

**PAGES
MISSING**

THIS IS THE 1,344th ISSUE OF

CANADIAN GROCER

ONLY WEEKLY GROCERY PAPER PUBLISHED IN CANADA
THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVII.

PUBLICATION OFFICE: TORONTO, SEPTEMBER 12, 1913

No. 37



Crown Brand

Pure Corn Syrup

THE SYRUP WITH THE LARGEST
SALE

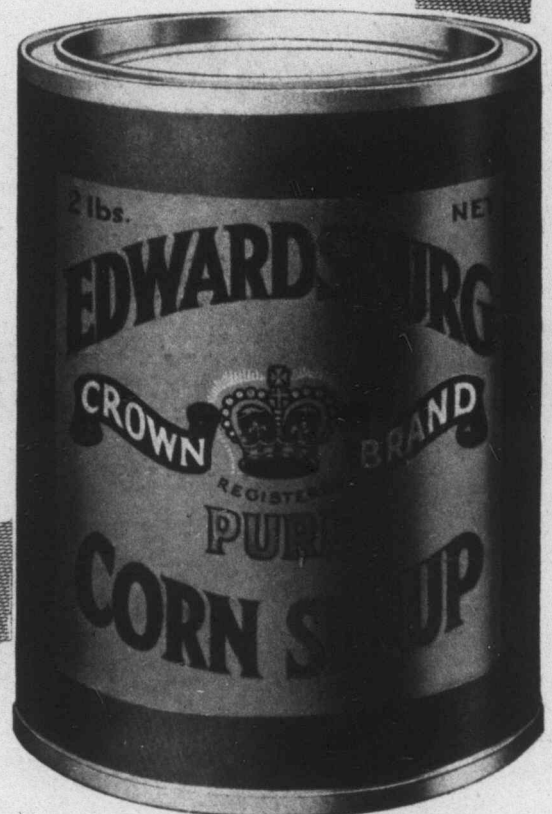
The tremendous turnover of Edwardsburg Crown Brand Corn Syrup in one year is evidence enough of its immense popularity with the Canadian trade. It has by far the largest sale of any other syrup on the market. The syrup is delicious, wholesome and appetizing when used with pan cakes, muffins, hot biscuits, or in any of the many different ways it is brought into daily use for the table and cooking.

The
Canada Starch Co.

Limited

Manufacturers of the Edwards-
burg Brands.

Cardinal Brantford



A Story with a Moral

Theodore Hook, the humorist, once made a bet that he could stand on the busy end of London Bridge and could not give away a golden sovereign in exchange for a shilling.

He won the bet.

The people, to whom he made his offer, refused it, shook their heads knowingly and passed on.

We have been talking to you about our *new pure fruit jams* for some months now. Many of you have seen the point and to-day are recommending these goods to your customers as one of the arrows with which the dreadful high cost of living can be pierced.

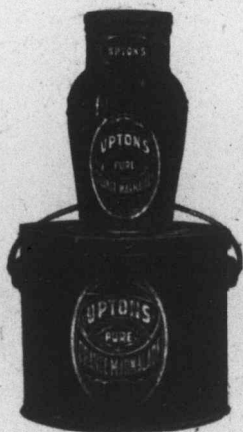
But again—others of you have shook your heads knowingly—and passed on.

It is to these others we now address ourselves.

We ask you to investigate the quality and price of *Upton's pure fruit jams*. *Compare the value offered with any other jam on the market.*

If you do so, we are quite satisfied to leave the rest with you. We know you will not *again* pass on.

Enquire of Your Jobber or Write Us



The T. Upton Co., Limited

Factory at HAMILTON, Ont.

Sales Dept.: ST. CATHARINES, Ont.



Good Salesmen

prefer to sell a high-grade article because it stays sold—and because it means repeat orders. This is one reason why so many top-notch salesmen like to sell their customers

Codou's

**Vermicelli, Macaroni, Spaghetti,
Fancy Letters and Figures.**

Each one is a specialty with a national reputation for high quality.

Taganrog Russian Wheat is used exclusively—the wheat that yields the BEST results—the wheat that is peculiarly adapted to the desired purpose.

There is no better factory in the world adapted solely to the production of Macaroni and similar pastes than that of Felix Codou in Marseilles, France. Every modern appliance is there—it is scrupulously clean—the original has been enlarged several times to meet the steadily increasing demand from particular people.

“Codou's” is the name to think of when the best is wanted.

ARTHUR P. TIPPET & COMPANY

AGENTS

Montreal

Toronto

White Swan



You Know

that good pure spices are the best paying proposition.

There is a good profit in White Swan spices and the quality is absolutely guaranteed.

They are pure all through.

Order from your wholesaler or direct.

"Surety
of
Purity"

WHITE SWAN SPICES & CEREALS LIMITED
TORONTO ONTARIO

TEA

Get our special quotations and samples of

New Season's Japan Teas

Quality very good and prices right.
Also excellent values in

New Formosa Oologs

Write us

JOHN DUNCAN & CO. - MONTREAL
Tea Importers

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By HERBERT N. CASSON

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

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

CONTENTS

Chapter	Chapter
I. Can the Principles of Efficiency be Applied to Sales?	VII. The Principles of Efficiency Applied to Advertising
II. Efficient Salesmanship	VIII. The Building of an Advertisement
III. A Sales Campaign—How to Start It	IX. An Analysis of Current Advertising
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16 Full-Page Illustrations

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By FRANK FARRINGTON

A Companion book to **Retail Advertising Complete**
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"Store Management—Complete" tells all about the management of a store so that not only the greatest sales but the largest profit may be realized.

THIRTEEN CHAPTERS

Here is a sample:

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Send us \$1.00. Keep the book ten days and if it isn't worth the price return it and get your money back.

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TORONTO

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Antiseptic
Hand-cleaner
SNAP

WITHOUT—"Snap" in your business you are foregoing a considerable amount of good healthy business and incidentally losing a daily profit worth your while.

Snap is the original handcleaner and is as useful to the factory man's wife as himself, as useful for the banker and his wife as anyone—Everybody uses it.

Snap Company, Limited
MONTREAL

**A Few Turns---Your
Coffee is Ground**

**NO EXPENSE TO
OPERATE**



This feature, along with the lifetime durability of the mill and the perfection of the work it does is good reason why you should install one of the ELGIN NATIONAL COFFEE MILLS.

Write to-day to any of these jobbers for our illustrated catalog:

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

TORONTO—Eby, Blain, Ltd.; R. B. Hayhoe & Co.

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

LONDON—Gorman, Eckert & Co.

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

WINNIPEG—Blue Ribbon, Limited (and branches); the Codville Co. (and branches).

REGINA, Sask.—Campbell, Wilson & Strathdee, Ltd.

SASKATOON—Campbell, Wilson & Adams, Ltd.

EDMONTON, Alta.—The A. MacDonald Co.

CALGARY—Campbell, Wilson & Horne, Ltd. and P. D. McLaren, Ltd.

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

MADE BY

Woodruff & Edwards Co.

ELGIN, ILL., U.S.A.

**A Trio of Purity
that have stood all
food tests.**



**BORDEN'S
Eagle Brand**

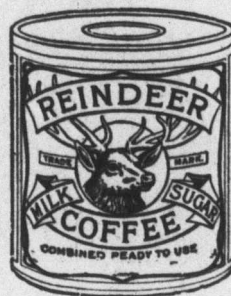
Now on the market for over half a century and is still the leading brand of Condensed Milk.

Highly recommended by physicians for infant feeding. It is the ideal milk for table use.



**ST. CHARLES
Brand**

a perfect evaporated milk, unsweetened. For all household cooking and baking purposes. Can be beaten to a froth. St. Charles Evaporated Milk will satisfy your most particular trade.



**REINDEER
Brand Coffee**

a combination of pure full cream milk, pure sugar and the best blend of coffee, making a delicious and handy beverage for household and other uses. Introduce this line to your trade.

The Borden lines of quality milk products build up a permanent trade. Every dealer should handle.

Borden Milk Co.
Limited

"Leaders of Quality"

Montreal

Branch Office:

**No. 2 Arcade Building
Vancouver, B.C.**



Over 900 acres of Orchards and Gardens are under E.D.S. control



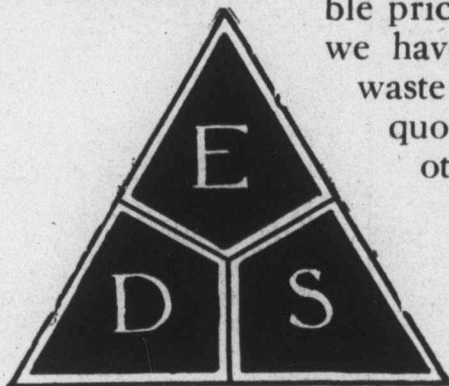
and in the centre of this vast fruit producing country—the Garden of Canada—is situated the home of E. D. S. Products; the factory that is built on a policy of absolute purity in its Jams, Jellies, Catsups, Grape and Fruit Juices, etc. Further, this E. D. S. *purity* policy has built up for the makers, the largest Jam business in Canada.



Exceptional Prices for These Products

The extensiveness of E. D. S. Jam Production means a tremendous consumption of sugar, which commands the lowest possible price. This, along with the fact that we have little haulage expense and no waste from fruit spoilage, enables us to quote prices considerably lower than other brands, to say nothing of the superiority of our goods.

Get our prices before you place your fall orders.



Made only by

E. D. Smith & Son

Limited

Winona, Ontario

AGENTS:

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



Peas that Please the Palate!



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

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

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

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

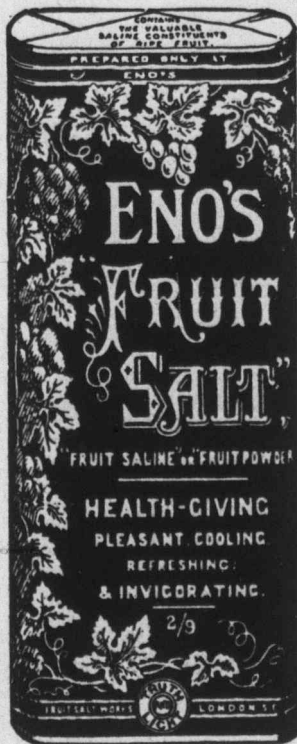
¶ It will pay you well to study the "Pea Question" closely and to figure out for your own satisfaction, the larger margin of profit that will be yours if you sell the *finer grades*.

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

Dominion Canners, - Limited
Hamilton **Ontario**



Every Household and Travelling Trunk ought to contain a bottle of
ENO'S "FRUIT SALT"



A gentle natural aperient that stimulates the organs of elimination.

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

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

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

ENO'S "FRUIT SALT"

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

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

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

Sold by Chemists and Stores throughout the World

Prepared only by

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



**We Serve The Entire West
With Wholesale Groceries**

Our warehouses, located in the six strategic points throughout the West, render prompt service possible. Your orders go out immediately they are received.

Manufacturing the Royal Shield brand of goods we assure you superior quality in baking powder, coffees, teas, extracts, etc. The Royal Shield Brand stands for excellence. We must keep the standard up.

All those dealing with us get the best goods, at the best price—and they get the best service.

Campbell, Bros. & Wilson, Ltd. **Campbell, Wilson & Horne, Ltd.**
Established 1882
WINNIPEG CALGARY, EDMONTON & LETHBRIDGE

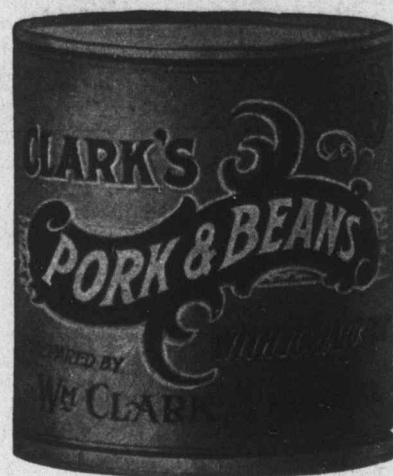
Campbell, Wilson & Strathdee, Ltd. **Campbell, Wilson & Adams**
REGINA SASKATOON

Wholesale Grocers and Importers
(Manufacturers of Royal Shield Goods.)

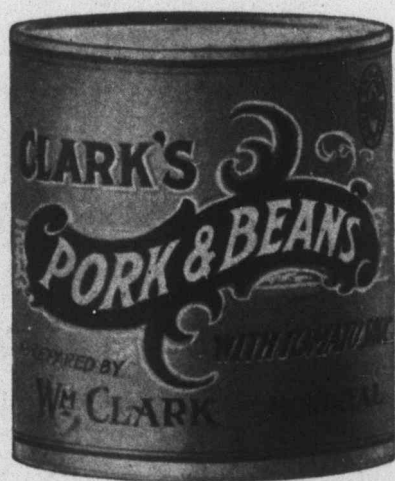


QUALITY FIRST

has always been the motto of the Clark establishment and the enormous and rapidly increasing demand for Clark's PORK and BEANS is undoubtedly due to the care exercised in their preparation.



Clark's Pork and Beans



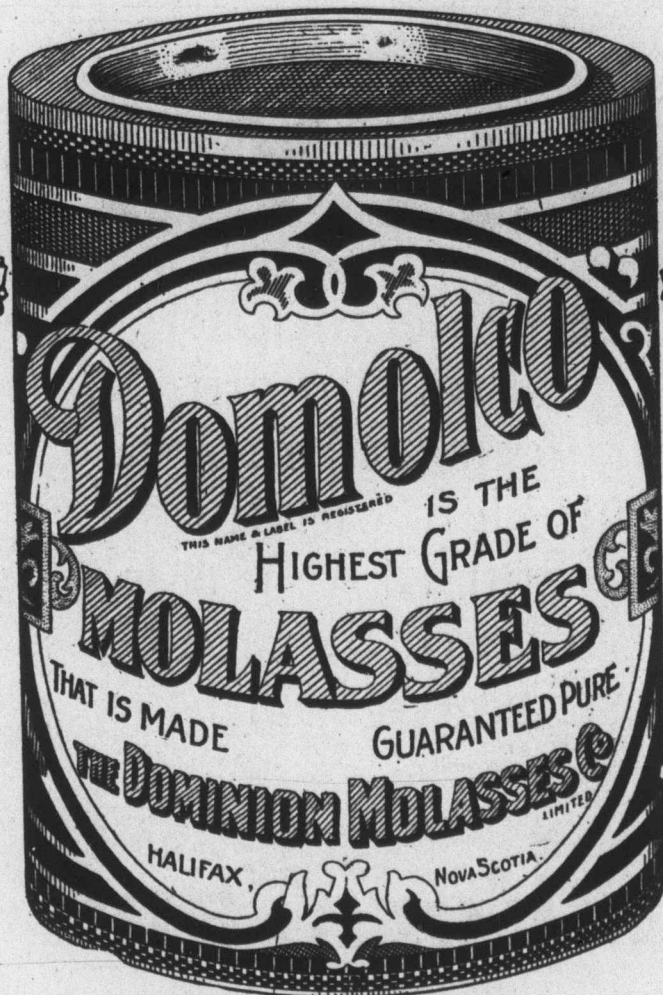
are your best sellers. They are known and appreciated by the consumer. They are advertised in a manner calculated to hold and increase your sales. Prices to dealer and consumer are right.

CLARK'S ARE LEADERS

W. CLARK, - MONTREAL

Delicious
Pure and
Wholesome

A High
Grade
Molasses



Note the
registered
label

The people
will ask
for it

THE TASTE THAT GROWS

Domolco is a high grade table molasses, especially delicious, pure and wholesome. It has a refined definite flavor all its own that grows on your trade and places it on the regular grocery list.

Domolco Molasses is especially healthful and has been proven to be a body builder

We have spent and are spending a great deal of money in putting this molasses before the public — advertising it in various ways. Will you take advantage of this advertising and fill the people's requirements?

Write to-day for prices, etc.

The Dominion Molasses Co., Limited

HALIFAX, N.S.

SALMON

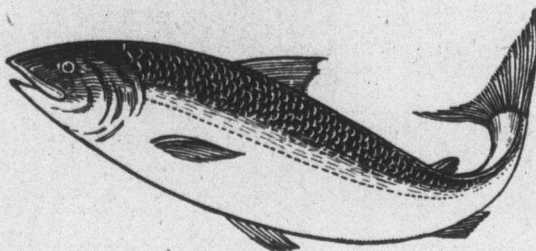
FINEST BRITISH COLUMBIA

SOVEREIGN



Caught in Salt Water
and Canned Immediately

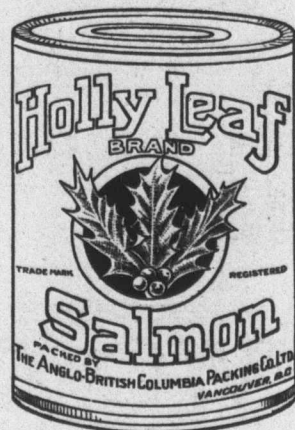
SOCKEYE



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

H. Bell-Irving & Co., Ltd.
VANCOUVER, B.C.

HOLLY LEAF



Quality is Our First
Consideration

Finest
Scotch

Now
Ready



Whole
Fruit

for
Delivery

Scotch Strawberry and Raspberry crops of good quality this year.

—Fruit Crop Report

Place Your order for
CAIRNS' Raspberry and Strawberry Jam

"There has been a serious shortage in the strawberry crop over the whole of Canada." — **Government Fruit Crop report, July, 1913.**

With the Canadian pack very small there is bound to be a shortage in strawberry jam this winter, and grocers should place their orders now to be sure of delivery.

Cairns' Jams, Jellies and Marmalades are the genuine "Old Country" quality, pure as fresh, ripe fruit, finest cane sugar and unequalled facilities for handling can make them.

They satisfy the demand of Royalty—Why not your better trade. Send to-day.

ALEXANDER CAIRNS & SONS
PAISLEY, SCOTLAND

Canadian Agents: SNOWDON & EBBITT, Montreal, Quebec

MODERN GROCERY EQUIPMENT

Adds an air of distinction to your store
—and

ATTRACTS TRADE.

The "Walker Bin" System

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

Is this worth your consideration?

We manufacture the best in show cases and refrigerator counters.

Write now for illustrated catalogue and estimates.

Walker Bin & Store Fixture Co., LIMITED



Berlin,

Ontario



REPRESENTATIVES:

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



TWO CENTS PER WORD

with a Want Ad. in this paper.

You can talk across the continent for two cents per word

MEADOW CREAM SODAS

Delicious and Crisp

The value to the merchant and the satisfaction to the customer depends very largely on the length of time sodas stay fresh. Then, too, the ready sale of the sodas ensures quick turnover, and incidentally no stale stock.

Meadow Cream Sodas retain their crisp deliciousness indefinitely, and therefore sell readily. Have you tried them out? If not, introduce them to your patrons now. Send to-day.

The
W. J. Crothers Co.
Kingston, Ontario
THE BEST OF THEM ALL.

By Royal



Letters Patent

NELSON'S
Crystal
Leaf
GELATINE

Unrivalled in the kitchen,
can be obtained from

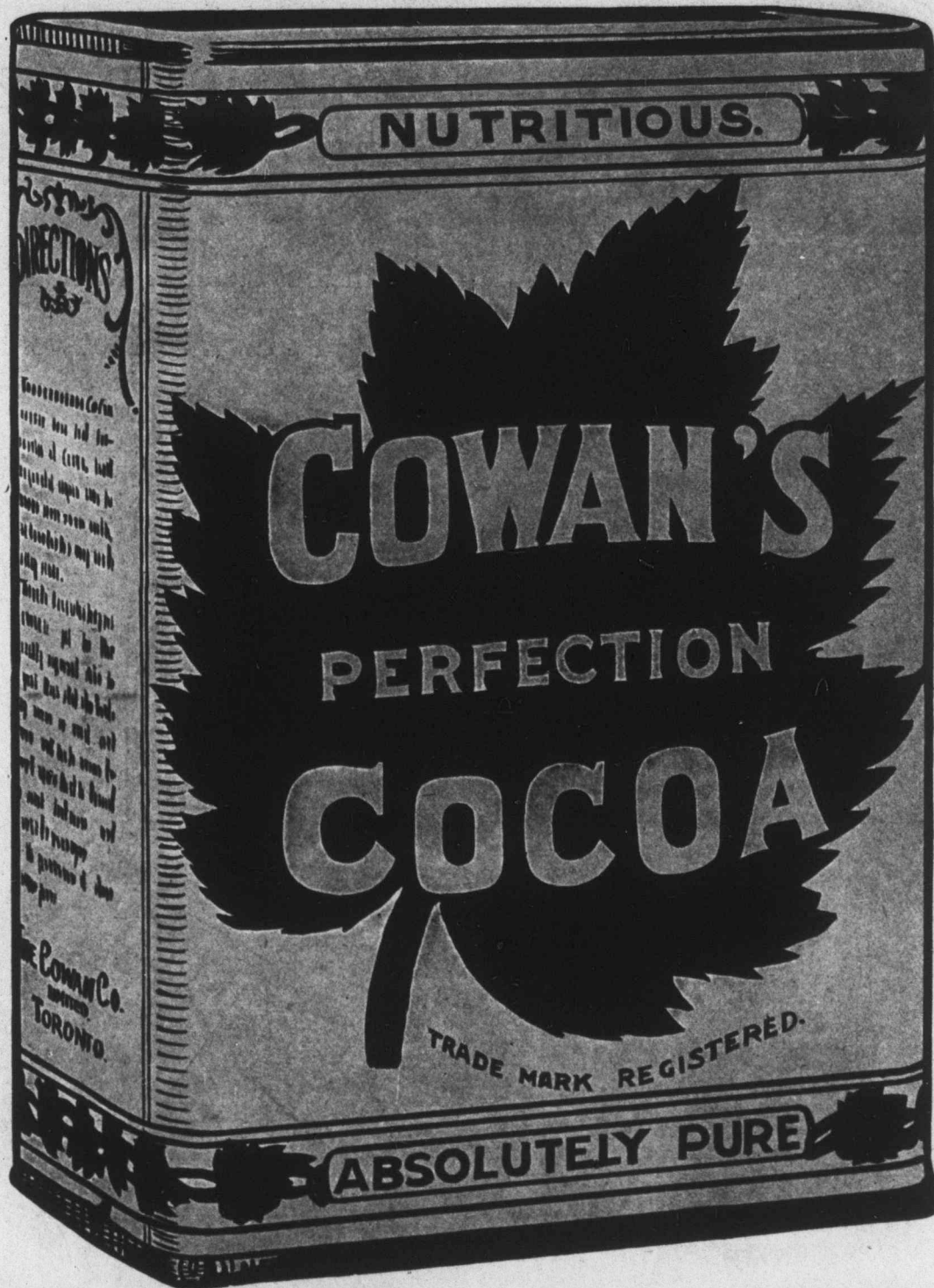
W. G. PATRICK & CO.

St. Paul St.

Montreal.

York St.

Toronto.



Persistent, forceful, attractive advertising led the people of Canada to try Cowan's Perfection Cocoa. Its perfect purity and delicious flavor have made them all regular users.

The result is that Cowan's Perfection Cocoa is sold from the Atlantic to the Pacific, and there is more of it sold than any other brand.

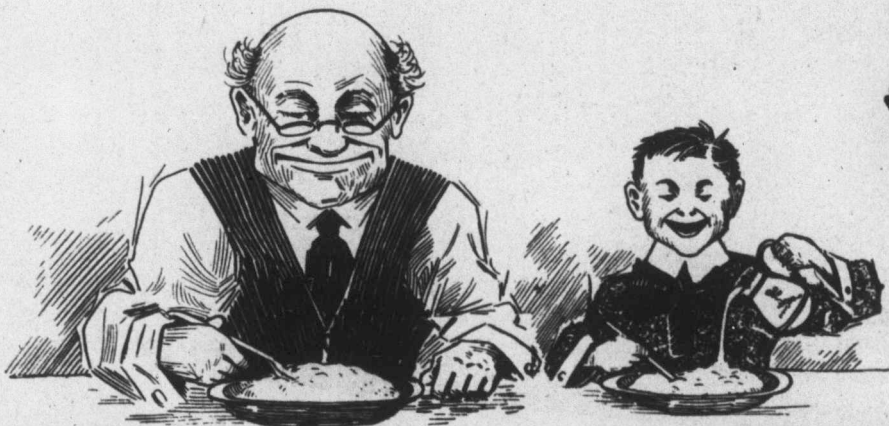
The Cowan Co.
LIMITED
Toronto, Ontario



**WHERE DOES
THE SHINE
COME FROM?**

**There are so many
things**

that can be cleaned with **Brasso Metal Polish**. Not only all Brasswork but anything made of Tin, Copper, Pewter, Zinc, and even Steel. If all your Customers knew this—how your sales would jump up.



Old and Young enjoy Canuck Rolled Oats equally.

The high quality of this wholesome food commends it to all classes. It will build up your trade and profits.

Order a supply now from your wholesaler or direct, and be prepared to meet the demand.

Put up in two sizes:

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

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

The Chisholm Milling Company, Limited
Toronto

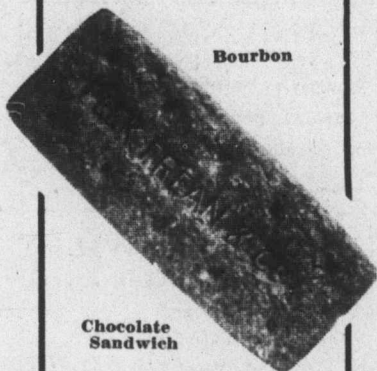
The Connaught



A Princely Biscuit



Pat-a-Cake

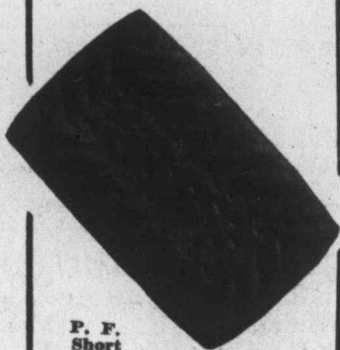


Bourbon

Chocolate Sandwich



Ye Billiken



P. F. Short Cake

*biscuits from
across the "brine"*

Peek, Freat **P.F.** London

Peek, Freat's Biscuits are the most toothsome of all. :: ::

*Have you tried the famous
P.F. Short Cake?*

Proof of the popularity of this delicious biscuit is in the fact that about 325,000,000 were sold the year of its introduction. The delightful crispness, the genuine old time short cake flavor and the richness of quality not only sell the first order, but ensure continued demand.

The Connaught

P. F.'s latest introduction—a delicious biscuit—good design, popular name, attractive flavor, striking label. About 48 to the lb.. All P. F. Biscuits are shipped in hermetically sealed tin boxes, are always oven fresh. A postal today to any agent will bring samples of these lines.

PEEK, FREAN & CO., Limited

Biscuit Manufacturers

LONDON, ENG.

AGENTS: British Columbia—The W. H. Malkin Co., Ltd., Vancouver; Alberta, Manitoba, Saskatchewan, Ruttan & Chipman, Fort Garry Court, Winnipeg; Ontario, The Harry Horne Co., 309-311 King St. W., Toronto; Ottawa and Eastern Canada, Frank L. Benedict & Co., 45 St. Alexander St., Montreal.

Manufacturers' Agents and Brokers' Directory

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

ONTARIO.

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

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

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

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

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

CONVENIENT, MODERN, WAREHOUSING
at Ottawa, tracks at the door, connection with steamers. Fireproof. Excise Bond Free. Write for low rates.
DOMINION WAREHOUSING CO.,
46-52 Nicholas Street - - Ottawa

The
Condensed Ad.
page
will interest you

WESTERN PROVINCES.

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

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

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

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

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

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

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

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

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

H. G. SPURGEON
WINNIPEG
Wholesale Broker and Manufacturers' Agent
Canadian, British and Foreign Agencies Solicited.
230 Chambers of Commerce.
P.O. Box 1512.

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

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

JOHN J. GILMOR & CO.
Wholesale Manufacturers' Agents and Commission Brokers
WINNIPEG, MAN.
Covering Manitoba, Saskatchewan and Alberta. We can give special attention to a few more first class lines. Domestic and Foreign agencies solicited.

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

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

Manufacturers' Agents and Brokers' Directory

(Continued.)

BRITISH COLUMBIA.

McLEOD & CLARKSON

Manufacturers' Agents and Wholesale Commission Agents

353-6 Cambie St., Vancouver, B.C.

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

O'Loane, Kiely & Co., Ltd.

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

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

C. E. DISHER & CO.

WHOLESALE GROCERY BROKERS AND COMMISSION AGENTS

CANNED AND DRIED FRUITS, BEANS, SALMON

Victoria VANCOUVER, B.C. Calgary

The CAMPBELL BROKERAGE CO.

Manufacturers' Agents and Commission Brokers.

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

857 Beatty Street . Vancouver B. C.



STUHR'S
GENUINE CAVIARE,
ANCHOVIES IN BRINE
(Salted Sardels).
In Tins and Glasses.

"Please ask for our offer"

C. F. STUHR & CO., HAMBURG.



OAKEY'S

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

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of

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

Wellington Mills, London, England

SHIP YOUR CARS TO FERGUSON'S SIDING

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

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

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

The CHAMBERLAIN-DOWNEY Company, Limited.

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

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

E. O. CORNISH COMMISSION AGENT

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

McCANN & LANGFORD

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

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

NEWFOUNDLAND.

