

# CANADIAN GROCER

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

**Montreal:** 76-78 Eastern Toronto Bank Bldg.  
London, Eng.: 11 Fleet St., E.C.

**Toronto:** 10-12 University Ave.

**Winnipeg:** 211 Union Bank Building  
**New York:** Rooms 1109-1111, 140 Broadway.

VOL. XXIV.

PUBLICATION OFFICE: TORONTO, SEPTEMBER 30, 1910

NO 39

A  
WORLD-WIDE  
WINNER



KEEN'S  
OXFORD  
BLUE

"KEEN'S" is a household word in every civilized country, and there's a regular demand for it that is unequalled by any other blue.

See to Your Stocks.

For Sale by all the Canadian Jobbing Trade.

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

Agents for the Dominion of Canada

**BENSON'S**

"Prepared" Corn

**STARCH**

**EDWARDSBURG**

and

"Silver Gloss"

**STARCH**

THE LEADING LAUNDRY and COOKING STARCHES in Canada.

Pure and easy to handle. Always in demand.

**EDWARDSBURG STARCH CO., LIMITED**

ESTABLISHED 1855

53 Front St. East, Toronto, Ont.

Works, Cardinal, Ont.

164 St. James St., Montreal

A PURE  
HARD SOAP

A Soap  
Your Trade  
Requires



Every Month  
Every Week  
Every Day

Makes Child's Play  
of Wash Day

St. Croix Soap Mfg. Co.  
Factory at  
St. Stephen, N.B.

BRANCHES:  
Montreal, Toronto,  
Winnipeg, Vancouver,  
West Indies.

A Handy  
Can of  
Soap  
Powder



A Large  
Package  
for  
5 Cents

"Calice"

Soap

There is no  
Rosin in it.



Antiseptic, sanitary, clean—all this because "Calice" Soap is made from oil as pure as a drop of distilled dew. Positively fine for complexion and for every purpose; even to the cleansing of the most delicate lingerie it is unsurpassed. Years of experience back of every cake. The soap of common sense—"Calice" Soap.

## Bramwell's Epsom Salts

Made by E. Bramwell & Sons, in St. Helen's, England—purified, refined, sifted and containing no moisture whatsoever. As different from the ordinary "Epsom Salts" of commerce as black is from white.

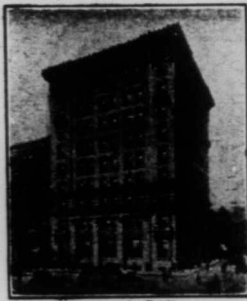
*Free from foreign  
matter—Dry as a Bone.*

Open the package at bottom or top and you'll find equal dryness. Epsom Salts that are unique in the invincible strength of their absolute freedom from foreign matter of any sort or substance. Made only for the most particular class of trade—*your* particular class of trade.

As a rule, wholesalers are *always* stocked with the articles we represent (as agents) because they are standard goods. Here and there a retailer may find that his dealer (for some plausible reason of his own) can't (or won't) supply him. We want to get in touch with wholesalers of this class because we believe the "proof of the pudding is in the eating" and we solicit the opportunity of "proving."

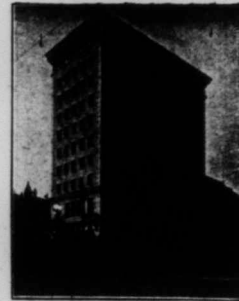
So then (if you are a retailer) and can't get supplied, drop us a post card, giving your wholesaler's name. A mutual interest will unquestionably be extremely well served thereby.

ARTHUR P. TIPPET & CO., Agents  
Montreal Toronto



Montreal Office

# Manufacturers' Agents and Brokers' Directory



Winnipeg Office

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

<p><b>R. B. Colwell</b> BROKER HALIFAX, N.S. REPRESENTING LEADING MANUFACTURERS, SUCH AS <b>E. D. Smith Lowneys Toblers</b></p>	<p><b>W. S. CLAWSON &amp; CO.</b> Manufacturers' Agents and Grocery Brokers. Warehousesmen ST. JOHN, - - N.B. Open for a few more first-class lines.</p>	<p><b>W. G. PATRICK &amp; CO.</b> Manufacturers' Agents and Importers 77 York Street, Toronto</p>
<p><b>J. W. GORHAM &amp; CO.</b> JERUSALEM WAREHOUSE, HALIFAX, N.S. Manufacturers' Agents and Grocery Brokers WAREHOUSEMEN can give close attention to few more first-class agencies. Highest references.</p>	<p><b>Headquarters for "CURRANTS"</b> <b>W. H. Millman &amp; Sons</b> Wholesale Grocery Brokers TORONTO</p>	<p><b>MacLaren Imperial Cheese Co.</b> Limited AGENCY DEPARTMENT Agents for Grocers' Specialties and Wholesale Grocery Brokers TORONTO, Ont. DETROIT, Mich.</p>
<p><b>FOR SALE</b> Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order. <b>J. T. ADAMSON &amp; CO.</b> Customs Brokers and Warehousemen 27 St. Sacrament Street, Montreal TEL. MAIN 778 BOND 28</p>		<p><b>ON SPOT</b> Fresh Cracked Bordeaux Whole, Halves and Broken Shelled Walnuts <b>Lind Brokerage Company</b> 73 Front St. E., Toronto</p>
<p><b>ROBERT ALLAN &amp; CO.</b> MONTREAL General Commission Merchants Representing Morris Packing Co. Pork and Lard—Finest Quality</p>	<p>NEWFOUNDLAND <b>T. A. MACNAB &amp; CO.</b> ST. JOHN'S, NEWFOUNDLAND MANUFACTURERS' AGENTS and COMMISSION MERCHANTS Importers and exporters. Prompt and careful at- tention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A, B, C, 5th edition, and private.</p>	<p>Agency required for Canned Goods, Etc. <b>The HARRY HORNE CO.</b> Grocery Brokers and Manufacturers' Agents. 309-311 King St. West, Toronto Good warehouse and distributing facilities.</p>
<p><b>WESTERN DISTRIBUTORS LIMITED</b> Wholesale Commission Merchants, Customs Brokers and Manufacturers' Agents. Cars Dis- tributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our posi- tion is your opportunity. SASKATOON, - WESTERN CANADA</p>	<p><b>G. C. WARREN</b> Box 1036, Regina IMPORTER, WHOLESALE BROKER, and MANUFACTURERS' AGENT Trade Established 12 Years. Domestic and Foreign Agencies Solicited</p>	<p><b>WATSON &amp; TRUESDALE</b> (Successors to Stuart, Watson &amp; Co.) Wholesale Commission Brokers and Manufacturers' Agents. WINNIPEG, - MAN. Domestic and Foreign Agencies Solicited.</p>
<p><b>BUCHANAN &amp; AHERN</b> Wholesale Commission Merchants and Importers QUEBEC, P.Q. Groceries, Provisions, Sugars, Molasses, Dried Fruit and Nuts, Grain, Mill Feed, Fish, Fish Oil, Etc. Correspondence Solicited. P.O. Box 29</p>	<p><b>W. G. A. LAMBE &amp; CO.</b> TORONTO Grocery Brokers and Agents. Established 1885</p> <p>If you are looking for trade with Irish merchants there is one paper that can put you in touch with buyers, and that is <b>The Irish Grocer, Drug, Provi- sion and General Trades' Journal.</b> 10, Garfield Chambers, Belfast, Ireland</p>	<p><b>— WINNIPEG —</b> <b>H. G. SPURGEON</b> Wholesale Broker and Manufacturers' Agent United Kingdom and Foreign Agencies Solicited. 230 Chambers of Commerce. P.O. Box 1812</p>
<p>TRY A CONDENSED AD. IN THE CANADIAN GROCER.</p>	<p>When writing advertisers kindly men- tion having seen the advertisement in this paper.</p>	<p>DO YOU WANT REPRESENTATION IN <b>WINNIPEG</b> Where Business is Booming? <b>BAWLf, DAVEY &amp; CO.</b> Wholesale Grocery Brokers.</p> <p><b>DISTRIBUTORS, LIMITED</b> P. O. Drawer 99 EDMONTON, ALBERTA Manufacturers' Agents, Commission Mer- chants, Warehousemen. We sell direct from the Manufacturer to the Retail Track connection with all Railroads.</p>

J. F. Eby,  
President.

Hugh Blain,  
Vice-Pres.

WE HAVE IN STORE—

New Valencia Raisins

New Eleme Figs

"Anchor" brand fancy selected.

"Camel" brand 10-lb. boxes.

Send us your orders for immediate shipment

We have  
an interesting proposition on

A money-maker for you  
is our line of

Pork and Beans

Talcum Powder

1s and 3s in Chili Sauce

in 10c. and 25c. Shaker top tins

Drop a card, or see our travellers for particulars.

**EBY-BLAIN, LIMITED**  
Wholesale Grocers TORONTO

Your Tea Trade  
Demands Special Care

High-class Tea taste is hard to please. You cannot  
take any chances on uncertain Brands.

Stock our

**"Ram Lal's Pure Tea"**

and you can meet the highest demands of  
your customers.

SEND TO US FOR SAMPLES AND PARTICULARS.

The Ram Lal's Pure Tea Co., Ltd., Montreal, Canada

Winnipeg Office  
& CO.  
Toronto  
Cheese Co.  
Wholesale  
Detroit, Mich.  
Whole, Halves  
Walnuts  
Company  
Goods, Etc.  
NE CO.  
Toronto  
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& Co.)  
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Solicited.  
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P.O. Box 1812  
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LIMITED  
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men.  
turer to the Retail  
Railroads.

THE CANADIAN GROCER

WE WANT YOU TO KNOW  
THAT

# ST. LAWRENCE GRANULATED SUGAR

*When sold in bags is now packed only in*

***TWO SEPARATE BAGS***

*the sugar being contained in a FINE  
COTTON BAG, which is again protected  
by an extra heavy outside Jute Bag. The  
outside bag can be taken off separately.  
Both bags can be used or disposed of as*

***TWO SEPARATE BAGS***

---

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The St. Lawrence Sugar Refining Co'y, Limited

MONTREAL

# You make better profits on the better grade peas



**I**NSTEAD of selling imported French Peas to supply the demand for better grade peas, sell our Extra Fine Sifted (Petits Pois) Sweet Wrinkle Extra Sifted and Early June Sifted.

Not from sentimental or patriotic reasons, but because they will yield you a better profit, give your customers much greater satisfaction and help to increase the demand for the more profitable higher grade peas.

That vivid green color which makes some lines of imported French Peas look so pretty is produced by Sulphate of Copper—a chemical that is not only very injurious to health, but which kills the true flavor of the peas.

We never use sulphate of copper or any other coloring chemicals in our canned peas.

Extra Fine Sifted (Petit Pois), Sweet Wrinkle Extra Sifted and Early June Sifted are thoroughly sterilized, the very pick of the pack, fine, tender, and of exquisite flavor.

You can materially increase your profits and your reputation by pushing these lines. Try it.

**Dominion Cannery, Limited**  
**Hamilton, - - - Canada**

# New Fall Arrivals

Goods Well Bought are more than Half Sold

We have the following Fall Shipments arriving  
in Toronto this week:—

1 Car Midland Vinegar	2 Cars Shelled Bordeaux
1 Car Clarnico Jam, etc.	Walnuts
600 Cases Belgian Peas	100 Cases Finest Jordan
1 Car Crossed Fish Sardines	Almonds
300 Cases Cherries in Mar- ischino	300 Cases French Vege- tables

Other New Shipments arriving consist of:—

Stem Ginger	Dry Ginger	Gum Quats
Blanched	Blanched	Shelled Pecans
Almonds	Cashews	French Spinach
German	Belgian Carrots	
Asparagus		

We buy right and we sell right, otherwise our Fall Business  
for 1910 would not be more than double that of 1909.

Write us now for quotations

**W. G. Patrick & Co.**  
DIRECT IMPORTERS

BRANCH  
454 St. Paul Street  
MONTREAL, QUE.

HEAD OFFICES  
77 York Street  
TORONTO, ONT.



THE CANADIAN GROCER

# PERRIN'S BISCUITS

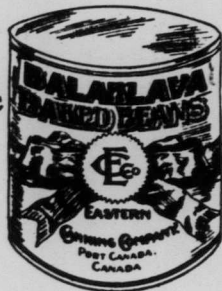
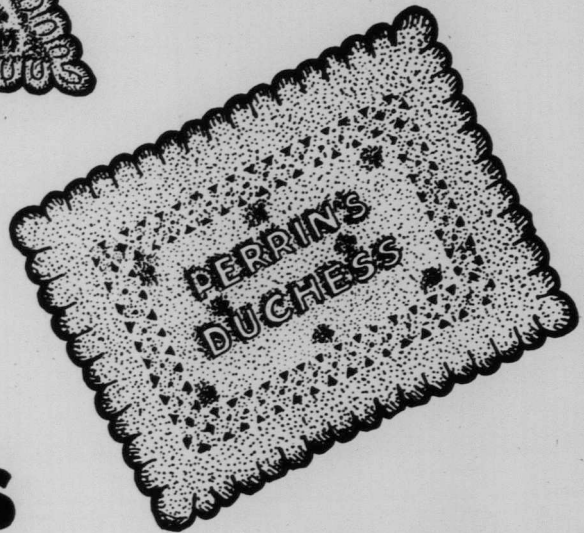
**THREE**



**SELLERS**



**AND  
ALL  
TRADE  
KEEPERS**



Do you want increased business in Baked Beans ?

If so, write us for prices and information  
regarding

## Balaklava Brand Baked Beans

Satisfied customers are our biggest asset.

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

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

Sold

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Vege-

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cans

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09.

FFICES  
Street  
D, ONT.



*Extended tube can be furnished connecting Pump in store to barrel in cellar*

**"ENTERPRISE"**

Old style grocers find a call for molasses usually annoying—it often means a trip down into the cellar; handling of sticky measures—impossible to measure accurately. How different when equipped with the

**"ENTERPRISE"  
Self-Priming and Measuring  
PUMP**

THE NEW TOTAL REGISTERING DEVICE keeps tabs of the barrel's contents—you're never "out of molasses" And the pump is positively accurate—"Enterprise" make—4 revolutions of the crank and you have a pint—no more—no less.

We manufacture a large line of Coffee Mills for hand, steam and electric power and other specialties for the modern grocer. Ask for our catalog.

**The Enterprise Mfg. Co. of Pa.**

PATENTED HARDWARE SPECIALTIES

Philadelphia, Pa., U. S. A.

21 Murray Street, New York

544 Van Ness Avenue, San Francisco



**Give the Tomato a Chance**

Pack your Tomatoes in the Tomato Can made for Tomatoes.

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

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

**Sanitary Can Co., Ltd.,**

Niagara Falls, Ont.

Max Amo Patent

## Grocers

of Northern Ontario!

Freight Rates eat up your legitimate profits.

Avoid this Unnecessary Expense



Our Customers are doing so; **Why not you?**

The Young Company LIMITED  
North Bay and Sudbury

EVERY CAN



GUARANTEED

St. Charles

## Evaporated Cream

BETTER PROFITS  
MORE SALES  
SATISFIED CUSTOMERS

With a Good Stock of St. Charles



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

## Quaker Brand Salmon

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

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

## Mathewson's Sons

Wholesale Grocers

202 McGill Street - - Montreal

## PREPARED MUSTARD

It's the distinctive flavor and tang that have created the steady and insistent demand alike in mansion and cottage for



RELISHES

They have installed themselves as prime public favourites and you have our guarantee of purity back of your recommendation to your customers.

Keep a liberal supply of "Sterling" Goods—the "quality" brand.

The T. A. Lytle Co., LIMITED  
Sterling Road, TORONTO

**"Kootenay"**

**Brand**

**You run no risk**

when you are handling goods of known and proven quality. The flavor of the celebrated Kootenay Fruits is widely known and appreciated, and it is solely the choicest of these fruits and the purest cane sugar which are used in the manufacture of

A most complete, up-to-date and sanitary plant deals with the fruits, which are dealt with in such a manner as to remain whole after boiling.

**Jams**

**and**

**Jellies**

*Write us for details and prices.*

Feature our 5-lb. tins. They are good sellers.

**Donnelly, Watson & Brown, Limited**

AGENTS

CALGARY and VANCOUVER

**in Bottles and Tins**

Sell **Poulton & Noel's**

Rolled Ox Tongues,  
Potted Meats, Galantines,  
etc.,  
IN GLASS AND TINS.



**NOTED FOR**  
*their quality and attractive packing*

Canadian Selling Agents:  
**ROSE & LAFLAMME, Limited**  
Montreal - - - Toronto

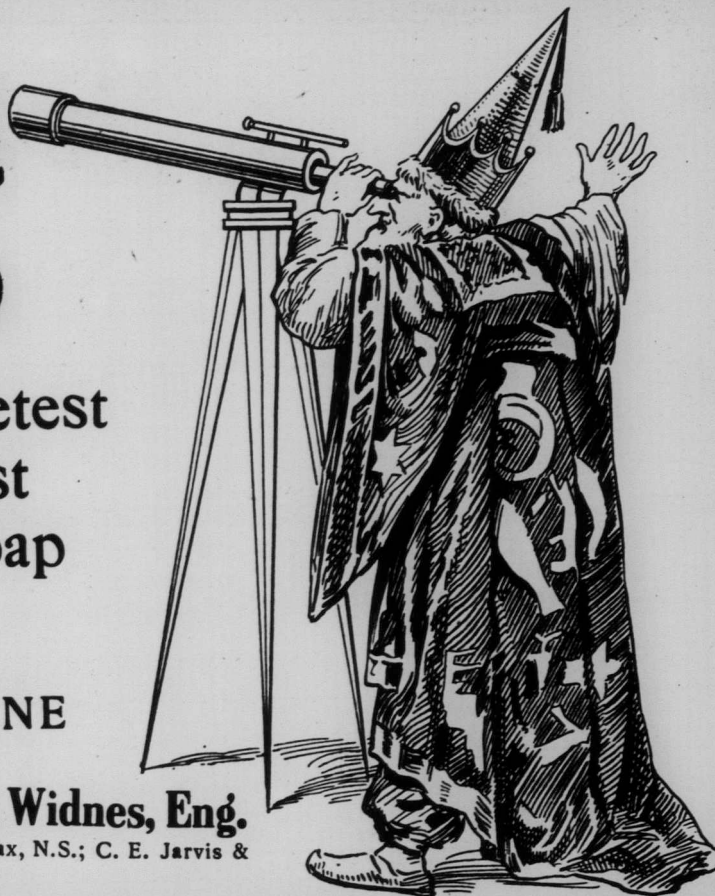
# Gossages' Magical Soap

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

GUARANTEED GENUINE

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

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



The Original

## When You Sell Borden's Brands—

You know, when you sell a customer Eagle Brand Condensed Milk or Peerless Evaporated Cream, that you have sold the best the world produces. Merchants all through Canada find it profitable to specialize on these brands, and besides, they get a lot of satisfaction out of it as well.

HAS BEEN BEST FOR OVER 50 YEARS.

Borden's Condensed Milk Company

ESTABLISHED 1857

WILLIAM H. DUNN, Montreal and Toronto

Mason & Hickey, Winnipeg, Man. Shallcross, Macaulay & Co., Vancouver, Victoria, Nelson and Calgary.





# FACTS ABOUT ADVERTISING



## By The Advertising Manager

V.

The ——— Co. made investigation and found that nearly all the good merchants in every section of Canada were readers of *The Canadian Grocer*.

• • •

They subscribed themselves, and, after reading this paper for a few weeks, concluded that the merchant who didn't consider it good business to pay \$2 a year for the information and pointers to be got from *The Grocer*, wasn't worth trying to influence through advertising, anyway.

• • •

They figured out the cost and found that by using a half-page space 52 times a year they could reach 10 good buyers for every cent the advertising cost them.

• • •

"Why," said the manager of this firm, "we can deliver a real strong selling talk to 7,000 of the best dealers in the country at a cost of about \$8 a week!

• • •

"To send a letter to each one of them would mean an expense of nearly \$140 for stamps alone, not to speak of the cost of writing or printing the letters, cost of stationery, labor, etc.

• • •

"At that rate the expense would be about \$7,280 for the stamps alone on

a letter to this list every week in the year.

• • •

"That is, if we had the list.

"We can get a list of 7,000 merchants easily enough, but not the sort of list *The Canadian Grocer* has.

• • •

"The Grocer has selected, as an audience for our advertising, the 7,000 best and most progressive merchants in Canada. It has furnished the most productive kind of ground for our arguments to fall on.

• • •

"It gives us a mailing list that each reader of the paper invests \$2 a year to get on—because it pays him to be there."

• • •

The ——— Co. decided to place an order with us for a half-page regularly.

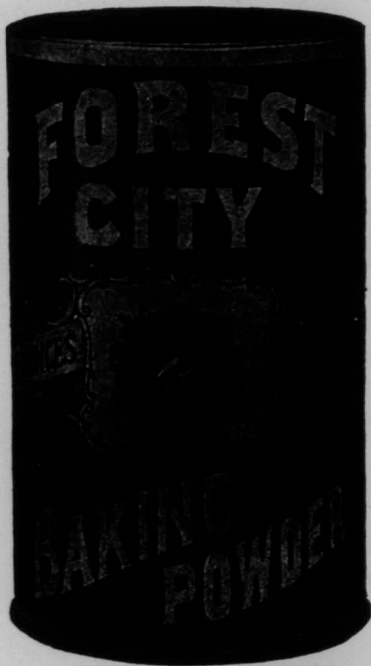
• • •

"It's pretty reasonable advertising," said the manager, "when you consider that it costs us only \$8 per week, or a charge against each one of our 10 travelers' expenses of 80 cents weekly.

• • •

"It is a good investment, because I believe that it will materially increase the efficiency of every traveler on our staff."

# FOREST CITY BAKING POWDER



**THE STANDARD  
FOR 25 YEARS**

6 oz. tins, 75c. doz.

12 oz. " \$1.25 "

16 oz. " \$1.50 "

Manufactured By

**GORMAN  
ECKERT &  
CO., Limited**

London & Winnipeg

## Have You Ordered Any "Snowflake" Powdered Ammonia?

This is the giant 5-cent package now being so vigorously advertised to your customers. It is the

**Only 5-cent Package**

of Powdered Ammonia on the market. It does save soap; it does clean things; all substitutes cost more; so your customers will have it. Why allow them to go to your competitor for their Snowflake? Send in your order now.

*Your Profit  
is Good.*

**S. F. Lawrason  
& Co.**

London, - Ontario



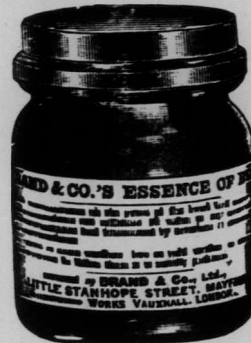
# NOT "JUST THE SAME"

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



## BRAND'S ESSENCE OF BEEF

Brand's Essence is specially recommended by leading physicians the world over for invalids, and although immense quantities are sold by druggists, a much larger amount is handled through grocery stores. There is a very good margin of profit for the dealer, and every assistance will be given and no expense spared by the manufacturer to help you to dispose of Brand's Specialties.



**READ WHAT ONE DELIGHTED DEALER SAYS:**

Thos. O. Baxter

Peterboro, 9th July, 1910.

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

Yours truly,  
A LEADING GROCER. (Name on request)

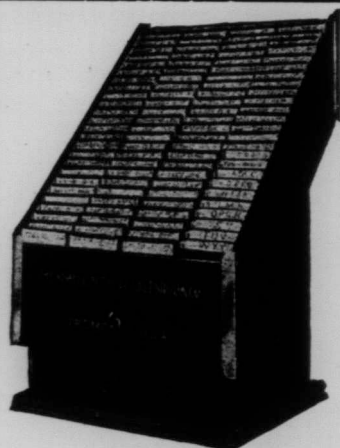
T. O. BAXTER, 25 Front Street East, TORONTO

or H. HUBBARD, 27 Common Street, MONTREAL

**BRAND & CO.**

Purveyors to  
H.M. the King

**London, Eng.**

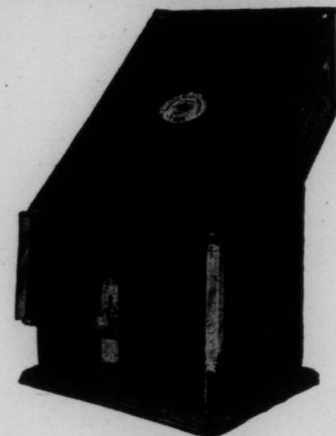


Cut of 100 Book Size, without hood, showing alphabetical arrangement of books.

## What Would It be Worth to You—

To be insured against loss through forgotten charges?

To be protected against dead-beats? To have your accounts posted up-to-the-minute at all times so that you can settle with customers at any time without any delay and yet be sure you have made no mistake?



Cut of 100 Book Size, when not in use, showing hood locked to cabinet.

To do all your bookkeeping with one writing and do it correctly and in a way that will please your customers?

To have your accounts protected against fire and without lugging them home with you at night or being put to the expense of buying a safe and then the extra trouble of carting them to and from the safe?

The Keith System will do all these things for you, and the cost is a small matter compared with what it will save for you from day to day.

