Get a Partner

Anything whatever from the grocery trade.

Tell your wants in the Classified Advertising Department of The Canadian Grocer.

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

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

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

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

THE CANADIAN GROCER

TORONTO

MONTREAL

WINNIPEG

Send Advertisements for this Department to
143 UNIVERSITY AVE., TORONTO, ONT.

H

Sole I



THE CANADIAN GROCER

HOLBROOKS

of Birmingham, England

Sole Manufacturers and Proprietors of

HOLBROOK'S Worcestershire SAUCE

Imported Absolutely!!



The most extensively advertised Worcestershire Sauce in the Dominion of Canada and throughout the World.

Used in the Dining Rooms of the English House of Commons, House of Lords and also the leading Hotels and Clubs throughout the Dominion.

Yields a larger percentage of profit to the grocery trade than any other advertised product.

General Offices for Canada and U.S.A., - TORONTO, Ontario

Manager, H. GILBERT NOBBS

Don't be hobbled—



Cut
Loose
From
Poor
Flour

WHEN a flour stops pulling, Brother Grocer, it drags. How can you forge ahead with poor quality neutralizing your efforts?

Are you working for your competitor or for yourself? Stop wasting your energy, your planning, your enthusiasm.

Cut loose from poor flour once for all.

For the very best salesmen you have can't make bad flour good, nor can it ever make good itself.

Cut loose from dissatisfaction, impatience, apologetic explanation, from dreams that never come true.

Consider now FIVE ROSES flour, Brother Grocer.

Ever since 1888 it has helped realize the hopes, of the best retailers, brought back the customer and done missionary work outside.

Many a grocer has changed the drag into a pull by merely changing his brand to FIVE ROSES.

What else could you expect from a flour that has jumped its sales from 800 barrels to 10,500 barrels?

Customers with the same flour needs as you write us that FIVE ROSES sales are going up, always going up.

Are you going to be held back any longer?

Ask your jobber or write our nearest office.

LAKE OF THE WOODS MILLING
COMPANY, LIMITED

Toronto
Ottawa
London
Sudbury

"The House of Character"
Capacity—10,500 bbls. daily

MONTREAL

St. John
Keewatin
Winnipeg
Vancouver

Five Roses Flour

Not Bleached



Not Blended

CA

Vol. XXVI

MA
G

HAF

F. E.