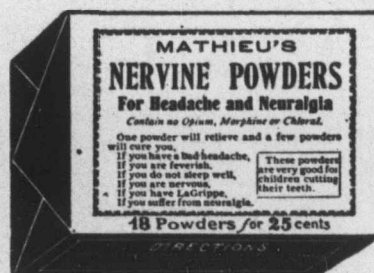
T. A. MACNAB & CO. ST. JOHN'S NEWFOUNDLAND MANUFACTURERS' AGENTS and COMMISSION MERCHANTS

Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A, B, C, 5th edition, and private.

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

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

Mathieu's Nervine Powders



a quick sale and good profits. For all forms of headaches there is no remedy which reaches the seat of the trouble so quickly and so effectively as *Mathieu's Nervine Powders*. Be sure and stock them, as they are quick sellers.

Try *Mathieu's Nervine Powders* yourself at our expense as per coupon attached, if you or someone of the family suffers from headaches.

Remember there is nothing equal to *Mathieu's Syrup of Tar and Cod Liver Oil* for breaking up colds.

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

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

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

Tartan
BRAND
 THE SIGN OF PURITY

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

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

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

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

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

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



THE TEST OF TIME

For more than forty years, Electric Paste Stove Polish has met every requirement of thousands upon thousands of critical housekeepers. What more could you ask? Have you tried it yet?

For Sale By All First-Class Jobbers in Canada.

A Seasonable Line

OUR NEW

Sandwich and Salad Olive

all ready for the table

**Pimento Stuffed
 Celery Stuffed
 Plain Pitted**

in salad form

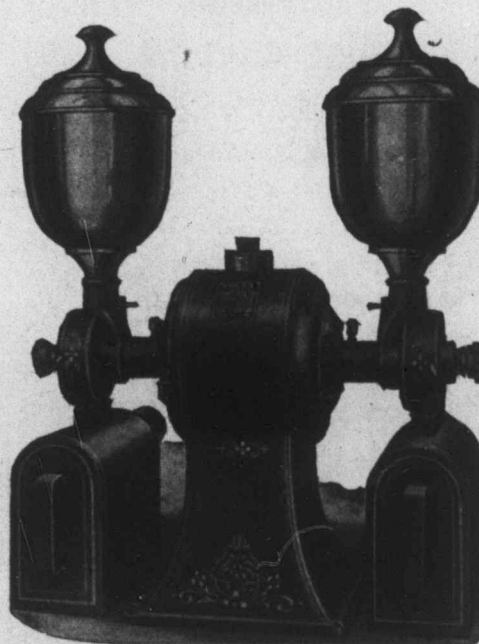
Ask your wholesaler for this 8 oz. bottle.
 Retail at 25c.

Gorman, Eckert & Co.
 LONDON, ONTARIO

Western Selling Agents:
MASON & HICKEY, Winnipeg

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

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



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

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

CHOICE BRAZIL COFFEE



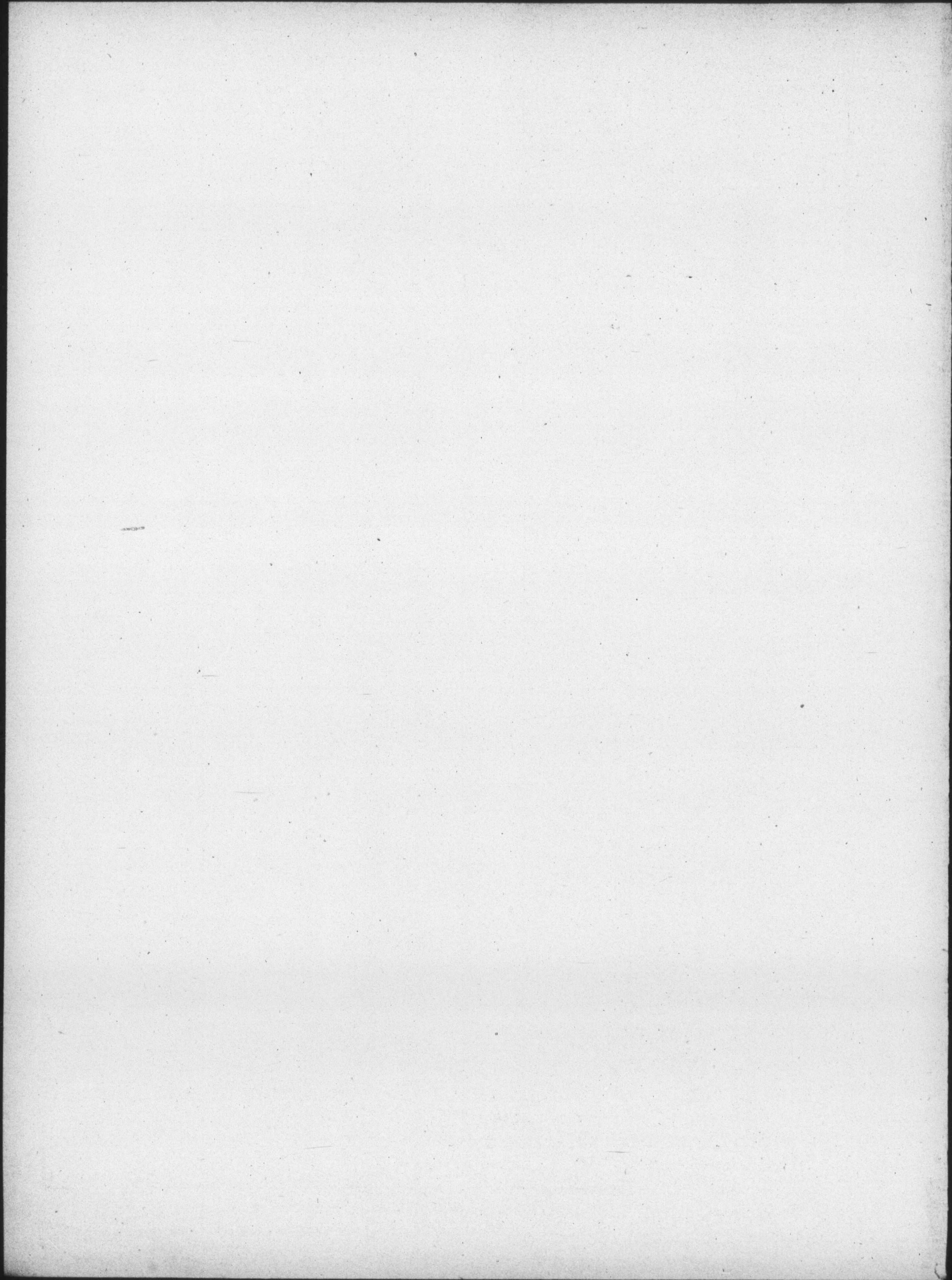
"The Coffee in the Yellow Bag"

Quality counts, even in the cheaper grades of coffee, and uniformity keeps the customer coming back for more.

When a housekeeper asks you for "the coffee in the yellow bag" she means Chase & Sanborn's Choice Brazil Coffee—the package whose sale in the west has increased tenfold, without a cent's worth of advertising,

Cases of 50 or 100 1-lb. bags.

Chase & Sanborn Montreal



THE CANADIAN GROCER

CARTONS

St. Lawrence

Granulated

The Canadian Standard of quality.
Packed in both 2 lb. and 5 lb. cartons.



Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste 'Bluenose' yourself! Then you'll feel more enthusiastic about recommending it.

SOLE PACKERS

SMITH & PROCTOR, - HALIFAX, N.S.

SMITH AND PROCTOR

SOLE PACKERS

Halifax, - N.S.

Purity is first in Purnell's



The best known brand in the Dominion.

Purnell & Panter Limited

BRISTOL, ENGLAND

B. CANNON & Co., Ltd.

LINCOLN, ENGLAND

PURE GELATINES

Stocks:- Toronto, Montreal,
New York.

SOLE AGENTS

FINEGAN & ELLIS

506 Board of Trade Bldg.
TORONTO

JAPAN TEAS

FURUYA & NISHIMURA

PURE STRAWBERRY JAM CHIVERS' QUALITY

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

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

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

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



Won't Discolor Daintiest Fabrics

There are lots of soaps which to all intents and purposes are good cleansers. They remove dirt and clean perfectly, but in the end white fabrics become discolored and dainty colored fabrics become faded owing to the chemical action on the cloth and dyes. This is positively avoided when WONDERFUL SOAP is used. It is pure, and you will satisfy the most rigid demands of your customers if you sell them only WONDERFUL SOAP.

It is packed nicely, makes attractive displays and reaps good profits for you.

THE GUELPH SOAP COMPANY
GUELPH, ONTARIO

You Want to Earn More, Don't You?

Your answer is Yes, Certainly!

The first essential is to find a way.

We are going to solve this problem for you.

If you are enterprising and intelligent, and willing to work for \$7.00 or \$8.00 a week during your spare hours, for the first two or three weeks of your connection with our staff, we can put you on the road to success. After a few weeks, when you have had a little experience at our business, you can earn from \$25.00 to \$50.00 per week.

Write for full particulars to

**THE
Maclean Publishing Co.**

143-149 University Ave.

Toronto, Ont.

The L. & B. Trade Mark



labels only pure
fruit jams—jams
composed of fresh

ripe fruits, apple jelly
and granulated sugar



Not one iota of Glucose or preservative is used in "L. and B." Jams and Jellies, either to give it body or to aid preservation.

All "L. and B." packages are absolutely sanitary in every particular. Our tin pails are Gold Lacquered inside and out, this preventing any effect of the fruit's acid on the tin.

No stone has been left unturned to hold "L. and B." Banner Brand products in the premier position they have always held.

When you sell "L. and B." jams and jellies to your patrons you know absolutely what you are selling them. You know that every ounce is as pure as human brains and hand can make it.

Nothing but fresh ripe fruit, apple jelly and granulated sugar goes into "L. and B." products.

Order your season's supply now—put up in 2, 5, 7 and 30-pound pails and 12-oz. glass jars.

"L. and B." led, others had to follow.

LINDNERS LIMITED

340 Dufferin St., Phone: Parkdale 2985

TORONTO, ONT.

REPRESENTATIVES:

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

OWING TO ALTERATIONS

we have been unable to supply the demand for Malta-Vita for the past few weeks, but are now able to give immediate delivery.

Malta-Vita

Same Big Package
Same High Quality

"The Perfect Food"

Now 10c.



Made in Canada
Made from Best Canadian Wheat
Made with Best Canadian Barley Malt
Made by Canadian Workmen with Canadian Machinery

Malta-Vita Pure Food Co.

TORONTO, CANADA

Telephone Main 4588.

OLD TEA IS BAD TEA

Tea of all growths deteriorates rapidly, and is never as good as it is on the day it arrives here from the gardens.

Some of our retail friends, without considering the above facts, buy enough bulk teas to last for a year or more. They are persuaded to do this by the wily salesman, who always has a "bargain" to offer. This "bargain," perhaps, has been in the wholesaler's stock for a year or over, and, even, if it was originally good, has lost all its goodness. It is on account of this deterioration in tea that we are always eager to take back "SALADA" when it has been on your hands for over three months. We empty it out of the packets and sell it as bulk tea for what it will bring.


In this way is preserved the good name of

"SALADA"

FOR QUALITY AND FLAVOR

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

Branches also in Pittsburg and Philadelphia



**SYMINGTON'S
SOUPS**

One packet of any of the eleven varieties makes a quart of rich, nourishing, and wholesome soup. The flavours are distinctive and delightful. Let any home-cook try these fine soups—just once!

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

Easy to prepare—put the contents of packet into water—stir—boil—serve.

Canadian Agents:—
Messrs. F. E. ROBSON & CO.
25 Front Street East, Toronto



EVERYBODY WANTS 'CAMP'

It is as good to sell as it is to drink—and equally profitable. Don't delay—order to-day

'CAMP' COFFEE

'The' Greatest Coffee—Essence Success of the Age

ASK YOUR WHOLESALER

R. Paterson & Sons, Coffee Specialists, Glasgow

ESTABLISHED 1849 GLASGOW

THE CANADIAN GROCER



Every woman knows the value of Keen's Oxford Blue on washday, and will appreciate your recommendation of it.

Best housewives ask for it, others will be the better for using it. Keep your stock well filled with this article of daily need—Keen's Oxford Blue.

FOR SALE BY ALL THE CANADIAN JOBBING TRADE

MAGOR, SON & COMPANY, Limited

403 St. Paul Street, Montreal

30 Church Street, Toronto

Agents for the Dominion of Canada

AS CANADA GROWS

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

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

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

CROWN BRAND CORN SYRUP

AND

BENSON'S PREPARED CORN

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

Why not suggest this?

THE CANADA STARCH CO., LIMITED

Manufacturers of the EDWARDSBURG BRANDS

Montreal Cardinal Toronto Brantford Calgary Vancouver

MAKE SURE OF THE PROFIT ON SPICES

For a good many years many spices sold retail at the one price—2 oz. for 5 cents. That made 40 cents per pound.

In the past these could be bought so that a fair profit could be made at that price.

But in recent years prices of a good many of them have advanced.

For instance not so very long ago celery seed was around 12 cents per pound. To-day it is sold to the retailer from 60 to 70 cents.

Cardamon seed is around \$2 per pound. Cream of tartar is over 30 cents, etc., etc.

If, therefore, the retailer is selling all his spices at the old price of 2 oz. for 5 cents, he should have another look over his invoices.

Every dealer should make sure of a profit on his spices.

HINTS IN BRIEF ON HANDLING SPICES

Best mixed pickling spice contains some 17 different varieties.

Cheaper grades contain 10 or 11 and still cheaper 8 or 9.

Mixed pickling spice, not being ground, cannot be adulterated. But it can be cheapened.

Poorest grades contain small number of spices and only a small quantity of the higher priced ones.

Best mixed spices have many varieties and proper shares of each.

Retailer, of course, pays less for the cheaper grades but if he sells these he does not give the proper satisfaction to discriminating customers.

Many spices have advanced considerably in later years. Before fixing retail selling price, the dealer should make sure of his cost.

BEST SPICES SOLD IN GROCERY STORE

A manufacturer of spices told The Canadian Grocer that the average retail grocer sells a much better quality spice than the average druggist.

On one corner of a street he once noticed a display of pickling spices in a drug store and, as it was in his line, he looked over it closely.

The sample was a very poor one containing but few varieties and very little of the expensive ones.

On the opposite corner the retail grocer was selling a splendid sample.

The druggist had probably purchased his at about half the price the grocer paid, but both were selling at 40 cents per pound.

"Grocers", he added, "invariably sell better spices than the druggist."

Proper Kind of Spices for Pickling Season

How Mixed Pickling Spices Can be Cheapened—Quality Rather Than Price a Main Consideration—Many Spices Have Advanced in Recent Months So That Retail Selling Price Should be Looked Into—Purchasing From Reputable Manufacturers.

Pickling season is now in full swing. Tomatoes, cucumbers, celery, onions, and cauliflower are strong on the market and will last for some time yet.

Besides doing a good trade in these vegetables, every retail grocer has his pickling spices to help along sales.

It is in goods like spices by which the dealer either builds up a reputation or gets further away from his customers.

Spices must be good or the pickle will not.

A "salesman" anxious to build up the business of his house on a permanent basis will sell the best quality pickling spice.

The indifferent "order taker" hands out anything that comes under the name of pickling spice.

Where Difference in Quality Lies.

The best mixed pickling spices include probably 17 different spices.

Cheap grades are sold with only some 8 or 9.

While mixed pickling spice cannot be adulterated, not being ground, the quality can be made inferior or superior.

Spice manufacturers pay from 3 cents

to more than a dollar a pound for the spices used.

Every dealer can see how easily mixed pickling spice can be cheapened by large quantities of the cheaper spices and very small quantities of the expensive varieties.

How is the dealer to get the best?

There are several good spice manufacturing houses in Canada.

Spice houses with a reputation for fairness and honesty and who back up their guarantees with quality, are the houses with which to deal.

Good Spices Easily Sold.

When quality spices are purchased, the retail dealer can feel assured that with some aggressive selling methods he can sell them.

No housekeeper would knowingly purchase inferior goods such as pickling spices, for the sake of a few cents.

The dealer who pins his faith to the best article procurable, and who advertises the fact in window display, show cards, and newspaper advertising will have no difficulty in getting his share of the trade.

Among the spices in demand now for pickling are mixed pickling, whole all-spice, cloves, cassia, ginger, mustard seed, chillies, celery seed, mace, whole white pepper, long black pepper and cardamon seeds.

See that stocks are sufficient.

Use Spice Displays.

Now is the time to push the sale of all pickling spices.

Use the window, the silent salesman, the counter and the newspaper.

The window is used by many grocers to show a variety of spices on small saucers with a card showing name of each.

A large show card reading, "Best Quality Spices for Your Pickling" would add to drawing power of the display.

Spices shown in fancy bottles with glass stoppers can be used to good advantage on the counter. The name of the spice should be pasted on the bottle.

An occasional good newspaper advertisement featuring quality will get new business.

Go after the pickling spice trade now.

Provisions of the Trading Stamp Act of 1905

The Legal and Illegal Ways of Giving Coupons, Cash Receipts, etc., to Customers—Samples of Each Shown—Many Merchants Unconsciously Adopt Coupon Systems Which Are Not Within the Law.

In 1905 there was passed by the House of Commons what was commonly known as the Trading Stamp Act. This was really an amendment to the Criminal Code of 1892, respecting trading stamps, coupons, etc., and was brought about by the efforts of the Retail Merchants' Association at that time.

To-day there are many merchants in Canada breaking the law in regard to this matter. They are, of course, doing this unknowingly, and whenever they are shown why they are doing something illegal, they always change their methods.

(1) When it does not show upon its face the place of its delivery;

(2) When it does not show the MERCHANTABLE VALUE thereof; and

(3) When it is not redeemable AT ANY TIME.

The third is probably the most important of the three because it is the one on which the law is broken most frequently.

It shows that in order to come within the law the coupon, receipt, etc., must

When Law is Broken.

But with the other two coupons, it is different. A customer must have \$30 worth of the first before they are redeemable. She must have five blue tickets or twenty red ones in the second case before she is entitled to a twenty-five cent article.

It should also be borne in mind that the merchantable value of each receipt or coupon must be shown.

The Punishment.

The paragraph beginning with line 36

<p>POOLE & CO.</p> <p>TRADING CHECK</p> <p>Delivered and redeemed by them at its face value in Crockery, China or Glassware at</p> <p>417 Dundas St., Woodstock, Ontario.</p> <p>1c.</p>	<p>046 May 14</p> <p>B * — 0 05</p> <p>This receipt is redeemable in cash at any time at our store for</p> <p>1 %</p> <p>Barnsdale Trading Co., Stratford. Established 1872.</p>
<p>Thirty dollars' worth of these coupons are redeemable for \$1.00 worth of China, Crockery, or Glassware, at</p> <p>15c.</p> <p>Five of these Blue Tickets are equal to 20 Red Tickets, and entitles you to any twenty-five cent article free of cost at the _____</p> <p>_____ & _____</p> <p>Phone 249</p> <p>81 _____ St. E.</p>	<p>See that you get one of these tickets for every \$1 you spend at the _____</p>

The two coupons above come within the law because they are redeemable at any time at stated amount.

Because these two coupons are not redeemable at the wish of the customer and for no stated amount they are illegal.

Legal and Illegal Coupons.

On the opposite page is printed the full text of the 1905 amendment and on this page are four coupons which have been given away by Canadian merchants, two of which come within the law and two are illegal.

The Act as presented on the next page is couched in terms of the law and like all the works of lawyers, is not readily understandable with a casual reading. We shall, therefore, go into the principal clauses affecting the merchant in an attempt to bring out the exact meaning.

It will be noted in subsection (a) that the expression "trading stamps," includes any form of receipt, coupon, premium ticket or other device given by the merchant to the customer, and which represents a discount on the price of goods bought or a premium given to the customer.

Redeemable At Any Time.

As is shown farther down in the Act on line 24 a coupon is NOT legal;

be redeemable AT ANY TIME—not when \$20 or \$30 worth are secured; not when five or ten blue or red tickets have been secured; not when the merchant wishes, but NOW or AT ANY TIME the customer wishes.

By glancing at the four samples of coupons and cash receipts herewith, it will be seen that the two on the left comply with the law but the two on the right do not.

The Trading Check of Poole & Co. is redeemable by them at its FACE value (1c.) and not when several of these checks have been secured.

The cash register receipt of the Barnsdale Trading Co. is legal because it is redeemable in cash AT ANY TIME for 1 per cent. of 5 cents. There is no scheme whatever in connection with these two. The customer knows their exact value; she knows at once how much each is worth and that she can now get its value on the premises.

deals with the manufacture of trading stamps whereas the following paragraphs (part 3) refers especially to the merchant. Anyone infringing on the regulations of the Act is liable to a six months' imprisonment, and to a fine not exceeding \$200. Part 4 refers to the customer who accepts the illegal coupon or trading stamp.

It would therefore appear that any merchant conducting a contest where a coupon, or other device is given away and which is not redeemable for its face value at any time is not within the law, unless the contest is entirely free. If a customer has to purchase a certain quantity of goods to secure the guess, the contest is not legal.

The idea of the whole Act is to prevent schemes whereby the public thinks it is getting something for nothing when it is really paying indirectly for whatever may be secured.

PASSED BY HOUSE OF COMMONS, 1905.

BILL NO. 196.

An Act in amendment of the Criminal Code, 1892.

HIS Majesty, by and with the advice and consent of the Senate and House of Commons of Canada, enacts as follows:

1. *The Criminal Code, 1892*, is amended by inserting the following sections immediately after section 525:

1892, c 29,
new sections,
respecting
trading
stamps.

"526a. In this section—

"(a) The expression "trading stamps" includes, besides trading stamps commonly so called, any form of cash receipt, receipt, coupon, premium ticket or other device, designed or intended to be given to the purchaser of goods by the vendor thereof (or his employee or agent) and to represent a discount on the price of such goods or a premium to the purchaser thereof, which is redeemable either.

"(i) by any person other than the vendor, or the person from whom he purchased the goods, or the manufacturer of the goods, or

"(ii) by the vendor, or the person from whom he purchased the goods (or the manufacturer of the goods) or in cash or goods not his property, or not his exclusive property, or

"(iii) by the vendor elsewhere than in the premises where such goods are purchased,

or which does not show upon its face the place of its delivery and the merchantable value thereof, or is not redeemable at any time; but an offer, printed or marked by the manufacturer upon any wrapper, box, or receptacle in which the goods are sold, of a premium or reward for the return of such wrapper, box, or receptacle is not a trading stamp within the meaning of this section;

"(b) The expression "goods" means anything which is merchandise or the subject of trade or manufacture;

"(c) The expression "every one", "vendor", "purchaser", "merchant", "agent" or "person" includes any partnership, or company or body corporate.

"2. Every one is guilty of an indictable offence and liable to one year's imprisonment, and to a fine not exceeding five hundred dollars, who, by himself or his employee or agent, directly or indirectly, issues, gives, sells or otherwise disposes of, or offers to issue, give, sell or otherwise dispose of trading stamps to a merchant or dealer in goods for use in his business.

"3. Every one is guilty of an indictable offence and liable to six months' imprisonment, and to a fine not exceeding two hundred dollars, who, being a merchant or dealer in goods, by himself or his employee or agent, directly or indirectly, gives or in any way disposes of, or offers to give or in any way dispose of trading stamps to a purchaser from him of any such goods.

"4. Every one is guilty of an offence and liable on summary conviction, to a fine not exceeding twenty dollars, who, being a purchaser of goods from a merchant or dealer in goods, directly or indirectly receives or takes trading stamps from the vendor of such goods or his employee or agent."

"526b. Any executive officer of a corporation or company guilty of an offence under subsection 2 or subsection 3 of the next preceding section who in any way aids or abets in or counsels or procures the commission of such offence, is guilty of an indictable offence and liable to the punishment stated in the said subsections respectively."

2. This Act shall not apply to any trading stamp issued by a manufacturer or vendor before the first day of November, one thousand nine hundred and five.

Exemption.

The CANADIAN GROCER

Established 1886.

Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING CO., LIMITED

John Bayne MacLean - - President

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

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

OFFICES:

CANADA—

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

UNITED STATES—

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

GREAT BRITAIN—

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

PUBLISHED EVERY FRIDAY.

TORONTO, SEPTEMBER 12, 1913

BETTER EGG ERA IN SIGHT.

The resolution of the Canadian Produce Association declaring that the buying of eggs should be carried on under the loss-off system entirely, if entered in Canada, will be of mutual benefit to merchants, buyers, producers and consumers. The aim of the Association includes the marketing of good eggs only, a cheaper egg for the consumer and the production in Canada of the best eggs in the world.

The purchase of eggs on a loss-off basis simply means a "quality" basis. There is no sane reason why the produce man or the general merchant should pay for bad eggs, simply because the hens do not label them as such. There is no sane reason why the producer should be able to unload rotten eggs on the buyer and get his price for them, any more than the fruit grower should pocket money for decayed fruit, or the dairyman for sour or adulterated milk. The unnatural condition of the egg business from a common sense trade standpoint is obvious. If the buyer gets a stock of eggs of which a large proportion are bad, he must "take it out" of the consumer, the price rises unduly, and the consumption inevitably drops. The farmer is dissipating his own market. Care in gathering and care in handling will dispense with the "bads" and the "splits," and the average price realized per dozen will rise proportionately.

The position taken in Canadian Grocer by the country storekeeper that the large buyers cannot consistently continue in the markets on the old basis, while they themselves enforce the loss-off basis on the merchant is recognized, we are glad to note, by members of the Association, as the only logical position. The produce men must limit their dealings to the storekeepers on the loss-off basis, and the merchants must practice this in their transactions with the farmers, and do their own candling.

Only then will the Canadian egg be the finest in the world.

BUSINESS PROSPECTS BRIGHT.

Progress in the reaping and threshing of the Western Canadian harvest goes on apace. Occasional frosts are recorded here and there, but with little or no damage, as the grain was too far advanced to be adversely affected.

With good crops in the West, business is bound to take on a new lease of life this winter and next year. Farmers will soon have plenty of ready cash to meet their accounts, and the speculation in real estate will abate considerably. This will mean that straight legitimate business will receive a good impetus during the coming year.

In dealing with the financial and business situation in its last issue, the "Financial Post"—probably the most authoritative Canadian financial journal—says:—

"Business generally is moving along satisfactorily. Jobbers and manufacturers are holding the reins very tight, but they hope to be able to let their deliveries be more active in the course of a few weeks. Crops are satisfactory, and orders of doubtful character may, as a result, turn into satisfactory ones. In British Columbia the strike has unsettled the coal business, and as a result of the strict curtailment of expenditure on the part of the farmers of the prairies the lumber business is very quiet. Large stocks have accumulated, and the mills have not a very promising outlook immediately ahead of them. In all other parts of the Dominion normal conditions prevail, the only complaint being made is of collections in the West. There is now the hope that these will very soon improve."

ELIMINATE THE STALE WINDOW.

How many grocers would like to see the same news item appear on the front page of their daily paper, day after day, and week after week for a couple of months?

There are not many. "I shall have to change this paper," any one would say.

But what difference is there between a newspaper running the same item on its front page for weeks and a grocer showing the same window display for months?

Canadian Grocer noticed some two months ago a rather neat display of honey in jars in the front window of a grocery store. Days passed and then weeks went by, but still there appeared this same display of honey.

Neither was this dealer depending on a transient trade. He is located near a residential district where the same customers come to his store every day and the same people pass it.

When such a display runs its effectiveness, it should disappear. When it remains too long, it gives the idea of staleness and unprogressiveness.

A new display should greet the customer twice a week, or at least not less frequently than once every six days.

PLAN EARLY FOR OYSTER WEEK.

"Boost the oyster business" is now becoming a by-word. Some years ago dealers were discouraged and even disgusted by the conditions in which oysters had been arriving. There appears to have been no culling, no careful oyster farming, but simply a seizing of what stock was to be found, and marketing it regardless of all business interests. Stock which was too small and which should have been left for one or two years more in the beds appears to have been left with fully matured stock and all sold in the same barrel.

The pendulum has long since swung, however, to a better order of things. It is hoped that in a short time such a thing as inspecting a barrel of oysters before buying, or marking a barrel so as to be sure that the one inspected is the one delivered, will be entirely forgotten through the improvement of conditions at shipping centres.

THE CANADIAN GROCER

Every retailer should look forward to "Oyster Week" next month. Attention of the public is being called to it in magazines and in the newspapers so that all the retailer will have to do will be to provide the connecting link between desire on the part of the consumer and action in purchasing. He must display oysters and talk oysters and sell oysters.

Once the people begin to purchase this food, they will continue to do so—and the retailer gets the benefits.

THE FOLLY OF DISCOURTESY.

How simple a matter it is sometimes to lose a customer? A forgotten parcel to-day, a careless statement to-morrow—and the customer goes elsewhere.

A case in point. A grocer in an Eastern Ontario town drove a good customer away because of a little discourtesy—unintentional, probably, but nevertheless sufficient to reduce his turnover some \$300 a year. The woman had sent her little daughter to the store for a loaf of bread and asked her to see that it was not wrapped in old newspaper. However, when the loaf was brought to her it was inside one.

"Mamma told me," she said, "that you were not to wrap it up in a newspaper; she doesn't like it that way."

"Go back and ask your mamma if she would like it wrapped in silver paper," was the reply of the grocer as he changed the parcel.

The little girl naturally did as she was bid with the result that her mother changed the family grocer with the next order.

Courtesy is certainly a necessary requisite to any one dealing with the public. Discourtesy has lost a great deal of business. Service nowadays includes not only prompt attention but courteous treatment.