WRITE FOR CATALOG "G"

## THE SIMPLE ACCOUNT SALESBOOK COMPANY

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

1926 Depot St., Fremont, Ohio,

—and—

Hartford, Conn., U.S.A.

## "Ontario" Lantern Footwarmer!

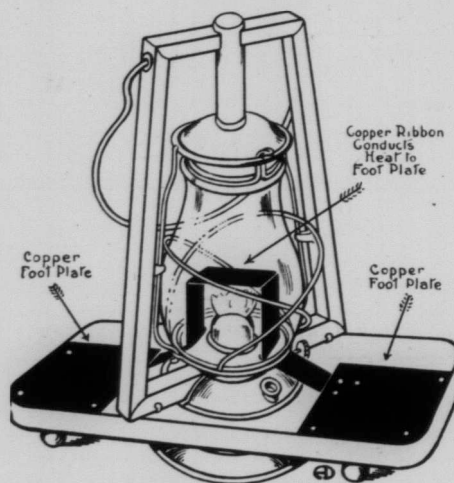
No More Cold Feet

The

Entire Body Kept Warm

Also

A Light Whenever Needed



Indispensable

To

Farmers, Doctors; Travellers

No

Danger to Lap Robes

**A Novelty! Useful!! and A Seller!!!**

Have YOU seen one? For sale by all Jobbers.

Manufactured by

**Ontario Lantern & Lamp Co., Ltd., Hamilton, Ont.**





## A Strong Combination :

UTILITY

CLEANLINESS

ATTRACTIVENESS

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

Write for Illustrated Catalogue  
"Modern Grocery Fixtures."

### Walker Bin Store Fixture Co.

LIMITED

REPRESENTATIVES:—

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

Berlin, Ontario

### Perfection Cheese Cutter Made in Canada



Every Slice is a Fresh, Even Cut.  
Accurate in Weight. Pleasing to the Eye.  
It pays to buy a Perfection Cutter.  
It is built to last; made substantial and strong.  
It prevents overcuts, scraps and waste.  
It saves its cost in time, labor and money in less than twelve months.

Patented and Manufactured by

The American Computing Co. of Canada  
Hamilton, - Ontario

SOLD BY THE WHOLESALE GROCERS.

# The Ideal Mill for the Grocer



In compactness, neatness and stability, no less than in attractiveness, finish and beauty of design

### Coles' Electric Coffee Mill

has no peer at any price.

It will granulate 2 lbs. of coffee per minute, and is connected direct up to your lamp socket, saving cost of wiring. The price cannot fail to attract you.

\$65 for D.C. current (\$75 for A.C. current), and we guarantee each machine perfect. Write for details.

**COLES MANUFACTURING CO.**  
1625 North Twenty-third St., Philadelphia

AGENTS:

Chase & Sanborn, Montreal  
Todhunter, Mitchell & Co., Toronto and Winnipeg  
Young Bros., Vancouver, B.C. Wm. Brail & Co., Vancouver, B.C.  
L. T. Mowburne & Co., Calgary, Alta.

When she asks for salt,  
she means, of course,  
**WINDSOR SALT**

She never thinks of using  
any other kind, for the  
very good reason that she  
knows no other kind is  
as good as "Windsor"  
Salt for table or dairy.

Are you prepared to  
supply her?

**The Canadian Salt Co., Limited**  
WINDSOR, ONTARIO

Don't hesitate  
to stock and recommend  
**PURNELL'S**  
Sauces, Pickles and Pure

**Malt Vinegar**

They are the most steady and profit-  
able sellers of any imported  
lines, and are noted for their  
general quality and absolute  
purity.

See to your stocks! This is a  
line of satisfaction-givers that  
leaves the grocer a "well-  
worth-while" profit.

Sold  
by all  
Canadian  
Jobbers

Canadian Agents:  
Charlottetown, P.E.I., Horace Hazardi;  
St. John, N.B., C. E. McMichael;  
Halifax, N.S., Erb & Rankin; Montreal  
and Ottawa, C. S. Harding, Canada  
Life Building; Quebec, Cy. D. Bon-  
homme, 131 St. Peter St.; Toronto,  
Lind Brokerage Co., 73 Front St. E.,  
Hamilton, J. H. Stratton & Co.; Winni-  
peg, Carman Brokerage Co., 141  
Bannatyne Avenue E.; Vancouver,  
B.C., C. E. Jarvis & Co., Mercantile  
Bldg., Corner Cordova and Homer Sts.



When taking the weekly grocery order mention

**SNAP**

THE MAGIC HAND CLEANER

to the housewife. Once purchased, you can be  
sure of repeat orders, because there is nothing  
known equal to SNAP for chasing dirt, grease,  
tar or paint from soiled hands.

It is antiseptic and beneficial to the skin.

See to your stocks to-day and recommend SNAP.

**SNAP**  
**CO.**  
LIMITED



MONTREAL,  
QUE.

**A Genuine Trade-Builder**

Quality goods are those that attract  
and hold trade and

**Wonderful Soap**

will prove a profitable proposition to  
every grocer because it is unrivalled in  
quality and purity.

It is moreover attractively packed and  
made up, and proves a rapid and profit-  
able seller.

We have a dealer helper-selling plan  
that cannot fail to interest you. Send  
for details of it to-day.

**The Guelph Soap Co.**

GUELPH - ONTARIO

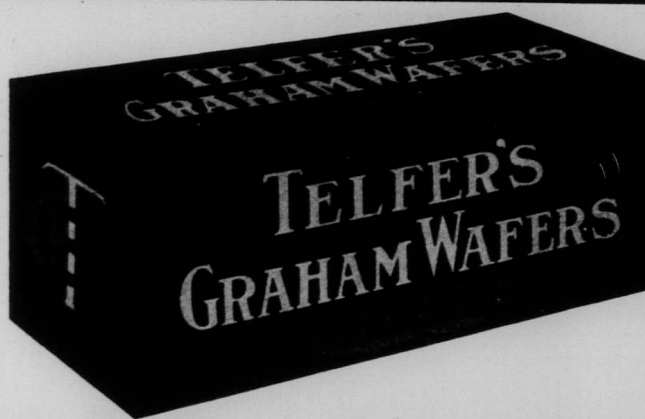
Toronto Agents—MacGregor Specialty Co.

## The Package of Quality!

You can be sure of the flavor, goodness, quality and wholesomeness of every packet of GRAHAM WAFERS—if they come from Telfer Bros. They are golden-brown squares of nourishment, and always reach you in a fresh and appetising condition.

Feature this line. It pays!

Telfer Bros., Limited, Collingwood, Ont.  
Branches: Toronto, Winnipeg, Hamilton, Fort William



## BAIRD'S "Second-to-None" Pickles



So called because they are second to none for value.

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

GOOD, SOUND  
VEGETABLES  
and  
PURE VINEGAR

Low Price  
High Quality

JOHNSTON, BAIRD & CO.  
GLASGOW, SCOTLAND

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

## "ASEPTO" SOAP POWDER

takes the place of soap on every occasion. Is most economical, and will positively destroy germs.

Better than the best on the market, and the packet is as large as the worst.

### "Asepto" Sweetens Everything

and is everywhere having a wonderful sale. Avail yourself of this opportunity of reaping a handsome profit on this quick-selling line.

Order To-day from Your Jobber

MANUFACTURED BY

## The Asepto Mfg. Co.

St. John, N.B.

Agents—ROSE & LAFLAMME, Limited  
Montreal and Toronto

## There's Genuine Pleasure

and liberal profit in selling

## "WHITE LILY" BRAND MARSHMALLOW BISCUITS!

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

Write for prices.

J. A. MARVEN, Limited

Moncton, N.B.

**Tartan**  
**BRAND**

When calling us up tell Central to reverse check before getting connection, and ask for our new number

**PHONE 3595**

We have been compelled to install a switch and the use of this number places all our several trunk lines at your service.

All Long Distance Messages free to our customers.

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

*St. Lawrence*

**GRANULATED**

and

**GOLDEN YELLOWS**

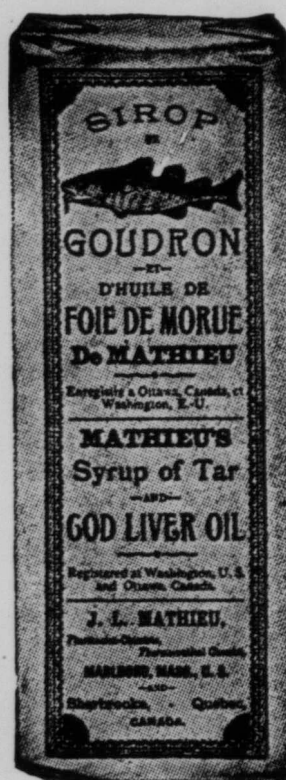
Made only from Pure Cane Sugar

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

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

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

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



**A COLD CURE EVERY Dealer Can Recommend**

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

**MATHIEU'S SYRUP**

of Tar and Cod Liver Oil

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

**MATHIEU'S NERVINE POWDERS**

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

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

Distributors for Western Canada:

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

**"Canada First"**



**Evaporated Cream**

is the finest known substitute in every detail of its preparation the serve absolute cleanliness and teed pure and fully sterilised.

for Fresh Cow's Milk. In every greatest care is given to pre-purity, and each can is guaran-

See to your stocks. Order from your jobber.

**The Aylmer Condensed Milk Company, Limited,** - **Aylmer, Ontario**

Head Offices: Hamilton, Ontario

## ADVANCE—OR RETIRE ?


there's no standing still in business

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

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

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

# H.P. SAUCE



## GINGERBREAD —BRAND— MOLASSES

A Molasses that increases your sales.

THREE reasons for it:

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

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

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

**THE BEST THERE IS**

Be convinced now.

**The Dominion Molasses  
Co., Limited**

HALIFAX - NOVA SCOTIA

## COUNTER SPACE, FIRE PROTECTION

The Merchant can't  
afford one-third of  
his Counter Space  
for his Account  
Register.

One reason why  
the Commercial  
is made  
compact—  
and requires  
little Counter  
Space.



### Fire Protection

Sheets lift out and fit any safe.

Another reason for compactness. The sheets  
will fit any safe, an absolute necessity, as merchant  
must have fire protection for his accounts

### Besides

It cuts out book-keeping, does your collecting,  
pleases your customers and pays for itself within  
a few months.

Send us a postal for Catalogue and full information.

**COMMERCIAL REGISTER CO.**

178-180 Victoria Street - - Toronto, Ont.

## The West India Co., Ltd.

The Canadian house of

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

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

## WEST INDIAN PRODUCE

of all descriptions.

WRITE US FOR PARTICULARS, PRICES, ETC.

305 St. Nicholas Building, - - - MONTREAL



THE COFFEE THAT HAS A REPUTATION TO BE PROUD OF

WON

SIMPLY ON MERIT

EVERY GROCER WHO HANDLES IT KNOWS ITS WORTH

**"Pansy" and "Daphne"**  
(FANCY) (CHOICE)

SEEDED RAISINS and EVAPORATED FRUITS



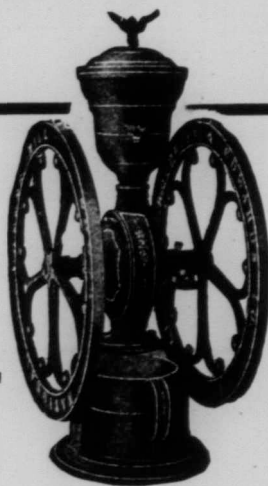
are put up in California, and have no superior. The fruits are carefully selected and attractively packed by men who know their business. You will not go astray in ordering these brands.

**GUGGENHIME & CO.**  
California

**The Finishing Touch**

to the appearance of your store is given by the installation of an

**ELGIN**  
National  
Coffee Mill



The attractive symmetry and finish of the "Elgin" compel attention and it is, moreover, the fastest grinding and easiest running mill on the market. The "Elgin" has steel grinders and can be adjusted while running. Made in 40 different styles, they sell at a very moderate price. Ask any of the following jobbers for our Catalogue:

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

**Woodruff & Edwards Co.**  
ELGIN, ILL., U.S.A.

**Something new and tasty!**

Are you handling

**SMOKED  
HERRING  
IN BOUILLON?**

the new line put up by the packers of "King Oscar" Sardines—Chr. Bjelland & Co., of Stavanger, Norway.

It forms a delicious dish of small herrings packed sardine style in spiced bouillon.

Leaves the retailer a handsome profit at 10c. per tin.

Ask your wholesaler.

**J. W. Bickle & Greening,**  
(J. A. Henderson)

Canadian Agents, - Hamilton



**BIGGER AND BIGGER SALES**

That's the tale you'll have to tell if you are featuring

**AURORA COFFEE**

because superior merit and better value are bound to win. "Aurora" is the coffee with that exquisite aroma and flavor which guarantees repeats. It is the best that money can buy and retails at 40c., leaving you a splendid profit.

Branch: Sault Ste. Marie

W. H. GILLARD & CO.,

Hamilton, Ont.

*Redpath*

is

**Canada's Standard**

for

**Refined Sugar**

Manufactured by

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

**OK**

ENGLAND'S  
LEADING  
FRUIT SAUCE

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

1000 GUINEAS\*

Sells at 15 cents and 25 cents  
BE WARY OF IMITATIONS

**SAUCE**

George Mason & Co., Limited

Sole Manufacturers - - - LONDON, ENG.

Sole Canadian Agents

**S. T. NISHIMURA & CO.**  
MONTREAL

SUB-AGENTS:-

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

**JAPAN TEAS**

The season is near to the close. Jobbers who have not yet placed orders for their requirements will be able to get best value from

**S. T. NISHIMURA & COMPANY**  
MONTREAL and JAPAN



Your  
Customers  
Want  
Rowat's

Look over  
your stock  
and send in  
your order  
NOW for  
what you  
need of

## ROWAT'S Sauces and Pickles

The  
Connoisseur's  
Choice

**Rowat & Co.**  
Glasgow, Scotland

Canadian Distributors:  
Snowdon & Ebbitt, 325  
Coristine Bldg., Mont-  
real, Quebec, Ontario,  
Manitoba and the North-  
west; F. K. Warren,  
Halifax, N.S.; F. H.  
Tippet & Co., St. John,  
N.B.; C. E. Jarvis &  
Co., Vancouver, B.C.



*Why are You Not at the Ball Game?*



**You can take an afternoon off**

and not be worried about your accounts if you use

**The McCaskey Gravity Account Register System** First and Still the Best.

Sixty Thousand merchants in Canada, the United States and abroad say The McCaskey System saves time, labor, worry and money. With **One Writing** it does everything accomplished with from three to five writings in day books, journals, ledgers, etc. We have a booklet called "System" that you should have. It is free for the asking.

**DOMINION REGISTER CO., Limited**

Manufacturers of Duplicating and Tripling Sales Pads in all varieties.

99-104 Spadina Avenue - TORONTO, Can.



LOOK FOR THE BEAVER

**M. D. & Co. "Beaver" Brand  
Valencia Raisins**

are of special fancy quality, and are sure to please particular customers of yours. You should have them in your store at all times.

**"W. Abel" Brand  
Valencia Raisins**

are of standard quality, and also in keeping with the reputation of the house that packs them.

Packed by MAHIQUES, DOMENECH & CO., Denia, Spain

Canadian Agents:  
ROSE & LAFLAMME, Ltd., Montreal and Toronto



Game?  
 moon off  
 if you use  
 First and Still  
 the Best.  
 tes and abroad say  
 and money With  
 vith from three to  
 uld have.  
 ), Limited  
 licating  
 RONTON, Can.

**Your biggest asset**

THE drawing power of a well-lighted store is acknowledged, and by no method can your store be made so attractive as by lighting it with our

**GASOLINE LIGHT**

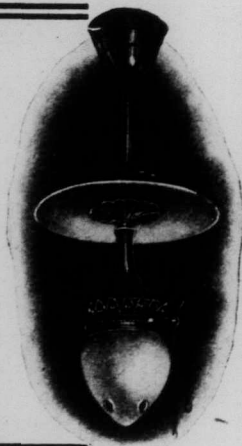
It is absolutely safe, better and cheaper than electricity or gas, and safer than coal oil and candles.

Special prices direct to merchants.

Get our circular.

MacLaren & Co., Merrickville, Ont.

AGENTS WANTED.



**NATION'S CUSTARD POWDER**

Noted  
 for its Flavor and Purity.

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

Send for Free Sample.

**GREEN AND CO TORONTO**

**McLean's  
 COCOANUT**

A necessity to every grocer.  
 Your customers want it.

The Canadian Coconut Co.  
 Sole Makers  
 MONTREAL



—BUY—

**Star Brand**

Cotton Clothes Lines

—AND—

Cotton Twine

Cotton Lines are as cheap as Sisal or Manila and much better  
 For Sale by All Wholesale Dealers.  
 SEE THAT YOU GET THEM.

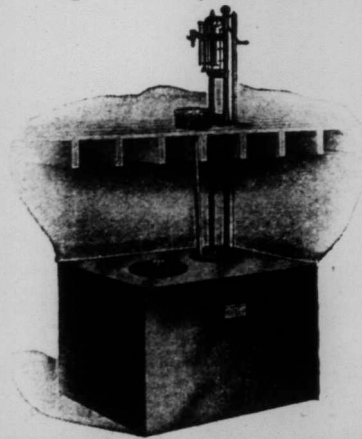
VER  
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 on of the  
 CO., Denia, Spain  
 l and Toronto

**Get a firmer grasp on your profits**

Are you making money on your oil? Probably far less than you think. If you could ascertain exactly how little, you would be astonished. Remember that EVAPORATION alone may reduce gasoline and kerosene from 5 to 25 per cent. per month. Then reckon overflow, drip, spilling and over-measure on every quart you sell, and even an occasional leak. These little losses combined easily wipe out your few cents of profit. You cannot raise the price to your customers and you cannot reduce the price you are paying for the oil, so the only way left is to reduce the waste and the cost of handling it; it can be done with a

**Bowser Self-Measuring Oil Tank**

With a stroke of the pump handle you can discharge with absolute accuracy one gallon or any fraction thereof, directly into your customer's can, doing away with the sloppy funnels and measures. The tank is absolutely leak and evaporation-proof. Your increased profits will pay for our best outfit in a year.



Wouldn't you like to sell every gallon of oil with as little trouble, as clean hands and as sure profit as when you hand out a package of tea? The "Bowser" will do it. Over 500,000 outfits now in use. To insure better profits it will pay you to investigate what a "Bowser" will do for you. Acting now means money saved.

Write for Bulletin No. 5.

**S.F. Bowser & Co., Ltd.**  
 66-68 Fraser Avenue, : Toronto

**A Great  
 Selling Team**

¶ Buyers must be moved through several steps to be brought to the buying point.

¶ They must have their attention attracted to the article. They must have their interest in it awakened. They must be informed as to its nature, utility and merits. They must be convinced of its value. They must be moved to action—to closing.

¶ Good salesmen and good trade-paper advertising make a great team to carry the buyer through these several stages to the buying point. Alone, the salesman is at a disadvantage.



Again we say—



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



Canadian Distributors

**MacGregor Specialty Co.**

TORONTO : : ONTARIO



THE LARGEST SAUCE FACTORY IN THE WORLD

Holbrook's

Worcestershire

Sauce

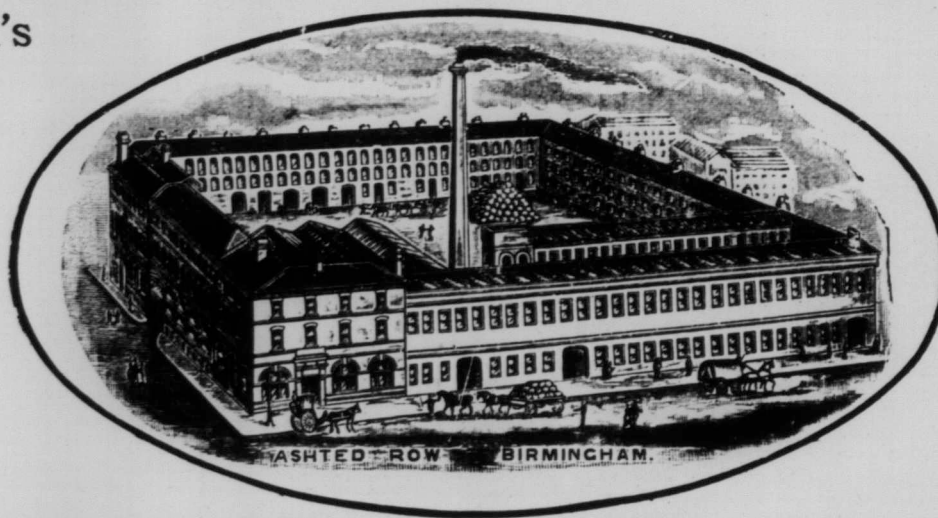
Punch

Sauce

Pure  
Malt  
Vinegar

Pure  
Pickles

**HOLBROOKS LIMITED**



Canadian-American Branch  
40 Scott St., Toronto, Canada.

Manager  
**H. GILBERT NOBBS**

Local Agents

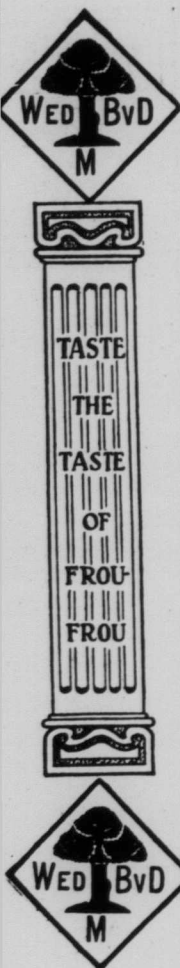
Quebec  
J.R. Rensud & Co  
Montreal  
F. L. Benedict & Co.

Winnipeg  
Richards & Brown  
Regina  
Campbell Bros. & Wilson

Calgary  
Campbell, Wilson & Horn  
Vancouver  
Kelly, Douglas & Co.

Victoria  
Wilson Bros.  
Halifax  
Bauld Bros.  
St. John, N.B.  
Barbour & Co.  
Fredericton, N.B.  
Randolph & Son  
Charlottetown.  
P.E.I.  
Carvell Bros.

**THE CONDENSED ADS** of This Paper are what you should use if you wish to secure a clerk, a traveler or a situation.



## White Dove Cocoanut

For the  
discerning grocer  
there will be  
no other.

W. P. DOWNEY  
MONTREAL



*It dries them up* **Common Sense**  
**KILLS** { *Roaches and Bed-Bugs*  
*Rats and Mice*  
All Dealers and 381 Queen St. W., Toronto, Ont.  
Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same. Write for prices.

**FOR SALE**  
STANDARD CEDAR SHINGLES  
Extras ..... \$2.20 Clear ..... \$1.75  
2nd Clear ..... 1.40 Clear White ..... 1.30  
Extra No. 1 ..... 65c.  
AND ALL LUMBER  
A. C. Landry, Ste. Flavie Station, Que.

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

## It's Your Fault, Mr. Storekeeper

if you continue to lose money on "bad debts." There's a safe way to accommodate your credit customers—a way that both pleases them and insures you.

## Allison Coupon Books

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

### HOW THEY WORK



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

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

## PICKLING SPICES

This is the season during which it is most profitable for you to push Pickling Spices, and we strongly recommend you to feature

## Prince of Wales Brand

The brand that always gives your customer, as well as yourself, entire satisfaction.

MINT  
THYME  
SAVORY  
SAGE  
MARJORAM

All herbs in 1/4 lb. open face cartons.

Send us a trial order.

S. H. EWING & SONS  
Montreal and Toronto

## THE PEOPLE OF JAMAICA

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

## KINGSTON "GLENER"

might bring inquiries. Better write for rates to

I. G. STEWART, Halifax

## FEATHERS WANTED

Highest prices paid for feathers of all kinds. Must be clean and free from quills. Prompt remittance

WRITE TO

P. POULIN & CO.  
39 Bonsecours Market, - Montreal  
WE SELL FEATHERS TOO



## CHINESE STARCH

Quick Sales.  
Satisfaction.  
Large Profit.  
No Dead Stock

Get Prices

OCEAN MILLS  
MONTREAL

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

## WORLD

### Local Agents

Quebec  
J.R. Renaud & Co  
Montreal  
F. L. Benedict & Co.

Winnipeg  
Richards & Brown  
Regina  
Campbell Bros. & Wilson

Calgary  
Campbell, Wilson & Horn  
Vancouver  
Kelly, Douglas & Co.

Victoria  
Wilson Bros.  
Halifax  
Bauld Bros.

St. John, N.B.  
Barbour & Co.  
Fredericton, N.B.  
Randolph & Son

Charlottetown, P.E.I.  
Carvell Bros.

ALBERT NOBBS

if you wish to

1.

## GET THE HABIT

of stocking goods of known quality for which there is a regular and insistent demand.



## Queen Quality Pickles

will meet every requirement of your best class trade, because they are real quality goods. Only the freshest and choicest vegetables and other ingredients are used, and QUEEN QUALITY give satisfaction, because of their purity and flavor.

Put up in 10-oz. and 20-oz. bottles.

Send to day for Discounts and Prices.

**Taylor & Pringle Co., Limited**  
OWEN SOUND, ONT.

## MASONS WORCESTERSHIRE SAUCE

**A line you can  
handle with profit**

Without a doubt the finest relish on the market, for use with fish, flesh or fowl, is

## MASONS WORCESTERSHIRE SAUCE

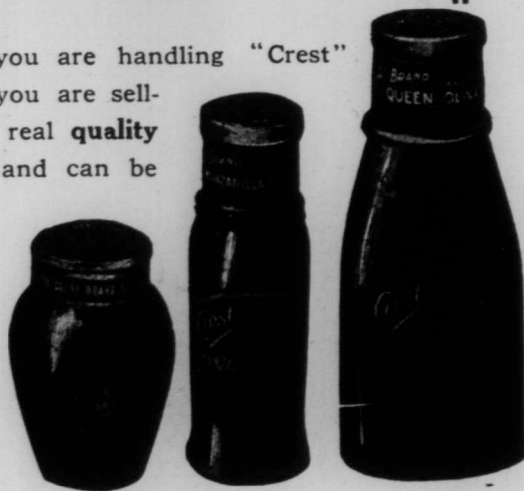
It retails at 10 cents a bottle, leaving a good margin for the dealer. Prepared from the choicest ingredients only, and bottled in our up-to-date sanitary factory—a model of cleanliness.

Send for samples  
and prices.

**MASONS  
LIMITED**  
25 Melinda Street  
TORONTO

## CREST BRAND OLIVES

When you are handling "Crest" Brand you are selling the real quality article, and can be sure that there are no culls or blighted fruit under our label.



Just the line to recommend to your particular customer. Your jobber can supply you; if he can't, write us direct.

**Canada Spice and Grocery Co., Ltd.**  
London, Ont.

## "KITCHENER" BRAND OF CANNED GOODS

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

WE ARE PACKERS of full lines of FRUITS and VEGETABLES, and guarantee the quality of all goods.

Write us before placing  
your order.

**The Oshawa Canning  
Co., Limited**

OSHAWA : : ONTARIO

# The North Queensland Meat Export Co., Ltd.

WORKS, OOLBUN

TOWNSVILLE, NORTH QUEENSLAND

MANUFACTURERS OF

Canned Meats, Extract of  
Meat, Etc.

OF FINEST QUALITY

SPECIALTY:

Boiled and Roast Beef

in 1 lb., 2 lb. and 6 lb. tins, full weight.

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

CORRESPONDENCE INVITED FROM WHOLESALE BUYERS

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

## A QUICK SELLER AT A GOOD PROFIT

Women prefer using **MINUTE TAPIOCA** because of its obvious advantages as a summer dessert.

It requires no soaking—fifteen minutes' cooking produces a delicious tapioca pudding.

It is extra good value for the money—one package makes six full quarts of a pudding that is nourishing and delicious, and that presents an unusually smooth and dainty appearance on the table.

And **MINUTE TAPIOCA** is absolutely pure—put up in the world's largest and most sanitary tapioca factory.

Ask your jobber for  
**MINUTE TAPIOCA**

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



## When Your Boy Delivers

a bag of Purity Salt he is delivering a line that will give unusual satisfaction to the customer.

### PURITY SALT

is well named, because it consists exclusively of fine dry, even salt crystals, free from all foreign substances. It is "The Salt That Satisfies."

ASK YOUR JOBBER  
FOR  
**PURITY SALT**

The Western  
Salt Co., Limited  
MOORETOWN,  
ONT



## SHIRRIFF'S MINCE- MEAT

Like all our products, Shirriff's Mincemeat is prepared from the best quality ingredients only, in a clean, up-to-date factory, and fully conforms to Pure Food standards.

A Line to Recommend!

**Imperial Extract Company**  
8, 10, 12 Matilda Street, Toronto

Put up in  
6, 12, 28  
and  
65-lb. Pails

# Hudon, Hebert & Co., Limited

## MONTREAL

ESTABLISHED A.D. 1839

### Wholesale Grocers and Wine Merchants

SOLE AGENTS IN CANADA FOR

Alexander Cairns & Sons,	Paisley,	Jams, Jellies and Marmalades
Archambeaud Freres,	Bordeaux,	Jockey Club Cognacs, Diamant and White Ball Rums
A. Perodeau & Co.,	Cognac,	Sanator Medicinal Brandy
Boutelleau & Co.,	Barbezieux,	Cognac Brandies
H. J. Heinz Co.,	Pittsburg,	Food Products, "57 Varieties"
<b>J. De Muller,</b>	Tarragona,	<b>Mass Wines</b> and other Tarragona Wines
La Cie des Grandes Sources Minerales Francaises,	Vichy,	<b>Vichy-Genereuse</b>
<b>Chartreuse Monks,</b>	Tarragona,	<b>Genuine Green and Yellow Liqueurs</b>
Nuyens & Co.,	Bordeaux,	French Liqueurs and Cordials
Stavanger Preserving Co.,	Norway,	Sardines
Talbot Freres,	Bordeaux,	Macaroni, Vermicelli, Spaghetti, etc.; Olive Oils, Olives, French Green Peas, Mushrooms, etc., etc.
<b>The Bon Ami Company,</b>	New York,	<b>Bon Ami</b>
Violet Freres,	Thuir,	Byrrh Wine
Wright & Greig, Ltd.,	Glasgow,	Scotch Whiskies
Wynand Fockink,	Amsterdam,	Holland Gin

# Energize Your Tea Trade

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

## "SALADA"

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

Ask our salesmen or your jobber for prices and samples.

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

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# Practical Methods Used in Retail Grocery Stores

**St. John Dealer Uses Newspaper Readers With Success—Care in Handling and Selling Coffee—Belleville Grocers in Court Charged with Keeping Open After Hours—Merchants Should Study Individual Customers Thinks Galt Dealer—Dried Fruits Placed in Cardboard Boxes**

## Use Readers with Success.

St. John, N.B., Sept. 30—A method of advertising that has been found successful by a local retail grocery firm is to put small reading notices in the daily papers calling attention to specially low prices on certain lines. For instance now that the housewives are thinking of preserving and pickling, this firm each day advertises something that is attractive in this connection. The advertisements are placed among the "short locals" and read like this:

"\_\_\_\_\_s are offering choice green tomatoes at 15 cents a peck, choice butter by tub 21 cents a pound."

or

"Potatoes, 15 cents a peck; apples, 17 cents a peck, at \_\_\_\_\_s."

These advertisements take up little room, the cost is not great and they never fail to attract attention. The firm using them say they are sure business getters. In addition to these little readers, which are in the way of special advertisements, the firm carry a regular 3-inch, double column advertisement in at least one of the local papers, and changes are made in the text every day or so.

## Care in Selling Bulk Coffee.

Halifax, N.S., Sept. 29—"There are several things to be particularly careful about in handling bulk coffee," said a local dealer recently who has created a good demand for both bulk and package coffees.

"I buy several grades of coffee for grinding myself, roasted in the bean. I can usually tell with what a new coffee customer will be satisfied, whether a 25 cent, 40 cent or 60 cent price. I sell mostly the 40 cent coffee. Once I have worked up a demand for coffee with a certain customer I always know afterwards what to offer her.

"The beans are never ground until I have the order; this always insures freshness and a pleasing aroma and no loss of strength or flavor. It is quite different from the usual method of putting up sugar in the morning for the day's sales.

"To further insure freshness and flavor, the roasted beans are kept in practically air tight tins so that there can be little or no danger of them absorbing any foreign odor.

"If the coffee is being sent out in the delivery waggon, care should be taken not to put it near onions, etc., as it may take up the odor.

"Customers should be told to keep the freshly ground coffee in a canister; although this is expected of every woman, still there are some who, through

carelessness or otherwise, overlook this essential.

"Then your coffee grinder is a good advertisement as the customers are impressed with the fact that they are getting a coffee that is fresh and is good in every respect."

## Dried Fruits in Cardboard Boxes.

Winnipeg, Sept. 29—A local grocer, about this time each year orders a large number of cardboard boxes in which he puts currants and raisins and offers them for sale instead of in bags. His name appears on the box together with a simple ornament such as a crescent or star and the name Cresecent Brand Raisins or Currants.

Then appears his name with his store address. The boxes are made and stamped at a local printing office at a comparatively small cost. A couple of dozen are filled at a time and placed on the shelves, thus the raisins are always fresh and no time is wasted in parceling.

In the past he used to put three pounds of raisins and three of currants in the respective boxes and sell them at 25 cents a box. The idea is not exactly a new one, but is mentioned as this grocer is highly satisfied with the plan, so he says, and this is the season in which these fruits begin to be in greater demand. He claims that his profit suffers but little through the cardboard box idea.

## After Hours Case in Court.

Belleville, Ont., Sept. 29—In compliance with a petition which was presented to the city council, signed by a majority of the grocery dealers in April last, the council passed a by-law which came into effect on May 1st, compelling grocers to close their places of business at 7.30 p.m. The by-law has been fairly well adhered to, but the other day two grocers were summoned before the Police Magistrate to answer a charge of keeping their places open at night after the time specified by the by-law.

The case of R. Fenn & Son was laid over for a few days, but that of Arthur Gaels was disposed of. The counsel who appeared for the accused contended that his client was a vendor of postage stamps and as such under the law he was compelled to keep open later than 7.30 p.m. in order that people could procure if they desired them, stamps at a later hour than that designated by the by-law. The City Solicitor, on behalf of the city, contended that Mr. Gael had violated the by-law. The Magistrate, whilst acquitting Mr. Gael of the charge preferred against him, warned him

against continuing the practice of keeping open after the hour stipulated in the by-law.

## Study Individual Customers.

Galt, Ont., Sept. 22—"The retail business cannot be learned in a day," said Wm. Mullett, recently, in referring to the numerous things that a dealer has to learn.

"A successful grocer must study his customers," he claimed, "and suit his selling methods to each of them. I find scarcely two alike when it comes to doing business with them and I have been in the grocery business for 15 years."

Mr. Mullett thinks also that the retailers do not get together often enough. By so doing they could adjust many matters of importance which now run along in a confusing manner.

## Took Advantage of Fair.

Lindsay, Sept. 29—The Lindsay Central Fall Fair is what it should be to the grocers of Lindsay—a real money-maker. The Lindsay Fair extended over three days and during those three days the grocers made elaborate preparations to cater to the thousands of visitors. Many good displays were made in the various windows, but it was in the sale of fruit that the grocers reaped a rich harvest. Adams Bros. disposed of some 700 baskets of grapes alone. Robson, the West End Grocer, Primeau, Fleury, Campbell and others also disposed of a large number of baskets.

A local dealer who believes in advertising is John Fleury. He likes the short readers or local lines in the daily press, and is now advertising a special kind of cider. His ads. are signed, "at the Oak Front Grocery," which is a standard name in Lindsay. Everybody knows where the "Oak Front" is.

## Will Likely be Admitted to the Wholesalers' Guild

It is generally rumored among the trade this week that Fred L. Newman, wholesale grocer, Picton, Ont., will be admitted to the Wholesale Grocers Guild. His application has been before that body for some time awaiting approval and, it is understood, will be considered favorably. It has to pass from the local to the provincial, to the Dominion bodies, respectively for endorsement.



## Criticizes Merchants for Losing their Trade

**If Mail Order Houses Win Out It is Fault of the Dealers, Says Traveler—Merchants Sending Out of Town to Get Their Printing Done—Buy Outside Goods Instead of Dealing With the Other Business Men—Jealousy The Cause.**

By A Traveler.

With all the trouble the retail merchants in small towns are experiencing through mail-order houses, they should not give printers reason to complain that they are giving their orders for the printing of their billheads, envelopes, etc., to large printers away from their own towns.

In talking with merchants all over the country they all agree about the unfairness of the mail order business, and the farmer, whose shoulders are broad, gets the chief blame for the trouble.

Having made this question a study from the farmer's standpoint and also being thoroughly conversant with the merchant's attitude, I am inclined to come to the conclusion that the merchants are the principal cause of the whole trouble. In the first place a great many drifted into the retail trade without any training or fitness and consequently are ignorant of the simplest business principles and inconsistent in all their methods. The farmers are fairer to the merchants and more loyal in many cases to their local towns than the merchants are to each other, and to the town in which they do their business.

Stupid jealousy of each other is the greatest enemy they have, and in order to get ahead of each other, they will rather spend their money anywhere else than among their own neighbors. They expect the local printers to boost their towns, the farmers to deal with them, and the general public to be loyal and support them, but they themselves support outside printers, and many of them quietly send their money away for things they do not keep in their own stores.

### Set Example to Customers.

If the merchants had learned to treat one another properly, had understood scientific mercantiling and given the people the service they were entitled to, the mail order business would never have found any support. Even now the character of the stores in a place can be understood by the amount of express arriving from mail order houses at the different towns. Wherever the stores are in the hands of competent, prosperous, up-to-date men, there the mail order business finds little to do. What is needed more than anything else, to secure the trade in the towns where it belongs, is a regular "overhauling" of the merchants themselves. Let them support one another and set an example to their customers and their troubles will largely disappear.

Why should a merchant order his billheads, envelopes, etc., from the cities, when they have printers in their own towns? Do they not realize that the

printer can in many ways put in a good word for them which will be infinitely more valuable than the supposed little saving they expect from a bargain printing order.

No class of men are more loyal to their towns than the newspaper men, and the business men cannot afford to give them reason to complain about their support. Support your local paper and be true to your own town.

## To be Proceeded Against in the U.S. Law Court

New York, Sept. 29.—A technicality is alleged to have been largely responsible for the victory of the Southern Wholesale Grocers' Association, who were charged by H. G. Clabaugh, an insurgent wholesaler, with restraining trade and throttling competition. Clabaugh sued the Association twice, in the Alabama Court and in the United States Court. In the first case he was success-

ful and was awarded heavy damages, but agreed to accept \$10,000 and costs in lieu of it. The money was paid but still he went ahead with his second suit, first on the ground that the Association had not paid all it was obliged to pay under the compromise agreement and, second, that the second suit was brought for a different offence and under a different law. On this point the court decided against him, ruling that when he had accepted \$10,000 after the first suit, he had closed everything.

Clabaugh has appealed this judgment. The Association, however, lost not only the principle involved, but a large sum of money. It also stands convicted of having used what the law considered unfair tactics when Clabaugh was prevented from securing goods from manufacturers. His name was not in the "Green Book" and he was reminded of that fact by manufacturers when he applied for goods.

The United States government prosecution of the Association under the Sherman anti-trust law, will now be proceeded with. The United States attorney stated recently that he felt it would be proved to the satisfaction of the court that the Association had been monopolistic and illegal in its methods.

W. G. Murphy, general merchants, have sold their branch at Dauphin, Man., to W. J. Stewart.

## Things That Shouldn't Be



Where Clerks Continue a Conversation When a Woman is Looking Around the Shelves for Goods, it is Practically a Sure Indication of an Unsuccessful Business.

## Some Ancient History Concerning Dried Fruits

**A Hundred Years Ago Currants Sold at More Than 25 Cents Per Pound Wholesale—Duty was Very High—Currant Famine in 1855—England a Great Consumer — Raisins Used to be Packed on the Stalk.**

During the course of an address on dried fruits, C.L.T. Beeching, of London, Eng., said that about one hundred years ago—in 1814—the lowest price of currants, wholesale, was 106 shillings a cwt. the duty at that time being over 44 shillings.

The history of the century in connection with the article had, in the main, been that of decreasing duties and prices and of increasing consumption. In 1855 there was a currant famine, due to wet seasons in Greece, and the importation of the fruit that year reached only 7,817 tons, with the result that the price was about 110 shillings per cwt. In 1860 the duty was reduced to 7 shillings, and thirty years later to 2 shillings, at which figure it stands to-day.

England is the world's greatest customer for currants. The points to look for in buying currants, says Mr. Beeching, are first, size, but it is important to remember that the largest currant is not always the best. Next color should be looked for, and this should be of a bluish black; currants with a number of red berries amongst them are not of the highest quality. The flavor of a good

currant should be slightly acid mingled with a pleasant sweetness.

### Facts About Raisins.

Spain is the chief source of supply for raisins to European markets, the great province of Valencia giving its name to the raisin or "French plum," as it used to be called. Before 1854 raisins were packed on the stalks in 28-lb. and 56-lb. boxes. This way of exporting the fruit gave the grocer a great deal of trouble, and old-fashioned grocers would still tell of the process of "trouncing" their raisins.

The growers were induced to pack the fruit without the stalk, and although this method at first was looked upon with disfavor by some grocers, in time, it became universal, and now in a box of Valencia raisins one might look in vain for the suspicion of a stalk.

In some of the large salesrooms in London, as many as 300 different samples at various prices are shown at this period of the year, and the grocer who would learn the different qualities, and how to tell them would greatly profit by a visit there. Sultana raisins are grown in Smyrna.

produce results that are more or less substantial. But we bar your cook-book.

"Your book is printed in another state. That means that Lincoln gets nothing out of it. You expect to sell it here; and you expect to obtain money from our merchants for advertising, and all of that, also, you will send away. Furthermore, we do not consider it good advertising, and we cannot endorse it."

### Sure to Lose Money.

If the solicitor continues his work, and tries to sell his space in spite of the Commercial Club and the business men's agreement, he finds the returns far out of proportion to the time and labor expended and soon gives it up as an unprofitable job.

The Lincoln Commercial Club believes that theatre programs are good, because they have a large and dependable circulation. It recognizes one publication for each university and college in the city, but insists that the total charge for advertising space shall not exceed the cost of publication. In other words, the students are not expected to conduct their publications for profit. The merchants support them up to the amount of their cost, and not beyond that.

Some of the advertising schemes that are considered "doubtful" by the Lincoln club and, therefore, are barred, are city directories, unless published in Lincoln; hotel registers, desk cards, card cases, room cards, and similar devices; all newspaper schemes, other than those regularly presented by local papers; cook-books, society and church programs, blank books, time cards, etc.; theatre tickets, restaurant tickets and baseball score cards except Western League score cards; dance and all entertainment tickets; irregular publications issued chiefly for advertising purposes.

### Advertising Encouraged.

Of course this list does not include any recognized publication and does not interfere with the work of solicitors for outside newspapers and magazines. General advertising is encouraged. The club merely aims to limit and control the special schemes that for years have claimed so large a share of each appropriation.

The advertiser can now administer a graceful "turn down," and under protection of his agreement can do so without offending the solicitor or injuring his business. If the club's secretary is in doubt as to the worthiness of a proposition, he passes it on to a committee of three, who are unknown save to the president and secretary of the club. This committee has the final "say," and the solicitor who is denied cannot know just where to place his wrath.

Mr. Whitten says the merchants of Lincoln stand by the agreement very faithfully. They like the plan. Under it they have saved a great deal of money, and they have more money for legitimate advertising.

## How One Club Handles Fake Advertising Schemes

**Commercial Club of Lincoln, Neb., Deals With Everything for the Merchants—Puts the Ban on Such Things as Cook Books—Merchants Thus Have More Money for Newspaper and Other Legitimate Advertising.**

By Darlow Adnews.

The Commercial Club, of Lincoln, Neb., has succeeded to a remarkable degree in protecting the advertisers of that city against all sorts of advertising schemes. That word "schemes" is used in this connection to cover the various souvenirs, programs, etc., that formerly were so abundant everywhere, but that are now constantly decreasing in number to the decided advantage of legitimate advertising interest.

We cite the case of Lincoln because Secretary Whitten, of the commercial club in that city, has with the assistance and co-operation of the local business men, succeeded in building up a most satisfactory plan for regulating these special propositions, and has done it without injuring a single permanent interest or causing loss to any deserving local industry.

### Must Go to Headquarters.

The system works in this way: Suppose the solicitor for a cook-book advertising scheme goes to Lincoln for the purpose of selling the book to ladies and disposing of advertising space to the

by the first man upon whom he calls: "What does the Commercial Club say about your proposition?"

"I haven't seen the Commercial Club," replies the solicitor.

"Then I can't do business with you, for we have an agreement in this city that prevents any of us from patronizing an advertising proposition that does not come under a certain recognized class or that has not the endorsement of the club."

After he has had this from two or three other merchants or advertising managers, the solicitor naturally goes to the club-rooms for the purpose of finding out where he stands.

There he accosts Secretary Whitten, explains his proposition, and asks for information. He gets it.

"We protect our legitimate advertising institutions," says Mr. Whitten. "We regard newspaper, billboard and street-car advertising as legitimate, because they bring returns. There are certain other publicity media that receive our endorsement, because we believe they

## Interior Decorations for the Hunting Season

**Loring General Merchant Displays Trophies of the Hunt—Effect of Interior Arrangement on Sales—Why They are Increased—All Local and National Festive Occasions Should be Made Use of.**

Loring, Ont., Sept. 29.—A store interior suggestive of the hunting season is to be seen in the establishment of Capt. E. H. Kecey, general merchant of this place.

As will be observed from the accompanying illustration, Capt. Kecey has a fine array of trophies of the chase. These naturally suggest to a person in the store hunting supplies, including canned goods, etc., as well as guns, knives, and ammunition, since Capt. Kecey's is a general store.

The proprietor is a firm believer in the selling power of attractive and judicious

one thing and then various designs for showing with best effect those labels.

Interior display plays an important part in sales. Any dealer can readily see this by following the eye of a customer along the counter, shelves or silent salesman. Let him figure out how much he sells in a day which he wouldn't have sold had he shown no goods or samples, and simply handed out what was asked for.

The merchant's duty should therefore be to perfect his interior display. This is one part of the "Science of Retailing" that should be developed at every

## CONDENSED MILK AFTER OCT. 1

**Manufacturers Going to Ottawa to Have Enforcement of Food Standards Delayed.**

Montreal, Sept. 29.—Condensed milk manufacturers say they have been taken unawares by the announcement of the Federal Government regarding the new Pure Food Laws. The authorities have notified these gentlemen that after October 1 all packages containing evaporated milk, which have been, and are at present, labeled evaporated cream must be plainly marked as evaporated milk.

It was understood by the trade that this move was contemplated, but condensing interests claim they were led to believe that some time would be given them before the law was made effective, to enable them to use up all old labels. Some manufacturers say they received no notice, and that they have on hand several million labels.



Interior of a Loring Store Suggesting the Hunting Season.

display. He maintains that this is one portion of the salesmanship necessary to sell goods above the actual voluntary demands of his customers.

"Place the goods you want to sell where people can see them in the most attractive form," is a motto which might be followed by every merchant. It is not to be expected that a customer will ever ask for an article which is a delicacy or semi-delicacy if it is boxed up and placed under the counter or in the warehouse. Samples are necessary, combined with the salesman's power to suggest and his ability to give the points in favor of the article when he sees a prospective customer.

Canned and bottled goods can be made into some attractive displays. The dealer should study carefully the labels for

opportunity and if this is done more extensive sales will surely result.

Capt. Kecey's idea of catering to the hunting demand by adorning the interior of his store with appropriate trophies is a good one and ought to be carried into the window as well, whenever opportunity affords. This could be done during fall fairs, horse shows, celebrations and on national occasions and it would do much to create a better impression of the proprietor, store and the goods.

A. G. Coldwell, general merchant, Kindersley, Sask., has sold to J. M. Toombs, of Winnipeg.

Wm. H. Speers, general merchant, Broadview, Sask., has sold to the Saskatchewan Purchasing Co., Ltd.

Delegations representing some of the interests have gone to Ottawa this week in reference to the matter.

### TO STOP ROTTEN EGG TRADE

**A Montreal Provision Dealer Received Six Cases Without a Single Good Egg.**

Montreal, Sept. 29.—Local provision men are much excited over the quantity of rotten eggs coming in this season. A case came to light here the other day in which a shipment of six cases from Cobourg, Ont., were all bad. There was not a decent egg in the lot. As a result of this and many other instances, there are to be meetings in both Toronto and Montreal this coming week to take steps toward a prevention of this next year.

## Power of Suggestion and How a Grocer May Use It

**The Value of the Window and Counter in Aiding the Salesmanship of the Dealer or Clerk—A Sure Method of Selling Pumpkins—Display Cards Will Add to the Selling Power—Connection Between the Show Window and the Grocer's Power To Suggest.**

By A. H. Harvey.

When a grocer is waiting on a customer he suggests, if he possesses the salesmanship instinct, a number of articles for which he wants to build up a demand, and truthfully states that they are delicious or useful, as the case may be, and he will be appreciated by the customer. That is "suggestion" and one of the best assets a grocer has.

This same principle of suggestion was illustrated in last week's issue, and was no doubt recognized. It referred to a window display of honey, adding a show card with the words, "Delicious with hot biscuits." Grocers will admit that the card and its wording rouses the imagination of the passerby, and not only does he see the new honey, but he almost tastes the combination of honey and biscuits. The window of honey with a price card is of itself a good idea at this season, but there is a linking of ideas in the other window that increases the magnetizing influence of the honey.

Consider another example. If a grocer buys three or four dozen pumpkins at this season, as he is likely to do, he generally puts a few of them in a box and leaves them in a fairly prominent part of his store. Customers who come into the store may or may not notice them. The clerk who takes the telephone order may suggest them. That is the ordinary way of handling them, and as a rule they have been held so long that a few have possibly to be thrown away.