ENERGIES WELL SPENT.

The Durham (Ont.) Chronicle uses good common sense in the following editorial on the egg and butter situation:

"We fail to understand why a merchant should buy rotten eggs to please the farmer, and then sell rotten eggs to displease his customers. To say an egg is rotten or stale is surely no reflection on the farmer or the farmer's wife, beyond the fact that they were kept too long before being marketed. They certainly should be graded and paid for according to quality and not on a uniform basis for anything called eggs. It is possible to insult a farmer by telling him that his wife makes poor butter, but even butter should be graded and paid for according to quality. Only when so graded will butter become generally good. There's not much inducement for a woman to spend time and energy in making good butter when she can get the same price, for any kind of grease."

There is no more reason why bad eggs and inferior butter should be marketed at the same price as good eggs and butter, than that inferior pepper, maple syrup, or decomposed fruit should be sold for same money as the high quality article in each case.

The efforts towards quality in eggs and butter is energy well spent.

HOLDING CLEARANCE SALES.

The question of the advisability of holding clearance sales is raised by the publication of a letter in an English trade paper in which retailing methods in Canada are severely and most unfairly scored. The criticism is directed chiefly at the dry goods trade but applies indirectly to all lines of retail enterprise in this country.

The charge made in brief, is that Canadian merchants sell goods recklessly without stopping to reckon profits, the idea being to build up a big turn-over irrespective of everything else. English manufacturers of fabrics are advised to keep a sharp watch on their Canadian accounts.

The writer is apparently a disgruntled old-country man who has not found conditions to his liking in Canada. It is apparent that he is either jaundiced in his whole viewpoint or very much prejudiced against this country. In either case, he has displayed a singular lack of judgment and a much warped conception of conditions here.

The stability of the average Canadian merchant is attested by the creditably small percentage of failures in this country. The number of failures last year was unusually small. It must also be considered that conditions in this country are totally different from the existing state of affairs in Great Britain. The average Canadian is a heavy spender and, as such, demands the best. A merchant cannot with impunity offer for sale goods which are out-of-date or shopworn. It has become necessary, therefore, for the merchant to keep his stocks cleaned up. To carry goods over from season to season is to invite a heavier loss than would be experienced if the stock were offered at reduced prices at the close of the season. It is possible in many sections of the old country for a dealer to carry his stocks over from season to season and to finally clean them out but such is not possible here.

Another point to be borne in mind is that the standard of retail stores in Canada, in point of equipment, is very high. It has become necessary for a dealer to have a modern store, with up-to-date equipment and to advertise extensively. This increases the cost of doing business and, with competition so keen, the only way to meet the advanced cost is to increase the turnover.

EDITORIAL NOTES.

Syrups are one of the best fall and winter sellers. Start them moving out early while the weather is yet a little warm.

Oyster Week is something new for Canada. Such unique things take well and it would be well to be well prepared.

The Trading Stamp Act is fully explained in this issue. The law is too expensive to dabble with. Study the act and steer clear of it.

It is reported that a scoop has been manufactured with a weighing attachment. This ought to curtail the number of trips to the sugar barrel.

A window running unchanged for weeks at a time not only has lost its effectiveness as a sales producer but it lowers the progressive reputation of the house.

Enter Canadian Grocer's Thanksgiving window dressing contest. Make the display attractive no matter how small the window—the biggest pumpkin doesn't necessarily get the prize.

An Ottawa statistician figures out that milk when made into butter brings only 2½ cents per quart, but when sold in the raw state, the price is from 8 to 10 cents per quart. Do the skim milk and buttermilk cause the difference?

Practical Equipment and Its Importance

Fixtures and Tools That the Dealer Can Use and What He Requires—Discrimination Necessary in Selection or Loss May ensue—Value of the Cash Register and Computing Scale—Uses of Automatic Weighers.

*By Henry Johnson, Jr.

Many stores are inadequately equipped—are badly handicapped for usable tools. Others are so cluttered up with machines and appliances that one can hardly move around. These remind me of an oyster opening and shipping house I know of.

This house was taken over by a young man who had some great theories about "labor-saving" and "sanitary" appliances. He was given \$25,000 with which to complete his work—the sum he had put into his estimates. He overran that amount. Then, seemingly on a good showing, he was given \$24,000 more. At the same time, in some way, he was given permission to use his own judgment in exceeding the estimates and appropriations "in a moderate way." Result was that before the layout was completed, the investment in fixtures and appliances had been run up to \$129,000; and practical men who looked over the outfit said they did not see where any room had been left in which to receive, store and handle any OYSTERS.

We must beware that we do not fall into like error.

Genius Gone Wrong.

Twenty years ago Chas. S. Slack was the foremost — grocer. He had a really beautiful store on — Avenue. It was finished in a white wood, stained rose color, so that it might pass for rosewood or mahogany. The design was very effective; displayed more goods to the entering customer than any store I have ever seen anywhere. Slack made money. But he got into the way of thinking up "improvements" in his store and system. Imitation woods no longer suited. He must have the real thing. He chose oak—white oak, quartered. It was handsome—and expensive—but, to the casual observer who could not appreciate its intrinsic worth, the new store had not half the individuality that the old one had carried. Hence, at much more expense, Slack had made his first mis-step. He persisted in various cumbersome systems—ways of doing things that would have swamped any smaller business in short order, and that eventually swamped him—and he was only saved from actual penury and want, after making a failure, through the generosity of a former competitor, who bought the bankrupt stock and fixtures.

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

This was a plain case of genius gone wrong—for Slack was a genuine genius; and we do not want to follow any such example.

The True, Sane Way To Do.

The way to go about the purchase of equipment of all kinds is to carefully, coolly and slowly consider just what you can actually use to undoubted advantage and individual profit.

It is well to look around and see what others are doing—no better way to get information than to see things in actual working conditions in other places of business. But beware of the error of supposing, for example, that because the People's Market finds profitable use for a big refrigerating plant, you, too, can use such a plant in your business. Equipment costing \$60 per week to operate may be profitable to that business, turning out \$800,000 worth of goods annually; but similar fixtures, costing \$6 per week to operate, may be dire extravagance in your business.

In these matters I should paraphrase a famous saying into: "When in doubt, WAIT; remember you can ALWAYS BUY!"

The Cash Register.

An upward step in merchandising is the modern cash register. No need for me to go into details. Your local agent will consult with you and advise as to the machine best suited to your requirements. It will be up to you, however, to decide the question whether he is recommending something that is beyond your requirements. Those agents are but human after all; and it is human to sell what is most profitable to the seller. Thus it is easy for the agent to attain the frame of mind where he will truly believe that the biggest, most expensive, most informative mechanism is what you really need, whereas something very much smaller and less expensive may answer all your immediate requirements. It is really better business for you to buy, something that will have to be discarded for a better machine in five years than to buy a register you cannot use to best advantage—perhaps even at too great a sacrifice of your own time daily—for two or three years to come. Buy inside of your requirements rather than anticipate the future too much.

But take on a register and establish one of the register people's systems of accounting. Take that system bodily, examining it to see that it covers all the needful general accounting of your busi-

ness, and change your present methods to suit it. That is the best way in all respects, as you will find if you try it.

Computing Scales.

Any man can get along with old-fashioned even-balance scales, especially so long as he does most of his own work. If you yourself weigh most of the goods that go out of your store, you will not be apt to overweigh, even on the oldest style appliance. Thus you will not lose much, if anything, through using old-style, pound-and-ounce scales.

But your next step will bring the actual need for computing scales. This because you now have to depend on others and their interest, however honest and faithful they may be, is not the kind of interest you yourself will always have.

It was a revelation to me, and it will be one to you to note what a wonderful agency for greater accuracy is the system of computing values directly in money instead of in pounds and ounces, and then laboriously back into money again. See that boy over there who is weighing dates at 15c a pound. If you go closely to him you will see that the computing dial indicates overweight. You have talked with him about this, but your talk has not yet made a lasting impression. Now go over to him and show him, plainly indicated on the dial that he is overweighing 2c worth—think of it—2 cents worth in 15 cents! Why, that is 13 1-3 per cent. of overweight! Think of it, John; my average gross margin is 22 per cent.—to cover everything, including your wages; and here you are giving away 13 1-3 per cent. on this pound of dates!

A few such graphic illustrations will promote wonderful, unheard-of accuracy throughout your entire business; for you cannot possibly instil accuracy into your people in one direction without promoting greater accuracy in other things.

Get the People to Think.

Such lessons interest all people, young and old; and when you excite interest, you get attention; and when you get attention, you arouse thought; and when you have got your people to think, why the further development goes on automatically—your work can be said to be all but done, and you can turn your attention to other things!

Consider, if you will, what this kind of thing will mean to you. In fact, you can readily pay for a complete equipment of the latest and best computing

scales out of these savings alone; and there are literally hundreds of points I have not yet touched upon, any one of which would justify the purchase of the appliances. I know of nothing which will pay more regular or more liberal dividends than this line of equipment.

Automatic Weighers.

I have used automatic weighers, and have seen them in use in stores of all kinds, from the store which sells a ton of sugar daily to the one where a barrel lasts a week; and in no instance have I found a man who would care to do without his machine. I have one myself, and I would not be without it.

One merchant computes that it saves itself every thirty days in his business. In any event, it is a great investment in any store.

A barrel of sugar, containing 340 lbs.

will yield 340 lbs. net weight by this appliance.

Not only will it enable you to weigh out goods with this great accuracy, but a child can do it as well as you can do it yourself—in fact, the child cannot fall into error with it. Think of that—no amount of careless indifference will enable the dispenser of goods to overweigh! I put a little girl or a small boy at my machine, after making the proper adjustment, and the sugar is weighed and wrapped just as accurately as a man could do it with the machine, and much more accurately than any man could do it without the machine; and the work is done as fast as the operator cares to go.

I expect to go into greater detail on all these appliances in later articles. Meantime, what I have said can be relied on.

fully doubled their sales over the corresponding season of last year, and have now laid a firm foundation for a good season's business.

"The main thing," said their senior clerk, "is to get a start, get it right, and keep it going."

ASSOCIATION NEWS

The Retail Grocers' Association of Hamilton, Ont., held their annual Hump on Wednesday, Sept. 10. This date was decided on at their last regular monthly meeting. The Hump this year went to Brantford, and while a report of the great event will appear in the next issue, it might be said here that past traditions of this unique event were enthusiastically upheld. Invitations were extended to Brantford, London and Toronto grocers to attend as well as to members of the wholesale trade.

Some of the grocers stated at the meeting that certain wholesalers were selling goods direct to the consumer. A committee composed of Messrs. Brown, Young and McIntosh was appointed to investigate the matter. President Ed. Hazell occupied the chair.

The officers of the Alberta Provincial Board of the Retail Merchants of Canada are:—

- President.—J. F. Glanville, Calgary.
- 1st Vice Pres.—Alfred Hinds, Calgary.
- 2nd Vice Pres.—Jas. Patterson (grocer), Calgary.
- Provincial Treasurer.—R. Burns.
- Provincial Sec.—J. A. Bucknall.

The Toronto Retail Grocers' Association resume their monthly meetings on Monday evening next, Sept. 15. At the June meeting it was decided to skip July and August on account of the hot weather and the holiday season. President D. W. Clark expects a good attendance.

BIG FLOUR MILL FOR CALGARY.

Calgary, Sept. 9.—A syndicate of local and Minneapolis capitalists will shortly commence the erection of what, it is claimed, will be the largest flour mill in the British Empire.

The mill will be built in four units at a total approximate cost of \$6,400,000. Work on the first unit will be begun immediately. When completed the mill is expected to have a capacity of 6,000 barrels of flour per day.

Getting Oyster Season Started Early

How Province of Quebec Dealer Ushered in the Bivalve—Book of Recipes Prepared for Customers — Convincing Display Helps Along the Introduction—Value of a Good Start.

The oyster season is on. In prominent position the word "Oysters" is now blazoned forth on the menus of every hotel, lunch room and restaurant of standing; and as the feeling of autumn fills the air the very thought of oysters whets an appetite which would do justice to the glutton at the Court of King Arthur.

To those who wish variety no greater opportunity was ever offered than during the oyster season. Every housewife is continually hunting for something new. To her a good recipe is as a found treasure, for if there is one goal which a woman strives to attain in her own house it is to be able to prepare a more tasty dish, and to serve a finer dinner than her society rival down the street.

Getting After Oyster Business.

With this insight into the desires of the feminine mind an energetic Quebec Province grocer started last week to get after the oyster trade. Two features he played. After having made a careful collection of oyster recipes of various kinds he placed these in attractive booklet form, early in the summer. One page of the booklet gave recipes; the page opposite described the service rendered in the store, in the shipping department, and on delivery. Illustrations added to complete a favorable impression from all standpoints.

Amongst the recipes were those telling how to make fried oysters, the oysters that made Baltimore famous, oyster salads, oyster stews, oyster patties,

oyster cocktails, how to serve oysters in half shell, and a variety of other dainty methods of preparing and serving.

The Display Feature.

The second feature was that of display. Cool evenings and warm sunny days favored him admirably. In the rear of his window he arranged a closed-in background, and with the help of some absorbent cotton dipped in a strong solution of alum and allowed to dry, he made a fine representation of frost crystals and refrigeration. A large thermometer in the middle of the background registered 2 degs. F., and following up the thermometer idea were large color cards reading: "Fresh oysters. We guard our stock by keeping them at an even temperature. Nothing is more sensitive to heat and cold than the oyster, and nothing suffers so much from unskilled attention. We receive fresh stock daily, and keep it right."

Another called attention to a fine booklet of latest and best oyster recipes that would be given away with every oyster purchase and still others followed dealing with the rapidity of transit from the oyster beds to the consumer, and the delivery service which the store rendered. Oysters themselves were shown in great variety; oysters in shell, oysters in bulk; oysters in bottles, etc. All were displayed on ice furthering the conviction that the firm knew the proper methods of keeping oysters in stock.

Good Foundation Laid.

This firm claims that by introducing the oyster season properly they have

Country Merchant to Get Back Egg Trade

This is the Likely Result to Enforcing the Loss-off System—Wholesale Produce Men May Remove Buyers From Farmers' Markets—Will Then Be Up to Merchant to Buy on Quality Basis—A Result of Bad Butter.

"The aim of the new movement is to produce in Canada the finest egg in all the world."—James T. Madden, President Canadian Produce Association, in special statement to Canadian Grocer.

A unanimous decision to uphold the buying of eggs on the "loss-off" basis marked the special conference of the Canadian Produce Association held on Wednesday, September 3, a notice of which appeared in last week's Canadian Grocer. It was pointed out that some members of the Association had failed to abide by the system and it was agreed that its universal adoption would mean a cheaper egg to the public, besides a far more satisfactory condition of affairs for the farmer, country merchant and produce men.

Grievance Committee Named.

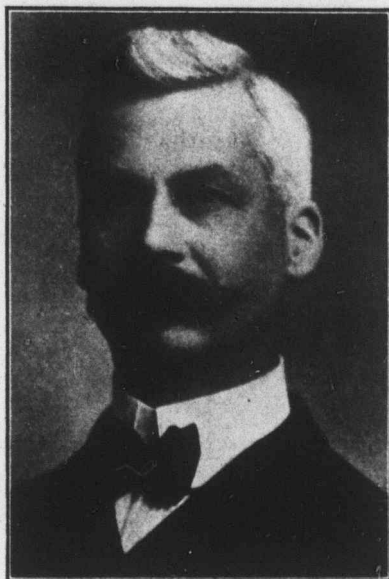
The chair was taken by the President, James T. Madden, Toronto. After a thorough discussion, on motion of Prof. W. R. Graham, of the Ontario Agricultural College, Guelph, Ont., a Grievance and Arbitration Committee was appointed to investigate alleged breaches of the agreement and to confer with the executive as to the best methods to overcome any difficulties which may arise. This committee will consist of the following members: Messrs. Fearman, of Hamilton, Hunter, of St. Mary's, Fee, Maclean and Porter, of Toronto, Gray, Champagne and Thacker, of Montreal, Emond, of Quebec, Freeman and Auld, of Ottawa, and two members from Charlottetown, P.E.I.

A Membership Committee was appointed also to secure the names of all producers and dealers as members of the Association.

Instructions on Candling.

It was also unanimously decided, upon resolution, to memorialize the Government to further expand and develop its educational work by instructions to country merchants how to candle eggs; instructions to farmers on cases and marketing of eggs; the publication and distribution of more literature; the enlarging of the territory of members of the Dominion Department of Agriculture, and the holding of meetings in the various districts, and the supplying of a simple egg-candling device for the use of the country merchant.

Among those present at the meeting were representative of the Governments



JAMES T. MADDEN.

President Canadian Produce Association, who is leading the movement for a universal "loss-off" system.

of Alberta, Saskatchewan and Manitoba; Prof. Brown, Live Stock Department, Ottawa; Prof. Graham, Ontario Agricultural College, Guelph; J. H. Hare, Cobourg; James T. Madden, Wm. Ryan, Ltd., Toronto; John A. Gunn, of Gunn, Langlois & Co., Montreal; H. P. Cowan, Harris Abattoir Co., Ltd., Toronto; H. B. Clemes, Gunns, Limited, Toronto; John Porter, Wm. Davies Co., Toronto; Mr. McLean, Bowes, Limited, Toronto; Mr. Steinhoff, Swift Canadian Co., Ltd., Toronto; John J. Fee, Toronto; W. T. McDonnell, Toronto; J. E. Weston, Tillsonburg; J. B. Jackson, Simcoe; E. Cutmore, Brantford Cold Storage Co., J. H. Levitt, Exeter; Mr. Marshall, of Marshall, Rutherford & Co., Toronto; J. R. McNabb, Dungannon; Mr. Hunter, of J. G. Moore & Co., St. Marys; Mr. Silverwood, of Silverwoods, Ltd., London; John Nichol, Waterloo; J. B. Hambridge, Aylmer; Mr. Mann, London; and representatives of Willard & Co., and Ewing & Branscombe, Toronto.

Discusses Canadian Grocer Article.

In an interview with Canadian Grocer this week, the president of the association, James T. Madden plunged into the subject with his accustomed enthusiasm.

After expressing his delight at the large attendance and the unanimity displayed he turned to an article in Canadian Grocer of August 29, "Country

Merchants' Idea of Loss-off System," which lay open on his desk before him.

"That's just the point we propose to solve," he declared, indicating the following query that introduced the article: "How can the country merchant purchase eggs from the farmer on the loss-off system when buyers of wholesale and commission houses send out men to farmers' markets who buy by the dozen without reference to quality?"

"Quite right," commented Mr. Madden. "Here's how we will solve it: the wholesale men will get off the markets and leave the trade to the storekeepers. That's how I will suggest the solution to this, and we are working to that end.

What Bad Butter Did.

"It was the general merchants' fault in the first place that forced us to go on the market. It was butter that drew us there first of all. Merchants did not market it in a fresh condition; they did not handle it right. We were forced on the markets to get good fresh dairy. If the country storekeeper will handle eggs and butter properly, and market them fresh, I don't think the produce men will bother to go there. It was originally a retail man's job, and it will go back to the storekeeper if he will attend to it."

In this way the produce men, dealing only with the merchant, would enforce the loss-off system, and the latter in turn would apply it to the farmers.

Aid From Government.

Mr. Madden outlined the course that the executive would follow:

Applications will be made to the governments of the Dominion, Ontario, Quebec and Prince Edward Island, asking them to send their representatives to all the different sections to talk up the propaganda for better eggs, and show the country storekeepers, and farmers, and all connected with the trade, the value of handling eggs according to the programme laid down by the association. The egg industry in Nova Scotia and New Brunswick is not sufficiently developed yet.

The Ottawa Government will continue its active co-operation in sending out literature and samples of candlers, and using its officials to carry on the work of education.

"Our aim is to produce in Canada the finest egg in all the world," concluded the president.

Current News of the Week

Quebec and Maritime Provinces.

Burdick Bros., grocers, have registered in Montreal.

W. H. Worth, grocer, Windsor, N.S., has sold to C. J. Cochran.

Honore Raymond, grocer, Iberville, Que., is succeeded by his son, T. H. Raymond.

Jno. Simpson, of Chase & Sanborn, has returned from a trip through the maritime provinces and Newfoundland.

Thos. Murphy, of John Caldwell Co., Montreal, P.Q., left this week for New York, where he intends spending a holiday.

The Anglo-French Mfgr. Co. has been registered in Quebec with head office in Montreal, to manufacture syrups, essences, etc.

John Anderson, manager of Chase & Sanborn, Montreal, returned on Tuesday from a trip by motor to Boston and the white mountains.

Alan Hughes, son of the patentee of Molascuit, is at present in Montreal. He is making a tour of Canada, visiting all the agricultural colleges.

W. A. Sadler, sales manager of Canada Starch Co., Ltd., will leave Montreal to-night (Friday) on an extended business trip through to the Pacific Coast.

Edward Lefebvre, manager of the Ocean Mills, Montreal, manufacturers of Chinese starch, spent the week-end at Plattsburg, New York, covering the distance between latter and Montreal in his motor.

Fire broke out last week in the factory of S. H. Ewing & Sons, Montreal. Some damage was done the cork and spice departments, but the amount has not yet been estimated. Though some delay will of necessity be caused in making deliveries, everything will be in operation as quickly as possible, and it is not thought that any serious hold up will be effected.

Ontario.

Chas. Cheeseman, grocer, Barrie, Ont., has sold his business.

H. Seargeant, grocer, Midland, Ont., is succeeded by Kettle & Co.

J. Coulton, general merchant, Mimico, Ont., is succeeded by A. D. Norris.

Jno. Anderson, grocer, Smith's Falls, Ont., is succeeded by L. A. Taggart.

A large percentage of the merchants of Toronto have signed a petition for early closing.

The general store of F. W. Fay, Port Burwell, Ont., on Lake Erie, was damaged by windstorm.

The grocery and crockery store and residence of W. A. Guilfoyle, Lucan, Ont., was seriously damaged by fire recently.

Leonard Barker, grocer and confectioner at 1,134 Yonge Street, Toronto, was found dead in his apartments in connection with his store recently.

T. W. Williams, of Melbourne, has rented a new store on the corner of Wyandotte Street and Parent Avenue, Windsor, Ont., and will open shortly with a grocery stock.

C. H. Seeley, grocer, conducting business at the corner of Murray and Adelaide Streets, Chatham, Ont., has sold out to Percy Cornfield, for several years with E. R. Snook's grocery.

The grocery store at the corner of London Road and Woolwich Street, Guelph, Ont., purchased a month ago by Mr. Beattie from the estate of the late Mr. Fielding, has now been sold to C. C. Borden, of Fergus.

J. G. Murdoch and R. D. Cameron, Lucknow, Ont., have amalgamated under the style of Murdoch & Cameron Co. Business is being continued in the store, which has been occupied by Mr. Murdoch.

Sam. J. English has purchased from D. Jamieson and Mrs. M. Watson the grocery and confectionery business carried on in King Street, Forest, Ont., for several years. He took possession this week.

St. Mary's, Ont., ratepayers will, on Sept. 27, vote on a proposition to guarantee the bonds of Carter, Son, & Co. to the extent of \$50,000, the company, which is now capitalised at \$200,000, agreeing to erect a 600-barrel flour mill at a cost of \$75,000.

In the single gelding or mare class open to grocers at the Canadian National Exhibition, R. Matthews, a Yonge Street, Toronto, grocer, took first and third prizes. R. W. Davies, grocer on Home-wood Avenue, Toronto, got second prize, and W. J. Hooper fourth.

A report from St. Catharine's, Ont., states that the Tomato crop this year is exceptionally heavy and the quality is good. The four canning factories in St. Catharines alone will use 230,000 bushels. Plums, too, are decidedly plentiful, and the canners are paying as low as one cent per pound. Last year the

minimum price was 2½ cents, and ten years ago it was as high as seven cents. The canners report no great difficulty in securing plums at the low rate, although the growers who are accepting this figure are far from being satisfied.

Western Provinces.

Marvin Bros., grocers, Winnipeg, have sold to Wooley & Jenkins.

Miss G. Ward, grocer, Calgary, Alta., has sold to Mrs. G. H. Moore.

The farmers around Salmon Arm, B.C., are considering starting a co-operative store.

J. G. Sandmark, from Norway, is visiting Western Canada in the interests of a Norwegian fish canning company.

Eastern Manufacturers, Limited., Saskatoon, Sask., sustained a fire loss recently. Stocks of teas, brooms, chocolate, rubber goods, etc., were badly soaked with water.

The Lake of the Woods Milling Co., Ltd., have decided to build another large mill in the West in the near future. Neither size nor location have yet been definitely decided, but a 3,000 barrel mill is what is now proposed.

A Western United States Fishing and Packing Company paid fines amounting to \$2,856.36 as result of an action brought against it by the State Fish Commissioner when they failed to place salmon fish traps in the regulation depth of water under orders of the Commission.



To W. J. BRIGGER, president and general manager of the T. Upton Co., Hamilton, Ont. Mr. Brigger was born in Hamilton on Sept. 14, 1868. Since he was 19 years of age he has been in business for himself, his first venture being the grocery business in his home city. Twelve years ago he took an interest in the T. Upton Co., and while he gives all his activity to this business, he has interests in a number of other industries.

The Clerks' Page

By the Cub Reporter

POINTS ABOUT GOOD BROOMS.

The Cub Reporter.—In selling a good broom—the higher priced one—I would use a line of argument about as follows:

"You'll observe, Mrs. —, that the corn in this 40 cent broom is of a finer quality. There are no knots in it, and it is not bunchy like the other. It will, therefore, not only do more effective work, but it will last longer.

"A good broom about the house is undoubtedly a very helpful thing."

Yours for better quality.

Winnipeg, Man. A. H. McL.

IN THE CORN QUALITY.

The Cub Reporter.—As to selling a 40-cent broom instead of a 30-cent one. I think when a customer asks why the difference I would point to the better quality of the corn.

"The handle, too, is smoother and not quite so thick. It is made of lighter and better wood than the cheaper one.

"You will see, too, that there are five ties on this one and only four on that—the one is reinforced and the other is not."

I have sold many a good broom in this way.

OTTAWA CLERK.

APPEAL TO BETTER NATURE.

The Cub Reporter.—Noticed your broom question on last week's Clerks' Page. I am very much interested in the sale of higher quality goods.

In selling the more expensive broom to a particular woman I would carefully point out that the broom, being of superior quality, only people of her knowledge and standing could afford to buy such a good article.

Proceeding to make the sale from the same standpoint, I would strongly emphasize the fact that, being careful of her housework, she would naturally want the best broom she could get, and not the ordinary variety.

EARL O'NEIL.

Chatham, Ont.

SELLING A GOOD BROOM.

How would you sell an expensive broom, Mr. Clerk?

You show a woman a 40 cent broom, and then a 30 cent one. She asks you why there should be a difference.

What would you say?

Read on this page how other clerks sell the expensive broom. Note the points they bring out in their letters.

Have you used any others?

How would you get the extra 10 cents and give the better value?

Write and let us know.

REMEMBER CUSTOMERS' NAMES.

The faculty of remembering names and faces is a valuable one for retail dealers and salesmen. It is a valuable asset for the specialty man, for he gains a certain advantage over the big store in personally knowing his customers.

Many clerks find it difficult to remember customers sufficiently well to call them by name on entering the store, but this quality can be aided and developed by the use of memorandums, which will help the memory.

It is a good plan to jot down a few notes after the customer leaves and while fresh in the mind as to certain characteristics of his or her appearance and the name. A pad or note book and pencil always at hand will serve a valuable purpose in assisting the memory on such things and will repay for the trouble many times over.

Most clerks are well posted on prices and qualities, but fail to recognize a customer by name, and the advantages of greeting the visitor as though you considered him a personal friend goes a long way in holding his trade. Care must be taken to avoid undue familiarity and importunity, but to greet the customer by his name when he enters your store is the best preparation for a sale.

VALUE OF CONSISTENCY.

Some good advice is contained in the following extract from an address given by an official of a large store fixture manufacturing concern to the salesmen:

"It is vital for this company to see that our boiler-house gets the right food and it is just as important for you as the owner of a beautiful human machine like yours to see that it is given a fair chance.

"We must learn to act from thinking and not from a notion. We want knowledge, not notions. We should not be cranks. We need simply to give the subject careful study and analysis and a little common sense and we will reach the proper result. Let us start into it in a simple way. Let us eliminate some of those things that we know don't help us.

"It is not the fellow that is jumping up and down all the time that produces the best results. It is the fellow who keeps his human machine in good shape, using his brain and doing some good consistent thinking.

"This is what we want: A stronger and more efficient generation. If we have lost twenty years of our lives because of our own faults in eating and sleeping and other habits, let us not do our children the injustice of not protecting them from that same sort of thing.

"The goal of achievement is progress. That is the big underlying principle in this business—to be progressive."

OBSERVATIONS OF THE CUB REPORTER.

A happy smile is about as good an argument as one can use.

Appreciation of the little things is half the success in life.

Hard luck stories are not worth more than a dime.



A panoramic view of the Canadian National Exhibition at Toronto, taking in the Manufacturers' Building, Press Building, the Grand Stand, the Dairy and Applied Arts Buildings, and the big fountain. Lake Ontario is just beyond the Manufacturers' Building.

Attendance of More Than a Million People

Great Canadian National Closes With Record Crowds—Many Improvements Noticed, and More are in the Making—A Year of Rapid Progress—Exhibits of Many Manufacturers.