### How to Sell Pumpkins

Suppose the grocer has written several cards, something after this idea: "Fifteen Pumpkin Pies for Ten Cents," or "It's Pumpkin Pie Time," and with this card a small price card, "10c. each," or any of a dozen other short phrases that will catch the eye of the passerby.

Then the grocer puts a pyramid of pumpkins in one part of his window, adds a price card, and also one of these "talk" cards. Another of the cards he sticks in the box inside the store, and the clerks, as usual, suggest that a few fresh pumpkins have been received, etc. It will certainly be admitted by the trade that this plan has a great selling power.

This idea of suggestion applies to everything in the store. It is catching the eye of the customer and the passerby, and not only does it catch the eye, but there is suggested something which is good to the taste.

Grocers will themselves admit that the advertisements that attracted them most in magazines were built up on this system. There is hardly a person who has not longed for the goods advertised, so

strong has been the appeal these 'ads' make. You almost taste the goods.

Pork and beans, biscuits, beef fluids, summer drinks and many other articles advertised in their respective seasons appear before the reader in what might be termed a most appetizing form.

### Show Cards Easily Made.

But some grocers will say "I cannot write a decent show card." The reason is because he never tried. Let this be the duty of one of the clerks. The materials are cheap—card board, ink and a brush—and the merchant that sells them will instruct the clerk what style of brush to buy. Then, he is not attempting a work of art, and plain capital or block letters will serve the purpose admirably. Plainness is not a drawback, but a certain amount of neatness is necessary.

### Make the Counter Suggest.

This idea of suggestion applies to counter displays as well as windows. Honey and pumpkins are merely used as examples. A window of goods generally attracts attention, but if the plan outlined is followed the window will talk right to those who happen to pass it. It not only talks to them but it appeals directly to the palate, and therein lies its power.

The grocer should look on his window not merely as a place to display his goods, but more as a medium by which he can talk about the goods displayed to those who notice them. And it is the little suggestion on the show card and the figures on the price card that do this, and the success of the window depends to a certain extent upon the words or phrase used.

### INFORMATION FOR BUYERS Supplied to the Trade by Sellers

Nicholson & Bain, wholesale commission merchants and brokers, with head office at Winnipeg, have opened another branch, this time at Saskatoon, Sask. This makes their fifth branch, the others being at Fort William, Regina, Calgary and Edmonton. Saskatoon has been selected by Nicholson & Bain on account of its growing importance among the centres of the west. J. Clayton is the manager.

At the recent great exhibition in Brussels, Belgium, the Dominion Cannery, Hamilton, Ont., had an exhibit of fruits in glass and were honored by an order of their Aylmer brand from the King of Bulgaria. He became much interested in their exhibit and placed an order through the Canadian Commissioner.

This proves that Aylmer goods are "fit for a King," because they are actually to be used by a King.

There have been many most ingenious contrivances introduced from time to time into the market for the purpose of providing a foot warmer for the use of farmers, country doctors and others whose duties call them on the road in winter and inclement weather. Most of these contrivances, however, when put to the test have proved quite impracticable, or else have necessitated keeping a supply of special commodities not easily available or usually kept by the farmer or country doctor. The Ontario Lantern Footwarmer, however, is in marked contrast to all other footwarmers heretofore introduced. Coal oil is in almost every household in Canada, and this is the only fuel necessary. Placed beneath the lap robe on the floor of the sleigh, the feet are placed on two copper plates on the warmer base, and only a small flame is necessary to almost instantly cause a grateful warmth to immediately circulate through the feet and lower limbs. Used thus, any person can drive for hours in the coldest weather and warmth and comfort are assured. Although placed under the robe, this in no way interferes with the generation of heat, nor is there the slightest danger of any obnoxious odors or damage to the robe. The consumption of oil is very small, while, whenever necessary, a brilliant light is immediately available. Whilst but a recent introduction in the market, inquiries and orders are already flooding the manufacturers and most progressive merchants are making this a leading line for their fall campaign. The Ontario Lantern & Lamp Co. have not only issued a folder for distribution to the trade, but have also published a nicely illustrated booklet for the trade to distribute to the public. In connection with this booklet there is a competition open to any child under 14 years of age. The only condition being name of dealer from whom the parent purchased the Lantern Footwarmer, with a prize of \$5.00 for the folder returned to the manufacturer by December 20th, which in their opinion is the most artistically colored.

### THE SUGAR TARIFF.

Montreal, Sept.—One of the main topics of discussion among the sugar refiners is the report of the Royal Commission on the Canadian-West Indian trade. In that report there is a recommendation that the present allowance of the refiners, the permission to import 20 per cent. of their meltings from other sources be dropped. To offset this they are to be allowed to reduce their sugar preference one half. Opinions differ as to what the comparative value of the change would be.

F. H. Tippet, St. John, N. B., was in Montreal this week.

# The Canadian Grocer

Established . . . 1895

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JOHN BAYNE MACLEAN . . . PRESIDENT

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### NEW BEAN PRICES.

When the new crop beans come on the market, which will be in a short time now, they will probably sell at about 20 cents below the present price of old beans.

This is believed to be the situation so far as the eastern Canadian market is concerned, and since the west procures her beans from the east, the opening prices will likely rule 20 cents less throughout the country.

While the crop of beans in western Ontario was not as large as was expected early in the growing season, it is considered to be pretty fair.

### CANNED APPLES TO BE DEAR.

Old gallon apples are pretty scarce. In fact, some canners state that they have sold entirely out.

This means that new canned apples will come on a bare market, and since apples are scarce this year, the price is practically sure to be high.

The same applies to evaporated apples. Prices will open high. One broker places the price as high as 9 cents in Toronto. As the Nova Scotia apple crop is poor this year some evaporated mills there are closing down for lack of supplies. The opening price in Halifax will likely be 10 cents.

### NEW PRICES NEXT WEEK.

The canners have not yet officially announced new prices on canned corn, and tomatoes. They are waiting this year

to obtain as nearly as possible the definite packs before quotations will be given out.

It is believed, however, that next week these prices will be quoted. Of course, some retailers are now being offered goods at certain prices, but the official figures have not yet been given.

Last year the opening price on tomatoes was 77½ to 82 cents in Toronto. It is generally believed that this year, however, prices will be considerably above this. Corn last year opened at from 75 to 80 cents. Corn is considered a good crop this season.

### THE SELLING OF FISH.

The demand for fish is entirely too casual. Dealers should not be content with the business that comes into their stores, but that is to a large extent the position in which the fish business is today. A woman takes the notion that she would like some fish for a change and if it were not for that "change" she might forget that there was such a thing as fish.

The grocer with the separate fish department should not depend only on that method. Fish is a splendid food, is easily digested and it is cheaper than many other foods. There are many selling points behind fish and if more progressive methods were employed the business would attain greater proportions.

### ADVANCE IN PRICE OF RICE

This week's market review shows an advance in the price of rice to the retail trade of about 10 cents per cwt.

The raise is attributed to conditions in the primary markets where crops are reported short. South Africa, for instance, is short and buyers are on the English market for rice.

### A WARNING TO RETAILERS.

With many of the grocery markets unsettled at the present time The Grocer would urge careful buying on the part of retail dealers.

For instance, no one knows the exact nature of the dried fruit markets. Raisins and currants are unsettled and buying according to present necessity is deemed advisable.

There is no use loading up on any line where there is any possible chance of the market coming down. Many opening prices are invariably high with a view to creating early interest.

A close study of markets and carefulness in buying ought to be the universal rule.

### GETTING RID OF SUMMER GOODS.

Those summer goods that are yet unsold should be helped along now before the season passes and it is too late.

Extra efforts to clean them out rather than carry them over should be put forth. Another window display, prominent positions in the store, more activity on the parts of the clerks—these will help some and by concerted action summer goods can be sold out if the grocer does not leave his little campaign until too late in the season.

Now is the time to go over the stocks find out what condition they are in and then act accordingly.

### RESULT OF SURTAX REMOVAL.

About ten years ago inquiry for pickled salmon for German consumption led to the placing of one or two trial orders. The results were so satisfactory that there was a rapid growth in this particular line, one sale leading to another, until last year the volume of trade amounted to about 250,000 lbs.

A peculiar feature of this trade was that most of it was done through France and England. Dealers there bought and reshipped to the German market.

The salmon used for this trade was mostly Gaspé and Moisie river. Fish from these grounds seemed to be the only varieties called for in the early stages.

This year the surtax on fish to Germany has been removed. With the tremendous population crowded into the limited area, the problem of food is one that is continually in the minds of the large provision men there. This has led to several of the more important importers to take trips to this country to look into matters.

Two years ago they commenced to purchase other lines besides the salmon. The first order placed was for smoked eels. This trade has also proved exceptionally good from the start.

It was not until this year that the first direct order for any large quantity of fish was placed. This was for 300,000 lbs. of frozen fish, including haddock, halibut, mackerel, etc., for delivery next year.

This order seems to have given just the needed impetus to the trade, as since then several other large firms have received orders. Of course, as was explained by the buyers, this was only as an experiment, but if successful, there would be a great opening for Canadian fish, both frozen and pickled, in the German market.

If you will hustle you will have no time to spend in idle wishing and you will have no need to spend time so.

# The Markets—Sugar Markets Should be Watched

Raw Market is Weak Owing to Favorable Crop Conditions and Refined Sugar is Expected to Weaken at any Time—Good Demand for Syrups is Now Being Felt—Dried Fruits are all Strong With Valencia Raisins Higher Than a Week ago—Rice Has Advanced—Nuts Are Quoted Higher Than at This Time a Year ago.

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

## QUEBEC MARKETS

### POINTERS.

Coffees—1-3c higher.  
Dried fruits—currants  $\frac{1}{2}$ c., Valencias 1c higher.  
Rice—10c. higher.  
Tomatoes—10c. higher.

Montreal, Sept. 29th, 1910.—There is a decidedly higher tone to the market this week. Wherever changes are reported they show a higher range of prices than formerly. Even the sugar situation shows a decided improvement, though there is still somewhat of weakness evident. Still raws are no longer on the down grade.

Rices are all up 10c. This is perhaps the feature of the week as far as markets are concerned. This is the result of the inroads South Africa has been making on the English stocks.

There is hardly a single market that has not either advanced or firmed up in the primary markets. Of course, some of these changes, notably those in dried fruits and nuts, are the result of the long continued scarcity, which has been emphasized in these columns.

Others are somewhat of a surprise, canned tomatoes being an example. The U. S. market for tomatoes has been advancing for some time past, but it was thought that local conditions were much better here, and the pack would be sufficient to hold prices about as before. Evidently the original estimates must have been slightly astray, or the demand is increasing for that particular line.

The coffee situation calls for attention. Until recently there was little doing in any of the lines. Now the roasters are having their troubles in filling orders on time. It is a welcome change from the summer dullness.

Altogether trade is in a very flourishing condition, nothing sensational, but healthy and active.

Sugar.—Local jobbers say that sales of sugar are on the upgrade. Evidently buyers are becoming reassured by the present state of the raw market. Until recently this has been so weak, both in beet and cane, that a decline has been looked for almost any time. However there seems to be little danger of that now.

Granulated, bags	5 05
" 25-lb. bags	5 15
" Imperial	4 91
" Beaver	4 90
Paris lump, boxes, 100 lbs.	5 85
" " 50 lbs.	5 95
" " 25 lbs.	6 15
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 75
" " 100 lb. boxes	5 85
" " 50 lb. "	5 95
" " 25 lb. "	6 15
" " 5 lb. cartons, each	0 37 $\frac{1}{2}$
Crystal Diamond Dominoes, 5-lb. cartons, each	0 37 $\frac{1}{2}$

Extra ground, bbls.	5 50
" " 50-lb. boxes	5 70
" " 25-lb. boxes	5 90
Powdered, bbls.	5 30
" " 50-lb. boxes	5 50
Phoenix	5 50
Bright coffee	5 00
No. 3 yellow	4 90
No. 2	4 80
No. 1	4 65
Bbls. granulated and yellow may be had at 5c. above bag prices.	

Syrup and Molasses.—There is a strong demand for both syrups and molasses at present. This is largely due to the increased buying in the country. Apparently stocks are running low and they are filling up for their winter requirements.

Prices are firm in all lines.

Fancy Barbadoes molasses, puncheons	0 36	0 38
" " " barrels	0 38	0 39
" " " half-barrels	0 40	0 41
Choice Barbadoes molasses, puncheons	0 31	0 33
" " " barrels	0 34	0 36
" " " half-barrels	0 36	0 38
New Orleans	0 27	28
Antigua	0 30	
Porto Rico	0 40	
Corn syrups, bbls.	0 03 $\frac{1}{2}$	
" " 1-bbls.	0 03 $\frac{1}{2}$	
" " 2-bbls.	0 03 $\frac{1}{2}$	
" " 3 $\frac{1}{2}$ -lb. pails	1 80	
" " 25-lb. pails	1 30	
Cases, 2-lb. tins, 2 doz. per case	2 50	
" 5-lb. " 1 doz. "	2 85	
" 10-lb. " 1 doz. "	2 75	
" 20-lb. " 1 doz. "	2 70	

Tea.—There is a good demand for all the cheaper grades of tea. In high grade teas things are moving somewhat slowly.

Japans are beginning to improve in demand. It is about the right season and dealers have been expecting the present activity for the past week.

With the coming of the cooler weather, there seems to be a good prospect of a rapid gain in nearly all lines.

Choicest	0 40	0 50
Choice	0 35	0 37
Japans—Fine	0 30	0 35
Medium	0 25	0 28
Good common	0 21	0 23
Common	0 19	0 21
Ceylon—Broken Orange Pekoe	0 21	0 40
Pekoe	0 20	0 22
Pekoe Souchong	0 20	0 22
India—Pekoe Souchong	0 19	0 02
Ceylon greens—Young Hysons	0 20	0 25
Hyson	0 20	0 22
Gunpowders	0 19	0 22
China greens—Pingsuey gunpowder, low grade	0 14	0 18
" " " pea leaf	0 20	0 30
" " " pinhead	0 30	0 50

Coffee—Coffees are up. Rios, Santos and Maracaibos have advanced from 2c to 3c this week. This is due to the high primary market conditions and is said to be only the first step in a series. How far this is the fact it is hard to say, but there is no doubt that the present indications all point to still further advances in the near future.

Trade has been brisk of late, and local men report about all the business they can handle.

Mocha	0 18 $\frac{1}{2}$	0 25	Santos	0 16	0 19
Rio, No. 7	0 12	0 15	Maracaibo	0 16	0 19

Spices—More business passing than for the past three or four years, is the verdict of local spice men. Even the retailers report that it is hard to know

just what to order, as trade is jumping so in this line. As to what lines are most favored it is hard to particularize. Gingers, mace, and peppers are perhaps leaders. Prices are held firmly, and advances would not be at all surprising in view of the state of the primary market.

Allspice	Per lb.	0 13	0 18	Ginger, whole	0 15	0 20
Cinnamon, whole	0 16	0 18	" Cochin	0 17	0 20	
" ground	0 15	0 19	Mace	0 07	0 75	
Cloves, whole	0 18	0 30	Nutmegs	0 30	0 60	
Cloves, ground	0 20	0 25	Peppers, black	0 16	0 18	
Cream of tartar	0 23	0 32	" white	0 20	0 25	

Dried Fruits—Currants are  $\frac{1}{2}$ c higher this week. The cause is directly the state of the primary market, which has been advancing for some time past. Primarily, of course, the crop in Greece this year is responsible, having been about 20 p.c. less than was at first estimated.

There has been an advance of 1c in Valencia raisins. Short crop and very low spot stocks are responsible. The primary market has been going up for some weeks past, and this is only the natural outcome.

It is reported that citron and peels are advancing in the primary markets. As yet they have not reached the retailer. Figs are also reported on the upgrade.

Trade generally is brisk, particularly in the lines above mentioned.

Currants, fine filistras, per lb., not cleaned	0 62 $\frac{1}{2}$
" " cleaned	0 07 $\frac{1}{2}$
" Patras, per lb.	0 08
Vostizzas, per lb.	0 09
Prunes—	
40-50	0 09
50-60	0 08
60-70	0 07
70-80	0 06 $\frac{1}{2}$
80-90	0 06
90-100	0 05 $\frac{1}{2}$
Raisins—	
Australian, per lb., (to arrive)	0 08 $\frac{1}{2}$
Old seeded raisins	0 09
" fancy seeded, 1-lb. pkgs.	0 09
" loose muscatels, 3-crown, per lb.	0 07 $\frac{1}{2}$
" " 4-crown, per lb.	0 08 $\frac{1}{2}$
" sultana, per lb.	0 07 $\frac{1}{2}$
Malaga table raisins, Rideau clusters, per box	2 25
Valencia, fine off stalk, per lb.	0 06
" select, per lb.	0 07
" 4-crown layers, per lb.	0 07

Nuts—Bordeaux halves have advanced 2c. This is undoubtedly due to a heavy demand, combined with comparatively short stocks.

In most other lines there is a perceptible weakening. This is pretty good evidence that the reports of short crops were to a certain extent exaggerated. However, dealers say that there will be no change sufficient to affect the price to the retailer.

In shell—		
Brazils	0 13 $\frac{1}{2}$	0 14 $\frac{1}{2}$
Filberts, Sicily, per lb.	0 11	0 13
" Barcelona, per lb.	0 10	0 10 $\frac{1}{2}$
Tarragona Almonds, per lb.	0 15	0 16
Walnuts, Grenobles, per lb.	0 13	0 14 $\frac{1}{2}$
" Marbota, per lb.	0 15	0 16
" Cornes, per lb.	0 15	0 11 $\frac{1}{2}$
Shelled—		
Almonds, 4-crown selected, per lb.	0 35	0 37
" 3-crown "	0 30	0 35
" 2-crown "	0 25	0 31
" (in bags), standards, per lb.	0 27	0 28
Cashews	0 15	0 17



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and glance through it, I find  
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on page 60

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# THE CANADIAN GROCER.

esting features which are demanding the attention of the wholesale trade, of jobbers and likewise the retail merchant is deeply interested. Quite a few of the markets are just settling under new crops and it will be of some time before a real steady business basis is reached. Until that time the grocer should play the game wisely and should endeavour to follow the market as well as he can.

Valencia raisins are stronger than last week and the price a week ago was pretty high. The reports regarding the crop are being borne out. Currants appear to be a little easier but not to any appreciable extent.

Dried apples and peaches are firmer, prunes are holding their own and California raisins are going up. Rice is quoted at an advance over a week ago due to decreased crops, the result of unfavorable weather conditions.

Nuts with the exception of Brazils are quoted at advanced prices over those of this time last year.

At the same time the wholesalers report very encouraging conditions. Orders are coming in rapidly and the volume of fall business is bound to be large. As the general impression is one of prosperity, payments are being well met and a feeling of confidence pervades the business arena and is likely to result in a splendid trade between now and Christmas. The fall has increased trade in some lines that were quiet during the summer months. Syrups, rolled oats and rolled wheat, beans, etc., are among the list.

Sugar—The sugar market is displaying a weak tendency, particularly noticeable in the raw market, but which is likely to spread to the refined any day now. Demand for sugar has been good. That is admitted on every hand, but the market for raws has been declining. "The situation has not changed materially since last week," said a dealer, "but the week has brought the turn in the road that much nearer." He referred to the fact that about this time of the year refined sugar begins to be affected by the new crop which this year is a good one. A decline in refined is expected, as said before, at any time now.

Paris lumps, in 100-lb. boxes	6 05
" " " " in 50-lb. "	6 15
" " " " in 25-lb. "	6 35
Red Seal	7 10
St. Lawrence "Crystal Diamonds," bags	5 75
" " " " " " 1/2 barrels	5 95
" " " " " " 100 lb. boxes	6 05
" " " " " " 50 lb. boxes	6 15
" " " " " " 25 lb. boxes	6 35
" " " " " " cases, 20-5 boxes	7 60
Redrath extra granulated bags	5 15
Imperial granulated	4 95
St. Lawrence granulated, bags	5 15
Beaver granulated, bags only	5 00
Acadia granulated (bags and barrels)	5 10
Wallaceburg	5 05
St. Lawrence golden, bags	4 75
Bright coffee	5 10
No. 3 yellow	5 00
No. 2 "	4 90
No. 1 "	4 75

Syrups and Molasses—All the jobbers report increased business in syrups these days. The demand is coming from all over the country and there is a strong possibility that syrup may be called upon to fill a gap this winter caused by short crops here and there. There is the possibility, but it remains to be seen

just what will take place. Table syrup, both corn and maple, are being called for just now and demand has noticeably improved.

Syrups—	Per case	Maple Syrup—	
2 lb. tins, 2 doz.		Gallons, 6 to case	4 80
in case	2 50	" " " " 12 "	5 40
5 lb. tins, 2 doz.		Quarts, 24 "	5 40
in case	2 85	Pints, 24 "	3 00
10 lb. tins, 1 doz.		Molasses—	
in case	2 75	New Orleans,	
20 lb. tins, 1 doz.		medium	0 26 0 28
in case	2 70	New Orleans,	
Barrels, per lb.	0 03 1/2	bbbs.	0 24 0 26
Half barrels, lb.	0 03 1/2	Barbadoes, extra	
Quarter "	0 03 1/2	fancy	0 45
Pails, 3 1/2 lbs. ea.	1 80	Porto Rico	0 45 0 52
" " " "	1 30	Muscovada	0 30

Dried Fruits—This market still presents a few interesting features. Valencias are at least a shilling higher than last week and there is more extensive buying this week by jobbers who are more impressed with the idea that currants are going to hold at a high price. First shipments of currants received at Liverpool, according to English journals, were not of the best quality. They were poorly cleaned and altogether were not as satisfactory as they might have been. The strength of the prune market is unchanged. Our own apple market has failed us this year and high prices are likely to rule. Dried peaches are not going to be plentiful and so on. Reports from California give evidence of increased strength in the western raisin crop. There is a little easier feeling in the currant situation but the trade are not paying much attention to it. There is a feeling in some places that after a time currants are likely to be a little cheaper but in that case the difference will not be large.

Prunes—	Per lb.
30 to 40, in 25-lb. boxes	0 11 0 11 1/2
40 to 50 " " "	0 09 0 09 1/2
50 to 60 " " "	0 07 0 07 1/2
60 to 70 " " "	0 07 0 08
70 to 80 " " "	0 08 0 08 1/2
80 to 90 " " "	0 08 1/2 0 07 1/2
90 to 100 " " "	0 06 1/2
Same fruit in 50-lb. boxes 1/2 cent less.	
Apricots—	
Standard	0 14 0 15 1/2
Choice, 25 lb boxes	0 15 1/2 0 16 1/2
Fancy	0 17 0 20
Candied and Drained Peels—	
Lemon	0 09 0 11 Citron
Orange	0 11 1/2 0 12 1/2
Figs	
Elmes, per lb.	0 08 0 10
Tapioca, "	0 03 1/2 0 04 1/2
Bag figs	0 04 0 04 1/2
Dried peaches	0 09 0 10
Dried apples	0 09 0 10
Currants—	
Fine Filiztras	0 07 0 07 1/2 Voetizaa
Patras	0 07 1/2 0 08
Uncleaned 1/2 cent less	
Raisins—	
Sultana	0 07 1/2 0 08 1/2
" fancy	0 08 0 08 1/2
" extra fancy	0 09 0 09 1/2
Valencias selected	0 07 1/2 0 08
Seeded, 1 lb packets, fancy	0 08 0 08 1/2
" 16 oz. packets, choice	0 07 1/2
" 12 oz. "	0 06
Dates—	
Hallowes	0 05 0 05 1/2
Salwa	0 06
Parts absent	0 10
Natural, from 4/ up.	

Nuts—The nut market is quite unsettled at present. Reports are being received of short crops here and of fair crops there and prices are not yet settled. Walnuts and almonds are several cents a pound higher than at this time last year. Filberts are stronger but Brazils are reported a good crop and are easier. Shelled walnuts and almonds are firmer, corresponding with the primary market.

Almonds, Formigetta	0 11
" " " " " " " "	0 12 1/2 0 14
" " " " " " " "	0 35 0 35
Walnuts, Grenoble	0 13 1/2 0 14
" " " " " " " "	0 11
" " " " " " " "	0 12 0 13
" " " " " " " "	0 33 0 35

Filberts	0 11 0 12
Peppercorns	0 15 0 17
Peppercorns	0 13 0 14
Peanuts, roasted	0 06 0 13 1/2

Spices—Jobbers report a steady demand for spices, those used in pickling moving the best. Peppers are quite firm.

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

Coffee—There is continued firmness in the coffee market, especially in so far as raws are concerned. Rios and Santos are principally affected.

Rio, roasted	0 14 0 16	Mocha, roasted	0 25 0 28
Santos, roasted	0 16 0 18	Java, roasted	0 27 0 33
Maricao, "	0 14 0 20	Rio green	0 11 0 12

Rice and Tapioca—Rice is quoted a little higher this week, resulting from reports of decreased supplies in the primary market. Recent rains in the south and injury to the eastern crops have been responsible for the higher prices. There is a fairly good volume of business passing.

Rice, stand. B.	Per lb.
Standard B. from mills, 500 lbs. or over, f.o.b., Montreal	0 03 0 03 1/2
Bangoon	0 30
Patna	0 03 0 03 1/2
Japan	0 04 1/2 0 05
Java	0 06 0 07
Carolina	0 10 0 11
Sago	0 05 1/2 0 06
Seed tapioca	0 06
Tapioca, medium pearl	0 05 1/2 0 06

Evaporated Apples—There is no basis upon which to report this market. Evaporators are not quoting and prices are yet to be made. A short apple crop is expected to have the effect of decreasing the output this year.

Evaporated apples

Beans—Reports from growers are more encouraging and the crop is expected to be better than was anticipated some time ago. Opening prices of new beans will be about 20 cents below the old.

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

## MANITOBA MARKETS

### POINTERS—

Raisins—Firm and advancing.  
Prunes—Advanced.  
Syrup—Quiet.  
Tapioca—Advanced.

Winnipeg, Sept. 29, 1910.

Although no recent word has been heard in reference to the cost of living in the west, yet if prices continue to advance in the general line of grocery stock it might form an interesting subject for conversation. The whole matter resolves itself into the fact that this year, particularly, the production in crop-centres is much below the average, and also that as international commercial facilities increase, exportations are yearly growing larger.

At this time the great interest centres around foreign dried fruits. Particularly in California the crop is reported light. In other countries as well, crops are not heavy and it has been known for many months that produc-

tions in Greece would be light. Notwithstanding this advanced condition of the market the general trade is brisk and merchants are buying freely and the general consumption is heavy. From this fact it would seem that our economical system is not much at fault. Although prices are high the consumer has the money to pay that price.

**NOVA SCOTIA MARKETS.**

Halifax, N.S., Sept. 29.—Firm prices in all lines with a tendency to advance is the situation in the local wholesale grocery trade. The dealers expect that almost all dried fruit will be high during the coming season, Valencia raisins particularly so. It looks as if nine

cents would be the price of fancy stock by the next direct boat.

New evaporated apples are expected to reach the market in about a fortnight's time, and they will likely go to the trade at 10 cents. The receipts from the Annapolis Valley this season will be very small, as some of the factories are not yet in operation, and it is doubtful if they will be. This is due to the shortness of the apple crop.

Canned salmon is practically off the market and will remain so until the first carload of the new pack arrives.

Hams, bacon and lard are all firm, and it is expected that the latter will go higher.

**BRITISH COLUMBIA MARKETS.**

Vancouver, September 29, 1910—Potatoes show an upward tendency, and the general belief is that the crop will not be large this season. The dry weather lightened the output, and besides prevented growth on sections in the interior which are not irrigated. On the lower mainland, the crop is light also because of the dry weather. Consequently, Asherofts are quoted at \$31, and potatoes grown on high land in the interior at \$20 and \$21, with a prospect of going higher. It is not improbable that some one will bring them in from the Northwest or the East where they are less than half the price here.

**1910 Dried Fruits and Raisins 1910**

JUST RECEIVED INTO STORE

**NEW VALENCIA RAISINS  
NEW TABLE FIGS  
NEW CANDIED PEELS**

BEWARE OF CHEAP GOODS THIS YEAR

If you want the best, ask for samples and prices.

**L. CHAPUT, FILS & CIE., Wholesale Grocers  
MONTREAL**

**BLACK JACK**

QUICK, CLEAN HANDY



TRY IT

SOLD BY ALL  
JOBBERs

1/2-lb. tins—3 doz. in case.



**Larger Profits For You!**

Your profit was considered when we fixed the prices of our polishes.

It pays you best to handle Royal Polishes from a monetary and a satisfaction viewpoint.

Larger profits in the first instance, greater satisfaction to the consumer in the second.

**Royal Polishes Company  
MONTREAL**

THE CANADIAN GROCER

E NICHOLSON

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CODES.  
ABC 4TH & 5TH EDITION  
WESTERN UNION  
ARMSBYS 1901 & 1907

CABLE ADDRESS  
NICHOLSON, WINNIPEG.  
CALGARY,  
EDMONTON



EDMONTON BRANCH  
NICHOLSON & BAIN

CALGARY BRANCH  
NICHOLSON & BAIN

BANNATYNE AVE EAST  
TRANSFER TRACK

Winnipeg, Man., September 28th, 1910

TO MANUFACTURERS AND SHIPPERS

Dear Sirs,

We beg to advise having opened up a Branch Office and Warehouse in Saskatoon, Saskatchewan, to take care of the Jobbing Trade at that point.

We are satisfied a Commission House located in Saskatoon can serve manufacturers and shippers in a more satisfactory manner than Commission Houses located in Winnipeg. Saskatoon is 337 miles from Winnipeg, and you will therefore readily see the great advantage a Commission House located in Saskatoon will have over those located in Winnipeg--"THE MAN ON THE SPOT," all things being equal, Saskatoon will command the business. We are pleased to state our Saskatoon branch will be in charge of a competent and energetic manager, Mr. J. Clayton, who has had thorough training in the brokerage business.

If you are open to appoint us your exclusive agents for Saskatoon, please communicate with NICHOLSON & BAIN, Saskatoon, or NICHOLSON & BAIN, Winnipeg.

WAREHOUSE—We will have ample storage facilities at Saskatoon and can handle on consignment carloads of all kinds of merchandise for sale to the Wholesale Trade or for Distribution.

To the old and valued firms who have for years been doing business with us at WINNIPEG, CALGARY, EDMONTON and REGINA, would ask that you pass all business for Saskatoon through our new branch NICHOLSON & BAIN, Saskatoon, and all letter or wire communications will have their prompt and careful attention.

We are open for some first-class Agencies for Saskatoon and solicit your enquiries. Our Saskatoon Manager will also work the Jobbing Trade in Prince Albert, Saskatchewan.

Yours truly,

NICHOLSON & BAIN

WINNIPEG, REGINA, SASKATOON, CALGARY, EDMONTON

D H BAIN

WINNIPEG,  
CALGARY,  
MONTREAL

CALGARY BRANCH  
NICHOLSON & BAIN

th, 1910

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# NOW is the time

to seize the opportunity offering of placing your goods on the booming Western Markets. We are here to tell you of the demand, possibilities and opportunities which the West is offering right now, and we will handle your goods for you on a reasonable commission basis.

We have an intimate knowledge of the commercial conditions, and we will give you conscientious, thorough and satisfactory service.

Our large track warehouses at all the important commercial centres offer special facilities unequalled by any other firm.

*Write us TO-DAY for details*

## NICHOLSON & BAIN

Wholesale Commission Merchants and Brokers

WINNIPEG REGINA CALGARY SASKATOON EDMONTON FORT WILLIAM

Storage for all classes of merchandise

Cars distributed at Calgary, Winnipeg, Regina, Edmonton, Fort William



## Here's a truth we all Know!



The modern housewife with no uncertain voice is demanding PURITY in the foodstuffs she uses! Although you may sell her inferior brands once or twice, it won't pay in the long run, and you'll find

### "E.D.S." BRAND

### Jams, Jellies and Catsup

sticks on the weekly order list like no other line you handle. Why? Because the flavour of "E.D.S." Brand Goods is unrivalled and its purity absolute. Do you doubt our word? Then write for confirmation to the Department of Inland Revenue. Ask for Bulletin 194, which certifies "E.D.S." Brand 100% pure.

Start a new era of profit-making TO-DAY

Made by

**E. D. SMITH**

at his fruit farms

WINONA, ONT.



by stocking up with "E.D.S." Brand.

AGENTS

N. A. Hill, 25 Front St. E., Toronto

W. H. Dunn, Montreal

Mason & Hickey, Winnipeg

R. B. Colwell, Halifax, N.S.

J. Gibbs, Hamilton



The Season Suggests

**GUNNS**

**TASTY, APPETIZING**

**Pork Sausage**

Place a standing order with us for regular weekly shipment.

MADE UNDER GOVERNMENT INSPECTION

**GUNNS** PORK AND BEEF PACKERS LIMITED TORONTO

**Short Rolls**

While prices for Hams and Bacon are high, and may be higher, we can offer the trade a splendid line of Short Rolls at very reasonable prices. These are new-cured goods; very mild sugar cure and boneless. Smoked or out of pickle.

Write, wire or phone us for quotations.

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

Hamilton

**REINDEER**  
Coffee  
With Milk and Sugar



Ready

to Use

No trouble to prepare  
Just add Boiling Water

The Truro Condensed Milk Co., Limited, Truro, N.S.

We want **POULTRY**

We want **BUTTER**

We want **EGGS**

You want **HAMS**

You want **BACON**

You want **LARD**

Let us get together and exchange products—  
There is money in it for both of us.

**THE WM. RYAN, LIMITED**

Packing Houses  
**FERGUS**

70 Front St. East  
**TORONTO**

## Storage Eggs Will Soon Have to Be Called Out

Supplies are Becoming Noticeably Smaller and Will Soon be Down to Nil—Poultry is Plentiful and Market is Easy—September Cheese has Been Sold for October Delivery and Present Business is not Active—Butter Production Keeps up—Prices are Firm—Compound Lard is Higher.

Supplies of select fresh eggs are falling off rapidly and before another two weeks have rolled around it will likely find the produce houses depending upon their storage stocks for supplies. There are still shipments being made but they are decreasing in volume every week. The demand keeps up and as a result there is considerable strength to the market. Higher prices are anticipated before long, particularly for first class stocks.

Butter is also quite firm and although the production is still steady there is a feeling that prices are not likely to remain long around the present quotations. In New York butter is now quoted at 40 cents and dealers are preparing to boost oleo in the face of prices that are too high even at this season. The production of milk has not fallen off to any appreciable extent yet, but the season is nearing its end.

Poultry receipts are increasing every week. Chickens and hens are especially plentiful just now and different houses report a heavy business. Prices are inclined to an easy tone. During the last week cheese in the country markets has brought as high as 11½ cents. September make has been almost all sold for October delivery at a fair advance over spot prices. Otherwise the market is rather uneventful.

Trade in honey is steady. Provisions are firm with a steady demand in practically all lines. Lards are firm with compounds advanced in price. The markets are all rather brisk just now and a satisfactory trade is being done.

### MONTREAL.

Provisions—Brisk trade has marked this week in the provision line. As far as prices go there has been no change, except a slight firming in live and dressed hogs.

Country trade has been responsible for a considerable part of the increase in trade noted, though the city trade is also much better.

<b>Pure Lard—</b>	
Boxes, 50 lbs., per lb.	0 15½
Cases, tins, each 10 lbs., per lb.	0 15½
" " " 5 " " "	0 15½
" " " 3 " " "	0 15½
Palls, wood, 20 lbs. net, per lb.	0 14
Palls, tin, 20 lbs. gross, per lb.	0 14
Tubs, 50 lbs. net, per lb.	0 14
Tierces, 37½ lbs., per lb.	0 15
<b>Compound Lard—</b>	
Boxes, 50 lbs. net, per lb.	0 13½
Cases, 10-lb. tins, 50 lbs. to case, per lb.	0 13½
" " " 5 " " "	0 13½
" " " 3 " " "	0 14
Palls, wood, 20 lbs. net, per lb.	0 14
Palls, tin, 20 lbs. gross, per lb.	0 13
Tubs, 50 lbs. net, per lb.	0 13½
Tierces, 37½ lbs., per lb.	0 13½
<b>Pork—</b>	
Heavy Canada short cut hess, bbl. 35-45 pieces	28 50
Bean pork	23 50
Canada short cut back pork, bbl. 45-55 pieces	29 00
Clean fat backs	29 00
Heavy flank pork, bbl.	31 00

Plate beef, 100 lb bbls.	9 25
" " 300 "	18 00
" " 300 "	25 50
<b>Dry Salt Meats—</b>	
Green bacon, flanks, lb.	0 15
Long clear bacon, heavy, lb.	0 14
Long clear bacon, light, lb.	0 15½
<b>Hams—</b>	
Extra large sizes, 25 lbs. upwards, lb.	0 16½
Large sizes, 18 to 25 lbs., per lb.	0 17½
Medium sizes, 13 to 18 lbs., per lb.	0 20
Extra small sizes, 10 to 13 lbs., per lb.	0 20
Bone out, rolled, large, 16 to 25 lbs., per lb.	0 20
" " " small, 9 to 12 lbs., per lb.	0 21
Breakfast bacon, English, boneless, per lb.	0 21
Windsor bacon, skinned, backs, per lb.	0 21½
Spiced roll bacon, boneless, short, per lb.	0 18
Hogs, live, per cwt.	9 50
dressed, per cwt.	13 25

Butter.—Butter is very firm at last week's prices, though in the country September make is bringing a high price, sufficient to make higher prices a certainty as soon as provision men begin to draw on it. At present most of the butter on the market is last month's.

Inquiries are coming in from the West Coast in considerable numbers. It is stated that they are being filled almost on the present jobbing basis in earload lots.

Receipts for the week are 11,518 packages as against 10,025 same week last year. For the season they are 339,653 packages as against 303,102 same season last year.

New milk creamery	0 25	0 25½
Dairy, tubs, lb.	0 22	0 23
Fresh dairy rolls	0 22	0 23

Cheese.—Dealers are covering on September sales apparently, and this has caused an advance in all lines of cheese. Quebec and Westerns are selling at 12¢ now. Sales have been brisk locally, and there has been some increase in export of late.

Receipts for the week are 77,786 boxes as against 61,773 same week last year. For the season they are 1,504,331 boxes as against 1,507,195 same season last year.

Quebec, large	0 12
Western, large	0 12
" " " " " " " "	0 12
" " " " " " " "	0 12
Old cheese, large	0 15

Eggs—Eggs are firm, and selects show an advance of 1¢. The season is pretty well over now, and receipts are dropping off rapidly. It is thought that another two weeks will see the end of it.

Receipts for the week are 3,778 cases as against 4,457 same week last year.

For the season they are 164,107 cases as against 166,340 same season last year.

New laid	0 32
Selects	0 27
No. 1	0 22

Honey—White clover seems to be rather hard to get at present, while buckwheat is reported as being plentiful. However, this has had little effect on prices as demand is light for both just now.

White clover comb honey	0 15
Buckwheat, extracted	0 08½
Clover, strained, bulk, 30 lb. tins	0 10
Buckwheat comb	0 12½

Poultry—It looks like weaker prices

for poultry shortly, though dealers here do not expect it for a week or two. This coming week there is a Jewish holiday, and the expectation is that trade in fowl and chickens will be heavy. Plenty of poultry, except geese, are arriving every day.

Chickens	0 16	0 17	Ducks	0 18	0 20
Fowl	0 14	0 15	Turkeys	0 18	0 23

### TORONTO.

Provisions—The market is fairly active and a good volume of trade is passing. Firmness is noticeable in all prices. Supplies are keeping a little in advance of demand. Lard is firm and compounds are quoted at an advance on last week's figures. Live hog shipments are only fair.

Long clear bacon, per lb.	0 15
Smoked breakfast bacon, per lb.	0 20
Pickled shoulder	0 13½
Roll bacon, per lb.	0 16
Light hams, per lb.	0 19
Medium hams, per lb.	0 19
Large hams, per lb.	0 18½
Cooked hams	0 27
Fresh shoulder hams	0 13
Shoulder butts	0 17
Backs, plain, per lb.	0 20
" " " " " " " "	0 20½
Heavy mess pork, per bbl.	26 00
Short cut, per bbl.	27 50
Lard, tierces, per lb.	0 15
" " " " " " " "	0 15½
" " " " " " " "	0 15½
" " " " " " " "	0 13
Live hogs, at country points	8 75
Live hogs, local	9 25
Dressed hogs	12 25

Butter—The market is still holding firmly. Supplies are rather free yet, but the end of the heavy yield is beginning to loom into sight. Supplies of creamery are still heavy and the demand for this grade is heavier than for seconds. Prices remain about the same as last week but the tendency appears to be upward.

Fresh creamery print	0 25	0 27
Farmers' separator butter	0 24	0 25
Dairy prints, choice	0 22	0 23
No. 1 tubs or boxes	0 21	0 21
No. 2 tubs or boxes	0 19	0 20

Eggs—The shipments of eggs have been falling off rapidly and it is expected that it will only be a short time until the produce houses will be making inroads upon their storage stock. The hen is beginning to show sure signs of putting brakes on the production and prices for selects are firm at from 26 to 28 cents.

Selects	0 25	0 28
Fresh eggs, doz.	0 23	0 25
Second grade, doz.	0 19	0 21
Chips, doz.	0 18	0 19

Cheese—There is a steady demand for cheese but the market is quiet on the whole. Demand is good but prices are unchanged. It will not be long now before Ontario factories begin to close and there are a few here and there that for different reasons are through for the year.

New cheese—		New twins	0 12½	0 12½
Large	0 12	0 12½	Stiltons	0 14

Poultry—Supplies of poultry are coming freely. Chickens and hens are especially plentiful just now and when the farmer finds that his hens are through laying for the season there should be a marked increase in the supplies. Ducks are coming along fairly well, but their price is firm as is also the price of turkeys.

Spring chickens, live.....	0 11
Hens, per lb. live.....	0 09 0 10
Turkeys, per lb., large, dressed.....	0 15 0 16
Spring duck, lb., live.....	0 09 0 10

Honey—Demand for honey is steady and market generally has no especial features just now. Prices are firm and it would seem that they are going to hold.

Clover honey, extracted, 60 lb. cans.....	0 10½ 0 11½
" " " 10 lb. pails.....	0 11½ 0 12
" " " 5 lb. pails.....	0 12
" " comb, per dozen.....	2 00 2 50
Buckwheat honey, lb.....	0 07½

**BUSINESS CHANGES.**

**Recent Trade Happenings Among Canadian Grocers.**

**ONTARIO.**—A. E. Coggins, grocer, Toronto, Ont., has assigned to Osler Wade.

H. Clark, grocer, Toronto, Ont., has sold to N. L. Foy.

J. Michael & Co., grocers and butchers, Hamilton, Ont., have dissolved.

The Gowganda Trading Co., general merchants, Elk Lake, Ont., have compromised.

**QUEBEC.**—Esther Luttrell, grocer, Ottawa, Ont., succeeded by J. T. James.

E. Raby, grocer, Montreal, assigned.

A. Valade & Co., grocers, Montreal, registered.

A. Rosenfield, grocer, etc., Muldoon, Que., deceased.

J. A. Bastien, grocer, Montreal, demand of assignment.

Pierre Langis, general merchant, Amqui, Que., offers to compromise.

**WESTERN CANADA.**—Mrs. E. Jeffries has opened a grocery business at St. James, Man.

H. Bilodeau has opened a general store at St. Anne.

T. J. Grant & Sons, grocers, Winnipeg, have sold to S. C. Grant.

Geo. Armitage is opening a general store at Manor, Sask.

T. T. Pearson, grocer, Winnipeg, has been succeeded by Wm. Youhill.

Driscoll & Weisgerber have opened a general store at Vibank, Sask.

Ecker & Scott have opened a grocery business in Edmonton, Alta.

Mrs. C. Forrier has started a grocery store in Edmonton, Alta.

John A. Gumm, grocer, Victoria, B.C., has sold to S. Brooks.

Lemyre Bros., general merchants, Howell, Sask., assigned.

J. S. Kimmell has opened a general store at Radville, Sask.

D. Findlay, grocer, Vancouver, has sold to W. S. McKenzie.

T. Greenway has purchased a grocery business in Fillmore, Sask.


W. H. Hepburn has opened a grocery store in Edmonton, Alta.

E. L. Williams has opened a grocery business at Rosyot, Alta.

J. A. Kilpatrick, grocer, Vancouver, advertizes his business for sale.

J. H. Percival, general store, Killarney, Man., succeeded by W. H. Moore.

J. W. Caswell, Co., general merchants, Kenaston, Sask., has sold to Hamre Bros.



An  
all-the-year-round  
Success!

## Huntley & Palmers Breakfast Biscuits

A real biscuit novelty.  
Welcomed wherever introduced.

Light, crisp, unsweetened and digestive—a highly appreciated substitute for toast or rusk—excellent with butter, cheese or preserve.

H. & P. 'Breakfast Biscuits' will not only win you new customers, but *retain them.*

Huntley & Palmers, Ltd.  
Reading  
Eng.

Jos. Bradley, general store, Wolfton, Sask., succeeded by McCrimmon & Bradley.

Jacob Hiebert, general merchant, Lowe Farm, Man., has been succeeded by J. B. Hoogs.

R. R. Hobbs, general merchant, Beausejour, Man., succeeded by H. D. Shaw & Co.

Curry & McLean, grocers, Moose Jaw, Sask., have dissolved; R. J. Curry to continue.

J. F. Crosby, general merchant, Darlingford, Man., is negotiating sale of business.

Geo. Mitchell, general merchant, Austin, Man., has sold his stock to Jos. Montgomery.

Copas & Emerson, grocers, Calgary, Alta., have sold to the Howson, McEwen Co., Limited.

Moffat & Robertson, formerly of Winnipeg have opened a general store at Ogema, Sask.



## MAPLEINE

(Maple Flavor)

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

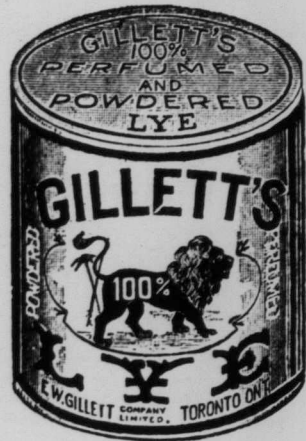
One ounce of Mapleine makes a gallon of delicious syrup. For manufacturing purposes it is positively unexcelled.

Send for Free Sample

**Frederick E. Robson & Co.**

26 Front St. E., Toronto





## A SUGGESTION

to your customers of the time and labor saved by the use of Gillett's Lye for house-cleaning purposes will be appreciated by them and will largely increase your sales and profits on this popular line of goods.

**BETTER STILL**—Make a display of Gillett's Lye on your counter or show case, with one of our two-color cardboard signs, which we will supply upon request.

## Gillett's Lye Eats Dirt!

Gillett's Lye is the standard Lye of Canada, and is too well known to be classed with the cheap imitations that claim to be "just as good."

**E. W. Gillett Co. Ltd.**

Toronto, Ont.

Winnipeg

Montreal

### YOUR TIME

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

#### Shredded Wheat Biscuit

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

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

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

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

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

### WHAT IS YOUR SHARE ?

A housewife has a certain allowance for the table. If she buys less meat she can buy more groceries. When you sell

## Clark's Pork and Beans

and the other Clark's Meats, you make a direct profit. When she buys meat at the butcher's the customer has less.

*Your Jobber will supply you*

**Wm. Clark - Montreal**

Manufacturer of High-Grade  
Food Specialties

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

All the year round

# Mott's

"Diamond" and "Elite"

brands of

# Chocolate

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

EVERY JOBBER SELLS THEM

## John P. Mott & Co.

Halifax, N.S.

SELLING AGENTS:

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

# BISCUITS

from the Old Country

Some of the most popular Biscuits in Britain are made by

## McVITIE & PRICE

Biscuit Manufacturers

EDINBURGH and LONDON

The thousands of new-comers to Canada will welcome the sight of their old favorite varieties in your shop.


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



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

## National Licorice Co.

MONTREAL

By Royal  Letters Patent

# NELSON'S

## POWDERED GELATINE

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

# NELSON'S

Gelatine and Liquorice

# LOZENGES

Should be in your confectionery department.

## G. NELSON, DALE & CO., Ltd.

EMBOOTE MILLS, WARWICK, ENGLAND

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

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

## A Good Demand Now Felt for the Heavy Cereal

**Rolled Wheat and Oats are Again Being Asked for After the Summer Months—Trade During Warm Weather Was Better Than Usual But a Noticeable Impetus Has Been Recently Given the Market—Wheat Market is Weak Under Reports of Increased Supplies—Little Canadian Export Trade.**

A weakness in the wheat market has been the only change during the past week. Flour has been in good demand according to millers who have, however, nothing to offer in the form of opinions as to further movements of the flour market. Altogether the reports of the world's supply indicate better conditions and one result has been a bearish tendency that has been responsible for lower prices in the wheat market. At Winnipeg grain has been coming in more plentifully during the past week and the receipts have been far ahead of the outgoing stocks. On Saturday and Sunday last the receipts of grain at Winnipeg reached a big figure surpassing by over one hundred cars the receipts during the same period last year. The visible Canadian wheat on Tuesday was 4,198,000 bus., as compared with 3,290,000 bus. a week ago and 5,699,000 a year ago; oats, 7,107,000 bus. against 7,014,000 bus. a week ago and 911,000 bus. a year ago.

The farmer in Western Canada is holding tightly to his grain, looking for higher prices. The Canadian price is too high for export and as a result there is but little export trade. One authority in the flour line stated that there was now more wheat than necessary for the world's supply. Reports from foreign countries have been more favorable of late, and not only are the yields well up, but this year's wheat crop is coming onto a market that has a heavy reserve supply from last year.

The waiting game the farmers played last year was successful, but there must be some movement of Canadian grain, say dealers, in order to start a movement of grain from the country and later to strengthen prices. Other countries besides Canada are heavy growers of grain. Encouraging prospects are received regarding the Australian and Argentine crops. The world's export of wheat last week was 15,169,000 bus., as compared with 9,520,000 bus. during same week last year. Altogether the aspect of the world's crops is such that at the time of writing the market is influenced by bearish forces. But the market has been unsettled of late and it does not take long to change from action under one force to give evidence of the influence of a directly opposite force. In other words the market is strong one day and it is not long until it shows signs of weakness. Particularly the Winnipeg market is influenced by the slightest tendencies.