Toronto, Sept. 11—Even if we come not within sight of the castle of our dreams, we are enjoined to still be thankful for the golden moments of life. If "the thanks" be justified in such a case, how much more so should they be justified when the castle is reached?

For some years now the Canadian National Exhibition directors have strained every effort to secure a million attendance at this famous fair. This year the goal of their ambitions has been attained. The million mark was surpassed by some 9,000 people—a two week's record which stamps the Exhibition as the greatest on the American continent—if not on the Globe. But not content with this, the directors are showing the business man's spirit in beginning now to make next year's attendance a million and a quarter.

A Great Education.

The educational feature of the Canadian National is undoubtedly its greatest asset. No one with eyes to see and ears to hear could possibly attend it without going away with a better and more thorough knowledge of the conditions and progress of the era in which we live. This exhibition is truly

A TWO-FOLD OPPORTUNITY.

On the pages following are reproduced the exhibits of a great many manufacturers of foodstuffs and equipment of interest to the grocery trade.

Every retail grocer in Canada should take advantage of the foodstuff exhibits in two ways. Each display has in it the suggestion for splendid window and interior trims. Experts in display went to the trouble to show the goods at the Canadian National Exhibition to the very best advantage and a glance over the succeeding pages demonstrates the success attained.

Again, a million people saw the goods exhibited. Thus a greater interest will henceforth be taken in them. Every dealer should take advantage of this wide publicity by cooperating with the manufacturer, in pushing at once the sales of these goods.

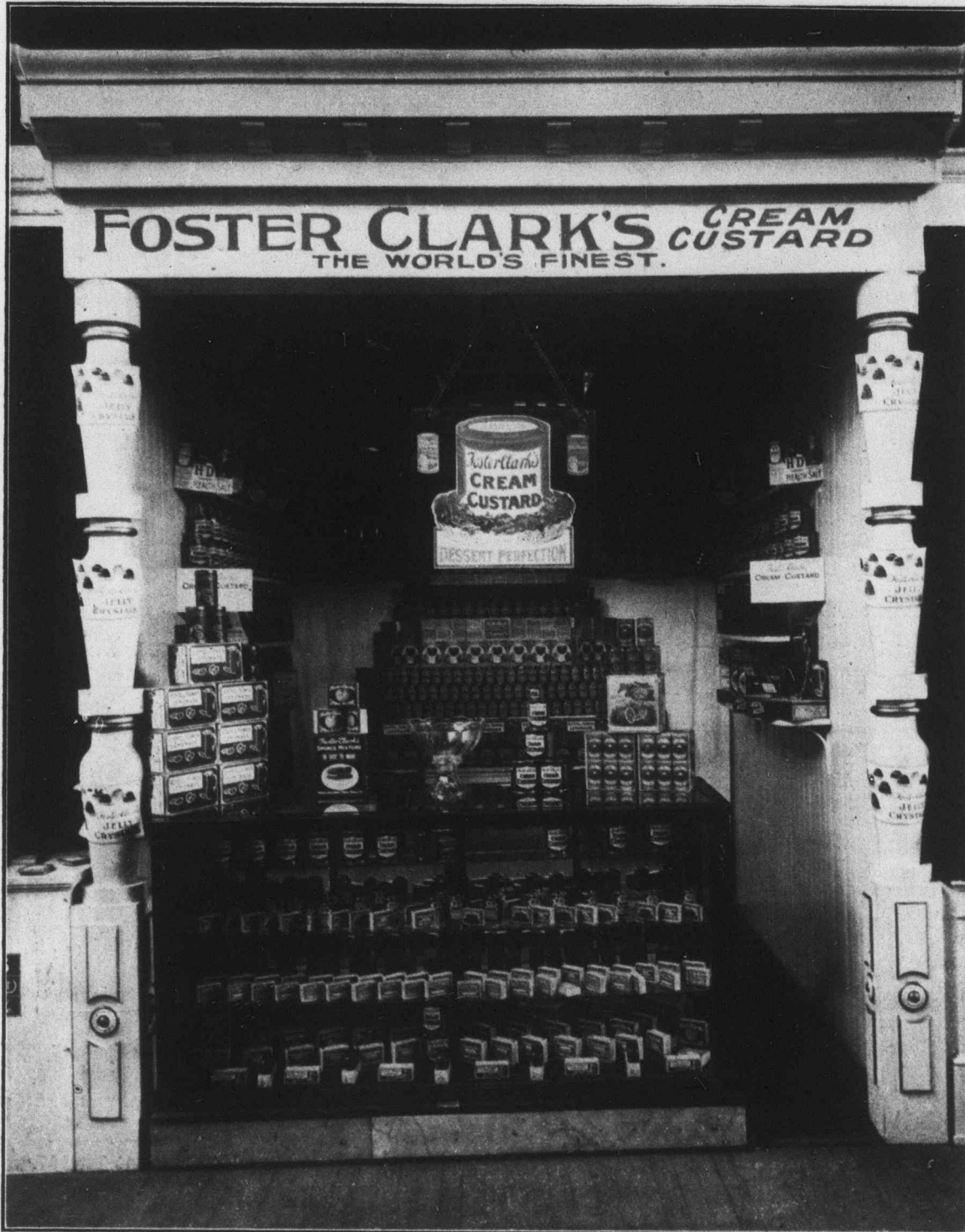
With the manufacturers help and a strong "follow-up" campaign the best results can be obtained from the exhibits at the big "Fair."

"National" in its scope. Every province of the great Dominion was represented. The wealth of the waters and forests of British Columbia; the vast grain resources of Alberta, Saskatchewan and Manitoba; the world-famed products of Ontario and Quebec, and the Maritime Provinces—all were in conspicuous evidence. In every building on the grounds the fruits of the labours of man in every walk of life were well exemplified.

Improvement Work Goes On.

Every year sees many an improvement. Since September, 1912, more streets have been paved. New livestock sheds have been erected and moved farther from the centre of the grounds to give room for further exhibits; additional exhibits from outside countries were noticed; for the first time there was an extensive showing of fish from all provinces of Canada; more products were there from the British West Indies—and from an amusement standpoint there were additions galore.

Next year the aim, as aforementioned, is a million and a quarter people with many new improvements.



The attractive exhibit of Foster Clark's Cream Custard and other goods at the Canadian National Exhibition, made by The Harry Horne Co.

FOSTER CLARK'S CREAM CUSTARD AND EIFFEL TOWER LEMONADE.

TO make the celebrated Foster Clark's Cream Custard still more widely known among Canadian consumers, large quantities of sample tins were given away at their attractive booth in the Manufacturers' Building. Each tin given away by the Harry Horne Co., Canadian agents for Foster Clark, was large enough to make a quart of delicious Cream Custard.

Convincing proof of the high quality and wholesomeness of this dessert was given by the demonstrator in attendance to thousands of the "Big Fair" visitors. What this means to the retailer who stocks, displays and pushes Foster Clark's Custard Powder is self-evident. No store should be without it. It has by sheer force of its merits gained a stronghold in Canada impossible to dislodge.

Besides the Cream Custard, the Harry Horne Co. exhibited other products of

the Foster Clark Company, including Eifel Tower Lemonade which, like the Custard has gained a splendid reputation in Canada; H. D. (Home Doctor) Health Salts and Foster Clark's Tablet Jellies.

These are all lines that will pay the grocer to push. Their merits bring back the repeat orders and no article is of any use without that quality.

Full information on all of Foster Clark's Goods may be obtained from The Harry Horne Co., 309-311 King Street west, Toronto.

PEEK FREAN'S BISCUITS.

THE great biscuit house of Peek Frean & Co., Limited, London, Eng., through its Ontario agents, The Harry Horne Co. had the distinction of having the first Old Country biscuit display at the Canadian National Exhibition.

It was a pleasant surprise to those who already knew of the high qualities of Peek Frean's Biscuits to see them there and many expressed their delight at knowing that this widely known firm was represented and that their biscuits could be obtained in this country.

Demonstrators in charge furthered the reputation of Peek Frean's quality goods by having visitors actually test the samples.

The Short Cake, Teddy Bear and Bilkken biscuits were the three lines that appealed the strongest to all who had the pleasure of viewing the exhibit. While it is only a little more than a year since this Old Country firm has been represented on the market in Canada, their products have met with the most encouraging favor. The last Ontario Customs reports show that they have the largest sale in this province of any Old Country line. This in itself bespeaks their goodness.

The history of the Peek Frean biscuits dates back a good many years. An international business has been built up in the intervening time. Their factory in the world's metropolis is of the most modern character, and working condi-

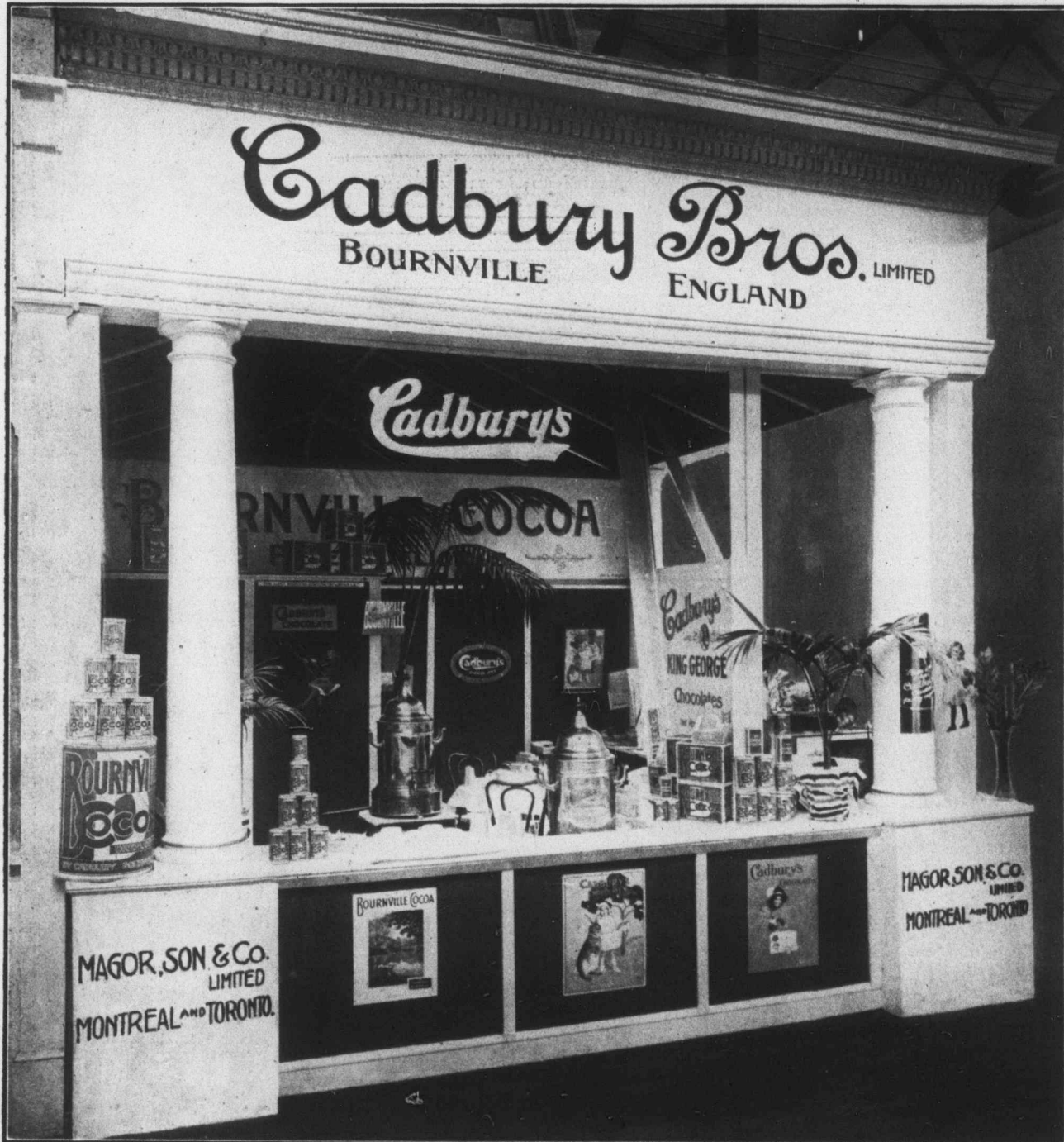
tions ideal. Best and most up-to-date machinery is used, all of which combined with high quality and absolutely pure materials and expert biscuit makers, has gone to make the reputation of Peek Frean biscuits a great permanent asset, not only to the firm itself but to every aggressive retail grocer selling them.

Every grocer can feel assured of repeat orders in these goods. Purity and excellence of quality have ever been the key note of the business. Purity is synonymous with everything in connection with Peek Frean & Co.

The Harry Horne Co., 309-311 King St., W., Toronto, will gladly supply any information desired by members of the trade. Drop them a line for illustrated price list.



This display of Peck Frean's Biscuits, made by The Harry Horne Co., was the first Old Country biscuit exhibit ever seen at the great C. N. E.



Where thousands made their first and a lasting acquaintance with Bournville Cocoa and Cadbury's Chocolates.

BOURNVILLE COCOA. CADBURYS' CHOCOLATE.

SAY it over to yourself: "Bournville—the last word in cocoa." That's one of those phrases that has come to stay. Bournville is in a class by itself—the place as well as the cocoa. You know the truth about the cocoa from a single cup. You must visit that beautiful "home" at Bournville, in England, established for the manufacture of cocoa by Cadbury Bros., before you realize the idea surroundings that help mightily in the turning out of an ideal cocoa.

Crowds thronged about the booth in which Cadburys' latest production, Bournville cocoa, was being served at

the Exhibition, eager to taste this delicious beverage, and three large urns were kept constantly in use. In between the rush of serving, the demonstrators explained an ingenious Gift Box Coupon scheme for extending the sale of Bournville cocoa; every collector of 20 Bournville coupons would receive a handsome free box of Cadburys' assorted chocolates. Thousands of coupon sheets were distributed showing the method of collecting, ranging from 1 coupon for ¼ lb. tin to 4 for 1 lb. The Bournville cocoa itself is prepared from beans from Cadburys' own plantation, so that the firm have complete facilities for turning out the finest cocoa in the world.

Cadburys' chocolates, as shown be-

side the other aisle, and of which samples were enjoyed by many sweet-tooths among the fair sex, included cream bars, nut milk bars, and dairy milk chocolates. As souvenirs there were handed out fans for the hot days and puzzles and drawing novelties, all tending to familiarize the public with Bournville cocoa and Cadburys' chocolate.

That Bournville brand of cocoa looks like a comer in Canada, and it will pay every grocer to try it and give a liberal order for Cadburys' chocolates.

Mr. E. W. Pyke, Toronto, representative of Magor, Son & Co., Montreal and Toronto, was in charge of the booth. This firm holds the Canadian agency for Cadbury Bros.



Exhibit where Bird's Custard and Egg Products and their other high quality goods were shown.

**BIRD'S CUSTARDS, EGG POWDERS,
JELLY POWDERS AND BLANC
MANGE.**

WHAT booth was it that drew so many old country people in the Manufacturers' Building? Bird's, with its Custard and Blanc Mange and Egg Powders. As soon as the big signs caught their eye, they made a bee line to renew again acquaintance with those dainty flavoured dishes that had been their favorites from childhood. No wonder that thousands of samples of custards and blanc mange were consumed, and thousands of inquiries made for dealers who kept in stock the goods of Alfred Bird & Sons, Limited, Birmingham, England.

The stand was in charge of Mr. E. W. Pyke, Toronto, representative of Magor & Son & Co., Limited.

The rush of the old country users simply illustrates the results that are bound to follow the wide distribution of Bird's products in Canada. This firm stands as the absolute originators of custards and egg powders, and their supremacy after 75 years remains unquestioned. Quality has been the watchword, not price, from the very start. So universal a "vogue" was created that hosts of imitators have sprung up. But the name of Alfred Bird & Sons, Limited, on every package is your guarantee still for purity and excellence.

These goods include Bird's Custard Powder, of incomparable quality and delicate flavor; Bird's Blanc Mange Powder, of creamy richness, made in a moment; Bird's Crystal Jelly Powder which, dissolving instantly, forms a jelly

clear as crystal and with all the exquisite flavor of old-fashioned jellies; Bird's Egg Powder (egg substitute), imparting the lightness, richness, and flavor of new laid eggs to cakes, buns, puddings, etc., and a great favorite especially during the winter months, when the price of eggs runs beyond the average purse; and Bird's "Spongie," which makes, without chance of failure, a delightful, spongy and moist Swiss roll.

Thousands of samples of these preparations, with a valuable book of recipes, were distributed during the Exhibition, and a new market has been opened to the grocer. Get in touch with Alfred Bird & Sons, Limited, of Birmingham, England, through their Canadian agents—Magor & Son & Co., Ltd., Montreal and Toronto.



Lytle's "Sterling" goods were very attractively presented to the million visitors at the Exhibition.

LYTLE'S "STERLING" BRAND GOODS.

"TO T. A. Lytle Co.'s I Will Go. Dis makes good catsup," was the inscription on one of the cutest looking cards handed out at the Exhibition. A little Dutch boy was drawing a huge tomato with a flag stuck in the top, and on it the word "Sterling." Nineteen thousand of these cards were given away on Children's Day alone, and over 100,000 during the big Fair. A pretty good opener in 100,000 homes for "Sterling" brand catsup this fall.

These attractive rows of bottles in the booth in the Manufacturers' Building were not all filled with catsup. "Canada's Largest Pickle Industry" stood out in bold lettering below the counter, and "Sterling" pickles were prominent

in the display; sweet, chow chow, onions, and many more. Besides pickles and catsup the "Sterling" brands include jams, flavoring extracts, raspberry vinegar, orangeade, lemonade, lime juice, grape wine, port wine, crushed fruits, mint sauces, etc.

So popular has the "Sterling" brand become that the firm was forced to make a large extension to their factory on Sterling Road, Toronto. And this is now busy on the season's pack. The extension will ensure a prompt filling of orders, but in order to keep ahead of the demand, already a second enlargement is contemplated. This can have only one meaning to the grocer; the public know the "Sterling" brands. They like them and use them, and the grocer should share in this Valuable Asset of the Lytle firm. It means easy sales in the

many lines covered by the term "Sterling."

The members of the T. A. Lytle Co., Limited, appreciated this attainment to the full and with the same measure of foresight and ability that has produced this satisfactory condition.

They are determined that the best selection of fruit and vegetables, cleanliness in handling, and a wide-spread publicity shall continue to attend the firm's efforts in the future.

They are aiming to make the name "Sterling" a standard for quality in every one of the many products that are turned out of their factory. A grocer who carried brands with a title already familiar and trusted by a large section of the public has more than "Half the Battle" won.

KNORR'S SOUPS, ETC.

THERE were few exhibits at the Canadian National Exhibition this year which attracted more attention from the general public than Knorr's, which was busy from early morning until late in the evening and kept the demonstrators fully extended, sampling the different kinds of soups and explaining the use of such lines as dried vegetables, macaroni, etc.

Knorr's Soups, both in squares and

rolls (Erbswurst), were highly appreciated both by the public and trade alike and quite a number in the trade were pleased to order after having satisfied themselves by sampling as to the quality.

Messrs. Knorr put up over thirty varieties comprising several new lines. Scotch Broth, Mutton Broth, Consomme Julienne which were very popular and all soup squares are sold at 5 cents, which makes three plates of soup. Messrs. Knorr are probably the oldest and

largest manufacturers of prepared soups and vegetables, and also make a very fine line of macaroni, vermicelli, noodles and spaghetti, also prepared flours, consomme cubes, etc.

They also adopted the principle of taking all orders through the trade, which will no doubt be appreciated.

This exhibit was in charge of Mr. W. H. Wilson, Canadian manager of the MacLaren Imperial Cheese Co., Ltd., who are Messrs. C. H. Knorr's Canadian agents.



The demonstration booth of Knorr's Soups for which The MacLaren Imperial Cheese Co., are Canadian representatives.

"STEEERO" BOUILLON CUBES.

A CUBE makes a cup—of "Steero."
A customer pays you 10 cents for a box of four cubes, so that every time he makes a cup of "Steero" it only costs him 2½ cents.

"Steero" is the concentrated essence of the finest of beef. Every cup contains the most powerful body building food article obtainable.

"Steero" Bouillon Cubes were de-

fall and winter season coming it will be found a rapid seller.

There is no waste to "Steero." There's nothing sticky to soil the fingers or stick to the spoon.

"Steero" Bouillon Cubes are already seasoned. No salt or pepper is needed.

Added to soups as a "stock," "Steero" imparts a richness and a new flavor.

"Steero" is also sold in boxes of 10

sealed tin boxes—germ proof, sanitary, and hygienic.

What better food can any retail dealer sell his customers?

Now is the time to stock up for the fall and winter demand. The fortnight demonstration at Canada's great Exhibition will help every grocer from coast to coast.

The American Kitchen Products Co., of New York manufacture "Steero."



Demonstration booth of The American Kitchen Products Co., where "Steero" was shown.

monstrated in the Manufacturers' Annex at the Canadian National Exhibition to thousands of the million visitors.

Every retail grocer knows what this will mean in sales of "Steero" Cubes once he stocks and displays them.

They have the quality and merit that bring the desired repeat orders.

"Steero" solves the problem on what to serve the unexpected visitor. With

cubes for 25 cents. It is simply solid soup prepared from the finest of beef by the most scientific processes — the crowning result of long experiment.

In making "Steero" Cubes, the condensed essence of beef is relieved of all moisture. It is then flavored with fresh herbs and vegetables and the cubes are carefully wrapped and packed in the

Their distributing agents in Canada are Lyman, Limited, of Montreal, and Lyman Bros., & Co., Toronto. "Steero" is sold through the wholesalers.

Make your next beef essence order read "Steero" and you won't be disappointed.

You can place your highest recommendation on "Steero" Bouillon Cubes without hesitation.

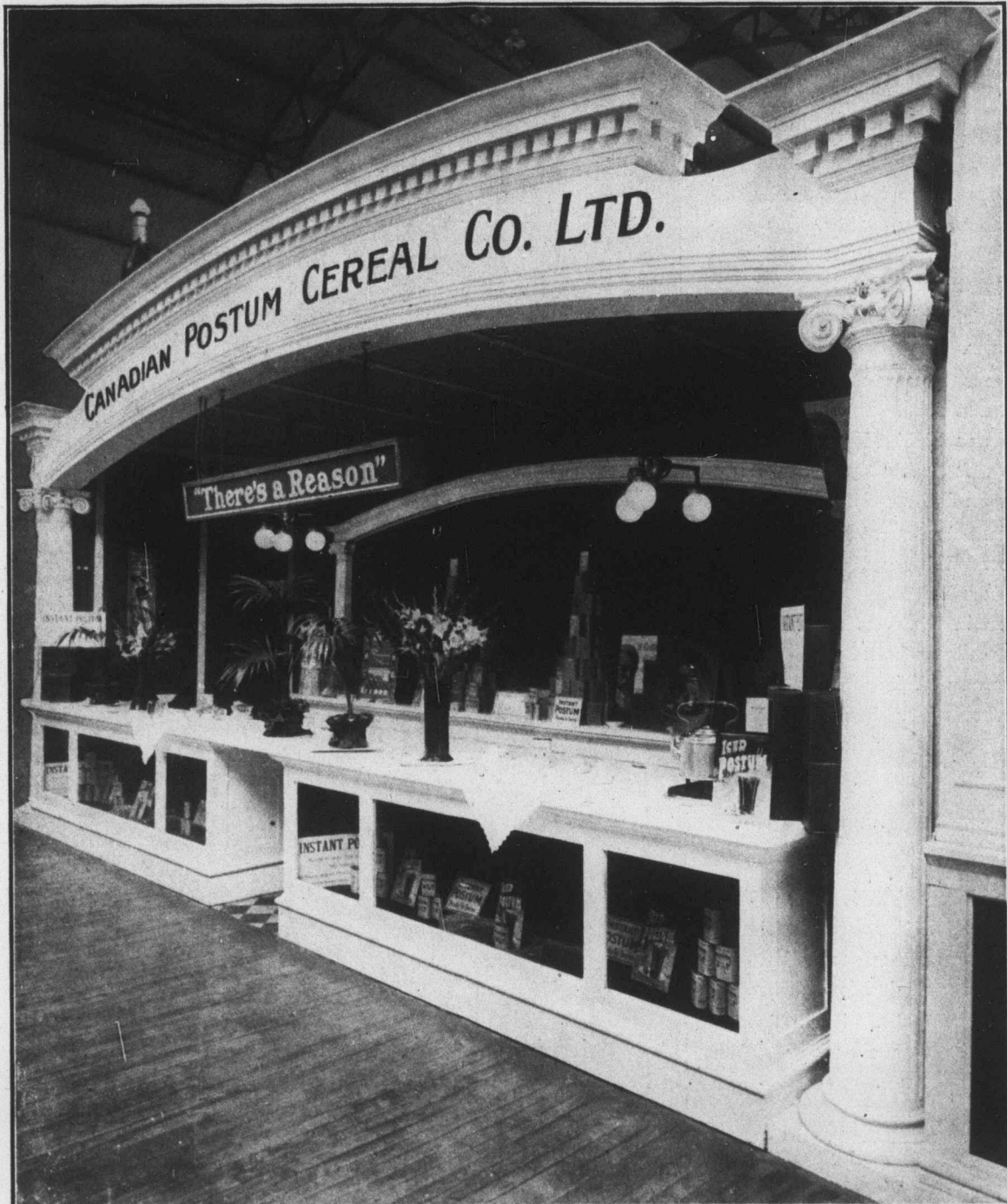
THE CANADIAN POSTUM CEREAL CO.

OF the many highly educative demonstrations in the Manufacturers' Building at the Canadian National Exhibition, Toronto, the retail grocer cannot attach too much importance to that of the Canadian Postum Cereal Co., Ltd., Windsor, Ont. Their large and

strated in most emphatic manner those qualities embodied in "the reason" behind the universal demand for instant Postum, Grape-Nuts and Post Toasties. Two weeks of direct association with the people of Canada went to show, as it has done before, that these products have a definite place in their appreciation.

sample carriers, and for the thousands of people who visited the "Fair" for entertainment, there were cups of Instant Postum or dishes of Post Toasties or Grape-Nuts.

Another fact of special importance to the dealer was that no cash sales were made during the demonstration, but orders were taken and forwarded to vari-



The exhibit where Post Toasties, Instant Postum and Grape Nuts were demonstrated.

very handsome booth, not only contained a striking display of the company's products, but these highly nutritive foods were daintily served to thousands of visitors during the two weeks of the Exhibition.

This was the feature which demon-

The display was in charge of Mr. Geo. S. Fergus, and may be classed among those exhibits which have solved the problem of getting in touch with every class of visitor to the Exhibition. For the enthusiastic souvenir hunter the booth was the distributing point of

ous merchants throughout the country, thereby giving to every one the patronage of his own customers. In behalf of the retailer who must serve the insistent demand for Postum, Post Toasties and Grape-Nuts, this was an exhibit that served a most useful purpose.

ST. VINCENT ARROWROOT.

THOUSANDS and thousands of people saw St. Vincent Arrowroot displayed in an appropriate West Indian stand in the Government Building of the Canadian National. The uses and advantages of this popular food were explained to visitors from coast to coast. This is bound to have a good effect on sales in Canada and should gain the attention of every interested dealer.

To know more about any article is to sell more. St. Vincent Arrowroot has made a name for itself in Canada. Biscuit manufacturers pay it a high compliment in their "Arrowroot" biscuit for children as well as grown ups. It is one of the rapid sellers among the fancy biscuits.

St. Vincent Arrowroot is unexcelled as a breakfast food. It is pleasing to the palate and highly digestible. It is useful as a food for the delicate and beneficial as a delicacy for the robust.

St. Vincent Arrowroot has been highly recommended by medical men as an agreeable non-irritable article of diet for children in the form of cakes, biscuits, or puddings; boiled with milk or water, sugared and flavored with spices, lemon-juice or wine. For young children a little caraway or cinnamon is advised.

St. Vincent Arrowroot has probably made its greatest strides as a diet for family use. Where food-value and economy is concerned, it is a great boon to the housewife. Arrowroot custards, puddings, blanchmanges, with jams or fruit jelly are most delicious dishes.

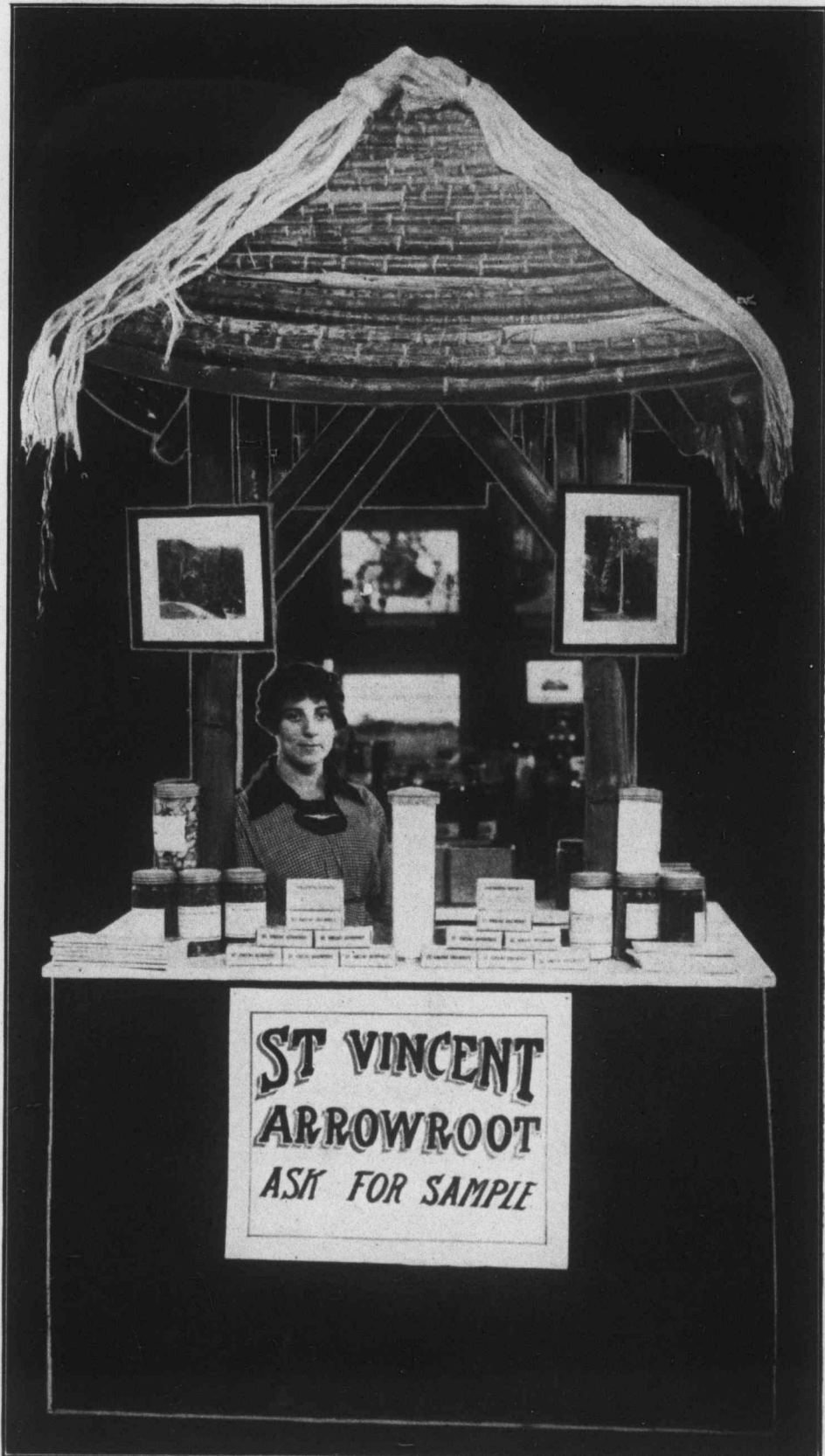
In the sick room St. Vincent Arrowroot is used both as a powder and a food.

It is perfectly digestible at all hours and by all persons in any condition of health.

In short, St. Vincent Arrowroot is "The Standard of Excellence" as a food.

At the Exhibition C. S. Pickford, representing Pickford & Black, of Halifax, N.S., was in charge of the display.

Many recipe booklets were given



The exhibit of St. Vincent Arrowroot from the British West Indies.

away, which will mean a great help towards sales. Copies of these with any other information may be secured from The Arrowroot Growers' and Export-

ers' Association, St. Vincent, British West Indies, or from any of the company's agents.

Get in touch with them now.

The JOHN B. PAINE CO. Limited

BULL DOG SPECIALTIES | **65 PEARL ST.**
DYE STUFFS & CHEMICALS | **TORONTO**



"Bulldog" Ammonia Powder and other specialties were shown here. Thousands of visitors were interested in these high grade goods.

JOHN B. PAINE, "BULLDOG" BRANDS.

IT was a happy thought of the John B. Paine Company, Limited, when they chose "Bulldog" in picture and name for their ammonia powder, chloride of lime, and other cleaners. The conquering bulldog and the motto under it, "We clean up everything," is responsible probably for thousands of sales of the products of this firm in the grocery stores of Canada.

In the exhibit this year in the Manufacturers' Annex the background consisted of thousands of cans of "Bulldog" ammonia powder in its well known yellow labels. The counter was devoted to the sales of a popular combination—

a box of bulldog shoe polish, black or tan, a miniature package of ammonia powder, liquid blue and a silk fan, with a catalogue of the firm's premiums, including a new line, crockery.

Another "Bulldog" brand, whose usefulness was demonstrated to thousands, was "Bleach-O," put up in tins, for removing all kinds of tea, coffee, cocoa and fruit stains and bleaching woollen goods absolutely white.

Chloride of lime, borax, shampoo paste and a hat cleaner are among the other "Bulldog" brands for which the firm is creating an increasing demand by their advertising methods, and thus co-operating with the trade in the most practical manner.

Now that house-cleaning time is near at hand, the grocer will have the very best of chances for testing the advantages of the "Bulldog" brands. Get in a supply of ammonia powder, of chloride of lime, Bleach-O, etc., and the firm with their massive "Bulldog" cards will help you in a window display that will draw the attention of every passer-by—and you know what that means in sales.

The John B. Paine Co., Limited, aim to keep in close touch with the trade. Hundreds of dealers in Canada are wearing their neat souvenir. Watch for it with the yellow bulldog, and the ever-present "We clean up everything."

That "Bulldog" brand is a good line to get next to.

H. P. SAUCE AND PICKLE.

WHEN a firm increases its orders many fold over last year at its booth in the Manufacturers' Building it has a double meaning. The goods within the year have become more widely and favorably known, and the sampling and demonstrating over the Exhibition counter have convinced the public that

ing tables of the British Houses of Parliament in London, England, also the Dominion Houses of Parliament in Ottawa, Canada.

The rush of orders this year at the Toronto Exhibition was so great that they had to double their staff of demonstrators.

well as a mellowness in flavor that is distinctive of H. P. goods. The general public appreciate this fact, and after once using H. P. Sauce will allow no substitute.

These lines are being extensively advertised throughout the Dominion of Canada, and are being sold by energetic salesmen from Halifax to Vancouver.



The Midland Vinegar Co.'s booth in the Manufacturers' Building where H. P. Sauce was sampled by thousands of visitors.

there is no sauce or pickle just the same as H. P.

Curiosity as to the meaning prompted many an enquiry. H. P. stands for Houses of Parliament, and is manufactured from Oriental fruits and spices, blended by a secret process with pure malt vinegar, manufactured by the Midland Vinegar Company of Birmingham, England. This sauce is used on the din-

No small part of the appetizing qualities of H. P. Sauce and Pickle is owing to the process in the manufacture of the vinegar. The Midland Vinegar Company have two million gallons always in store, which is allowed to stand for twelve months so that it will be properly matured before shipping or using in the manufacture of H. P. Sauce and Pickle. This assures a uniformity in quality as

H. P. Sauce will be found to the front in every good grocery store in the Dominion.

The Canadian agents, W. G. Patrick & Company, Limited, 77 York Street, Toronto, also carry stocks in their branches at Montreal, Winnipeg and Vancouver, which enable them to make prompt delivery at all times.

THE COWAN PRODUCTS.

THE Cowan Company's exhibit was one of the liveliest in the Manufacturers' Building.

The crowds which surrounded it at every hour testify to the close of another year of triumph for Cowan's Perfection Cocoa, Cowan's Maple Buds and all the other Cowan products.

Samples of Cocoa, chocolate and confections were distributed to visitors from the whole world and dealers from all Canada came to order supplies of fall and winter goods. And, truly, it is a triumph for PURITY which has ever been the keynote of Cowan products.

The delicious flavor of "Perfection Cocoa," and of "Maple Buds" is due

wholly to skill and care in blending the various beans—not at all to the addition of any outside flavoring matter.

This firm is carrying on an extensive advertising campaign throughout Canada to boost sales, which, together with its long established name and reputation make it one which dealers should be glad to tie up with.



The Cowan Co.'s exhibit was one of the liveliest in the Manufacturers' Building.

THE BARR REGISTER EXHIBIT.

THE "Barr Account Register," manufactured by Barr Registers, Limited, Trenton, Ont., was shown for the first time this year at the exhibition, but the attention it attracted has decided the firm to include this in their campaigns in future for reaching the grocers of Canada. Hundreds examined it, and were impressed not only by the skillful system by which a mass of bookkeeping is saved, and customers induced to pay their accounts regularly, but by many ingenious devices and improvements over the regular line of registers on the market. Merchants who were using it dropped in and reported that it was giving every satisfaction; those using other makes paid this many compliments on the points in which it differed, and all alike received courteous treatment from Mr. Albert Million,

sales manager for the Dominion and his assistants.

The Barr register contains a space for each customer just the size of your counter check book. As soon as a bill is made out the balance already recorded in the register is brought forward, the new bill filed away, and the customer given the duplicate with the total of his indebtedness to date. This simple system gives you three important results—the customer receives a bill of his current purchase and his account to date, thus encouraging an early settlement; and your own bookkeeping is done without a pen-stroke further. Moreover, your books are not loaded with heavy debts, but each is wiped off frequently. You save bookkeeping, save your own time, avoid mistakes, and know where you are right up-to-date.

Some of the special advantages of the

Barr Register are very evident. There is an independent index which does not interfere with the operation of the metal "leaves"; there is a complete privacy of accounts and customers' names; the metal leaves of the "book" adjust always to one level, whether one or a dozen are handled; from 300 to 1,000 accounts can be kept as compactly as 100; it is neat, convenient, and very rapid in operation.

The floor cabinet style contains, in a small space, always ready to your hand, not only the complete register, but a complete filing system for invoices, records and correspondence of all kinds. All registers of both floor and counter cabinet style are in attractive oak or mahogany cases with brush brass finish.

The Barr Register is a valuable agency for getting your money in and stopping the leaks in your profits.



The Barr Registers exhibit. This was a mecca for many of the trade during the two weeks of the Exhibition.



"Ye House of Holbrook's" exhibit showing the attractive and inviting arrangement of Holbrook's imported specialties.

"YE HOUSE OF HOLBROOK'S."

A HOUSE that has triumphed over the storms of competition for over one hundred years was the suggestion of a striking exhibit in the Manufacturers' Building, "Ye House of Holbrook's," which is here reproduced. With its weathercock, its stone chimney and tiled roof, the name of Holbrook's, Limited, and the goods the firm turns out, are likely to linger in the memory of many thousands and become in Canada the household name that has been its privilege since the foundation of the large business in 1798.

And business of what? The beautiful displays in bottles showed; and the hanging signs: "Holbrook's Worcestershire Sauce"—now famed throughout the world—Holbrook's pickles, Hol-

brook's punch sauce, Holbrook's pure olive oil, Holbrook's pure malt vinegar, Holbrook's sardines and kippered herring, Holbrook's cocoas and jellies, Holbrook's jams and marmalades, Holbrook's custard powder, egg powder, ground rice and peas."

A word or two about a few of the many lines that will explain something of their lead among competitors for the last hundred years. The familiar slogan "Imported Absolutely!" which characterizes their advertising conveys a significant meaning for no manufacturing whatever is done on this side of the Atlantic, every article they put up being imported from the other side.

The most famous of their products is Holbrook's Worcestershire Sauce which has the largest sale in the world, but few people realize how intricate and scienti-

fic is the process by which they produce this article, it being matured like an old wine, the operation occupying between two or three years before it is ready for sale.

In order to handle expeditiously their enormous business Holbrook's, Limited, have in addition to their offices in London, Birmingham, Manchester and Stourport, England, branches in Toronto, Montreal, Chicago, as well as in South Africa and Australia.

The demand throughout Canada alone is so general that no less than 20 travelers are required to take the orders of the trade. This is believed to be the largest organization of any English specialty house operating in the Dominion. Their executive offices for Canada and the United States are in Toronto under the management of Mr. H. Gilbert Nobbs,

BRANTFORD MOTOR TRUCKS.

DO you use a motor truck in your delivery business?

If not, the Brantford Motor Truck Co. has something that is likely to convince you to discard the old-time horse delivery and use a more rapid, more economical, and in every way more serviceable and satisfactory method.

Many grocers had a chance to take in

Here are some of the specifications of this popular type; 4 cylinder engine, cooled by centrifugal pump, equipped with Bosch magneto and ignition system throughout; special Holley carburetor; oiling by force feed plunger pump; all valves dirt proof; springs and all parts of car having greatest wear of finest heat-treated vanadium steel; axles and other driving parts of especially heavy

McCrea & Son, Guelph, wrote: "Previous to buying the auto we used six horses and four wagons. When we purchased the auto we sold three of our horses and the auto is doing the work of the three horses and two wagons much more efficiently and with considerably less cost. We run an auto on an expense of 70 cents a day (for gasoline and oil). Before buying your machine



Brantford motor trucks in Transportation Building. Special car for grocery service.

the Brantford trucks in the Transportation Building at the Exhibition this year, where several splendid models were on view. The one that appealed most was a truck built especially to cater to the grocery trade in Canada. The capacity of this truck is one ton, with express body 7 ft. 6 inches long and 44 inches wide; any other size or shape that might be considered more suitable would be built to order by the firm.

construction, pneumatics or solid tires as desired.

The Brantford Motor Truck Co. is practically the only firm in a position to offer a proposition to grocers that will enable the truck to pay for itself while working; for they sell the truck on the time payment plan.

Grocers who use the Brantford trucks are their best advertisers. Ever hear of their experiences? Here is one: J. A.

we looked over everything in the market and in our judging yours was the best suited for delivery purposes."

"Does wor kof three horses and two wagons and at smaller cost."

Could better proof of its efficiency and economy be provided?

If you are interested, write the Brantford Motor Truck Co., Brantford, Ont., for particulars and more experiences of others.



Eight hundred grocers and their wives and friends were entertained here on Labor Day.

RED ROSE TEA.

FOR original and practical advertising the Red Rose Tea Co. certainly take the lead. The plan they have for demonstrating the splendid quality of their tea at the Exhibition is not only an unusually good advertisement for Red Rose Tea, but a real attraction for the Manufacturers' Building. As one prominent lady aptly put it, the trip to the Fair would not be complete without a cup of Red Rose tea in the Red Rose Tea Room.

It really is a most restful and attractive place, with its palms and fans, and attractively arranged dainty little tables, where visitors can rest, and at

the same time test the splendid quality of Red Rose Tea.

As usual, 5c was charged for a cup of this delicious tea, although it was really free, as each person purchasing a cup was given a coupon worth 5c when purchasing Red Rose Tea from their grocer. The coupons are redeemed from the grocers by the company direct, or through their travellers.

Following their usual custom of co-operation with the retail grocers, a part of the booth was reserved for grocers. In fact, there were times when no one else but grocers were using the booth, as on Labor Day over eight hundred grocers and their wives and friends were entertained in the Red Rose Tea Room.

The Toronto manager of the company, Mr. Geo. H. Campbell, stated to The Canadian Grocer representative that the splendid support grocers generally have given this advertising plan was just one more proof of their friendliness to Red Rose Tea and their methods of doing business.

The fact that Red Rose Tea has become a general favorite with the consuming public of Canada is proof of the wisdom of the policy of the president of the company, Mr. T. H. Estabrooks, in introducing years ago Indian and Ceylon teas into his famous blends, and having a firm determination to constantly maintain the same high quality in face of all market conditions.

KELLOGG'S CORN FLAKES.

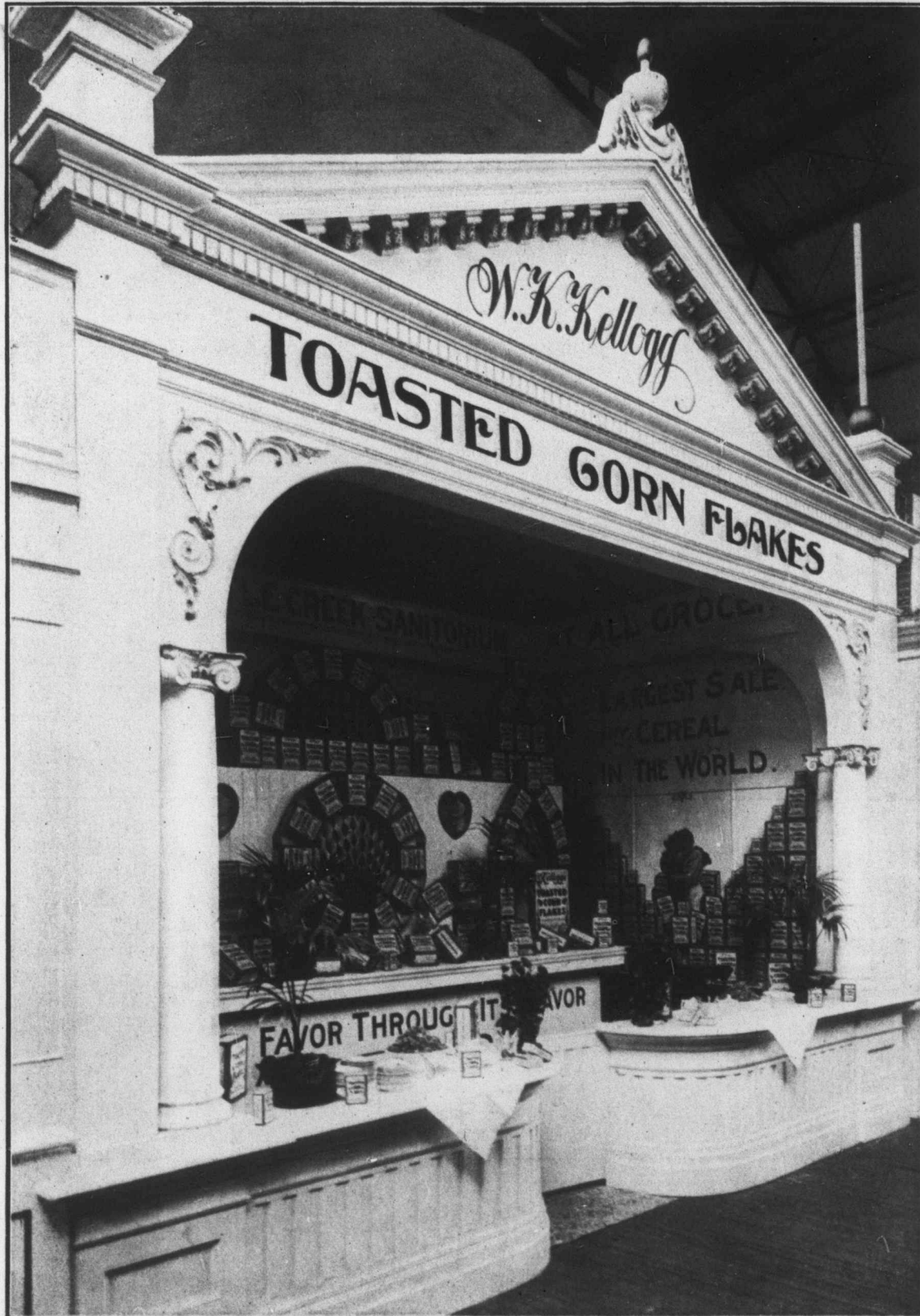
AT the National Exhibition this year the Kellogg's Toasted Corn Flakes Co. continued along their same progressive methods that have been of such great assistance to the retail grocer in bringing him a steady and increasing sale for this "The Sweetheart of the Corn." Girls in attractive dresses, blue

plaid waists, with white aprons and red trimmings, a replica of the popular "Sweetheart of the Corn" posters, demonstrated the particular merits and good qualities of this breakfast food to the throngs that invaded the booth daily.

The Kellogg Toasted Corn Flake Co. are now in their new establishment in

London, Ont. This is no doubt the most modern breakfast food manufacturing plant in Canada as well as the largest. It has a capacity of 1,500 cases a day, while the immense factory at Battle Creek turns out 24,000 cases a day.

T. M. Sibbald, 31 Front Street East, is the Toronto agent, and was in charge of the exhibit at the Exhibition.



The Kellogg Toasted Corn Flake exhibit which helped to further popularize Kellogg's Corn Flakes throughout Canada.



Inviting exhibit of Gorman, Eckert & Co.'s olives in the Manufacturers Building.

GORMAN, ECKERT OLIVES.

THE largest packers of Spanish olives in the British Empire" is a pretty big claim to make, but the firm of Gorman, Eckert & Co., Ltd., of London and Winnipeg, have no rivals to dispute that claim.

Not only are they the largest packers, but they use only the highest quality of Seville olives.

There are no "seconds" in "Club House" brands.

Gorman, Eckert & Co. also held a unique position in the Manufacturers' Building at the Exhibition; they were the only firm that carried olives only. Crowds every day were standing by the three towering pyramids holding 1,000 glass bottles filled with the luscious green delicacy—nothing but olives.

But not olives only: "Club House" olives. There was the name on the peak of the stand, and there it stood out prominently on every one of the thousand bottles in a label of red, with white lettering. In thousands of homes in Canada there are pretty booklets, "Mother Goose in Song" and "Farmyard Pets." On the back are these words: "Tasty? Yes! Club House Olives always please, and can be bought at the best stores."

Here is the situation in olives for the grocer: largest packers, first packers in Canada, with product used from Newfoundland to Vancouver, and a steady publicity. The firm is making its brand known, and thus is helping you to sell "Club House Olives" the more easily. The guarantee of quality in the "Club House" brand is an important factor for you and your customers. Not only

are the finest Seville olives chosen, but the brine which covers them is made from the firm's own artesian wells, chemically pure.

The firm puts up brands to suit the most varied tastes—Manzanilla, Queen, Pimento Stuffed; Celery, Nutolive, California Ripe, Banquet Queen, Lunch Queen, etc. A dainty brand is called the "Sandwich and Salad" olive, made of Pimento stuffed, celery and plain pitted, ready for use by the housewife for sandwiches and salads. Another choice brand is Queen Olive stuffed with manzanilla, all pitted.

Here is an item that forms a guarantee for 1913-14. Mr. R. G. Bowie, of the Gorman-Eckert firm, has returned from Spain, where he spent two months in making a special selection of olives and pimentos.



The display of the Dominion Register Co., Toronto, manufacturers of the McCaskey Account Registers and "Surety" Counter Check Books occupied a prominent position in the Process Building. These articles are so well known to the trade throughout Canada that further descriptions are unnecessary.

"NUGGET" POLISHES.

THE "Waterproof" quality of "Nugget" polishes is one of the strongest features of this world-wide product. This was demonstrated convincingly at the "Nugget" booth in the Process Building of the Canadian National Exhibition again this year.

A shoe was polished with "Nugget" until it shone brightly. It was then submerged in a dish of water, and when taken out and wiped off with a cloth, the same excellent shine was still there. Neither were there any stains on the cloth, demonstrating that "Nugget" does not rub off or soil the clothing.

"Nugget" polishes are, therefore, water-proof.

"Nugget" will not soil the clothing.

"Nugget" is frost-proof.

"Nugget" will not dry out in stock.

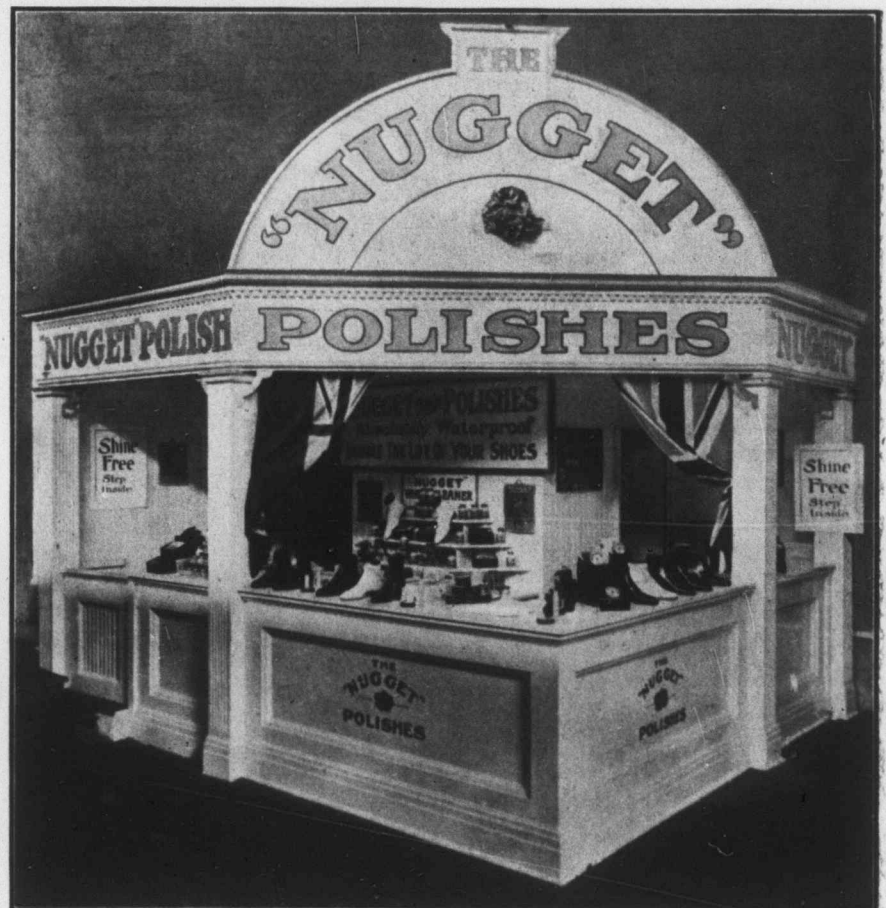
"Nugget" can be absolutely recommended to the most fastidious person.

The purpose of the exhibit was to make "Nugget" familiarly known among your customers.

You are going to reap the benefits of the publicity we have given.

Stock "Nugget" now, hand it out when "polish" is asked for and get your share of the repeat orders.

The "Nugget" polishes are being demonstrated at all the leading fairs in Canada from coast to coast.



View of the "Nugget" Polish exhibit which attracted a great many visitors.

GUNNS' "PON-HONOR" PRODUCTS.

THE well-known firm of Gunns, Ltd., excelled all previous attempts in their exhibits this year, which were a very fine presentation of their now famous Pon-Honor food products.

This enterprising firm some time ago decided to break away from the regular beaten path of the meat and provision trade, and have specialised in handling

smoked hams, bacon, lard, canned meats, eggs, butter, cheese, etc., while a particularly tempting part of the exhibit was a large variety of cooked and jellied meats, which were dainty and appetising enough to grace the best tables in the land.

All products prepared at their large packing establishment at West Toronto are put up under the personal super-

and Cooking and Salad Oils. A most pleasing feature of this exhibit was the large number of calls received from ladies who had been persuaded a year previous to try these products in their own kitchens, and who had nothing but the highest praise for them.

In conjunction with the packing house, Gunns, Limited, operate a large plant for the manufacture of commercial fer-



Where Gunns, Limited, had a most attractive display of Hams, Bacons, Cooked Meats and Lard.

and producing "quality" goods, for which they have earned an enviable reputation as "Gunns' Pon-Honor Food Products."

In the dairy building the principal exhibit was found consisting of a large mechanically refrigerated showcase, in which were shown prime beef, lamb and other fresh meats, a varied array of

vision of a staff of Dominion Government inspectors, who satisfy themselves that all animals slaughtered are free from disease, and that all products are handled in a manner to ensure the utmost cleanliness and wholesomeness.

In the Manufacturers' Building a demonstration was given of their Easifirst Shortening, Pi-Crus Yellow Shortening,

tilizers suitable for all classes of roots and crops and all varieties of soil. A large booth in the Horticultural Building showed forth these products to advantage, and was the centre of an interested group of farmers, fruit and vegetable growers, while their adjoining exhibit of poultry and stock foods and supplies also created a good deal of attention.

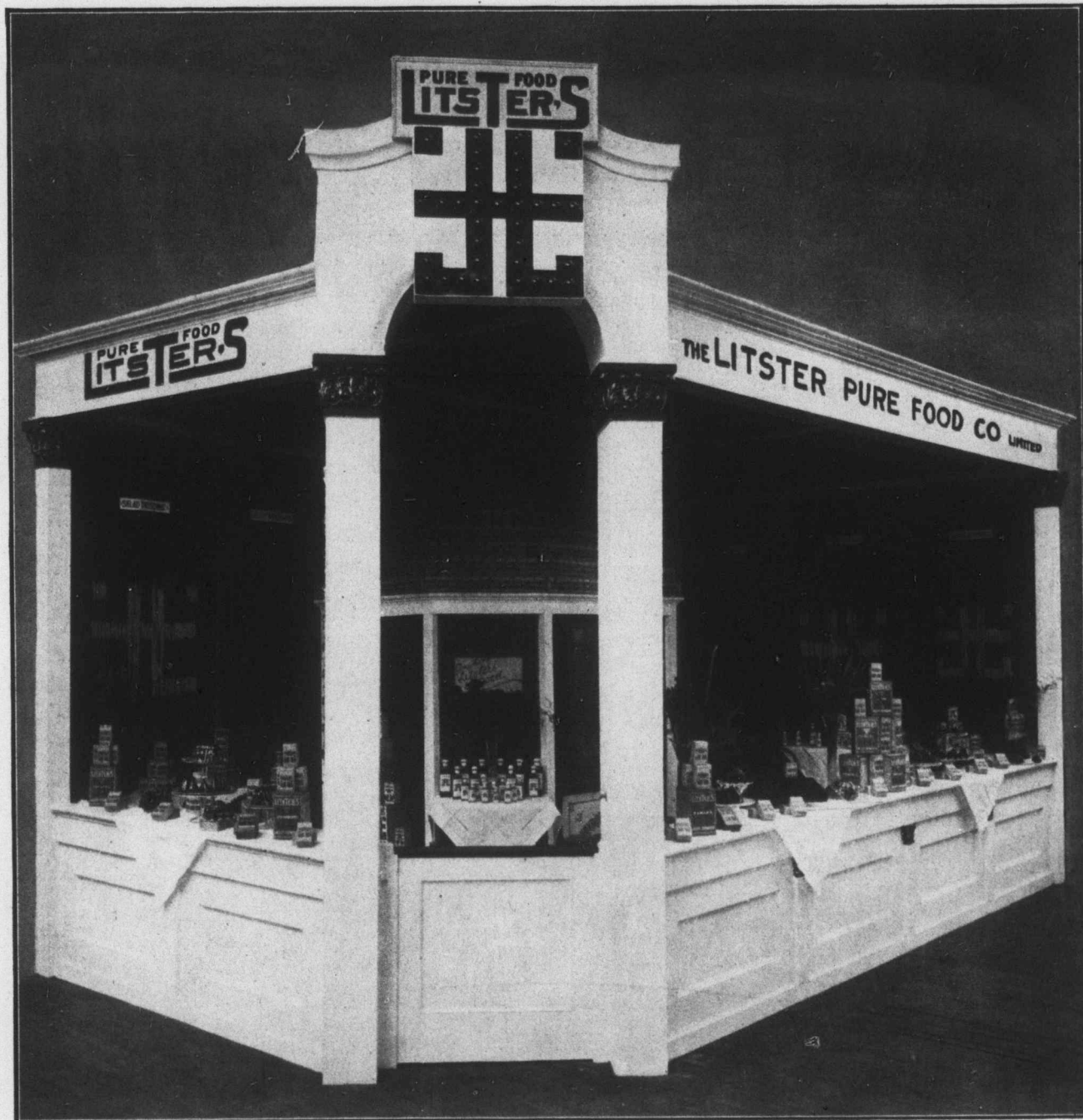


Exhibit in the Manufacturers' Building where the well-known products of the Litster Pure Food Co. were shown.