Lower prices are still looked for by some in the trade on the ground that our prices must follow the general demand and get in touch with the export quota-

tions. As hinted at some time ago, the reports that price-cutting was doing its work have received confirmation by those who are supposed to know. There is a feeling that some are quoting below list prices but it is only a rumour. The feeling is that prices for wheat must decline still and if there is much weakness the flour market is bound to be affected.

### MONTREAL.

Flour—Since the decline of last week there has been little change in the flour situation, except that sales seem to show a slight falling off. Export demand still is the redeeming feature of the week's trade, as apparently the approaching close of navigation has given the necessary stimulus to this branch.

Local flour stocks show a considerable decrease over last week, but still are considerably larger than the corresponding figures of a year ago.

Winter wheat patents, bbl.	5 45
Straight rollers, bb	5 25
Extra, bbl.	5 25
Manitoba spring wheat patents, bbl.	5 80
strong bakers, bbl.	5 30

Rolled Oats—The rolled oat market is at present weak, and though opinions differ as to the prospects, still the majority consider that a decline would not be at all surprising under the circumstances. As yet there is no change, but sales are gradually dropping off in view of the state of the market.

Export demand has been light, considerably more so than at this time last year.

Fine oatmeal, bags	2 45
Standard oatmeal, bags	2 45
Granulated "	2 45
Bolted cornmeal, 100-bags	1 90
Rolled oats, bags, 90 lb.	2 20
" " barrels	4 65

### WINNIPEG.

Rolled Oats—Milling oats are scarce and the growers are offering small quantities of any kind for sale. All oat prices are going up and the following quotations on the rolled product is held firm. An advance is expected soon on this market.

Rolled oats, 80 lb. sacks, per 80 lbs.	2 20
" 40 " " 40 "	2 13
" 20 " " 20 "	0 60
" 80 " (8, 10s)	2 60

### TORONTO.

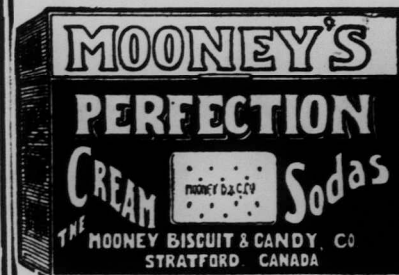
Flour—Since the last decline there has been considerable business transacted and local dealers state the demand has been heavy. Supplies have been coming in freely and a general tone of activity has been given the market.

Manitoba Wheat.	
1st Patent, in car lots	5 70
2nd Patent, in car lots	5 21
Strong bakers, in car lots	5 00
Feed flour, in car lots	3 10 3 30

## Biscuit Quality

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

Your absolute guarantee against soggy conditions is to sell exclusively—



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

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

## MOONEY'S

Order to-day

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

Stratford and Winnipeg

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

Winter Wheat.	
Straight roller	4 25 5 25
Patents	4 80 5 35
Blended	5 00 5 20

Cereals—Business in rolled oats has been heavy of late. The season is favorable to the heavier cereals and is already making itself felt. The market is firm at the new price although the supply of oats this year is such that there is enough to command a lower price than usual. The export of oats has been small. Receipts of grain have been coming freely and locally the feeling in the trade is a healthy one.

Rolled oats, small lots, 90 lb. sacks	2 25
" " 25 bags to car lots	2 15
Rolled wheat, small lots, 100 lb. bris.	2 85
" " 25 bris. to car lots	2 75
Standard and granulated oatmeal, 90 lb. sacks	2 47



# PURE FRUITS

In Glass Jars

Very widely and favorably known for quality and purity.



## GOODWILLIE'S FRUITS

are put up in a factory situated, right in the orchards, in the heart of the Niagara Fruit-Growing District.

# JOSÉ SEGALERVA

MALAGA, SPAIN

Blue Fruit, as Malaga Table Raisins are often known, must be of particularly fine quality if the same brand is to be supplied to the trade year after year.

Perhaps the truest guarantee of uniformity in quality of Malaga Table Raisins packed by the above firm is the constantly increasing number of repeat orders we take.

## Segalerva Table Raisins

**ASK YOUR WHOLESALER FOR THESE LINES**



**Rose & Laflamme**  
Limited  
**Montreal-Toronto**



# Eighty-Two Elevators buy the wheat to make the flour you sell

There is only one absolutely dependable way to make sure of a *uniformly reliable* product.

And that is to insure a steady supply, *unvarying in quantity and quality*, of the raw material.

Which means wheat—Manitoba Spring Wheat.

If we left our wheat buying to others, could we live up to our guarantee of Uniformity?

And Uniformity is the very *strongest* selling point in the flour seller's dictionary.

There are over 80 wheat buying elevators carrying the LAKE OF THE WOODS standard, distributed throughout the high-quality districts of the wheat belt of the Canadian Northwest.

These buyers of the sturdy Manitoba wheat are *your* buyers, too, since you are just as much interested in *dependable quality* as the maker himself, perhaps more so since you are on the firing line.

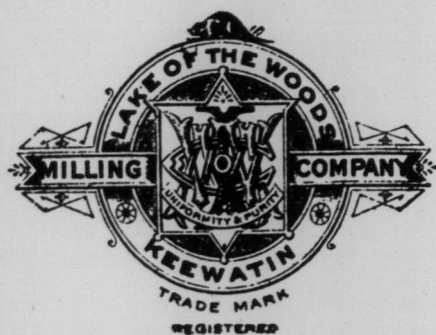
And there are over 80 of these practiced buyers, men of experience and knowledge, having but one aim in life—to send a steady stream of the best Spring Wheat to the FIVE ROSES mills, plump, healthy, sound, clean berries.

FIVE ROSES flour simply *must* be uniform.

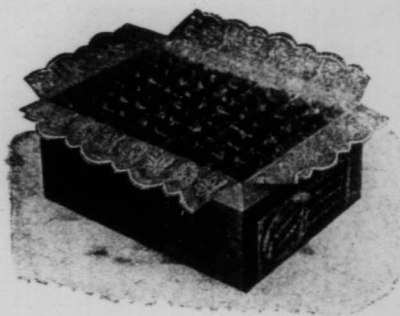
And your profits permanent, nothing lost in excuses, business so good that *you* can't help smiling.

Sell FIVE ROSES—sell Satisfaction *all the time*.

LAKE OF THE WOODS MILLING  
COMPANY, Limited. MONTREAL



# Five Roses Flour



## "BORDO"

"The Chocolate with the  
flavor that's different."

Well might the readers of advertisements be mystified—whether to choose this or that brand of Chocolate; fortunately there is the famous "Bordo" about which no doubt as to the quality and unique flavor has ever existed.

Brands may come, and brands may go, but the "Bordo" Chocolate pursues its way serenely with an unbroken record, and increasing success.

When nature has produced finer ingredients, when workmen have acquired more skill, when science has inaugurated greater cleanliness, then, and only then, will "Bordo" be equalled in richness, flavor and quality.

Others have been convinced, and profited by it. Others have purchased small quantities, and increased their orders with increased demands.

A sample won't cost you anything, and may be the means of putting a big seller in your line.

Write to-day. Not to-morrow.

**The Montreal Biscuit Co.**  
"Originators"  
**MONTREAL**  
"The House of High Quality"

# TRUMILK

IS FULL CREAMED CANADIAN MILK IN POWDER FORM

# MILKSTOCK

IS FINEST SEPARATED MILK IN POWDER FORM

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

Sole Manufacturers

## Canadian Milk Products, Limited

MAIL BUILDING, TORONTO

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

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

**'MILENIA MILK CHOCOLATE**

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

**MADE WITH FULL-CREAM MILK.**

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

**WINES! WINES! WINES!**

Port, Sherry, Malaga, Burgundy, Moselle,  
Madeira, Native, etc.  
DRAUGHT OR CASE GOODS  
We are Specialists in Clarets and Sauternes  
Write, Wire or Phone.

**THE ST. LAWRENCE GROCERY**  
395 St. Lawrence Boulevard Montreal

**MAPLE SYRUP!**

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

**WINDSOR SALT**

**CAR LOTS OR LESS.** Prompt shipments  
Write us for prices. Phone order our expense  
**TORONTO SALT WORKS**  
TORONTO, ONT. **GEO. J. CLIFF, MANAGER**

**W. H. ESCOTT**

WHOLESALE  
**Grocery Broker**  
141 BANNATYNE AVENUE  
**WINNIPEG**  
COVERING  
**MANITOBA and SASKATCHEWAN**  
CORRESPONDENCE SOLICITED

The **GRAY, YOUNG & SPARLING CO., Limited**  
**SALT MANUFACTURERS**

Granted the highest awards in competition with other makes.  
**WINGHAM ESTABLISHED 1871**

**Oval Butter Dishes**  
Write us for Prices

**Graham Bros. & Co., Kinmount, Ont.**

**ROLLED OATS**

FLAKED WHEAT and OATMEALS  
Bags or Barrels. Car or Broken Lots.  
WRITE FOR QUOTATIONS.  
Prompt attention to all orders.  
**J. W. EWEN - Uxbridge, Ont.**

**SUCHARD'S COCOA**

This is the season to push SUCHARD'S COCOA. From now on Cocoa will be in demand daily. It pays to sell the best. We guarantee Suchard's Cocoa against all other makes. Delicious in flavor. Prices just right.  
**FRANK L. BENEDICT & CO., Montreal Agents**

**THE HODGSON GUM CO.**

896 St. Lawrence St. **MONTREAL**  
Makers of High Class Gums at Popular Prices. Write for Samples and Quotations.  
We make special brands to order.

# CHRISTIE

## “CHRISTIE BISCUITS

—sell more than biscuits.”

That's the text of all our advertising to the trade.

And—*there's a reason for it.*

A majority of the particular women of Canada prefer “Christie Biscuits.”

Our national trade is positive proof of that statement.

Now, Mr. Merchant! Isn't it *reasonable* to believe that if *your* best customers *cannot* buy “Christie Biscuits” in your store, they *will* buy them at your *competitor's*.

More than that—they may reasonably transfer *most* of their trade to the grocer handling “*The purest of all pure foods.*”

Aggressive general advertising is carrying the story of Christie *Quality* and *Cleanliness* all over the country.

That advertising is *convincingly* proving the fact that “*Christie Biscuits are the best baked.*”

Your best customer will tell you that *there's a Christie Biscuit for every taste and they all taste delicious.*

The moral is plain.

Clinch the paying trade.

*Christie Biscuits certainly do sell more than biscuits.*

## Christie, Brown & Co., Ltd.

# BISCUITS

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CO., Limited

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or Broken Lots.  
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ridge, Ont.

COA

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the best. We  
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ces just right.  
O., Montreal

JM CO.  
MONTREAL  
Gums at  
or Samples

to order.

## Grapes are Now Coming Freely and are Cheaper

**GRAPES**  
Sweet and full flavored.

Late varieties of  
**PEACHES**

**Pears and Plums**

**APPLES**

**Sweet Potatoes,  
Oranges, Lemons,  
Bananas**

FULL LINES IMPORTED FRUITS.

McWILLIAM

**Mc. AND E.**

EVERIST

25-27 CHURCH ST. TORONTO  
are Largest Receivers

**Extra Fancy**

TRACUZZI, Packe

**St. Nicholas and  
Home Guard  
Puck**

J. J. McCABE, Toronto  
AGENT

**Extra Choice**

Crop is Good and Prices are Likely to Rule Fairly Low—  
Peaches are Coming Yet and Trade Will Continue for a Time  
—Bartletts and Elbertas Nearly all in—Cantaloupe Rush is  
Over—Prospects are for a Heavy Citrus Yield in California  
—The Lemon Situation.

And now it is grapes that are beginning to occupy most conspicuous places in the fruit stands and on the markets. Peaches are not yet done, and there is still a good trade passing. Some do not look for unusually low prices in grapes, and it is not likely that they will go lower than last year. Some believe that if there should be any further decrease it will only be slight. The crop is reported well up to the average, and the receipts already are heavy. Apples are holding firmly at a rather high price, and early opinions that prices would rule high are more probable than ever.

There is a fairly good crop of apples throughout the United States, and importations may help the local condition. Pears are moving steadily. They are of fine quality and are bringing a good price. As Sicily lemons are a late crop it is expected that prices are likely to go up before the arrival of any of the new crop.

The citrus crop in California this year promises to be the heaviest in the history of the state. Not only are there the brightest prospects for a heavy yield of oranges, but lemons are also showing well. Northern navels are about due around the last of November. Florida oranges should arrive about the first of November.

### MONTREAL.

Green Fruits—Grapes in large quantities are coming on the market. Even under these conditions the market retains its former firm condition on account of the heavy demand passing. Apples are coming in freely, and remain at former quotations. Trade for the week has been light in other lines, still dealers state that it is very little worse than was to be expected at this season. Prices in all lines are steady.

Apples, bbl. ....	2 50	4 00	Oranges—	
Bananas crated,			California, late	
bunch .....	2 00	2 25	Valencias.....	4 00 5 00
Cranberries, bbl. ....	12 00		Pineapples—	
Cocoanuts, bags. ....	4 25		Floridas, case.....	5 50
Grapes, Delaware			Plums, crate.....	2 25 2 75
crates .....	2 00	2 25	Plums, Quebec ..	0 50 1 00
Limes, per box. ....	1 25		Peaches.....	1 50 1 75
Calif. Malagas.....	2 75		Pears.....	3 50 4 00
Lemons.....	4 25	5 00	Pears, Bartletts,	
Melons, Montreal			bbl.....	
basket.....	8 00	10 00		

Vegetables—Large arrivals and light sales are the features of the week. However, dealers note an improvement from day to day in the demand and hope that the dullness will soon pass off. At present prices are fairly firm and show signs

of improvement. Potatoes are in good demand, and supplies are large. The later varieties of corn are now on the market, and are in good demand.

Beans, green,			Lettuce—	
basket.....	0 75	1 00	Montreal, doz....	0 40 1 60
Beans, wax.....	0 40	0 50	Boston.....	1 00 1 25
Beets, bag.....	0 75	0 90	Onions—	
Carrots, bag.....	0 75	0 90	Spanish, cases .....	2 50
Cabbage, new, dz	0 40	0 50	Potatoes, bbl .....	2 00
Celery, doz.....	0 40	0 60	Parsley, dozen.....	0 15
Cauliflowers,			Parsnips, new, bag	0 75 0 90
Montreal.....	1 00	1 50	Radishes, dozen	
Corn, doz.....	0 08	0 15	bunches.....	0 20 0 30
Cucumbers, bkt.	0 35	0 50	Rhubarb, doz .....	0 25 0 30
Garlic, 2 bunches	0 25		Spinach, bbl .....	3 50
Green Peppers,			Tomatoes, box...	0 35 1 00
bag.....	1 00	2 00	Turnips, new,	
Leeks, doz.....	1 50		bag.....	0 75 0 90

### TORONTO.

Green Fruits—The fruit market is still a busy place and during the past two weeks a great quantity of peaches were disposed of. Local grocers have had a big share in the retail fruit trade this summer, and they are not yet through. Peaches are by no means done yet, but it is apparent that Crawfords and Elbertas are just in their zenith and will soon make way for other varieties. It has been quite noticeable that the price has held firmly. Consumers who have been waiting for cheaper prices are likely to end up the season empty-handed. As was previously pointed out, peaches were not a heavy crop, and the expectations of low prices have not been fulfilled, and they are not likely to be, judging by the market this week. Grapes are coming more plentifully and prices have dropped to as low as 17½¢. They are a pretty fair price and the shipments during the past ten days have increased with every day and they are now arriving in abundance. Plums are quoted at a higher price and in their case it may be said that low prices did not exist this year. Plums were below the average crop and the price held firmly. Pears have been going well at normal prices. Cantaloupes are practically done. They are still on the market, but they are disappearing gradually every day. "Lemons are cheaper in Toronto," said one fruit broker, the other day, "than in any other place in the northern continent." And such has been the case. Dealers in the small towns have been getting more money for their lemons than the local dealers. October quotations for lemons have been practically withdrawn as the season is late this year and there will likely be a small quantity of fruit offering. More have been sold for November shipment and will be received here early in December. Stronger lemon prices are fully expected by some. Stocks are not heavy here, and with a



late crop coming there is almost bound to be a gap during which lemons are likely to come to their own.

Apples, bbl. .... 3 25 4 00	Egg Plant, 11 qt. basket..... 25
Apples, Canadian, basket. 0 30 0 45	Lemons..... 5 00
Apples, St. Lawrence, basket. 0 50 0 65	Limes, box..... 1 25
Bananas..... 1 50 2 00	Oranges..... 4 50 5 00
Cantaloupes, Canadian—	Peaches—
Crate..... 0 50	Crawford..... 0 75 1 25
Basket..... 0 25 0 40	Elberta..... 0 5 1 25
Rocky Ford, basket..... 0 40	Pears, Canadian basket..... 0 30 0 75
Cocoanuts, sack 4 00 4 50	Pears, Bartlett basket..... 0 50 1 00
Cranberries, bbl 0 08 0 10	Pineapples, case .... 4 00
Grapes, case ..... 2 25	Plums, basket..... 0 75 0 90
Canadian, basket..... 0 17 0 25	Watermelon, ea. 0 20 0 30
Grape Fruit—	
California..... 3 75 4 75	

Vegetables—There is nothing unusual in the vegetable market. Tomatoes are higher and from all reports there is evidently not a heavy crop left. Business has been good up to the present. Potatoes seem to be a good crop generally, although in some sections the yield has not been so good. Rot has been found in some shipments, due, no doubt, to the recent rains. It is not extensive yet. Cabbage, carrots, etc., are moving in about the usual way.

**GRAPES**  
FULLY MATURED  
**Concord, Niagara, Rogers**  
LARGE SUPPLY. PRICES LOW

**PEACHES**  
Late Crawford, Elberta

**PEARS**  
Late Canning Varieties

---

YOUR FALL FAIR ORDERS SOLICITED

*Wire, phone or mail your orders to*  
**Stevens & Soloman**  
Growers and Shippers of  
CANADIAN FRUITS  
Phone 1990 and 2700  
HAMILTON, - - - ONT.

## Cape Cod Cranberries

*Finest quality dark colored fruit. Suitable for best trade. Prices are low. Barrels or crates.*

---

### Whitco Brand Sweet Potatoes

*in hampers and bbls.*

Only the very select allowed in under this brand.

---

## WHITE & CO., Limited

Headquarters for the best in Fruit, Produce, Fish and Oysters

**BRANCH AT HAMILTON. TORONTO**

## FRESH ARRIVALS

— THIS WEEK —

Fancy Cape Cod Cranberries  
in barrels.

Fancy Sweet Potatoes  
in barrels.

ARAM HAMPERZUM  
Celebrated Camel Brand Fancy  
Layer Figs.

**HUGH WALKER & SON**  
(Established 1861) GUELPH, ONTARIO

# FARD DATES PERSIAN

Ask your dealer for our "Monogram" brand of Fard Dates. No better dates were ever offered. They are carefully selected and packed, and will prove a drawing card for you in your fruit-food trade. Our "Camel" Fards are packed with the same care, though shade smaller date than Monogram. Our package Hallowi "Camel" brand are growing daily in demand—are neatly and carefully wrapped and sold in attractive cardboard cartons. In your order to the wholesale mention our brands.

**"MONOGRAM" FARDS      "CAMEL" FARDS      "CAMEL" HALLOWIS**

**WM. HILLS, Jr.**  
IMPORTER - NEW YORK      Phone Main 5115      **W. B. STRINGER**  
AGENT - TORONTO

Beets, doz..... 0 25 0 30	Ontario..... 1 00
Beans, wax, per 11-qt. basket... 0 15 0 25	Domestic..... 0 40
Cabbage, case—Canadian..... 0 50 1 50	rio, new, bag. 0 75 0 80
Carrots, Canadian, doz..... 0 30	Sweet, bbl..... 4 00
Ocauliflower, dz. 0 75 0 85	Parsley, per doz bunches..... 0 25 0 30
Celery, basket... 0 40	Radishes, doz... 0 25
Ozoumbers, bas 0 20 0 25	Red pepper..... 0 75
Egg plant, 11-qt. basket..... 0 75	Green peppers, 11-qt. basket... 0 35 0 40
Gherkins..... 1 00 1 25	Tomatoes, Can., basket 11 qt... 0 30 0 35
Lettuce, Canadian, head... 0 25 0 30	New turnips, p.r 11-qt. basket. .... 0 50
Onions—Spanish, large.. 2 25 50	

**WINNIPEG.**

Green Fruits—As the season closes in for all imported fruits, the quality is slightly deteriorating, and prices are weakening. A brisk trade is going on still, however, and the consumption everywhere is heavy. Peaches are the

leading lines this week and apples are close seconds.

Apples—Ontario, No. 1, bri. 5 00	Cocoanuts, doz. .... 0 90
Ontario, No. 2, bri.. 4 50	Lemons, Cal. .... 7 50
Apples, Wash., box..... 2 25	Peaches, Crawford's, case..... 1 00
Bananas..... 2 50	Pears, case..... 3 60
Cantaloupe, Cal. .... 4 00	Oranges, Valencia, case..... 5 50
Crab apples, box... 2 50	Plums, Wash. case... 1 40

Vegetables—A heavy output is reported by all jobbers. No changes are reported, except that celery is stronger and getting scarce. Potatoes are also firmer, and a higher price is expected to rule shortly.

Cabbage, new, lb .... 0 01 1/2	Potatoes, new, bs .... 90
Celery, doz..... 0 60	Parsley, per doz. .... 0 25
Cucumbers, doz. .... 0 60	Radish, dozen... 0 30
Lettuce, doz..... 0 60	Rhubarb, lb..... 0 04
Mint, doz..... 0 30	Tomatoes, Ont., basket..... 0 75
Onions, green, per dozen..... 0 20	

**Demand for Oysters Has Shown Improvement**

Weather Has Been Favorable and Business has Shown the Evidences—Some Lines of Fish Have Been Scarce and Prices Rule High—Fish News From Both Coasts and From Inland Markets and Waters—Fall Season of Better Demand is Beginning to Make Itself Felt.

There has been an epidemic of dog fish on the coast of late, which has done serious damage to the fishing. Another cause for the scarcity of fish was the difficulty in procuring bait. When taken together with the bad storms which have been raging on the eastern coast, it can be readily understood why most lines of fish are short, and prices high.

It is somewhat better this week, except in haddock and cod, which still are scarce.

Shell oysters are coming in well, and seem to be popular for this time of the year.

Reports from the east show that there is a great shortage of mackerel and prices are high. The demand for British Columbia halibut is also large and prices are firm.

**NOVA SCOTIA**

Halifax, Sept. 29.—The fish business is now booming and prices are soaring. Despite the fact that the vessels are returning from the Banks with good catches, the price continues to advance. The vessels of the Lunenburg fleet are now nearly all home, and some of them have landed as high as 2,100 quintals. While the total catch is not as large as that of last year, the higher prices will make up for any deficiency in that respect.

Codfish is now quoted at \$5.60 per quintal, which is about \$1.50 higher than last year. It is estimated that in the Lunenburg fleet alone the fishermen will receive over a quarter million dollars more for this year's catch than they did for last year's.

There is a marked scarcity of mackerel in Nova Scotia, and also on the U.S. market. All the fish offering, both salt and fresh, are readily bought up at high prices.

In Halifax fresh mackerel are quoted at the highest prices ever known in these

parts. Some few fresh fish that were offered here this week sold for forty cents each, which is a record price. The fish were only of medium size. Thirty years ago this week, large mackerel sold in Halifax for fifty cents per dozen.

Oysters are also scarce and high. No Prince Edward Island stock has been received here so far this season. Only U.S. oysters are on the market and they are quoted at nine dollars per barrel.

The receipts of fresh fish are smaller than usual, and a lot of cold storage stock is offering. Halibut is scarce and high on the local market.

**QUEBEC.**

Montreal, Sept. 29.—The fish situation has been somewhat relieved this week by the arrival of several large shipments. The only lines hard to obtain are haddock and cod. It is thought that the catch of these in the next few days will show a marked improvement.

The last brook trout have arrived here that seem likely to this season.

FRESH	
Pike..... 0 08	Fresh Lab'dor. salmon 0 22
Perch..... 0 07	Whitefish..... 0 12
Steak cod..... 0 06	Mullet..... 0 08
B. C. salmon..... 0 15	Haddock..... 0 04 1/2 0 05
Market cod..... 0 04	Halibut..... 0 09
Sturgeon..... 0 13	Bullheads..... 0 09
Lake trout..... 0 11	Carp..... 0 08
Blue fish..... 0 15 0 18	Dore..... 0 11
Sea trout..... 0 12	Mackerel, each..... 0 25
Sea bass..... 0 13	Swordfish..... 0 11
FROZEN	
Codfish..... 0 04 0 04	Pike..... 0 07
Dore, winter caught, per lb..... 0 10	Salmon, B.C., red, per lb..... 0 09
Haddock..... 0 04	Gaspe salmon..... 0 18
Halibut, per lb..... 0 09	Smelts, 10 lb. boxes... 0 07 1/2
Herring, per 100..... 1 25	Whitefish, large, lb..... 0 09
Market cod..... 0 04	Whitefish, small..... 0 07
Steak cod..... 0 05	
Mackerel..... 0 10	

SALTED AND PICKLED	
Green cod, No. 1, bbl..... 6 00 6 50	Lake trout, half bbl. 6 00
Labrador herring, bbl 5 50	Salmon, B.C., red, bbl 14 00
" " " bbl 3 00	" " pink, bbl 12 00
Labrador sea trout, bbls..... 10 00	" " Labrador, bbl 17 00
Labrador sea trout, half bbls..... 5 75	" " " bbls 8 50
No. 1 mackerel, pall.. 2 10	" " " trca., 300 lb..... 22 00
" " " bbls... 10 00	Salt eels, per lb..... 0 07 1/2
No. 1 pollock, l... 4 00	Salt sardines, 20 lb. pla 1 00
Scotia herrings, bbl 5 00	Sootch herring 6 50 7 00
	" " keg 1 00
	Holland herring, bbl 5 50
	" " keg 0 75

SMOKED	
Biscuits, large, per box, 6's..... 1 25	
Haddies..... 0 07 1/2	
Boneless haddies..... 0 09	
Herring, new smoked, per box..... 0 15	
Kippered herring, per box, small..... 1 20	
Kippered herring, per box, large..... 1 50	

SHELL FISH	
Shell oysters, bbl..... 10 00	
Lobsters, live, per lb..... 0 35	
Oysters, choice, bulk, Imp. gal..... 1 40	
" " Selects, Imp. gal..... 1 65 2 00	

PREPARED FISH	
Boneless cod, in blocks or packages, per lb..... 5 1/2, 6 1/2 and 7 1/2	
Pure mixed boneless fish, blocks and packages, lb 0 05 0 06 1/2	
Shredded cod, per lb..... 0 06 1/2 0 10	
Skinless cod, 100 lb. case..... 5 50	
Dried cod, medium, 100 lb. drum..... 7 00	
Dried cod, large, bundles..... 6 00	
Dried cod, medium, bundles..... 5 50	
Dried haddock, medium, bundle..... 5 50	

**NEW BRUNSWICK.**

St. John, Sept. 29.—The fish market has never been known to be so bare in St. John as during the past week. Strong easterly winds along the coast practically tied up operations among the fishermen. Mackerel have never been so scarce as they are this season. Along the south shore of Nova Scotia, where there is usually a plentiful supply, hardly any have been taken this season.

Fishing in the St. John harbor and along the coast of Charlotte and St. John counties, is at present confined to sardines or small herring. These have been fairly plentiful, though nothing like the past few seasons.

Leard's Lobsters, Canned Chickpea, Chicken Soup and Quahaugs.  
Write for prices.  
**W. A. LEARD**  
SUMMERSIDE, P.E.I.

**Lemon Bros.**  
Owen Sound, Ont., and Sault Ste. Marie  
Wholesale FRUIT, FISH and PRODUCE  
Commission Merchants, and  
Dealers in HIDES, WOOL and RAW FURS

**Dried Apples**  
Shipments Solicited  
Settlements Prompt  
**W. A. GIBB COMPANY**  
HAMILTON  
JAMES SOMERVILLE Manager

Highest price paid for  
**DRIED APPLES**  
**O. E. ROBINSON & CO.**  
ESTABLISHED 1886  
**Ingersoll - Ontario**  
Would you like our Weekly Circular?

**SELL  
THE BEST!**

**“OCEAN” BRAND FINNAN HADDIES,  
BLOATERS and  
KIPPERS**

**A Line that will Add to Your Reputation and Profit!**

We have the most sanitary and up-to-date curing and freezing equipment on the Atlantic Coast, and have sold over 50 carloads to wholesalers throughout Canada for fall and winter trade. Get in line with the wise Grocer, and push “Ocean” Brand in your fish department.

**Also, Boutilier's Smoked Fillets. Canada Strip Boneless Cod,  
Our Special Fat July Salt Herring**

If your wholesaler cannot supply you, write us direct.

Head Office: HALIFAX, N.S.

**Halifax Cold Storage Co., Limited**

Selling Branch

**45 William Street - Montreal**

Buying Station: CANSO, N.S.  
Curing and Cold Storage at  
HALIFAX and PORT HAWKES-  
BURY, N.S.

**Sardines That Sell**

are those that have a guarantee on each tin!

**Concord Norwegian**

**Sardines**

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

The care given in selection and packing has retained the natural delicate flavor of the fish in a remarkable degree.



Order from any wholesale grocer, and don't forget the name CONCORD.

**LIST OF AGENTS:**

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

We are distributing

**FREE**

to every bona fide customer a

**Display Oyster Package**

Ask for our booklet explaining how you can secure one

**Malpecque Shell Oysters**

**Capes Shell Oysters**

**Bulk Oysters**

**Select Oysters**

**SMOKED FISH**

**Haddies**

**Kippers**

**Bloaters**

**“NIOBE” BRAND, the Best in the Market**

**D. HATTON COMPANY,  
MONTREAL**

THE CANADIAN GROCER

During the week a meeting was held here by the sardine fishermen and it was decided to notify the canneries that they would not accept the rate which the canners agreed to pay for the fish, namely \$6 a hoghead. The fishermen had been getting from \$8 to \$10 a hoghead, but the canners recently notified them that they would pay only \$6. At the meeting held here the fishermen agreed to accept not less than \$8, which they claimed was little enough and, pending word from the canneries, fishing was suspended. It is now stated that the canners finding they could not get stock to work with have agreed to accept the \$8 rate and operations have been resumed.

Some years ago the fishermen were accustomed to gather in good catches of fall shad, but that is now a thing of the past. The catches have been getting smaller year after year and this season not more than about 500 shad have been taken here. Those that were caught were nearly all taken near Black's Harbor, down the coast. The fish are apparently getting farther away from St. John every year. Some attribute the falling off in the fisheries here to the dredging being carried on in the harbor almost constantly.

There is practically no change in prices since last report.

<b>Fresh—</b>		<b>Frozen—</b>	
Cod, per lb.....	0 02 1/2	Mackerel, per lb.....	0 11
Clams, per gal.....	0 6 1/2	Salmon, per lb.....	0 50
Halibut, per lb.....	0 10	Shad, each.....	0 30
Haddock, per lb.....	0 03	Swordfish, per lb.....	0 12
Herring, per doz. 0 20	0 30	<b>Canned—</b>	
Oysters, per gal.....	2 40	Lobsters, 8 doz. 1 lb.	tins..... 17 00 17 50
Pickarel, per lb.....	0 08	Lobsters, 8 doz. 1/2 lb.	tins..... 11 50 12 00
Smelts, per lb.....	0 08		

**BRITISH COLUMBIA.**

Vancouver, B.C., Sept. 28.—One vessel came in this week with 230,000 pounds of halibut, caught in Alaskan waters. The company, which operates this boat, along with others, reports that the demand for halibut is so great that it cannot be supplied. Notwithstanding, the price is still at four cents, though it may go up later. In Boston, the price is 15 and 16 cents.

In salmon, there is also strong demand, with the result that the price is high, thirty cents being paid to fishermen for cohoes. These fish are pink tinted, and are better in quality than the other kinds available now. They are sought by the canners, so that shippers of fresh or mild cured fish cannot get the supply required. Considerable herring are now being caught at Nanaimo and is largely being used as bait for the halibut fishers.

Codfish, per lb.....	03	Salmon, fresh.....	0 8
Halibut, per lb.....	0 04	Salmon, cohoes, each	0 30
Herring, pr. lb.....	0 03	Smelts, per lb.....	0 03

**ONTARIO.**

Toronto, Sept. 29.—Supplies are coming in more freely just now and local fish dealers are beginning to settle down

for the fall business. They say that whitefish and halibut are rather scarce but trout are plentiful and the demand is heavy. Dealers are beginning to show heavier stocks of cod, haddock, bloaters, and other varieties and this appeal is having a good effect.

Demand for oysters has shown considerable improvement during the past ten days and there have been many orders filled.

<b>FRESH CAUGHT FISH</b>			
Halibut.....	0 10	Steak cod.....	0 08
Salmon trout.....	0 12	Perch.....	0 07
White fish.....	0 12 0 13	Haddock.....	0 07
Herring.....	0 06		

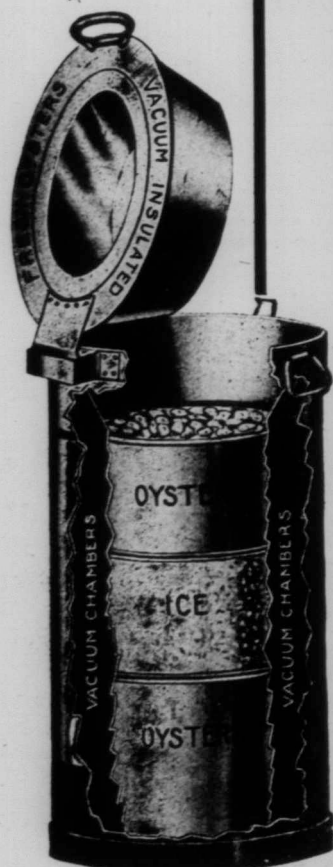
<b>FROZEN LAKE FISH</b>			
Pike.....	0 07	Pan frozen whitefish..	0 10
Whitefish, frozen.....	0 09	Gold eyes.....	0 06

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

<b>SMOKED, BONELESS AND PICKLED FISH</b>			
Acadia, tablets, box.....	1 60	Cod, Imperial, per lb..	0 05
Acadia, 2-lb. boxes, pr. crate.....	2 40	Fillets, per lb.....	0 12
oneless Digbys, box 1 00		Haddock, Finnan.....	0 08
Codfish, Bluenose, " 1 40		Halifax, 1-lb. bis., pr. crate.....	3 12
Cod steak, per lb.....	0 07	Oysters, select, gal.....	1 85
		Quail on toast, per lb..	0 05

**MANITOBA.**

Winnipeg, Sept. 29.—The fish trade is in good condition notwithstanding the inability to get stocks conveniently. This applies to fresh fish only, as they have to be brought in to a large extent from western waters. The canned fish market is short on many lines just now. Indications point to a stronger salmon market particularly on 1 lb flats.



# Display your Oysters in a "Coast-Sealed" Cabinet

This is the handsomest, most practical and convenient oyster display cabinet made

It requires but ONE-EIGHTH the amount of ice used in other cabinets, owing to the vacuum chamber construction.

Ice tank sits in the centre, with three gallons of stock below and two above—thus enabling you to keep your stock absolutely fresh until the last pint is sold.

**Sold Outright \$17.00 f.o.b. Toronto**

No strings attached—no jug-handled loaning agreements with the view of coercing you into buying any particular line of oysters.

Your own judgment will suggest that you handle only "Coast-Sealed" Oysters, because they are the cleanest, fattest, best flavored oysters on the market. They reach you in a container that is sealed at the coast and which holds nothing but pure oysters—no muck or slime—just solid oysters, all over four years old and with the real salt sea flavor unimpaired.

Write us for Prices and Particulars.

## Connecticut Oyster Company

88 Colborne Street, : : : : : Toronto, Ont.  
Head Office: Milford, Conn.

# SHIVERING FISH—

They would be, could they feel—those fish that comprise our stock. For our new cold storage has been completed—and it is a cold storage. It is the largest, most modern fish warehouse in Canada—has no equal.

We spent the money on it so as to give you more prompt and better service than ever before. Give us an opportunity to show you how we can make good.

## ALL KINDS OF FISH IN SEASON

Do not neglect your stock of Sealshipt Oysters.

**BRANCHES:**

Montreal  
St. John, N.B.  
Grand River  
Gaspe, Que.

### LEONARD BROS.

WHOLESALE FISH AND OYSTERS

20 to 26 YOUVILLE SQUARE, - - MONTREAL

P.O. Box 639

5 Long

Distance

Telephones



## B RUNSWICK BRAND B UILDS UP B USINESS



Because the most carefully selected smallest and sweetest fish is the sardine herring caught in weirs or traps in Passamaquoddy Bay. And in the **BRUNSWICK BRAND** they are canned in such a manner that the natural flavor is preserved. This is the brand, Mr. Grocer, you can handle with credit to your store and with increasing profit to yourself.

**BRUNSWICK BRAND  
Are Quality Goods.**

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

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

FRESH.		CANNED.	
Halibut.....	0 09	Clover Leaf and Horseshoe brands salmon—	
Salmon Trout.....	0 11	1-lb. talls, per dozen.....	1 94½
Whitefish.....	0 09	1-lb. flats, per dozen.....	2 20 2 28
Haddock.....	0 06	Other salmon—	
Lake Frozen—		Cohoos, dozen.....	1 45
Goldeyes.....	0 03½	Red Spring, dozen.....	1 75
Yellow Pickerel.....	0 07	Red Sockeye, dozen.....	1 94½
Pike.....	0 03½	Lobster Futures—	
		1-lb. flats, doz., \$2.20; 1-lb. flats \$2.90; 1-lb. talls, doz., \$4.00.	
		1-lb. flats, doz., \$4.50.	
Whitefish.....	0 09		
Smoked—			
Bloaters, basket.....	1 50		
Fillets, lb.....	0 20		
Haddie, Finnan.....	0 08		
Herring, Digby,			
bdls.....	0 95		

## California Raisin Statistics for Three Years

Indications are that Supply Will be Inadequate to Meet the Average Demand—Crops, Shrinkage, Local Consumption and Carry-Over Given—The Estimate for 1910 Below Average of Past Three Years.

The Grocer is in receipt of figures which have been carefully compiled from the records of the transportation companies, regarding the California raisin crop for the past three years, shipments for the corresponding years and the annual turn-overs. The figures show shipments from October 1st for one year, to September 30th next, as in the average year the shipments of seeded raisins are light prior to the beginning of October. The figures represent tons.

1907 Crop .....	75,000
Shrinkage .....	5,130
Balance .....	69,870
Shipments .....	52,600
Local Consumption ..	4,400
1907 Carry-over .....	12,870
1908 Crop .....	65,000
1908 Supply .....	77,870
Shrinkage .....	5,670
Balance .....	72,200
Shipments .....	59,000
Local Consumption ..	4,000
1908 Carry-over .....	9,200
1909 Crop .....	70,000
1909 Supply .....	79,200
Shrinkage .....	6,200
Balance .....	73,000
Shipments .....	65,000
Local Consumption ..	4,000
1909 Carry-over .....	4,000
1910 Crop (Estimate) ....	55,000
1910 Supply .....	59,000
Shrinkage .....	5,300
Shipments 1909 .....	69,000
1908 .....	63,000
1907 .....	57,000
Total .....	189,000
Average yearly shipments ..	63,000

The crops of the various years are always figured on grower's or sweat-box weights, which are the gross weights, while the figures representing the ship-

ments are the net weights of the manufactured products. The shrinkage referred to in this statement is the loss in weight by the stemming and the seeding stock.

The estimate of 1910 crop is stated to be a conservative one, and in fact some packers put it at 5,000 tons lower. The general belief is for a crop twenty-five per cent. less than that of 1909. All estimates are based on perfect climatic conditions during harvest, and were made prior to the recent rain, which may reduce the crop somewhat. There have been years in the past when more than one-half of the crop was damaged to an extent that made it necessary to sell it as second grade stock.

### The Demand Increasing.

With no export demand to speak of, the average annual shipments for the past three years have been 63,000 tons, while for the past twelve months it has been 69,000 tons, showing that at reasonable prices the consumption of raisins is increasing; this year, based on favorable conditions, there will be practically 10,000 tons less available, and the shortage may be much greater with unfavorable climatic conditions.

It is known that stocks in jobbers' hands are much less than previous years, and with the serious shortage on the coast, it looks as if it were to be a bare market with strong prices. To-day's prices for loose and seeded raisins, the grower claims nets him but little more than the cost of production, and when this fact is coupled with the fact that in previous years raisins have been produced at a loss, The Grocer has reason to believe that an exceptionally strong market will prevail.

### REPORT ON LATE CROPS.

#### Corn and Potatoes Got Off to Bad Starts —The Tobacco Situation.

The Ontario Department of Agriculture in their last bulletin on Ontario crops report the following about corn, tobacco and potatoes:

Corn—The corn crop got off to a bad start, the weather turning cold and wet just after planting, rotting some of the seed. Complaints of inferior seed are also common. For these two reasons

there was a great lack of germination, and considerable corn land had to be more or less replanted. Crows, black-birds, and grubs also did injury to the young corn. More recent weather, however, has favored the crop, and it was making a rapid and promising growth when correspondents wrote.

Tobacco—While a few promising fields of tobacco are reported, the bulk of the crop is rather backward and uneven in appearance and yield. The early part of the season was unfavorable to growth, and consequently much of the planting had to be done late. There are reports of damage by hail, and grubs and other insects also did injury. However, the crop was picking up with the advancing season.

Potatoes—Early planted potatoes suffered from drouth and will yield lightly, but those planted late will give a fair return. The Colorado potato beetle has been present in unusually large numbers in nearly every section of the Province. So far only slight mention has been made of rot.

## Statistics on Tea Growing in the East Indies

The great advances made in the Indian Tea Industry are represented by figures compiled by the Commercial Intelligence Department. There are 555,305 acres under cultivation, of which 438,000 are in East Bengal and Assam; 53,000 in Bengal; 8,000 in the United Provinces; 9,000 in the Punjab; 16,000 in Madras, 29,000 in Travancore and 1,500 in Burma. Chief interest lies, however, in the great increase in production. The production last year was 262,560,000 lbs., or three and one-half times what it was 25 years ago.

In the same time the area has increased only 95 per cent. The direct shipments to the United Kingdom increased by over 12 million pounds, while direct exports to Russia decreased by over 8 million pounds, or nearly 44 per cent. The number of people employed in the industry last year were 516,000 permanently and 81,000 temporarily.

## Handling Fish is Important in the Retail Store

"In no kind of food is freshness more intimately associated with wholesomeness than fish, and in no kind of food is skilled espionage more desirable at every stage in its distribution. In Billingsgate and the central markets of big towns the detection of bad fish is comparatively easy, but fish have to be followed to the premises of retail dealers for it rapidly undergoes deterioration

of germination, land had to be. Crows, black-lid injury to the nt weather, how-erop, and it was romising growth rote.

few promising ported, the bulk ackward and un-nd yield. The on was unfavor-nssequently much to be done late. damage by hail, sects also did in-rop was picking season.

anted potatoes and will yield ed late will give Colorado potato at in unusually ly every section far only slight of rot.

## ea in the East Indies

made in the In- represented by Commercial In- There are 555- ation, of which ngal and Assam; 0 in the United Punjab; 16,000 Travancore and ef interest lies. increase in pro- on last year was ee and one-half ears ago. he area has in- ent. The direc- ed Kingdom in- million pounds. Russia decreased ds, or nearly 44 r of people em- y last year were and 81,000 tem-

## unt in etail Store

is freshness more with wholesome- no kind of food ore desirable at istribution. In Bill- al markets of big bad fish is com- h have to be fol- of retail dealers- es deterioration



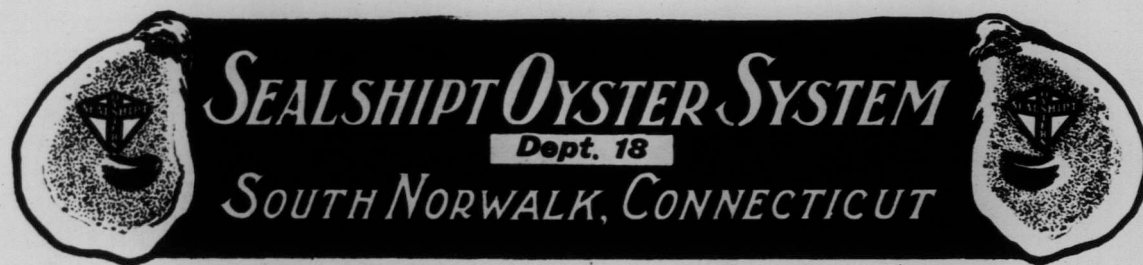
Many thousands of Advertisements were published by Sealshipt Agents during 1909. The pile from which this photograph was taken was 4 ft. high, 4 ft. wide and 6 ft. long.

## The High-Class Advertising Helps we give the Sealshipt Agent

Besides our extensive magazine advertising, which makes **SEALSHIPT OYSTERS** easy to sell, we help the **SEALSHIPT AGENT** to draw into his store the sales this advertising creates. We give you a blue and white steel sign and blue and white muslin signs for your store front, transparent sign for your door, so that all who pass through it see the Epicure enjoying his **SEALSHIPT OYSTERS**, plenty of interesting recipe books, and arrange with you for the installation of a **SEALSHIPTICASE**. The **SEALSHIPTICASE** is a beautiful, blue and white, porcelain fixture for the storage and display of **SEALSHIPT OYSTERS**. It is a feature of all our advertising, and people look for it to identify **SEALSHIPT OYSTERS** and the **SEALSHIPT AGENT**. Its wholesome appearance will give your customers immediate confidence in **SEALSHIPT OYSTERS**, in fact it is the greatest sale-making fixture ever devised.

### OUR LOCAL ADVERTISING SERVICE

We supply the **SEALSHIPT AGENT** with attractive newspaper advertisements, all ready for him to insert in his local papers. These advertisements are well written and "appetizing." They are as successful in bringing business to the **SEALSHIPT AGENT** as the other helps we give, and the result of our co-operation in giving such local advertising help is that people leave stores where no oysters or ordinary oysters are sold and go to the store where **SEALSHIPT OYSTERS** are sold—and the **SEALSHIPT AGENT** often secures their entire patronage. Write for our catalogue and particulars and secure the sale of **SEALSHIPT OYSTERS** in your locality.



and there is no doubt room for improvement in the mode of dealing with fish even in some of the best shops." This is an extract from the report of an address by Sir J. Creighton-Browne at a conference of the Sanitary Inspectors' Association held in London recently.

On account of the food value of fish,

he advocated broader methods to be followed in order to increase the demand and to create new dealers who would by their customers increase the demand. He also advocated conservation of the fish and methods to increase the production in order that abundant supplies will always be assured.

corner Elgin and Wellington Streets, St. Thomas, Ont., by way of the rear door, one night recently, laden with biscuits and canned goods. They were later convicted of theft and sentenced to terms of imprisonment.

The grocery business of Hanley Bros., Belleville, Ont., which was conducted for a number of years by that firm, has changed hands. J. H. Conn, formerly of Ottawa, is the purchaser.

William Miller, who has been clerking for D. Graham, grocer, Strathroy, Ont., has purchased a grocery business on Broadview Ave., Toronto.

## Peculiarities of the Growth of the Smyrna Fig

**Male and Female Trees Necessary for the Propagation of This Popular Fruit—One and a Half Million Trees in the Meander Valley—Demand Being Widely Extended.**

The Meander Valley in Turkey is the home of the Smyrna fig. The crop is maturing now and the prevalent winds are a big factor in the proper ripening. These winds from the North and West in the Meander Valley are dry and are necessary to make the fig white and mellow.

The Province of Smyrna produces two varieties of figs one of which is consumed in a fresh state in the home market. The other comes in the washed or pulled fig and also the spread figs, ranging from one and one-half inch to the umbrella fig.

In the fig-growing district in the Valley of Meander are about one and one-half million trees. These have a male and a female representation that is vital to one another, and to the propagation of the fig industry. In fact without the one or the other the fig could not exist. The figs of the male trees are sour and pithy and are not edible. The blossoms begin to appear on these trees about the middle of April. This is much before the female tree shows similar signs of production, but this fact is provided for by nature to make possible the proper maturing of the fig of commerce.

### Peculiarities of Production.

The figs of the male tree are gathered while green and are then sewn together in wreaths of four or five figs. Between the first and fifteenth of June these wreaths are hung on every female tree. The figs in these wreaths gradually begin to dry, during which time the female tree has produced fruit, although this appears fully a month later than the figs on the male tree.

As soon as the male figs are quite dry, a large number of tiny flies emerge from a hole at the bottom of the fig and fly to the female fig. One male tree will furnish enough flies to nourish 150 female trees and two or three of these flies are sufficient to fertilize, insure the proper growth and bring to maturity the female fig, which is in every case the fig that is sold for consumption.

Frequently it happens that flies do not enter a fig in the manner described and these figs do not mature but fall from the tree and are not used for eating purposes.

About sixty days after the natural process referred to, and as a direct result of it, the female figs are entirely cured and matured. They are then gathered, spread on mats and exposed to the sun for three or four days and sent to the factories to be worked and made ready for market.

### Consumption Greatly Increased.

A great change has been noticed during recent years in the condition in which figs have been marketed. Some of the Smyrna dealers realized the importance of the European and North American demand and as a result they are frequently received to-day temptingly packed in boxes and are really a dainty fruit. The result has been that the demand has doubled under the improved conditions.

### TRADE NOTES.

"The Big Double Store on the Corner," Alvinston, Ont., is now occupied by R. B. Keeler & Son, general merchants. The premises were vacated some weeks ago by E. E. Spackman & Son.