LITSTER'S PURE FOODS.

LITSTER'S pure foods belong to the class of goods most people are willing to buy on sight. And as for eating on sight!—that is the easiest proposition in the market. One would go far to find such a tempting assortment of sparkling jellies with oranges or nuts, bananas or cherries, stuck in here and there to add to the good looks and taste, as were displayed on the counters of the booth at the Exhibition. They fairly spelled “p-u-r-i-t-y.”

Behind the counter were shelves filled high with LITSTER'S goods and demonstrators to prove them. Custard and jellies made fresh every half hour was the combination handed out in liberal

helpings, the one an appetiser to the other—which, it would be hard to tell—so that they would fit into the taste of a gourmand.

The LITSTER Pure Food' products include jelly powders, salad dressing powders, custard puddings, icings, extracts, spices and baking powders. Each is the result of a careful chemical study of foods, and is guaranteed absolutely pure and of superior quality. At a time when the purity of foods is receiving special attention from government departments and the public mind is showing more and more resentment towards adulterants, the idea behind the Litster foods is bound to strike a popular chord. That is where the grocer, keen on in-

creasing business, will draw the natural inference as to his proper relation to the Litster Pure Food Co. He can depend on the quality of their goods, he can recommend them, and with the pushing advertising system behind them, he can sell them.



The Litster Mark is made of the letters J. and L., (being the initials of the surnames of two of the officers of the company) crossed by a bar which usually contains the name of flavor in the package. Two cubes in the outer upper corners square off the shape of the mark and give significance by denoting the company's determination to stand for a “square deal” everytime.



Wagstaffe's fine jams and jellies were among the most attractively displayed goods at the Exhibition.

WAGSTAFFE'S JAMS AND FRUITS.

THE lower prices in jams, jellies and preserves will make these goods among the best sellers in grocery stores during the fall and winter, and it is safe to say that if the Exhibition display of Wagstaffe, Limited, of Hamilton, or even a single show case of it, was transferred to a front window in a grocery, it would cause a record run upon the contents. That line of jellies with its rich red color would surely "make one's mouth water." It looked the essence of purity, sweetness and tempting taste.

But the public was not tantalized to this extreme. Tens of thousands who stopped admiringly before the Wagstaffe booth were rewarded by a sample on biscuit of the quivering jellies, or rich jams or marmalades. With this starter the grocer should find his own work easy; the good seed has been sown al-

ready. If he displays "at home" the goods that took their fancy at the "Ex." his sales are certain.

The dealer in the Wagstaffe line of preserved fruits has the advantage of feeling secure in the absolute reliability of the firm. Only the finest of goods are used; the new factory is a synonym for cleanliness; the packages themselves are attractive. Perhaps in strawberries dealers would do well to order supplies early, as the crop was short; in all other lines the firm will be ready for "repeat" orders.

Besides the ever popular form of glass package, the firm is specializing this year in five-pound tins, which can be sold retail at 85 cents each for a satisfactory profit. These are prepared by a process that guarantees, chemically, the jams within, and for family use will be found cheaper, while containing the

identical product of the glasses, with their purity and rich natural fruit flavors.

It is well to note in all the Wagstaffe goods that no "compounds" are included. Every tin and every glass turned out of the factory is absolutely pure; it contains only the best of fruit, and the sugar to preserve it. The customer who is taken by one sample can depend on every other line being equally as pure, and the grocer can recommend it unhesitatingly.

This firm is putting up two new lines this year that will be worth trying out—raspberry vinegar and honey in various sized bottles.

A profitable and increasing business can be built up on the Wagstaffe Jams, Jellies and Preserves.

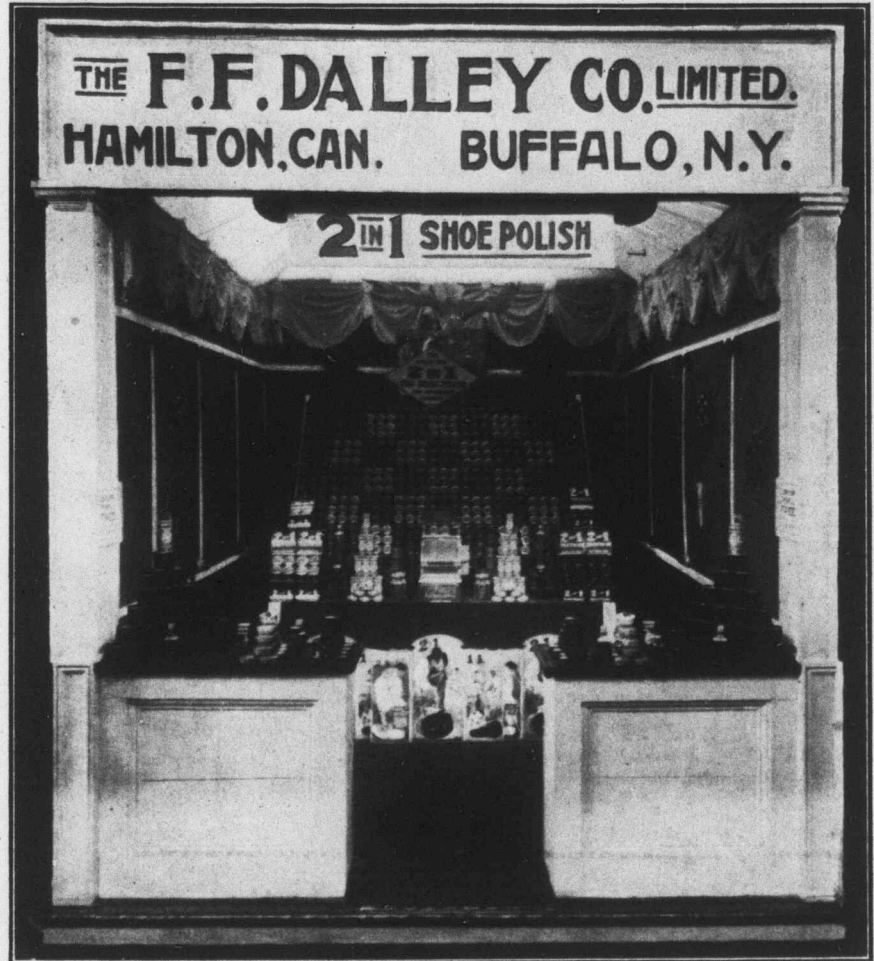
TWO IN ONE SHOE POLISH.

AN international product at a National Exhibition—that's "2 in 1" Shoe Polish. For years F. F. Dalley & Co. have demonstrated the superior properties of this world-known shoe polish at the great Canadian National Exhibition. "2 in 1" was there again this year in the Process Building, and thousands and thousands of people had a splendid opportunity of learning more about "the shine that won't rub off."

To convince absolutely you have got to "show" the people nowadays. That is just what F. F. Dalley & Co. did with "2 in 1" shoe polish. Actual demonstration was the method of this booth. The outstanding qualities of "2 in 1" were "rubbed into" the shoe.

The retail trade know the value of "2 in 1," and when "shoe polish" is asked for, no mistake will be made in handing out "2 in 1." As the name implies, it does the work of both a cleaner and a polish. It contains no turpentine, and can be recommended by the dealer for the finest leather.

Push "2 in 1"—black, tan and white. It pays.



The splendid display of "2 in 1" Shoe Polish of the F. F. Dalley Co. of Hamilton.



This exhibit of Banana Figs (evaporated bananas) was the first ever made in Canada.

THE BANANA FIG.

THIS booth attracted its full share of attention, and had the unique distinction of having the genuine interest of its visitors. The very best evidence of its popularity is the fact that nearly 4,000 lbs. of "evaporated bananas" were retailed during the Exhibition.

The "Evaporated Banana" or "Banana Fig" is a delicious, highly nutritious food, rich in proteins, carbohydrates and mineral matter—an important supplement to the world's food supply. It is prepared from the fully-matured bananas.

The "Evaporated Banana" retains its natural colour. It is an excellent winter food—climatic conditions do not affect it. "Evaporated Bananas" can be prepared in many ways, and always make a tasty dish.

"Evaporated Bananas" are put up in attractive 1lb. packets, 56 to a case.

Further information and prices can be obtained from Mr. A. C. W. Horne, 204 Balsam Avenue, Toronto, who is the Canadian sales agent for the Jamaica Banana Fig Co., Ltd. Offices will be opened in Toronto directly after the Exhibition, and further announcement regarding this will be given through the columns of "Canadian Grocer."

THE SWIFT CANADIAN COMPANY.

THE scope of the activities behind a country's meat supply has never been illustrated in such comprehensive form at the Canadian National Exhibition as it was this year. The display made by the Swift Canadian Co., Ltd., in the dairy building may be said to have represented an A to Z example, including, as it did, everything that might suggest itself to the merchant who has to meet the initial demand.

Company—the brand that has made it famous—and behind everything the first essential of outstanding quality emphasised in the display.

Such an exhibit does much to explain the confidence that exists in the facilities and the good judgment at the source of supply when it is necessary to appreciate every phase of the country's demand. It was most convincing evidence of the fact that in interpreting the requirements of the market, in so far as

the handling of meats with the assurance of excellent supply service. Public appreciation is shaping itself more and more in a direction that fully warrants such a course on the part of the merchant.

No merchant will go amiss if he stocks and sells Premium hams, Premium bacon, Premium cooked hams, Brookfield butter, Brookfield eggs, Brookfield sausage, Premium milk-fed chickens, cotosuet, silver leaf lard, and the many Swift



The appetising exhibit of The Swift Canadian Company in the Dairy Building.

The display was one that caused much favorable comment among the crowds of people for whom the dairy building is always a centre of interest. "Oh me! Oh my! Those premium hams and bacon fairly make my mouth water," they exclaimed, as they recognised products with which they have become very familiar, that of the Swift Canadian

fresh or cooked meats are concerned, the Swift Canadian Co. are aiming at the highest standard of quality.

To the dealer who has been inclined to limit his enterprise, the display was interesting from still another point of view, since it could not fail to suggest the possibility of extending his business along a new and profitable line, namely,

products, all of which mean quality.

Those who took advantage of the invitation to visit the plant of The Swift Canadian Co., at West Toronto, during the Exhibition, now know what is implied by the terms modern equipment, skilled experience, efficiency, and absolute cleanliness as applied to a large concern of this kind.



Display of Borden's Milk Products—Agent, W. H. Dunn, Limited, Toronto.

BORDEN'S MILK PRODUCTS.

THAT the health of the family depends to no mean extent on the purity of the milk consumed, no wise housewife will gainsay. Borden's Milk Products have solved the pure milk problem, and the best grocers everywhere and consumers alike agree as to their high standard of purity. For purity, richness and flavor, Borden's is unequalled and the grocer who does not stock it is overlooking a line which positively guarantees repeats. Still the development in the demand and enormous increase in the output from the factories, go to prove that few dealers have passed it up in preference to any other.

At the Canadian National Exhibition this year again, the Borden Booth, in the Manufacturers' Building, was one of

the central attractions, and it is safe to say that the display has gone far towards arousing a further interest which will later be turned into dollars and cents for the dealers' benefit.

The thousands who learned more about Borden's Evaporated Milk will no doubt see that they are never without it in the household. It is the purest form of milk, and therefore should be found in every home. Gathered under the most sanitary conditions Borden's Evaporated Milk is simply the pure, fresh milk from the cow, evaporated without anything being added whatsoever. It is rich dairy milk evaporated to a creamy consistency by the Borden superior process. It can be put to all uses of fluid milk when diluted, and dealers should remember it is the only

tinned milk that can be used for all the purposes of ordinary cream.

The same high standard of purity is reached in the St. Charles Evaporated Milk, which, as every dealer knows is now one of the Borden family. Were there any dealers round this booth during any hour of the day they could hardly do anything but wonder at the huge interest the public took in these lines of pure milk in tins.

None the less interesting, though, was the demonstration of Reindeer Coffee, which also must be counted among the Borden products, and dealers can count on a good run on this line as thousands tasted and expressed entire satisfaction in it.

Reindeer coffee is simply a combination of coffee, sugar and cream and one

spoonful added to a cup of boiling water is enough to make a delightful cup of coffee. Think how useful this tin must be to the roomer who feels a chill at night, or hunger's nip before retiring, or to the housewife who is not inclined to spend time at the stove or range. Just a spoonful as aforesaid in boiling water and your coffee is ready. The grocer should be able to build up a big trade in this line as Reindeer Coffee is so rich and tasty and always ready by simply adding boiling water, and it should be remembered that when the tin

is opened it does not go bad, but retains its full flavor for an indefinite period.

Here are three lines which the dealer should give prominence to on his shelves. He is assured of them being of the highest quality, obtainable. In addition he will be able to sell them much more easily in view of the thousands and thousands who tested them at the Exhibition. Once an article is known to the public and is of a high quality it is easily sold and brings back the repeats which mean permanent success.

Borden's Milk Products are recogniz-

ed on every hand to be the highest standard available. The universal sale and use of these lines is a point of special stress demonstrating beyond all doubt their superior qualities. They are absolutely pure and unequalled for richness, flavor and general use. Cleanliness is the key note of the manufacture of the milk from the moment it leaves the cow. All milk is carefully examined by fully qualified inspectors as it enters the factory and after inspection is not touched by hand until opened by the purchaser.



Exhibit of St. Charles Brand Evaporated Milk—Agents, Dane, Hortop & Co., Toronto.



Where every package bore the signature "Thomas J. Lipton," as a guarantee of purity and value.

LIPTON'S TEAS, COFFEES, COCOAS

DURING the past two or three years "Lipton's" has been brought prominently before the people of Canada in an energetic and systematic campaign of advertising, and there are few households where the name is not becoming as familiar as a synonym for high class teas and coffees, as it has been for many years in England. To this combination cocoa has been added, and many thousands enjoyed taking it for the first time this year at Lipton's booth in the Manufacturers' Building at the Exhibition.

The display of Lipton's was a most practical one. At a glance the passers-by could take in the wonderful tea sys-

tem that has been built up, "from tea garden to tea cup," with views of the famous plantations in Ceylon that are the source of this popular beverage.

Placards on the walls—duplicated in hundreds of grocery stores—held the world-wide messages that the searchlight threw upon the heavens. "For tea you can't beat Lipton's"

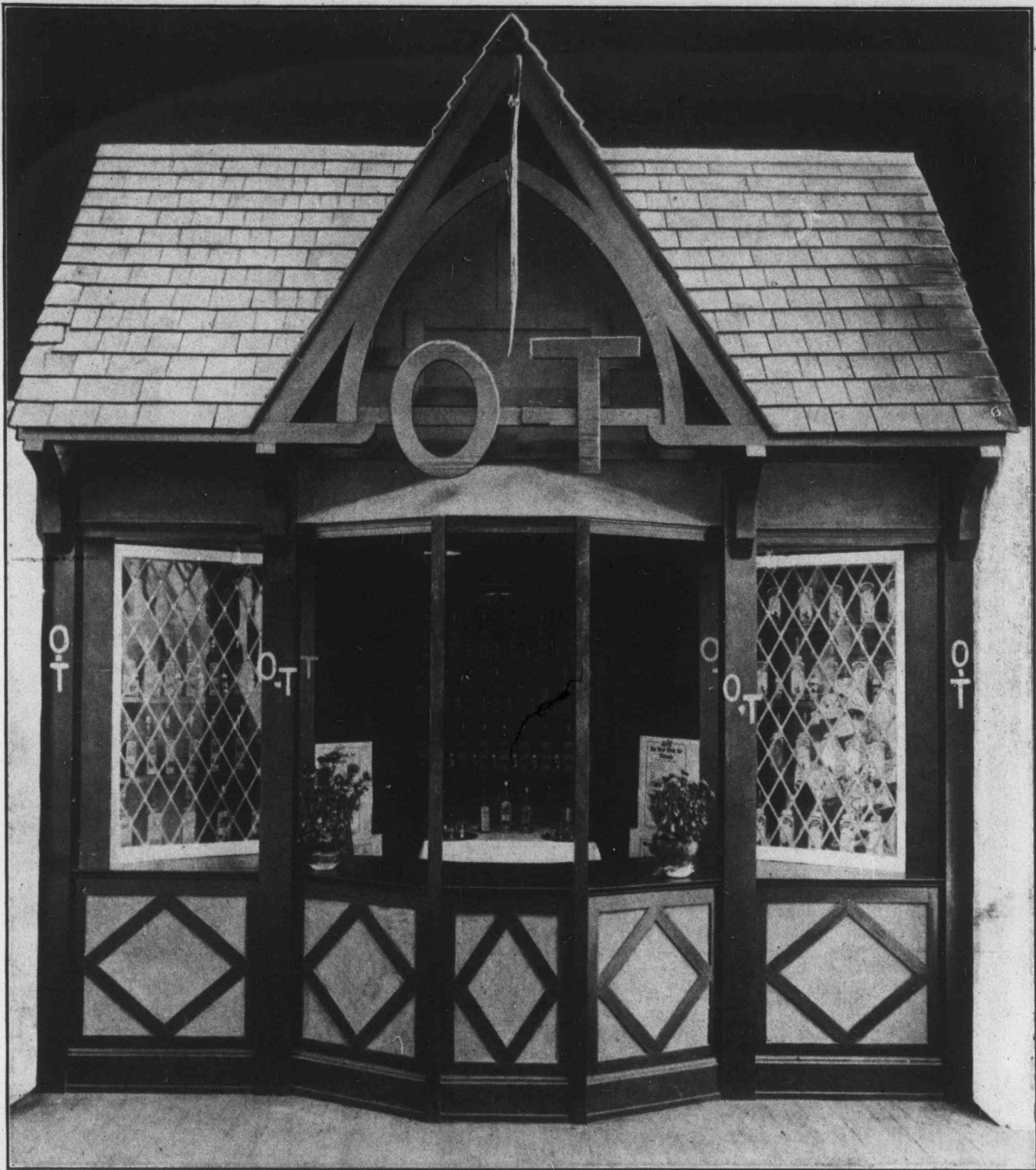
In addition to teas, coffees, cocoas, jams, marmalades, and other Lipton's products were displayed most effectively.

The sampling of these articles brought an immediate response in thousands of orders from pleased visitors. On these, as a guarantee of good faith, a deposit was asked, and the deliveries will be made through the grocers themselves, a

most valuable method in establishing at once a working connection between the local seller and his general customers which the trade is quick to appreciate.

In handling Lipton's teas, coffees, and cocoas, and equally all other lines, the trade have a cast-iron guarantee. The signature of "Thomas J. Lipton" is on every package, and it is a matter of pride and honor with Sir Thomas Lipton that each package bearing his name shall be of the finest quality that goods at that price can possess.

A uniform excellence in the article and a market created with the public are the best kind of securities of large sales for the grocer. This you find in "Lipton's."



What is "O-T"?

THIS question was uppermost in the minds of the visitors at the Canadian National Exhibition this year.

The O-T booth was a great attraction and compelled the attention of everyone who saw it. The demonstrators were kept busy instructing the visitors in the numerous uses of O-T.

O-T is an entirely new stimulating non-intoxicating drink derived from

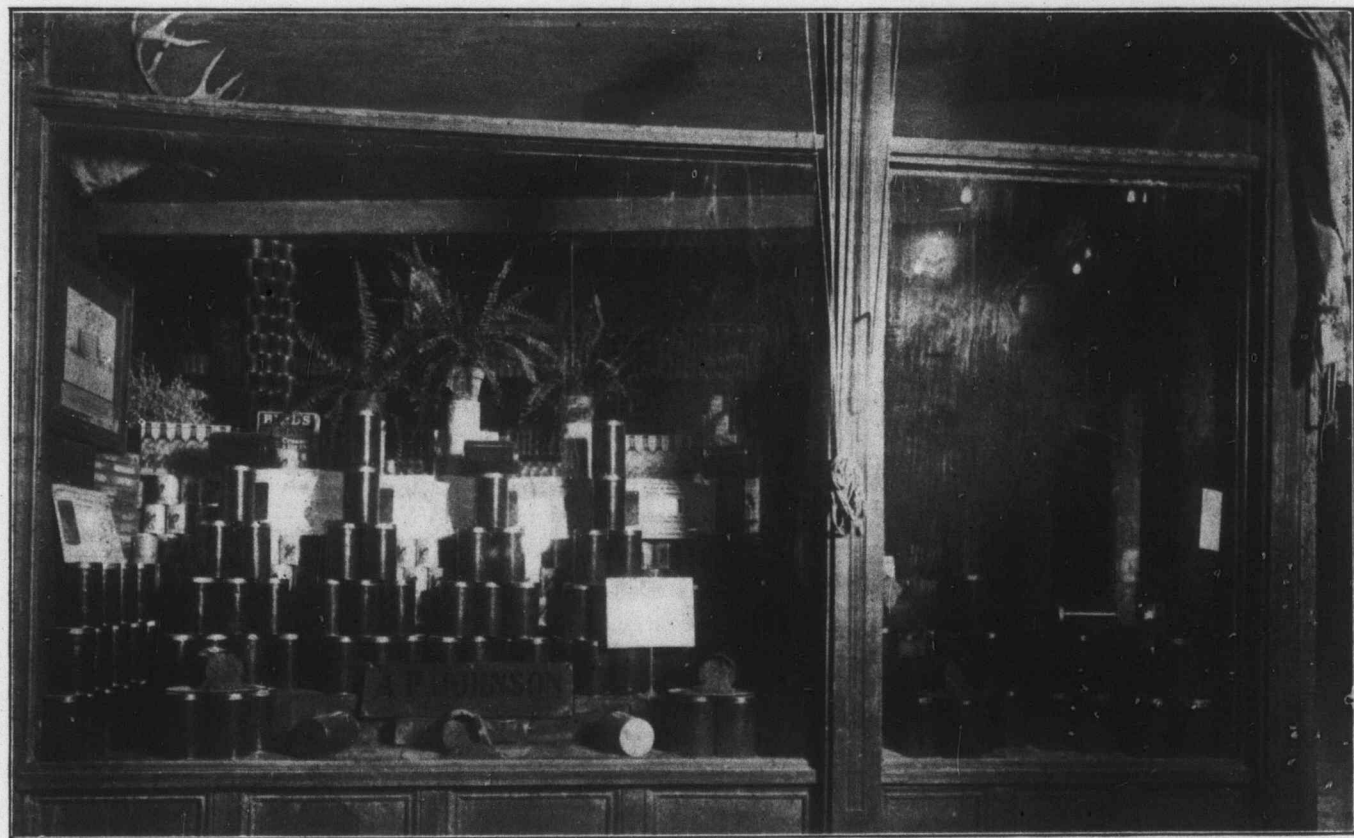
fruits and herbs—satisfying and thirst-quenching. It is a pleasant and beneficial drink in itself and is also a drink flavor. You can add it to your drinks just as you would add salt or sauce to your food, thereby vastly improving their flavor and palate qualities. It makes an excellent winter drink. "No matter what your drink may be always add a little O-T."

O-T—"the new drink for Canada"—is the most successful product that has

been introduced on the Canadian market for some years and it would be to the interests of every grocer to get information and prices on this rapid selling drink. Mail this coupon—to-day.

F. E. ROBSON & CO., Agents for O-T
25 Front St. E., Toronto.

Gentlemen—
 Kindly send me more information about "O-T."
 Name
 Address



Neat display of Sweeping Powder in the store of A. P. Johnson, Ottawa, Ont., which brought good business.

Getting After the House Cleaning Trade

The Importance of a Suggestive Window Trim—Display of Sweeping Powder Shown Recently by A. P. Johnson, Ottawa—Some Selling Properties of This Line—Now is Time to Get Trade in Cleaning Goods.

(Fourth of the Series. Other articles in issues of Aug. 15, Aug. 22, and Sept. 5.)

In three previous articles the various lines of goods that are in demand for house-cleaning purposes have been mentioned, and the methods described of some grocers in stirring up an interest among their customers that has meant a large increase in sales both in spring and fall. Above appears an illustration of what has been done in the way of window display. The window is the work of Arthur G. Johnson, head of the firm of A. P. Johnson, "Particular Grocer," Ottawa, Ont., and is an excellent example of concentrating on one article in order to drive the idea "home" more powerfully.

A Good House-cleaning Line.

Mr. Johnson on this occasion chose a "sweeping" powder, which is now one of the best sellers in house-cleaning lines. Sweeping powders are clearly one of the New Era ideas, along with "chemical" brushes and dusters and vacuum cleaners. It is one of the long-awaited products of the adaptation of scientific methods to housekeeping in

Many grocers interviewed by Canadian Grocer state that they do a good autumn trade in House Cleaning goods. If they do not devote a window occasionally to them they show some sort of attractive interior arrangement of these lines only, and all freely stated that this brought business. While fall may not be so conducive to sales as spring, yet if the dealer thinks and talks house cleaning lines, advertises them and displays them, he is going to make the housewife think of them too. Thoughts are contagious things.

which electricity has played so blessed a part: saving the wearied mother some measure of the drudgery that has always been her portion. But this is a digression.

In this window Mr. Johnson chose a sweeping powder and lined up the tins in pyramid style on both sides and at

the back, and set some down in easy fashion near the front. As he is featuring a special line, he did well to make the name prominent with his own placards and attractive ones furnished by the firm itself. The result from this single display was a considerable increase in sales.

Selling Power of the Dealer Behind.

Mr. Johnson backed up his window by personal effort whenever there was an opening. To make good he had to know, as all grocers should know, the special merits of his goods. They kept down the dust—just what was needed—by absorbing it; and, more than that, they killed the germs that otherwise would have floated upwards through the house. With this knowledge, he found the part of salesman easy.

With September into its second week and the children off at school, the thoughts of the housekeeper are turning to house-cleaning. Be ready for her trade.

Essential Points of Window Display Work

The Qualities Which Go to Make Up Good Trims—The Two Divisions of Window Trims Defined—Special Features And Their Effect on the Sales Quality of a Display.

The writer of the accompanying article is head of the display department of one of Toronto's largest stores. He is a past president of the Canadian Window Trimmer's Association and acted as one of the judges in the last Christmas Window display contest of The Canadian Grocer. No one occupies a higher place in the ranks of Canadian display men and his interesting review of some of the essential points of display work can be accepted as authoritative and comprehensive. Mr. Macdonald is an ardent believer in the importance of window display.—Editor.

Written by H. C. Macdonald, display manager with Murray-Kay, Ltd., Toronto.

The importance of displaying merchandise for sale has always been recognized; but the practice of applying the principles of artistic skill and taste to this work is a comparatively modern innovation. The value of attractively displaying merchandise cannot be overestimated. It compares with all other forms of publicity in impressing the average individual, as the concrete in any line of exemplification compares with the abstract. All other forms of publicity require the exercise of the imagination in order to obtain a fair grasp of the subject under consideration; while the proper display of an article appeals directly to the desires, and at once creates a want. It suggests and emphasizes both the lack and the desirability of possession, and sets in motion the train of consideration that leads directly up to the purchasing point. It is probably safe to say that, excepting the steady demand for the actual necessities, more merchandise is disposed of through the desire created by seeing it than through all other channels combined.

Must Know the Goods.

In order to make a successful display, a thorough knowledge of the goods to be shown is necessary. The trimmer should be familiar with the details of the manufacture of the merchandise to be displayed, the conditions of purchase, and all the points that make the goods desirable so as to bring them out in the display with the greatest possible strength and emphasis, and thus be able to show the wares to the very best advantage.

The trimmer should be thoroughly posted on the various ways of arranging the goods in display, know all the standard unit foldings or formations, be familiar with style of display generally affected, and have a fair fund of originality; that is, be able to proceed from the established units and forms to the formation of others, new and novel and equally as good, or better.

Suitable Backgrounds Essential.