E. Carter, Toronto, and C. Stevens, Stratford, Ont., were the names given by two young men caught coming out of C. J. Norsworthy's grocery store,

Never Run Short of  
**SHAMROCK**

**BIG PLUG  
SMOKING TOBACCO**  
Your client will buy his  
groceries where he buys  
his SHAMROCK tobacco

### CLAY PIPES

None equal. Insist upon McDougall's  
There IS a difference.

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

**SPRAGUE  
CANNING MACHINERY CO.,**  
CHICAGO, ILL., U.S.A.

## Black Watch

The Big Black Plug  
Chewing Tobacco

"A Trade Bringer"

Sold by all the Wholesale Trade





# ROYAL BAKING POWDER



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

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

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

**THERE IS NO SUBSTITUTE**

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

IF NOT, WHY NOT?

# “Tucketts Special”

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured  
from

**Imported Leaf Exclusively**

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

HAMILTON, CANADA.

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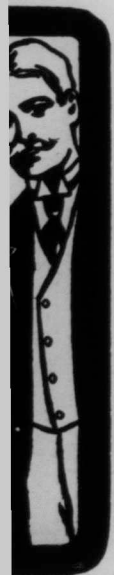
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**Classified Advertising**

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

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

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

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

**BUSINESS CHANCES.**

**FOR SALE**—Grocery, crockery and provision business. Established since 1864. Annual turnover about \$30,000. Splendid connection; large farming district. Must be sold at once. Good reasons for selling. Apply JAS. R. LOCKHART, Pembroke, Ont.

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

**REPRESENTATIVES WANTED.**

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

**POSITIONS WANTED.**

**SITUATION** as Manager or Sub-Manager wanted by young man, with exceptional English and Continental experience. Reply "Chocolate," c/o T. B. Browne, Ltd., 163 Queen Victoria Street, London, E.C. (40p)

**WANTED** by gentleman of experience, position as representative to call on grocery and allied trades. Highest reference as to integrity and ability. Commission, or salary and commission basis. J. O., 21 Buckingham Ave., Montreal. (39p)

**MISCELLANEOUS.**

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

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

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

**BUSINESS MEN**, professional men, merchants and church workers, find innumerable uses for Fulton Sign and Price Markers. The Fulton Rubber Type Company of Elizabeth, N. J., are makers of Ink Pads, Daters and Business Outfits of high quality. Sold by all stationers. A. R. MacDougall & Co., Toronto, Canadian Agents.

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

**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.

**MISCELLANEOUS.**

**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 for our nearest office. Egray Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258 1/2 Portage Ave., Winnipeg; 308 Richards St., Vancouver.

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

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

**EVERY** Retail Merchant should write for a copy of our finely illustrated catalogue of rebuilt typewriters. It shows the best typewriter bargains ever offered in Canada. Moreover, it contains facts on retail advertising intensely interesting to retail merchants. It is free. The Monarch Typewriter Co., Limited, 98 King Street West, Toronto, also Montreal, Hamilton, London, Ottawa.

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

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

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

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

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

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

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

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

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

**MISCELLANEOUS.**

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

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

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

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

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

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

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

**725,000 LIVE MERCHANTS** use National Cash Registers. We couldn't sell them unless they saved money too. The National will guard your money too. Write us for proof. National Cash Register Co., 285 Yonge St., Toronto.

**PERIODICAL DEPT.**

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

**TECHNICAL BOOKS.**

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

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

QUOTATIONS FOR PROPRIETARY ARTICLES

Baking Powder
W. H. GILLARD & CO.
Diamond 1-lb. tins, 2 doz. in case \$2.00
1-lb. tins, 2 doz. " " 1.25
1-lb. tin " " " 0.75

IMPERIAL BAKING POWDER
Cases. Sizes. Per doz.
4-dozen 10c. \$8.75
3-dozen 6-oz. 1.75
1-dozen 12-oz. 3.50
12-dozen 12-oz. 3.40
1-dozen 24-lb. 10.50
1-dozen 5-lb. 19.60

MAGIC BAKING POWDER
Cases. Sizes. Per doz.
6 dozen 5c. \$0.50
4 " 4-oz. 0.75
4 " 6 " 1.00
4 " 8 " 1.30
4 " 12 " 1.80
2 " 12 " 1.85
4 " 16 " 2.25
2 " 16 " 2.30
1 " 24-lb. 5.00
1 " 5-lb. 9.50
2 " 6-oz. Percent
1 " 12 " 86.00
1 " 16 " 86.00

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

ROYAL BAKING POWDER
Cases. Sizes. Per doz.
4-dozen 1-lb. \$0.80
4 " 2-lb. 1.35
4 " 3-lb. 1.95
4 " 4-lb. 2.55
4 " 5-lb. 3.15
4 " 6-lb. 3.75
4 " 8-lb. 4.35
4 " 10-lb. 4.95
4 " 12-lb. 5.55
4 " 15-lb. 6.15
4 " 20-lb. 7.35
4 " 25-lb. 8.55

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

CANADIAN CANNERS, LIMITED
Aylmer Jams Peach. 1.80
Per doz. Pear. 1.70
Strawberry. 1.95
Raspberry. 1.95
Black currant. 1.95
Red currant. 1.75
Raspberry & red currant. 1.95
Raspberry and gooseberry. 1.80
Plum jam. 1.55
Greenage plum, stoneless. 1.75
Gooseberry. 1.75

Pure Preserves—Bulk
5 lbs. 7 lbs. 14's & 30's per lb.
Strawberry. 0.59
Black currant. 0.59
Raspberry. 0.59

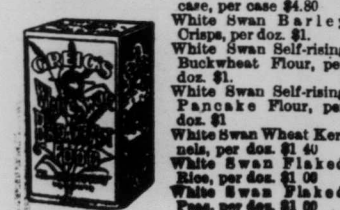
White Swan Spices and Oregals Ltd.
White Swan Baking Powder—1-lb. tins, 3-dozen in case, \$2 doz.; 1-lb. tins, \$1.25 doz.; 1-lb. tin, 80c doz.



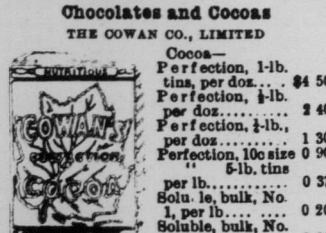
Cartoons—Per doz
No. 1, 1-lb., 4 doz. 2.40
No. 1, 1-lb., 2 doz. 2.50
No. 2, 5-oz., 6 doz. 0.80
No. 2, 5-oz., 3 doz. 0.85
No. 3, 24-oz., 4 doz. 0.45
No. 10, 12-oz., 4 doz. 2.10
No. 10, 12-oz., 2 doz. 2.20

FOREST CITY BAKING POWDER
Dozen
6 oz. tins. 0.75
12 oz. tins. 1.25
16 oz. tins. 1.50

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



Keen's Oxford, per lb. 0.17
In 10-box lots or case 0.18
Gillett's Marmoth, 1-cross box. 1.00



CHOCOLATES AND COCOAS
THE COWAN CO., LIMITED
Cocoa—
Perfection, 1-lb. tins, per doz. \$4.50
Perfection, 1-lb. per doz. 2.40
Perfection, 1-lb. per doz. 1.30
Perfection, 100 size 0.90
per lb. 5-lb. tins 0.37
Soluble, bulk, No. 1, per lb. 0.20
Soluble, bulk, No. 2, per lb. 0.18
London Pearl, per lb. 0.22
special quotations or Cocoa in bbls. kegs, etc.
Unsweetened Chocolate—Per lb.
Plain Rock, 1/2 & 3/4 cakes, 12-lb. boxes, 2 dozen boxes, per dozen 1.80
Perfection Chocolate, 100 size, 2 and 4 dozen boxes, per dozen 0.90
Sweet Chocolate—
Queen's Dessert, 1/2 & 3/4, 12-lb. boxes, per lb. \$0.40
Queen's Dessert, 3/4, 12-lb. boxes 0.35
Vanilla, 1/2-lb., 12-lb. boxes, per lb. 0.30
Parian, 3/4, " " " 0.30
Royal Navy, 3/4, " " " 0.30
Diamond, 3/4, " " " 0.25
" " " " " 0.28

Letings for cake—
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. pkgs., 2-dozen in box, per dozen 0.90

Confections—
Milk chocolate wafers, 5-lb. boxes. 0.36
Maple buds, 5-lb. boxes. 0.36
Chocolate wafers, No. 1, 5-lb. boxes 0.30
Chocolate wafers, No. 2, " " " 0.30
Nonpareil wafers, No. 1, " " " 0.25
Nonpareil wafers, No. 2, " " " 0.30
Chocolate ginger, 5-lb. boxes. 0.30
Milk chocolate, 50 bundles, per box. 1.35
Milk chocolate, 50 cakes, per box. 1.35
EPP'S.
Agents, C. E. Colson & Son, Montreal.
In 1/2 and 1-lb. tins, 14-lb. boxes, per lb. 0.35
Smaller quantities. 0.37

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



Mott's breakfast cocoa, 10c. size 90 per dz.
" breakfast cocoa, 1/2 lb. 0.38
" " " " " 0.38
" No. 1 chocolate, 1/2 lb. 0.39
" Navy " " " 0.39
" Vanilla sticks, per gross 1.00
" Diamond chocolate, 1/2 lb. 0.34
" Plain choice chocolate liquors 0.32
" Sweet Chocolate Coatings " 0.20

WALTER BAKER & CO., LIMITED.
Premium No. 1 chocolate, 1 and 1/2 lb. cakes, 35c. lb.; Breakfast cocoa, 1-1/2, 1/2, 1 and 1/2 lb. tins, 41c. lb.; German's sweet chocolate, 1/2 and 1 lb. cakes, 6-lb. boxes, 28c. lb.; Caracas sweet chocolate, 1/2 and 1 lb. cakes, 6-lb. boxes, 32c. lb.; Auto sweet chocolate, 1/2 lb. cakes, 3 and 6 lb. boxes, 32c. lb.; Vanilla sweet chocolate, 1/2 lb. cakes, 6 lb. tins, 44c. lb.; Falcon cocoa (hot or cold soda), 1 lb. tins, 38c. lb.; Cracked cocoa, 1/2 lb. pkgs., 6 lb. bags, 32c. lb.; Caracas tablet, 100 bbls., tied up, per box \$3.00. The above quotations are f.o.b. Montreal.

COCONUT
CANADIAN COCONUT CO., MONTREAL.
Packages—5c., 10c., 20c. and 40c. packages, packed in 15 lb. and 30 lb. cases. Per lb.
1-lb. packages. 0.26
1-lb. packages. 0.27
1-lb. packages. 0.28
1 and 1/2 lb. packages, assorted. 0.26
1 and 1/2 lb. packages, assorted. 0.27
1 lb. packages, assorted, in 5 lb. boxes. 0.25
1 lb. packages, assorted, in 5 lb. boxes. 0.29
1 lb. packages, assorted, 5, 10, 15 lb. cas. 0.30

White Swan Spices and Oregals Ltd.
White Swan Cocoa—
Featherstrip, pails. 0.16
Shredded. 0.15
In packages 3-oz., 4-oz., 7-oz. lb. 0.16

CONDENSED MILK
BORDEN'S CONDENSED MILK CO.
Wm. H. Dunn, Agent, Montreal & Toronto.
Cases. Doz.
Eagle Brand Condensed Milk. \$6.00 1.50
Gold Seal Condensed Milk. 4.50 1.15
Challenge Condensed Milk. 4.00 1.00
Peerless Brand Evaporated Cream
five cent size (4 dozen). 2.00 0.50
Peerless Brand Evaporated Cream
family size. 3.50 0.90
Peerless Brand Evaporated Cream
pint size (4 dozen). 4.80 1.20
Peerless Brand Evaporated Cream
hotel size. 3.70 1.85



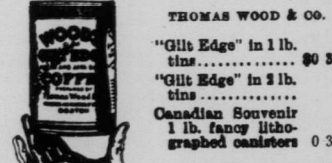
TRURO CONDENSED MILK CO., LIMITED
"Jersey" brand evaporated cream
per case (4 dozen) \$3.50
"Reindeer" brand, per case (4 dozen) 5.00



COFFEES.
EBY, BLAIN CO., LIMITED.
Standard Coffees.
Roasted whole or ground. Packed in amp-proof bags and tins.
Club House. \$0.32
Nectar. 0.30
Empress. 0.28
Duchess. 0.26
Crushed Java and Mocha, whole. 0.17
Golden Rio. " ground. 0.14
Package Coffees
Gold Medal, 1 and 1/2 lb. tins, whole or ground. 0.30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jar, ground. 0.30
German Dandelion, 1 and 1/2 lb. tins, ground. 0.22
English Breakfast, 1 lb. tin, ground. 0.18
WHITE SWAN SPICES AND OREGALS LTD.
White Swan Blend.
1-lb. decorated tins, 33c. lb
Mo-Ja, 1-lb. tin 30c. lb.
Mo-Ja, 1-lb. tin 28c. lb.
Mo-Ja, 1 1/2-lb. tin 28c. lb.

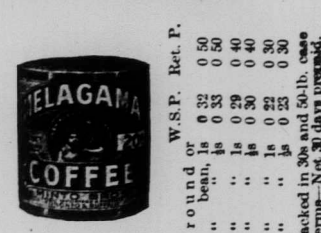


Cafe des Epilours—1-lb. fancy glass jars, per doz. \$2.50.
Cafe d'Aromatic—1-lb. amber glass jars, per doz. \$4.
Presentation with 8 tumblers, \$10 per doz.



THOMAS WOOD & CO.
"Gilt Edge" in 1 lb. tins. \$0.33
"Gilt Edge" in 1 1/2 lb. tins.
Canadian Souvenir 1 lb. fancy lithographed canisters 0.30
Cheese—Imperial
Large size jars, doz. \$ 25
Medium size jars, per doz. 4.50
Small size jars, per doz. 2.40
Individual size jars per doz. 1.00
Imperial holder—
Large size, doz. 18.00
Med. size, doz. 17.00
Small size, doz. 12.00
Roquefort—
Large size, doz. 2.40
Small size, doz. 1.40

Canada Cream Cheese—
In cartons, each 1 dozen. 0.25
Large blocks, dozen. 2.25
Medium blocks, dozen. 1.60

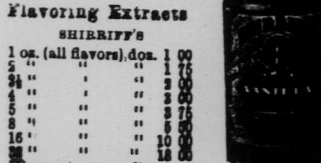


Confections
THE COWAN CO., LTD.
Cream Bars, 50's, assorted flavors, box 1.80
Milk Chocolate Sticks, 36 in box. 1.85
Chocolate Wafers No. 1, 5-lb. boxes, lb. 0.33
" No. 2, " " " 0.25
Maple Buds, 5-lb. boxes, lb. 0.36
Nut Milk Chocolate, 1/2-lb. cakes, 12-lb. box, lb. 0.40
These prices are F.o.b. Toronto.

IMPERIAL PEANUT BUTTER
Small, cases 2 dozen. 0.95 dozen
Medium, cases 2 dozen. 1.80
Large, cases 1 dozen. 2.75
Tumblers, cases 2 dozen. 1.35
25-lb. pails. 0.15 lb.
Coupon Books—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 04
100 books and over. each 04
500 books to 1000 books. 03
For numbering cover and each coupon, extra per book 1/4 cent.

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



FLAVORING EXTRACTS
SHIRIFF'S
1 oz. (all flavors) doz. 1.00
2 " " " 0.75
3 " " " 0.50
4 " " " 0.40
5 " " " 0.30
6 " " " 0.25
8 " " " 0.20
10 " " " 0.18
15 " " " 0.14
20 " " " 0.10
Discounts on application.

CRESCENT MFG. CO.
Mapleine. Per doz
2 oz. bottles (retail at 50c.) 4.20
4 oz. bottles (retail at 90c.) 6.80
8 oz. bottles (retail at \$1.50) 12.50
16 oz. bottles (retail at \$3) 24.00
Gal. bottles (retail at \$30) 14.50

Milk Powder
CANADIAN MILK PRODUCTS, LTD., TORONTO
Trumilk, full cream, per case (4 doz), 1/2 lb. tins. 4.80
Milkstock (cooking milk), per case (4 doz) 1/2 lb. tins. 4.80

Jams and Jellies
BATGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Ladlams, Montreal and Toronto.
1-lb. glass jar, screw top, 4 doz., per doz. \$2.20
Compound Fruit Jams—
T. UPON & CO.
12-oz. glass jars, 2 doz. in case, per doz. 1.00
2-lb. tins, 2 doz. in case, per doz. 1.80
5 and 7 lb. tin pails, 8 and 6 pails in crate, per lb. 0.071
7 wood pails, 6 pails in crate, per lb. 0.071
30-lb. wood pails, per lb. 0.07

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

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



**ALWAYS RIGHT.** SUN PASTE Stove Polish is just right every time you sell it, and the boxes are always filled full. You have no complaints coming after you pass it over your counter. Why not make friends for yourself as well as for us by selling the stove polish which always pleases the housekeeper? That's SUN PASTE. Just push it and see them come back for more.

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



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**The World's Best Shoe Polish**

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

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

SEE TO YOUR STOCKS

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

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*Best Incorrodible*

Buy "PRIDE OF THE ISLAND" Brand

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

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LONDON, E., ENG.**

Canadian Agents

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J. HUNTER WHITE, ST. JOHN, N.B.  
CECIL T. GORDON, MONTREAL

## BRANDS "BANNER" & "PRINCESS"

CONDENSED MILK

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

**St. George Evaporated Cream**

(Unsweetened)

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

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

**J. MALCOLM & SON**

ST. GEORGE,  
ONT.

## MOLASSINE DOG and PUPPY CAKES

are entirely different from all others and are quick sellers. If you are stocking Dog Foods, write for particulars and free samples; I will interest you.

SOLE IMPORTER:

**ANDREW WATSON**

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# BROOMS are DOWN

We Make Brooms of Quality  
Be Sure You Get Them

Walter Woods & Co. - Hamilton and Winnipeg

## STOVE POLISH

A good demand now sets in for stove polish; stoves, etc., coming into general use for the fall and winter season.

# JAMES DOME BLACK LEAD

is the old reliable polish that can be depended on every time to give entire satisfaction

Works Well. Sells Well. Pays Well

W. G. A. LAMBE & CO., Canadian Agents.

**OCEAN MILLS**  
Montreal  
Chinese starch, 48 1-lb., per case \$4.00;  
Ocean Baking Powder, 48 3-oz., \$1.10;  
48 4-oz., \$1.80; 60 8-oz., \$4.50; 36 1-lb., \$3.75; 48 1-lb. pkg., \$4; 10 1-lb. tins, \$5; loose 25 lbs., \$1.75;  
Ocean blanc mange, 48 8-oz., \$4; Ocean borax, 48 8-oz., \$1.60; Ocean cough syrup, 36 6-oz., \$6.00; 36 8-ounce, \$7.20;




Ocean corn starch, 48 1-lb. \$3.60.  
Jam Per lb.  
30-lb. wood pails..... 0 06 1/2  
Pure assorted jam, 1-lb. glass jars, two dozen in case..... 1 75

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



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

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



GILLETT'S  
PERFUMED LYE  
Per case  
1 case of 4 doz \$3 50  
3 cases of 4 doz 3 40  
5 cases or more 3 35



**ST. CHARLES CONDENSING CO**  
PRICES:  
St. Charles Cream family size, per case..... \$3.50  
Baby size, per case..... 2.90  
Ditto, hotel, 3.70  
Silver Cow Milk 4.55  
Purity Milk..... 4.25  
Good Luck..... 4.00

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

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


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

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


**Soda**  
COW BRAND  
Case of 1-lb. containing 60 packages, per box, \$3.00  
Case of 1-lb. containing 120 pkgs. per box, \$3.00  
Case of 1-lb. and 1-lb. containing 30 1-lb. and 60 1-lb. pkgs. per box \$3.00  
Case of 5c. pkgs. containing 96 pkgs. per box, \$3.00

**MAGIC BRAND** Per case  
No. 1, cases 60 1-lb. packages..... \$2 50  
No. 2, " 120 1-lb. " " 2 50  
No. 3, " 30 1-lb. " " 2 50  
No. 4, " 30 1-lb. " " 2 50  
No. 5 Magic soda—cases 100—10-oz. pkgs.  
1 case..... 2 50  
5 cases..... 2 50

**Jelly Powders**  
IMPERIAL DESSERT JELLY  
PURE AND DELICIOUS  
TRUE FRUIT FLAVORS  
CARTONS EACH 1 DOZ.



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



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

**Lard**  
N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.  
Tierces..... \$0 13 1/2  
1-bbls..... 0 14  
Tubs, 60 lbs. 0 14  
20-lb. Pails. 2 85  
20-lb. tins.. 2 75  
Cases 3-lb. 0 14 1/2  
" 5-lb. 0 14 1/2  
" 10-lb. 0 14 1/2




F.O.B. Montreal.  
**GUNNS**  
"EASIFIRST"  
LARD COMPOUND.  
Tierces..... 0 13  
Tubs..... 0 13 1/2  
20-lb. pails. 0 13 1/2  
20-lb. tins. 0 13  
10-lb. " 0 13 1/2  
5-lb. " 0 14  
3-lb. " 0 14  
1-lb. cartons 14 1/2



**Licorice**  
NATIONAL LICORICE CO.  
5-lb. boxes, wood or paper, per lb..... \$0 40  
Fancy boxes (36 or 60 sticks), per box... 1 25  
"Ringed" 5-lb. boxes, per lb..... 0 40  
"Acme" pellets, 5-lb. cans, per can... 2 00  
Tar licorice and tolu wafers, 5-lb. cans, per can..... 2 00  
Licorice lozenges, 1-lb. glass jars..... 1 75  
" " 10 5-lb. cans..... 1 50

**Marmalade.**  
T. UPTON & CO.  
12-oz. glass jars, 2 dozen case, per doz. \$1; 16-oz. glass jars, 2 doz. in case, per doz. \$1.45; 5 and 7 lb. tins and 7-lb. pails, per lb. 5c.; pint sealers (24 oz.), 1 doz. in case, per dozen \$2.25.  
SHAW-SHEFF BRAND  
"Imperial Scotch"—  
1-lb. glass, doz... 1 55  
3-lb. " " " 2 90  
4-lb. tins, " " 4 65  
7-lb. " " " 7 25  
"Shredded"—  
1-lb. glass, doz..... 1 90  
3-lb. " " " 2 10  
7-lb. tins, " " 3 25



**Cereals.**  
Post Toasties  
Grape Nuts  
A Food  
Postum Cereal Co., Limited  
No. 22, \$3.00; No. 23, \$4.50.  
Post Toasties—No. 17, \$2.95.





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General Commission Merchants

KINGSTON,

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EXPORTERS OF

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

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THOMAS WOOD  
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Montreal and  
Boston.

Wood's Prim  
rose, per pound  
wholesale 40c., re  
tail 60c.; Golden  
Rod, 35c. and 50c.;  
Fleur-de-Lis, 30c.  
and 40c. Packed  
des—either black, green

REAM TAKIAR Per doz  
oz. in case..... \$1 80  
oz. in case..... 1 80  
Per case  
ga. } assorted..... \$7 20  
Per doz  
v covers, 4 doz. in  
w covers, 3 doz. in  
3 75  
Per lb  
doz. in case..... 0 30  
..... 0 27 1/2  
..... 0 27 1/2  
..... 0 25 1/2  
..... 0 25 1/2

ER OATS CO.  
unker oats, 36's (or 2-18's  
s, 20's, (with premium  
Cornmeal, 24's, 2 40  
Puffed wheat, 36's, 2 90  
Flakes, 36's, (11 case  
ered) 2 90; 5 1/2 case lots,  
Banner oats, 20's (with  
oats, 20's, (with premi  
breakfast food, 18's, 2 25  
3 50; Saxon wheat food  
eat, 24's, 3 50; Hominy  
bria, 25 lbs. each, 22c 1/2

SAAGO.

COMPANY OF CANADA,  
PIRE BRANCH.  
ch, 6s..... 44  
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l 12s..... 46  
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rock, 6s., plug or bar. 45  
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..... 50  
..... 50  
West Pouches, 6s..... 88

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cent pkg..... \$1 15  
t, 3 doz. in case. 1 15  
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Well! You want good paper. That's  
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# SUPERFINE LINEN RECORD

is the best for Letter Heads, Blank  
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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  
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Every twelfth day a Pick-  
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leaves Halifax for Ber-  
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Indies and Demerara, and  
is away thirty-eight days.  
A delightful trip for  
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The original and only  
Genuine Preparation for  
Cleaning Cutlery, 6d.  
and 1s. Canisters.

## 'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

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## Queen City Water White Oil

GIVES PERFECT LIGHT

The most economical high-grade oil  
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FOR SALE EVERYWHERE

LOOK AT THE  
CALENDAR

AND DO NOT  
DELAY THAT

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JACK FROST  
IN SIGHT.

**Verret, Stewart & Co.**  
Limited  
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**MR. GROCER,**

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

ASK YOUR JOBBER FOR

**WETHEY'S  
Condensed  
Mince Meat**

Wrapped in sanitary packages.

Absolutely dust-proof.

3 dozen to a case.

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“We are well pleased with the results  
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inquiries by mail that have been directly  
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A United States manufacturer writes:  
“It will, perhaps, be gratifying for you  
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used in the Canadian field, your paper  
brought three times the number of  
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are well satisfied with the results.”