The first thing to be considered in planning a display is the adoption of a

suitable background or setting, which is to act as a foil to bring out and emphasize the article displayed in a striking and attention-compelling manner. Background should be of a design and color to harmonize with the merchandise to be set off. They may harmonize either by blend or by contrast. Harmony by blend is perhaps the most pleasing, but harmony by contrast is always the most striking and by far the most emphatic and most certain of arresting attention. In harmony by blend the tones and general effect of the background and of the merchandise glide into an almost imperceptible union, but in such a manner as to enhance the beauty of the whole and thus attract the attention of the public by the force of the innate love of the beautiful that exists with more or less strength in all. In harmony by contrast there is sufficient dissimilarity to make each part stand out with enhanced strength and still avoid the least suggestion of a clash when properly managed so that the background does not have the effect of overpowering the goods, but adds materially to their strength and to the force of their appeal to public attention. This style of harmony is, probably, the safest and surest of satisfactory results.

Special Features.

Besides attention-compelling relationship between background and merchandise, it is also a common practice to resort to what may be designated, for want of a better title, as special features. These are, as a rule, original conceptions, introduced into displays usually for the sole purpose of arresting attention and exciting curiosity. Sometimes they may merely add to the general decorative effect and thus serve a good purpose. The special feature may or may not be related to the subject of the display; that is, it may be some feature suggested by or suggestive of the use or production of the goods displayed, or it may be something foreign or extraneous to the subject and used solely to excite curiosity and to hold the thought of observers while

they are endeavoring to figure out what it has to do with the display anyway. The more incomprehensible a feature is the better it is under certain circumstances as a special feature. The trick is frequently resorted to both in trimming and in written advertising.

It is the same way, the trimmer uses some trophy or animal or other features in window display in merchandise merely for the effect of attracting attention and inducing the consideration of prospective customers.

Arrangement of Goods.

The style of the stock arrangement has much to do with the effectiveness of the display. A style of arrangement that suits one style of goods will be found entirely inappropriate for certain other classes.

There are two general styles of arrangement of merchandise in display that are generally recognized. They are the open or thin trim, and the compact or stocky trim. The former is as a rule preferred, and should always be followed when displaying high-class goods of marked individuality. The latter style is generally employed when showing the cheaper grades of merchandise when the main object is to emphasize the usual reason for special pricing. High-grade goods should never be shown in large quantities, especially in the beginning or at the height of the season. It is sometimes permissible, however, towards the end of the season. With special purchases, the desire is to forcibly indicate the cause of the low price and the fact that there is quite sufficient in lot to supply the demand likely to be produced by the concession in price. Low grade goods generally show better when shown stockily. Bulk has the tendency to increase the importance that more than likely they lack intrinsically. The glamor of a big imposing display seems to distract the attention from a too close inspection of qualities and individual merit.

(Continued on page 69.)

Starches Are Advanced 1-4 and 1-2 Cent

Steady Increase in Corn the Cause—New Prices California Raisins up 1/8 Cent All Around—Rope Declines 1 Cent—Quebec Blueberry Crop a Failure—Cream of Tartar up 2 Cents.

MARKETS IN BRIEF

QUEBEC.

PRODUCE AND PROVISIONS—

Hams drop 1/2 cent.
Compound lard 1/4 cent lower.
Butter advances and eggs are firmer.

FISH AND OYSTERS—

Shelled clams and scallops more favorably received.
Fresh caught smelts arriving.
Halibut almost out.

FRUIT AND VEGETABLES—

Toronto Exhibition forced prices up.
Apple crop poor and prices will be high.
Potato crop short in States, and prices may be firm in Canada.

FLOUR AND CEREALS—

Reduction of 2 cents in ocean freights helps export.
Mill feeds advance \$1 a ton.
Wheat may not drop much, even after harvesting.
Cornmeal and hominy each advance 10 cents.

GENERAL GROCERIES—

Seeded raisins and shelled almonds up 1/2 cent.
Sisal rope declined 1 cent.
Good sale of vinegar.
Blueberry crop a failure; only 15 to 25 per cent. delivery probable.

ONTARIO.

PRODUCE AND PROVISIONS—

Hams reduced 1/2 cent.
Compound lard 1/2 cent lower.
Eggs generally firmer and advance 1 cent.

FISH AND OYSTERS—

Cheese slightly higher.
Stock of poultry left over from Exhibition.

FISH AND OYSTERS—

Halibut all cleaned out and none arriving.
New lines expected next week.
Oysters in steady demand at \$1.75 for bulk, and \$8.00 to \$8.50 for shell.

FRUIT AND VEGETABLES—

Drop in peaches, pears and plums.
Blueberries down to \$1.25.
Cantaloupes very plentiful and cheap.
Potatoes drop to 75 cents.
Tomatoes up to 40 and 50 cents.

FLOUR AND CEREALS—

Interest in reduction of wheat tariff by Senate.
Cornmeal scarcity continues.
Mill feeds advance \$1 a ton.

GENERAL GROCERIES—

Starch, laundry and culinary, advance 1/4 and 1/2 cent.
New prices on all lines of California raisins advanced 1/4.
Cream of tartar up 2 cents.
Apricots advance 1 cent.
Imported olive oil will be 10 per cent. higher.

QUEBEC MARKETS.

Montreal, Sept. 9.—Business in all lines continues seasonably brisk. Since the sugar market has ceased jumping at least temporarily, ordering has dropped off to some extent, but so heavy is consumption at this season that buying will of necessity be heavy for some time yet.

Spice men in particular state that this has been the busiest summer which they have ever witnessed, and with pickling season coming on now, there is every reason to believe that this fortunate condition will continue.

SUGAR.—The drop of 10 cents made last week by one New York refiner does not appear to have had any effect on the market. Local dealers claim that situation in raws in no way justified this decline, but that it was made simply with an eye to stimulating a little business.

In Montreal the sugar market is firm, and in consideration of the fact that this is the heavy preserving season, and that fruit is plentiful and cheap, there would appear to be a good reason for a continuance of this condition.

Extra Granulated Sugars—	Per 100 lbs.
100 lb. bags	4 50
20 lb. bags	4 60
2 and 5 lb. cartons	4 80
Second grade, in 100 lb. bags	4 35
Extra Ground Sugars—	
Barrels	4 90
50 lb. boxes	5 10
20 lb. boxes	5 30
Powdered Sugars—	
Barrels	4 90

50 lb. boxes	5 10
25 lb. boxes	5 10
Paris Lump—	
100 lb. boxes	5 25
50 lb. boxes	5 45
25 lb. boxes	5 55
Crystal Diamonds—	
Barrels	5 30
100 lb. boxes	5 45
50 lb. boxes	5 55
5 lb. cartons	6 40
Crystal Dominoes, cartons	7 20
Yellow Sugars—	
No. 3	4 55
No. 2	4 55
No. 1	4 15
Barrels granulated and yellow may be had at 5c per cwt. above bag prices.	

SYRUP AND MOLASSES.—Prices on all corn syrups remain firm at higher level struck last week. Some claim that this advance of 1/4 cent per pound, or 10 cents per case, is only an introduction to what is to follow. At any rate, the market is firm, and in consideration of the firmness and scarcity of corn is not likely to show any declines.

Molasses continue to hold firm. All signs of easiness on primary sources have now been removed, so that from now on dealers look to increasing firmness.

Barbados Molasses—	Prices for Island of Montreal.
	Extra Fancy. Fancy. Choice
Punchcoons	44 41 39
Barrels	47 44 42
Half Barrels	49 46 44
For outside territories prices range about 2 cents lower per gallon than for delivery, Island of Montreal.	
Carload lots of 20 punchcoons or its equivalent in barrels or half barrels, to one buyer, may be sold at "open prices." No discounts will be given.	
Corn Syrups—	
Barrels, per lb., 3/4c; 1/2 bbls., 3/4c; 1/4 bbls.	0 04
Pails, 38 1/2 lbs., \$1.85; 25 lbs.	1 35
Cases, 2 lb. tins, 2 doz. in case	2 50
Cases, 5 lb. tins, 1 doz. in case	2 85
Cases, 10 lb. tins, 1/2 doz. in case	2 75
Cases, 20 lb. tins, 1/4 doz. in case	2 70
Maple Syrups—	
Pure, per 8 1/2 lb. tin	0 75

Pure, in 15 gal. kegs, 8c. per lb., or per gal 1.00
Maple Sugar, pure, per lb. 0 10 0 11

DRIED FRUITS.—Seeded raisins advanced this week 1/2 cent per lb. on both fancy and choice. This advance is likely to hold only until new crop Valencias arrive, which, owing to this year's crop being better than that of last year by about 20 to 25 per cent., are likely to sell at about one-half of prices now quoted on seeded.

On coast, all old stock seedless Sultanas have also advanced 1/4c straight. Corresponding firmness prevails here, though no change in price has been registered.

Evaporated apples continue firm, and a sale of 200 boxes at 8c here last week would indicate even greater firmness for the future than at present exists.

EVAPORATED FRUITS.	Per lb.
Apples, 50-lb. boxes	0 07 1/2 0 08
Nectarines, choice	0 11
Peaches, choice	0 09 1/2
Pears, choice	0 12 1/2
DRIED FRUITS.	
Candied Peels—	
Citron	0 17
Lemon	0 11
Orange	0 12
Currants—	
Amalias, loose	0 07
Amalias, 1-lb. pkgs.	0 07 1/2 0 08 1/2
Filiatras, fine, loose	0 06 1/2 0 07
Dates—	
Dromedary, package stock, per pkg.	0 10
Fards, choicest	0 11
Hallowee, loose	0 05
Hallowee, 1-lb. pkgs.	0 06 1/2 0 06 1/2
Figs—	
Finest, 6 crown, about 12 pounds	0 15
Same fruit, 5 and 4 crown, 1 and 2 cents less.	
Prunes—	
40 to 50, in 25-lb. boxes	0 13
50 to 60, in 25-lb. boxes	0 12
60 to 70, in 25-lb. boxes	0 11
70 to 80, in 25-lb. boxes	0 07 1/2
80 to 90, in 25-lb. boxes	0 07
Raisins—	
Malaga table, box of 22 lbs., according to quality	2 50 5 25
Muscatsels, loose, 3 crown, lb.	0 07 1/2
Sultana, 1 lb. pkgs.	0 10
Valencias, old stock	0 11
Seeded, fancy	0 09 1/2
Seeded, choice	0 09
Prices quoted on all lines of fruits liable to be shaded for quantities, according to the state of the market.	

EXHIBITORS AT C.N.E.

Among the firms of interest to the grocery trade who exhibited at the Canadian National Exhibition, in addition to those shown in the Exhibition section of this issue, were the following:—P. C. Larkin & Co (Salada tea); Chisholm Milling Co. (cereals); Crescent Manufacturing Co. (mapleine); W. Symington & Co. (soups); E. D. Smith & Son (jams, jellies, etc.); Brand & Co. (meats in glass); Corneille, David Co. (Oxo); Eureka Refrigerator Co.; Jno. Hillock & Co. (refrigerators); Heinz & Co. (pickles, etc.); Hargreaves, Ltd. (Ocean Blue); Chas. Bond, Ltd. (confectionery); Carson's, Ltd. (confectionery); National Cash Register Co.; Canada Sugar Co.; Snap Mfg. Co. (hand cleaner); North Atlantic Fisheries, Ltd.; Genesee Pure Food Co. (Jello); and MacLure & Langley (Maggi soups).

THE CANADIAN GROCER

SPICES.—Cream of tartar is still holding firm, but as yet has shown no further advance in price. Spice market as a whole is normal, with practically nothing to affect it either way at present.

Spices—	Compound, per lb.	Pure, per lb.
Allspices, ground	0 10	0 12-0 15
Allspice, whole		0 20-0 25
Cinnamon, whole		0 20-0 25
Cinnamon, ground	0 17-0 18	0 25-0 35
Cinnamon, Batavia		0 25-0 30
Cloves, whole		0 25-0 30
Cloves, ground	0 18-0 23	0 25-0 30
Cream of tartar	0 18-0 21	0 27-0 30
Ginger, Cochinchina	0 12-0 15	0 18-0 21
Ginger, Jamaica, ground	0 15-0 18	0 22-0 25
Ginger, Jamaica, whole		0 22-0 25
Ginger, African, ground		0 15-0 16
Mace		0 75-1 00
Nutmegs, brown, 64s, 50c;		
80s, 40c; 100s		0 35
Nutmegs, ground, bulk, 40c;		
1 lb. tins		0 50
Pastry spice		0 25
Peppers, black, ground	0 10-0 14	0 17-0 20
Peppers, black, whole		0 18-0 20
Peppers, white, ground	0 15-0 23	0 27-0 30
Peppers, white, whole		0 25-0 28
Seeds—		
Canary	0 10	0 12
Caraway, Canadian		0 10
Caraway, Dutch		0 14
Cardamom	1 25	1 50
Celery	0 40	0 50
Hemp	0 05 1/2	0 06
Rape	0 07	0 07 1/2

RICE AND TAPIOCA.—Patna rices continue strong, but without change. Rangoons are holding steady.

Rangoon Rice—	Per cwt.
"B," bags 50, 100 and 250 lbs.	3 15
"B," pockets, 25 lbs.	3 25
"B," pockets, 12 1/2 lbs.	3 35
"C.C." bags 50, 100 and 250 lbs.	3 45
"C.C." pockets 25 lbs.	3 15
"C.C." pockets 12 1/2 lbs.	3 25
India bright	3 30
Lustré	3 40
Fancy Rices—	Per cwt.
Polished Patna	4 40
Pearl Patna	4 60
Imperial Glace	4 80
Sparkle	5 10
Snow, Japan	5 30
Ice drips, Japan	5 45
Crystal, Japan	5 10
Carolina head	7 10
Imported Patna—	Per lb.
Bags, 25 lbs.	0 05 1/2
Half bags, 12 1/2 lbs.	0 05 1/2
Quarter bags, 6 1/4 lbs.	0 05 1/2
Velvet head Carolina	0 05
Sago, brown	0 05 1/2
Tapioca—	Per lb.
Singapore, medium pearl	0 05
Singapore, seed	0 05 1/2
Penang	0 04 1/2

NUTS.—Shelled almonds have witnessed another advance this week of 1/2 cent. Walnuts are also moving up, and on primary sources have advanced 3/4c per lb. American roasted peanuts continue firm at advance of 3/4c per lb. registered here last week.

In shell—	Per lb.
Almonds	0 17
Brazils	0 20
Filberts	0 13
Peanuts, American, according to qual.	0 09
Peanuts, French	0 09
Peanuts, polished, large	0 18
Walnuts, marbots	0 15

Shelled—	Per lb.
Almonds, Valencia	0 38
Almonds, Alicante	0 45
Almonds, Jordan	0 50
Peanuts	0 09
Walnuts	0 31

BARLEY, BEANS AND PEAS.—No further change has taken place in dried vegetables since the decline last week in pot barley. Prices are as follows:

Beans—	Per bushel.
Austrian, H. P.	2 50
Canadian, prime	1 80
Canadian, extra H. P.	2 00
Yellow eyes	3 25
Brown	2 75
Peas, Canadian, per bus.	2 50
Peas, green, imported, bus.	2 60
Barley—	Per bushel.
Pot, per bbl.	6 10
Pot, per bag	2 90
Pearl, per bag	4 85

ROPE.—All sisal rope declined 1 cent per lb. last Friday. Prices now quoted are as follows:

3-16 inch	0 14
1/2 inch	0 13 1/2
5-16 inch	0 13 1/2
3/4 inch	0 13
7-16 inch and larger	0 12 1/2

VINEGAR.—Now that pickling season is on, all kinds of vinegars are beginning to move freely. Prices on these are as follows:

Canadian White Vinegar—	Per gal.
118 grains	0 19
88 grains	0 15
72 grains (pickling strength)	0 12
English malt vinegar	0 45
Bordeaux white wine vinegar, in casks	0 70
American Vinegar—	
Malt	0 60
White	0 35
German vinegar, per 4 gal. demijohn	2 20
Vinegar, bottled in England—	
Malt, quarts, cask of 5 doz.	1 80
Malt, pints, cask of 6 doz.	1 20
Tarragon, pints	2 30
Tarragon, half pints	1 60
Chili vinegar (red pepper flavor) 1/2 pints	1 60
Eschalot (onion flavor) 1/2 pints	1 50

ONTARIO MARKETS.

Toronto, Sept. 11.—Now that the Exhibition is over, everyone is getting down to work, and the return of grocers from Toronto has resulted in larger orders being sent in. Business generally is good, although many firms report that the orders for spices are hardly up to last year's mark.

SUGAR.—After the boom caused by the late advance in sugar business has become quieter, as the trade seems to feel that there will be no more advances in the near future. Seasonable demand remains steady.

Extra Granulated Sugars—	Per 100 lbs.
100 lb. bags	4 60
20 lb. bags	4 70
2 and 5 lb. cartons	4 30
Beaver granulated, in 100 lb. bags	4 45
Extra Ground Sugars—	Per 100 lbs.
Barrels	5 00
50 lb. boxes	5 20
25 lb. boxes	5 40
Powdered Sugars—	Per 100 lbs.
Barrels	4 80
50 lb. boxes	5 00
25 lb. boxes	5 20
Paris Lump—	Per 100 lbs.
100 lb. boxes	5 35
50 lb. boxes	5 45
25 lb. boxes	5 65
Crystal Diamonds—	Per 100 lbs.
Barrels	5 40
100 lb. boxes	5 35
50 lb. boxes	5 45
5 lb. cartons	7 50
Crystal Dominoes, cartons	7 60
Yellow Sugars—	Per 100 lbs.
No. 3	4 65
No. 2	4 45
No. 1	4 15
Barrels granulated and yellow may be had at 5c per cwt. above bag prices.	

MOLASSES AND SYRUPS.—The market is firm after last week's advance in corn syrups, and no one would be surprised to see a repetition with corn what it is.

Syrups—	Per case.
2 lb. tins, 2 doz. in case	2 50
5 lb. tins, 1 doz. in case	2 85
10 lb. tins, 1/2 doz. in case	2 75
20 lb. tins, 1/4 doz. in case	2 70
Barrels, per lb.	0 03 1/2
Half barrels, lb.	0 03 1/2
Quarter barrels, lb.	0 04
Pails, 38 1/2 lbs. each	1 85
Pails, 25 lbs. each	1 35
Molasses, per gallon—	Per case.
New Orleans, barrels	0 27
New Orleans, half barrels	0 30
West Indies, barrels	0 28
West Indies, half barrels	0 30
Barbados, fancy, barrels	0 45
Barbados, fancy, half barrels	0 40
Maple Syrup—Compound—	Per case.
Gallons, 6 to case	4 80
1/2 gals., 12 to case	5 40
1/4 gals., 24 to case	6 00
Pints, 24 to case	3 70
Maple Syrup—Pure—	Per case.
5 gallon cans, 1 to case	1 35
Gallons, 6 to case	6 00
1/2 gallons, 12 to case	7 25
Quarts, 24 to case	7 25
Pints, 24 to case	4 70
Maple Sugar—	Per lb.
Pure, per lb.	0 14
Maple Cream Sugar—	Per lb.
34 twin bars	1 00
40 and 48 twin bars	3 00
Maple butter, lb. tins, dozen	1 00

NUTS.—While prices are unchanged this week shelled almonds, according to

cable despatches, have dropped half a cent.

In shell—	Per lb.
Almonds, Formigetta	0 15
Almonds, Tarragona	0 17
Brazils	0 20
Filberts, Sicily	0 12 1/2
Filberts, Barcelona	0 09 1/2
Peanuts, green, per lb.	0 10 1/2
Peanuts, roasted	0 12 1/2
Pecans	0 18
Walnuts, Bordeaux	0 13
Walnuts, Grenoble	0 16
Walnuts, Marbots	0 15
Walnuts, Cornes	0 13
Shelled—	Per lb.
Almonds	0 40
Filberts	0 27
Peanuts	0 09
Pecans	0 15
Walnuts	0 32

SPICES.—Cream of tartar, which has been exhibiting soaring qualities of late, owing to the partial failure of the French grape crop, is up 2 cents this week, and little is selling below 35 cents. There are reports that the demand this fall is less than usual, as pickling materials are scarce.

	5 and 10 lb.	1/2 lb.	1/4 lb.
Allspice	14-17	60-67 1/2	70-80
Cassia	22-27	75-80	80-85
Cayenne pepper	22-28	75-80	80-1 15
Cloves	20-25	1 00-0 95	1 00
Cream tartar	33-35		
Curry powder	35		
Ginger	22-27	65-0 85	75-0 85
Mace	75-1 00		0 3 75
Nutmegs	25-30	90-0 90	1 00-0 90
Peppers, black	15-22	67-0 75	80-0 90
Peppers, white	27-29	95-1 05	1 05-1 15
Pastry spice	25-27	65-0 85	75-1 10
Pickling spice	14-15	75-0 90	75-0 90
Turmeric	18-19		

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

DRIED FRUITS.—An advance of 1 cent on standard and choice and 2 cents on fancy apricots this week was not unexpected, as the new crop is very poor, and the old nearly cleaned out. Fancy and choice raisins, as predicted, also advanced half a cent. This is due to adverse reports from California. Future prices are also advancing. A wire from California on Wednesday of this week stated that "seeded raisins delivered by farmers from vineyards were 30 to 40 per cent. below expectations. Market advanced 1/8 cent., as compared with opening, and further advance is expected."

A cable states that Smyrna table (layer) figs are very high, but this will not affect goods until after Christmas, as deliveries from the East take several months.

Another wire from San Francisco states that the California Associated Raisin Co. had advanced seeded and loose raisins 1/8c above opening prices. The first deliveries of the new crop will arrive about middle of October.

Apples, evaporated, per lb.	0 07 1/2	0 08
Apricots—		
Standard, 25 lb. boxes	0 15	0 18
Choice, 25-lb. boxes	0 18	0 20
Fancy	0 22	0 24
Candied Peels—		
Lemon	0 15 1/2	
Orange	0 13	
Citron	0 15	
Currants—		
Filistras, per lb.	0 07	
Amalra, choicest, per lb.	0 07 1/2	
Patras, per lb.	0 07 1/2	
Vostiznas, choice	0 10	
Vostiznas, shade dried	0 10 1/2	
Cleaned, 1/4 cent more.		

THE CANADIAN GROCER

Dates—		
Fads, choicest, 12-lb. boxes	0 09%	0 09%
Fads, choicest, 60-lb. boxes	0 07	0 07%
Package dates, per pkg.	0 06%	0 07%
Figs—		
Natural figs, in bags, lb.	0 05	0 07
Comadre figs, in taps, per lb.	0 04	0 04%
Eleme figs, in boxes, according to size, lb.	0 10	0 15
Peaches—		
Standard, 25-lb. boxes	0 10	0 10
Choice, 25-lb. boxes	0 09	0 10
Choice, 50-lb. boxes	0 08%	0 08
Raisins—		
Sultana, choice	0 10	0 12
Sultana, fancy	0 12	0 14
Valencia, old stock	0 06	0 06%
Seeded, fancy, 1 lb. packets	0 08	0 09%
Seeded, choice, 1 lb. packets	0 08	0 09

RICE AND TAPIOCA.—The market remains steady and unchanged.

Rangoon, per lb.	0 03%	0 04
Rangoon, fancy, per lb.	0 05%	0 05%
Patna, per lb.	0 05%	0 05%
Japan, per lb.	0 05%	0 05
Java, per lb.	0 05%	0 07
Carolina, per lb.	0 08	0 10
Bago—		
Brown, per lb.	0 05	0 05%
White, per lb.	0 05%	0 05%
Tapioca—		
Bullet, double goat	0 08%	
Medium pearl	0 05	
Seed pearl	0 05%	
Flake	0 08%	

COFFEE.—There is no change in prices this week.

Coffee, Roasted—		
Bogotas	0 27	0 28
Guatemala	0 25	0 25
Jamaica	0 24	0 25
Java	0 32	0 35
Mariacibo	0 25	0 25
Mexican	0 27	0 28
Mocha	0 30	0 32
Rio	0 18	0 20
Santos	0 21	0 23
Cherry, per lb.	0 10	0 12

TEAS.—The market is very high in black teas, particularly in good grades of India. These are 3 cents higher than last year, and bulk teas are likely to be increased.

BEANS.—The market is unchanged this week.

Beans—	Per bushel.
Austrian H. P.	2 50
Canadian, prime	2 00
Canadian, extra H. P.	2 40
Yellow eyes	3 25
Brown	2 75
Peas, Canadian, per bushel	2 60
Green, imported, bush.	2 60

BARLEY.—Quotations this week are:

Barley—	
Pot, per bbl.	6 10
Pot, per bag	2 30
Pearl, per bag	4 85

STARCH.—Another advance was announced on Wednesday of ¼ cent in the cheaper grades of laundry and culinary starches, due to the steady advance in corn. This was generally looked for. The new prices are as follows:—Laundry Starches—40 lbs. Canada laundry starch, 6c per lb.; 40 lbs. boxes Canada white gloss, 1 lb packages, 6½c per lb.; 48 lbs. No. 1 white or blue starch, 4 lb. cartons, 7c per lb.; 48 lbs. No. 1 white or blue starch, 3 lb. cartons, 7c per lb.; 100 lbs. Kegs No. 1 white starch, 6½c per lb.; 200 lbs. bbls. No. 1 white starch, 6½c per lb.

Culinary Starch.—Canada pure corn starch, 6c.

VINEGAR.—The demand for pickling purposes has begun to be brisk. Prices are the same as in Montreal quotations except in vinegar bottled in England, malt quarts, cask of 5 dozen, which is \$1.90 in Toronto.

OLIVES.—Mention was made last week of a probable advance in olive oil. An importer has received definite word, and stated on Wednesday that he will

raise his prices on new oil at least 10 per cent. The consumption is increasing rapidly in Canada.

CANNED GOODS.

Montreal, Sept. 9.—Packers report the blueberry crop practically a failure, and that conditions are now turning out worse instead of better. Heavy frosts recently have had none too encouraging effects. Though no definite statement is yet to be had, there is little doubt that the crop is one of the shortest on record for the past 30 years and packers estimate that deliveries will not be more than 15 per cent. to 25 per cent.

Special brand Canadian sardines continue at the advanced price struck last week—namely, \$3.25 on ¼ tins.

First shipments new tomatoes have arrived, but as yet prices have not been announced. These are expected in a couple of weeks.

VEGETABLES.

2's Asparagus Tips	Group A, per doz.	2 27%
2's Asparagus Butts		1 42%
2's Beets, sliced, Blood Red, Simcoe		0 97%
2's Beets, whole, Blood Red, Simcoe		0 97%
2's Beets, Whole, Blood Red, Rosebud		1 27%
3's Beets, Sliced, Blood Red, Simcoe		1 32%
3's Beets, Whole, Blood Red, Simcoe		1 37%
3's Beets, Whole, Blood Red, Rosebud		1 32%
3's Cabbage		0 97%
2's Carrots		1 27%
2's Peas, Standard, sieve 4		0 82%
2's Peas, Early June, sieve 3		0 85
2's Peas, Sweet Wrinkles, sieve 2		0 87%
2's Peas, Extra Fine Sifted, sieve 1		1 27%
Gals. Peas, Standards		4 92%
Gals. Peas, Early June		4 27%
Gals. Peas, Sweet Wrinkles		1 27%
2's Spinach		1 77%
Gals. Spinach		5 30
Beans—	Group A	
2s, golden wax, midget, Arctic brand		1 15
2s, golden wax		0 85
3s, golden wax		1 25%
Gallon, golden wax		1 25%
2s, Refugee or Valentine (green)		0 85
3s, Refugee (green)		1 22%
2s, Refugee, midget, Auto brand		1 15
Gallons, Refugee		3 62%
(Group B is 2¼c doz. less in each case.)		

FRUITS.

2's Black Cherries, pitted H.S.	1 92%
2's Black Cherries, not pitted H. S.	1 52%
2's Red, Ptd. Cherries, H.S.	1 92%
2's Not ptd., Red Cherries, H.S.	1 52%
Gals., Ptd., Cherries	8 82%
Gals. Not Ptd. Cherries	8 02%
2's Cherries, White Ptd., H.S.	1 92%
2's Cherries, White, Not Ptd., H.S.	1 52%
2's Preserved, Black Currants	5 27%
Gals. Black Currants, Standard	5 27%
Gals. Black Currants, Solid Pack	8 27%
2's Red Currants, H.S.	1 92%
2's Red Preserved Currants	2 27%
Gals. Red Currants, Standard	5 27%
Gals. Red Currants, solid pack	8 27%
2's Gooseberries, H.S.	1 77%
2's Gooseberries, Preserved	2 92%
Gals. Gooseberries, Standard	2 02%
Gals. Gooseberries, solid pack	8 77%
2's Pineapple, sliced, H.S. White Bahama	1 92%
2's Pineapple, grated, H.S. White Bahama	1 47%
2's Pineapple, whole, H.S., White Bahama	1 92%
3's Pineapple, whole, H.S. White Bahama	2 47%
2's Rhubarb, Preserved	1 52%
3's Rhubarb, Preserved	2 27%
Gals. Rhubarb Standard	3 52%
2's Strawberries, H.S.	1 92%
2's Strawberries, Preserved	2 27%
Gals. Strawberries, standard	7 52%
Gals. Strawberries, solid pack	9 77%
(Group B is 2¼c doz. less in each case.)	
Lawtonberries—	
2s, blackberries, H.S.	1 92%
2s, preserved	2 12%
Raspberries—	
2s, black, H.S.	1 92%
2s, black, preserved	2 12%
Gals., black, standard	7 02%
Gals., black, solid pack	9 27%
2s, red, H.S.	1 92%
2s, red, preserved	2 12%
Gals., red, standard	7 27%
Gals., red, solid pack	9 27%
Group B, 2¼ cents less per dozen.	

Toronto, Sept. 11.—No further additions have been made to the canners' lists. Wholesalers report that the demand for fruits, vegetables and salmon shows signs already of being much

larger than last year under the lower scale of prices.

MANITOBA MARKETS.

Winnipeg, Sept. 10.—The new crop is now coming in in considerable volume, and the quality of the grain is excellent, the greater portion of what has already been on the market being of contract grade. Threshing has been general in Manitoba and Alberta, and is now general in Saskatchewan.

As regards the volume of the crop, expert opinions differ. The North-West Grain Dealers' Association figures on 176,900,000 bushels. Others have put it as high as 220,000,000. But from what threshers returns have come to hand the crop is generally yielding better than was anticipated, and there is likely to be 200,000,000 bushels of wheat threshed. Allowing 20,000,000 for seed, this leaves 180,000,000 for sale, which, at an average of 60 cents per bushel, nets \$108,000,000. To this must be added at least \$50,000,000 for oats, barley and flax marketed, and it will be seen that there is a vast sum to go into circulation during present crop year on a very conservative estimate.

Under these conditions trade prospects are improving every day. The consumptive demand is increasing, and retailers are carrying heavier stocks. Collections are slow, and will hardly improve until there is some crop money in circulation.

SUGARS.—Prices are steady since the advance reported last week. The consumptive demand at this season is heavy, and all things point to firm prices for sugar during next four weeks.

Sugar—	Per 100 lbs. in bbls.
Extra standard granulated	5 10
Extra ground or icing	5 65
Powdered	5 45
Lumps, hard	5 95
Montreal yellow	4 65
B. C. yellow	4 55
Prices on sugar in bags, 5c per 100 lbs. less.	

CORN SYRUPS.—Prices are steady since last advance, but corn is still on up grade, and further advances may be anticipated.

Corn Syrups—	
2 lb. tins, per case	2 38
8 lb. tins, per case	2 73
10 lb. tins, per case	2 61
20 lb. tins, per case	2 72
Barrels, per 100 lbs.	3 90
Molasses, New Orleans, gal.	0 33
Molasses, Barbados, gal.	0 50
Maple syrup, quarts, per case	0 45
Maple syrup, ½ gals.	5 85

DRIED FRUITS.—Firmness in dried fruits is feature of grocery trade at present time. Although prices locally are as yet unchanged, a general advance all round is anticipated. The California crop is reported short as compared with last year. Apricots are 1 cent up.

Prunes—	Per lb.
Prunes, 80 to 90, 25 lbs.	0 08
Prunes, 90 to 100, 25 lbs.	0 05%
Prunes, 10 to 20, 25 lbs.	0 05%
Prunes, 60 to 70, 25 lbs.	0 07%
Prunes, 50 to 60, 25 lbs.	0 08%
Prunes, 40 to 50, 25 lbs.	0 10%
Apricots—	
Choice	0 15%
Standard	0 15%
Slab	0 11%
Nectarines	0 11%

THE CANADIAN GROCER

Cooking Figs—	
Choice boxes	0 06 1/4
Half boxes	0 06 1/4
Half bags	0 06 1/4
Valencia Raisins—	
Fine, f.o.b., 22s, s.p., per box	2 75
Fine, selected, 22s, s.p., per box	2 70
4-crown layers, 22s, s.p., per box	2 65
4-crown layers, 17s, s.p., per box	1 35
4-crown layers, 17s, s.p., per box	0 75
Ne plus ultra, 82s, s.p., per box	2 20
Sultanas—	
California	0 09 1/4
Smyrna	0 14
Currents—	
Dry clean, per lb.	0 07 1/4
Washed, per lb.	0 07 1/4
1-lb. package	0 08 1/4
2-lb. package	0 17 1/4

TEAS AND COFFEES.—New season Japans are on market, which is very steady and practically unchanged during the past week. Coffees are weaker in eastern markets, and prices may be expected to ease up.

Coffee—	
Green Rio, No. 3	0 16 1/4
Roasted Rio	0 21
Green Santos	0 16
Roasted Santos	0 21
Chicory	0 11 1/4
Teas—	
China blacks, choice	0 25 0 40
India and Ceylon, choice	0 32 0 49
Japans, choice	0 36 0 46

NUTS.—California almonds are stiffening in price, due to an expected strong demand in view of shortage in the Mediterranean crop.

Brasil	0 18	0 19
Tarragona almonds	0 16 1/4	0 16 1/4
Peanuts, roasted, Jumbos	0 13	0 13
Peanuts, choice	0 11	0 11
Pecans	0 22	0 22
Marbet walnuts	0 13 1/4	0 13 1/4
Grenoble walnuts	0 16	0 16
Sicily Alberta	0 11 1/4	0 11 1/4
Shelled almonds	0 38	0 38
Shelled walnuts	0 31	0 31

BEANS.—Ontario reports a fairly good crop of beans this year, so that the market may not be so firm this season as last.

Beans—	
Hand picked	4 35
3 lb. picker	1 95
Peas—	
Split peas, sack, 98 lbs.	3 85
Whole peas, bushel	2 75
Barley—	
Pot, per sack 98 lbs.	4 75
Pearl, per sack 98 lbs.	3 65

FRESH FRUITS AND VEGETABLES.—There is a brisk demand for green fruits, and the market is well supplied with all lines.

Fruits, Fresh—	
Apples, new, box	2 75
Apples, new, barrel	5 00
Bananas, per bunch	2 50
Blueberries, per basket	1 50
Cantaloupes, California, crate	5 50
Cocoanuts, dozen	1 25
Crab apples, B.C., case	2 35
Grapes, California, case	3 50
Grapes, Ontario, per basket	0 50
Lemons, California, case	10 00
Lemons, Messina, case	7 50
Oranges, Valencia, case	7 00
Peaches, Washington, case	1 25
Pears, Ontario, basket	0 75
Pears, Washington, case	3 25
Pears, California, case	4 00
Plums, Washington, green gages, cs.	1 25
Watermelons, dozen	6 50
Vegetables, Fresh—	
Potatoes, new, bushel	0 60
Tomatoes, Ontario, basket	0 60

FLOUR AND CEREALS.—There is a good domestic demand for flour, but export prices are out of line. No change in prices is anticipated at present.

Best Patents, bbl.	5 60
Seconds	5 10
First Clears	4 20
Low grade	2 90
Jute bags 10 cents less.	3 10
Cornmeal, 98 lbs.	1 85
Rolled Oats, 80 lbs.	1 65
Wheat granules, bale, 16.00	3 25
Granulated Oatmeal, 98 lbs.	2 15

SASKATCHEWAN MARKETS.

By Wire.

Regina, Sept. 10.—During the past week lard took a decided drop on mar-

ket here, but majority of other lines held stationary. Quotations are as follows:

Bacon, breakfast, per lb.	0 22 1/2	0 23
Beans, Ontario, per bush.	2 00	2 70
Butter, creamery, per lb.	0 28	0 30
Canned Goods—		
Corn, standard, per dozen	2 00	2 05
Peas, standard, per dozen	3 04	2 05
Tomatoes, standard, per dozen	3 25	2 90
Flour, 98s	2 90	2 95
Flour, 49s	2 95	3 00
Flour, 24s	3 00	3 05
Lard, 3s	8 05	8 00
Lard, 10s	7 95	7 95
Lard, 26s (each)	2 90	0 50
Rolled oats, 20s	0 95	1 85
Rolled oats, 40s	0 95	2 15
Rolled oats, 80s	1 85	2 15
Rolled oats, 10-8s	2 15	0 08 1/4
Raisins, seeded, per lb.	0 06	4 40
Rice, per cwt.	1 35	5 37
Sugar, standard, gran., per cwt.	5 37	

NEW BRUNSWICK MARKETS.

By Wire.

St. John, Sept. 10.—There are this week a few slight market changes. Business conditions are improving with better collections, and trade through the province remains steady. Flour market shows signs of weakness owing to bumper crop, and dealers look for drop in Manitoba. Lard is stronger here. Canadian beans are again in market, with indications for lower prices. Cornmeal is firmer, and butter and eggs about same. Cheese 14 3/4-15c. Cornmeal grain, \$5.50; bags, \$1.85; bbls., \$3.85. Lard compound tubs, 12 1/2c; red spring salmon, \$8.25-9.25.

Bacon, roll	0 16	0 16 1/4
Bacon, breakfast	0 20	0 22
Beans, Canadian white	2 35	2 40
Beans, Austrian	2 50	2 55
Beans, yellow eye, bushel	3 75	3 80
Butter, dairy, per lb.	0 25	0 28
Butter, creamery, per lb.	0 28	0 28
Buckwheat, W., grey, bag	2 75	2 85
Cheese, new, lb.	0 14 1/4	0 15
Currents, 1/4, lb.	0 07 1/4	0 08

Canned Goods—		
Beans, baked	1 30	1 35
Beans, string	0 87 1/2	0 90
Corn, doz.	0 97 1/2	1 00
Peas, No. 4	0 85	0 90
Peas, No. 3	0 87 1/4	0 90
Peas, No. 2	0 90	0 95
Peas, No. 1	1 30	1 35
Peaches, 2 1/2, doz.	1 95	1 60
Peaches, 3 1/2, doz.	2 35	2 40
Raspberries, doz.	1 97 1/2	2 00
Strawberries	1 97 1/2	2 00
Tomatoes	1 65	1 70
Cornmeal, gran.	5 50	5 50
Cornmeal, bags	1 85	1 85
Cornmeal, bbls.	3 85	3 85
Eggs, in case, 25c; henery	0 32	0 34
Flour, Manitoba	5 60	5 60
Flour, Ontario	0 19 1/2	0 19 1/2
Lard, compound, lb.	0 15 1/4	0 15 1/4
Lard, pure, lb.	3 50	4 00
Lemons, Messina, per box	0 38	0 38
Molasses, Barbados, fancy	5 40	5 40
Oatmeal, rolled	5 95	5 95
Oatmeal, std.	90 00	90 00
Pork, domestic mess	25 00	27 50
Potatoes, barrel, new	1 50	1 50
Raisins, California, seeded	0 08 1/4	0 09
Rice, per cwt.	3 60	3 70
Salmon, Case—		
Pinks, 4 doz, case	4 25	4 75
Cohoos, 4 doz, case	7 40	7 60
Red spring, 4 doz, case	8 25	9 25
Sugar—		
Standard granulated	4 70	4 70
United Empire	4 40	4 40
Bright yellow	4 40	4 40
No. 1 yellow	4 20	4 20
Paris lumps	5 60	5 60

ESSENTIAL POINT OF WINDOW DISPLAY WORK.

(Continued from page 65.)

General Effect.

Another feature that adds much to the effectiveness of display is the symmetry with which the articles that go to make up the whole are arranged.

By this is meant the relations of the parts of the display to each other with regard to elevation perspective and mutual influence. Care must be taken not to bring the articles of display into juxtaposition so that they will clash or otherwise interfere with their separate or combined influence on the public. Nor can too bold or striking inequalities in spacing or elevation be tolerated without injury to the display as a whole, even if it should not necessarily hurt the individual articles. In other words the general effect which is another important point in the make-up of a successful display—must always be kept in mind a good general effect is probably second only to a good special feature in attracting attention first to the display and then to the merchandise exploited.

Last, but by no means the least of the decorator's part in the make-up of a display, is workmanship. Nothing does more to spoil the effect and discredit an otherwise satisfactory display than a dowdy and slovenly handling of goods. The result increases in proportions to the grade of goods shown, having the effect of cheapening and detracting from the real worth and of course the better the goods are the more they suffer in proportion. In fact neatness, cleverness, and good workmanship may be said to be the sum total of the qualities necessary to successful display decorations.

The Value of Show Cases.

The question of show cards and tickets while it goes into another field of work, is an important one to the trimmer, as he must be able to get out good talking points and convincing arguments on the subjects of his trims and besides he must have a knowledge of and good judgment as to the kinds and qualities of cards and tickets that should be used in particular displays. Some displays require merely a simple announcement of the presence of the goods in stock. Others require full description and still others require to be price-ticketed. High-grade goods usually speak for themselves and as a rule require few, if any, cards, and no price tickets. This rule reverses gradually as we go down through the various graduations of value. The foregoing points, rules and directions if properly observed, studied and followed will materially assist and benefit anyone in the execution of all classes of mercantile display decorations. They will make the work easier, more comprehensive, and better understood and the more closely they are followed the more they will tend to increase the returns obtained from display.

FLOUR & CEREAL DEPARTMENT



Cornmeal Advancing but Oatmeal is Easier

Gossip on New United States Tariff Bill Reducing Duty on Canadian Wheat—Mill Feeds Advance Dollar a Ton—Rolled Oats Have Easier Tone.

Interest in the Western harvest was forced to yield a share of the attention of grain men this week in the face of the United States Senate on Tuesday putting the finishing touches to the Underwood-Simmons Tariff Bill. The bill as it left the House placed wheat on the free list, but the Senate added a 10 cent tax on Canada, as a country where free trade was not offered to United States wheat.

A prominent Toronto buyer declares there will be nothing revolutionary as a result of the new tariff. Canadian prices are higher than in the United States at present—89 cents cash at Winnipeg as compared with 86½ cents, September price, at Minneapolis. "If free trade prevailed between the two countries there would be one price," he declared. Sometimes the United States price is higher. The 1913 United States wheat crop was estimated at 780,000,000 bushels, 40,000,000 more than last year. Of this a large amount will be exported.

In the West a large proportion of the farmers welcome the change as enabling them to ship some of their wheat to the States, thus avoiding a tie up in Canadian roads, such as there was last year, with a corresponding wait for the financial returns, or immediate ones at a heavy discount.

Threshing in Western Canada is in full swing, and the first shipment of wheat reached the East this week, No. 1 Northern, as fine as any in years. The local flour markets, however, are not likely to show any change for several weeks on this account.

Corn continues to rise, the closing on Tuesday for December being 73¾¢ in Chicago, compared with 54 cents one year ago. As a result cornmeal remains very firm at the higher prices fixed last week, and mill feeds took another advance in sympathy.

MONTREAL.

FLOUR.—Grinding of new wheat has already started in some of larger Western mills, and reports received are exceptionally favorable. A large proportion of the wheat received so far is No.

1 Northern, and is stated by the millers to be the finest they have ever had. In the words of one dealer here this week: "In recent years we have never had any wheat which would grade higher than this does."

At present exporting of flour is practically nil except on low grades. "We are getting there, however," states one miller, "and should market continue favorable we should be doing something worth while within a week. Reduction of 2c per 100 on ocean freight also helps us out greatly. We were counting on an advance of 2c, and were figuring our rates for October on that basis. Instead of that, rates to London, Liverpool, Bristol, Belfast and some of the other larger ports have witnessed a decline. This should help out greatly."

During past few days quite a change has taken place in sentiment with regard to wheat. Previously there was a feeling that wheat had to decline. Now, however, this has changed, and the feeling is that while wheat may not go up, it at least is not bound to come down.

Apart from the sentimental standpoint, however, Canadian wheat is above other markets, but is gradually sliding down to their level. Should deliveries keep up as in the past few days, during which a very large amount of wheat has been handled, some local dealers are of the opinion that in the course of a week or so our Winnipeg market will be as low as Minneapolis.

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

CEREALS.—A further advance of 10c has taken place since the advance of 10 cents last week on cornmeal and hominy. Corn is still very high, and its firmness is keeping all other grains up. Some dealers go so far as to predict a shortage of cornmeal this winter.

	Per 96-lb. sack
Cornmeal—	
Kiln dried	2 50
Softer grades	2 40
Rolled Oats—	96s, in jute.
Small lots	2 35
25 bags or more	2 25
Rolled oats in cotton sacks, 5 cents more.	

Oatmeal—Fine, standard and granulated, 10 per cent. over rolled oats in 90s, in jute.	100-lb. bbls.
Rolled wheat—	2 85
Small lots	2 80
Hominy, per 96-lb. sack	2 60

MILL FEEDS.—Mill feeds advanced another dollar all round last Saturday morning. The prices given below, however, though advanced the \$1, are practically only nominal. United States buyers are offering to-day a price equivalent to about \$23.50 per ton, so that with this option millers are not very likely to allow an easing up here. Somewhat more than a year ago bran reached the high level of \$27.

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

TORONTO.

FLOUR.—Prices remain unchanged, and it will be several weeks before new Western wheat becomes a factor. The milling of Ontario wheat has a tendency to make blends easier.

Manitoba Wheat Flour—	Small lots, in bags,
	per bbl.
First patent	5 00
Second patent	5 00
Strong bakers'	4 80
Flour in cotton sacks, 10c per bbl. more.	
Winter Wheat Flour—	
Fancy patents	5 00 5 20
90 per cent.	4 40 4 80
Straight roller	4 60 4 80
Blended flour	5 05 5 25

CEREALS.—Situation in cornmeal has not cleared any since last week, and millers do not know where they will get a supply. One firm that received one carload a week ago has no more in sight, and is refusing to accept orders for any except small lots. Oats, from favorable Ontario, and later Western, reports, are much easier.

Cornmeal, per 96 lb. bag—	
Kiln dried, 25 bag lots	2 20 2 30
Softer grades, 25 bag lots	1 90 1 95
Rolled oats, per 90 lb. sack, in jute—	
Small lots	2 35 2 37½
25 bags to car lots	2 25 2 30
Rolled oats in cotton sacks, 5 cents more.	
Oatmeal, standard and granulated, 10 per cent. over rolled oats in 90 S, in jute.	
Rolled Wheat—	
50 lb. boxes	1 50
100 lb. barrels, small lots	2 90
100 lb. barrels, 5 bbl. to car lots	2 80

MILL FEEDS.—Corn has many varieties of sins to answer for in the realm of advanced prices. Mill feeds have fallen entirely under its domination, and this week another advance of one dollar a ton all around went into effect. Bran and shorts have become very scarce, and, as in cornmeal, only small orders are accepted. Feed flour went up another 5 cents this week.

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



Apples Are Up With Poor Crop Reports

Barrels Advance Nearly 75 Cents—Peaches Very Plentiful, and Prices Fall, As Do Pears and Plums—Tomatoes Higher—Potatoes Drop With Plentiful Crops in Canada—Scarcity in U.S.

MONTREAL.

GREEN FRUITS.—During past week Toronto Exhibition has had effect of keeping up prices on Montreal market on all Ontario fruits, but more particularly on peaches. Prices offered in Toronto being higher, growers were unwilling to ship into Montreal at a lower level.

Throughout Quebec apple crop is reported as poor, and even in Nova Scotia estimate runs only to a 50 per cent. crop. With Ontario also down chances for high prices this fall and winter seem exceedingly good.

First English nectarines appeared on market this week. Supplies are not at all regular, so that market may be bare before end of week. At present prices quoted are 50 cents per 6-qt. basket. Supplies at growing centres are reported as extremely scarce.

Apples, Canadian, 11-qt. bkt.	0 50	0 65
Bananas, crate	2 00	2 75
Blueberries, Saguenay, 20-qt. box	2 25	2 25
Blueberries, N.B., per qt.	0 15	0 17
Cantaloupes, California, 46s, per crate	6 00	6 00
Cantaloupes, Canadian, crate, 7-9	1 50	1 50
Grapes, Malaga, 25 lb. box	2 00	2 00
Grapes, Tokay, 25-lb. box	3 25	3 25
Grapes, Moore's early, 6 qt.	0 30	0 30
Grapefruit, Jamaica, case	5 00	5 00
Lemons, Verdelli, case	4 50	4 50
Limes, Florida, box of 100	1 25	1 25
Oranges—		
Jamaicas, 126s to 250s	3 00	3 00
Sorrentos, 80s	2 50	2 50
Sorrentos, 150s	4 50	4 50
Sorrentos, 200s	5 50	5 50
Late Valencia	5 50	5 50
Pears, Gifford, Canadian, 11-qt. bkt.	0 60	0 60
Pears, Gifford, Canadian, 8-qt. bkt.	0 40	0 40
Pears, Gifford, Can., per bbl.	6 00	6 00
Pears, Bartlett, California, box	3 75	3 75
Pears, Bartlett, Can., per bbl.	7 00	7 00
Peaches, Clingstone, Canadian, 11-qt. bkt.	0 50	0 60
Peaches, Clingstone, Canadian, 6-qt. bkt.	0 30	0 35
Peaches, St. John, 11 qt.	1 00	1 00
Peaches, St. John, 6 qt.	0 50	0 50
Peaches, Crawford and Elberta, California, box	1 75	1 75
Plums—		
Blue, Canadian, 11 qt. bkt.	0 45	0 45
Red, Canadian, 6 qt., 25c; 11 qt.	0 40	0 40
Yellow, Canadian, 11 qt. bkt.	0 40	0 40
Green gages, Canadian, 11 qt. bkt.	0 50	0 60
Wickson and Burbank, California, box	2 25	2 50
Watermelons, 30-40 lbs., each	0 50	0 50

VEGETABLES.—From throughout Quebec and New Brunswick reports as to potato crop are exceedingly favorable. Rot does not appear to have blighted the crop in any way, so that under ordinary conditions cheap potatoes would be looked for.

There is, however, one feature likely to change somewhat this condition. The crop in the States is reported as one hundred million bushels short. To this condition Canadian dealers look to keep their markets firm, especially as duty on potatoes entering the States is likely to be thrown off shortly. With no duty the difference between shipping from New Brunswick into New York and into Montreal will not be more than 5c per bag.

This week first shipments by freight of Jersey sweet potatoes were received.

Egg plant, basket of 12	1 25	1 25
Onions—		
Egyptian, bag, of 116 lbs.	2 50	2 50
Spanish, per case	3 00	3 50
Red Danvers, bag	3 00	3 00
Peppers, green, 11-qt. bkt.	0 50	0 50
Potatoes—		
Domestic, bag of 70 lbs.	1 00	1 25
Potatoes, sweet, per bbl.	4 50	4 50
Potatoes, sweet, Jersey, hpr.	1 75	1 75
Turnips, Quebec, bag	1 50	1 50
Tomatoes, Canadian, outdoor, 11-qt. bkt.	0 40	0 50
Tomatoes, Canadian, box 33 lbs.	0 75	0 75
Vegetable marrow, doz.	1 00	1 00

TORONTO.

FRESH FRUITS.—Peaches continue to dominate the fruit market, and Crawfords command attention to the extent that few others are being shipped. Many lots went as low as 50 cents, while 75 cents secured the best in large Leno baskets. This has been one of the best seasons for supply in many years.

Plums were away down, and Lombards sold at 20-25c for small, and 25-40c for large, while greengages were 30c to 40c. Grapes also were lower, at 20-25c for Champions and 30-35c for Moore's Early. Pears were lower than one week ago, and sold at from 25c to 40c. On Saturday last they had taken a decided slump, and many lots of Bartletts went at 20 cents. Apples were scarce, and opinion now prevails that crop will be poor. Baskets ran all the way from 25c to 50c, compared with a 40-cent maximum last week, and barrels advanced 50 to 75 cents. Crab apples were selling at 40 cents.

Blueberries came in in unexpected quantities, and fell to \$1.35-\$1.50.

Cantaloupes continue to arrive in good quantities, and price has dropped steadily. On Tuesday of this week the green centres were selling at 25-30 cents a basket, and the best salmon insides for 40 cents.

Apples, Canadian, basket	0 25	0 50
Apples, crab	0 40	0 40
Apples, bbl.	2 50	3 25
Bananas, per bunch	1 25	1 50
Blueberries	1 35	1 50
Cantaloupes, Canadian, crates	0 40	0 60
Cantaloupes, Canadian, baskets	0 25	0 40
Grapes, Malagas, case	2 25	2 25
Grapes, Canadian, basket	0 20	0 35
Grapes, Tokay, case	2 75	3 00
Oranges, California, Valencia	6 00	7 00
Limes, per box of 100	5 00	5 50
Lemons, Verdelli, new	5 00	5 50
Peaches, California, box of 8-10 dozen	1 25	1 50
Peaches, Canadian, Crawford, large bkt	0 50	0 75
Peaches, Canadian, clingstone, large bkt.	0 30	0 40
Pears, California, Bartlett	3 00	3 25
Pears, Canadian, Bartlett	0 25	0 40
Plums, California	1 50	2 00
Plums, Canadian	0 20	0 35
Watermelons, 23 to 35 lbs.	0 40	0 50

VEGETABLES.—Good and bad news met the potato market this week. Ontario potatoes came in with a rush and promise large crop, bringing prices down to 75-90 cents for the 90 lb. bag, with some job lots offering at 50 and 60 cents. A small scare was thrown into the ranks of the large jobbers on Tuesday morning, however, by the discovery of dry rot in some carloads that had just arrived from some sections of Eastern Canada. These had taken about six days to come, and had run into hot weather on the way. However, some jobbers console themselves with the hope that much of the earlier crop will be found good, and that the later crop may show no signs at all. This was the experience one year ago. A few shipments of sweet potatoes are in and quoted at \$5.25 per bbl. Cucumbers are getting plentiful, and sell at 20 to 30 cents a basket, with Gherkins at 75c to \$1.25 for choice lots per basket.

Beans, wax, 11-qt., per basket	0 35	0 35
Beets, Canadian, new, per bkt.	0 30	0 30
Carrots, Canadian, new, bkt.	0 35	0 35
Celery, domestic, doz.	0 35	0 35
Corn, new, dozen	0 10	0 12
Cucumbers, Canadian, basket	0 20	0 30
Eggplant, basket of 12	0 35	0 40
Gherkins, basket	0 75	1 25
Mushrooms, per lb.	0 75	0 75
Onions—		
Spanish, crate	2 75	3 00
Pickling, basket	1 25	1 25
Parley, bkt.	0 75	0 75
Green peppers	0 40	0 50
Potatoes, Ontario, new, per bag	0 75	0 90
Sweet potatoes, bbl.	5 25	5 25
Sweet potatoes, hamper	2 00	2 00
Squash, dozen	1 25	1 25
Tomatoes, Canadian, basket	0 40	0 50
Vegetable marrow	0 25	0 35
Water cress, domestic, 11-qt. basket	0 20	0 30



Produce & Provisions



Hams and Cooked Meats Easier; Lard Drop

No Sure Signs Yet of Permanent Lowering in Price of Hogs—Compound Lard Down ½ Cent, But No Change in Pure Lard This Week—Eggs Advance in Toronto—Butter Remains Firm.

The slight break in hog prices last week did not continue long and although situation remains easier than two weeks ago, there is no pronounced lowering in sight yet. It is now a nip and tuck contest between producers and buyers. On other hand passing of the summer trade in hams and bacon has tended to ease up prices, particularly as stocks are not light, and both Montreal and Toronto showed ½ cent drop in hams, and one cent lower in cooked meats. Compound lard also fell ½ cent.

The egg market was distinctly firmer, and storage eggs made their appearance for first time. This was due partly to scarcity of new laid, and partly to higher prices making storage a profitable product.

The Toronto Produce Exchange was congratulating itself this week on recognition of its growing importance as outside orders to buy on the Exchange began to come in.

The following were the transactions on the Exchange on Monday:—

BUTTER.—Dairy, none; creamery, 25 box prints finest, 25, bid 24½; 45 box solids finest, bid 24; 100 box solids finest pasturised, 25½, no offer; 75 box solids finest pasturised, 25, no offer; 75 box solids finest pasturised, 24½, sold.

EGGS.—400 cases storage April, May, storage to January, cases returned, 26½, no offer; 400 cases storage April, May, storage to Jan. 1, free cases, 27, no offer.

CHEESE.—50 large new, 13⅝, no offer; 50 box twins, 13¾, no offer; by telegram, 100 box large new, 13⅝, sold 100 box large new, 13¾, sold; 50 trip-lets, new, 14, sold; 25 old September, large, 13¾, sold; 25 old Sept., twins, 13⅝, sold.

MONTREAL.

PROVISIONS.—Owing to piling up of stocks in Montreal as result of falling off in sales, the easier tone in meats

which has now been apparent for some weeks has finally come to climax. At last writing slightly better feeling prevailed, but late last week prices all struck an easier level. Hams eased off from ½ to 1 cent per lb., and barrelled pork about \$1 per bbl. Cooked hams also declined about 1c per lb., but as yet shoulders have shown no change. These, however, are expected to fall later, as soon as stocks pile up a little heavier.

Compound lard this week dropped ½ cent all round. Preparing for the new crop holders of cotton seed oil are anxious to clear out balance of their old stock, and this fact has caused an easier feeling in the compound lard market.

	Per lb.	Per bbl.	Per cwt.
Hams—			
Light, under 12 lbs.	0 21		
Medium, 12 to 20 lbs.	0 19½		
Large, 20 to 40 lbs.	0 19		
Bacon—			
Plain, bone in	0 23½		
Boneless	0 26		
Peameal	0 26		
Bacon—			
Breakfast	0 21	0 23	
Roll		0 17	
Shoulders, bone in		0 16	
Shoulders, boneless		0 16½	
Cooked Meats—			
Hams, boiled	0 30½	0 31	
Hams, roasted		0 31	
Shoulders, boiled		0 27	
Shoulders, roasted		0 28	
Dry Salt Meats—			
Long clear bacon, 50-70 lbs.		0 15½	
Long clear bacon, 80-100 lbs.		0 14½	
Flanks, bone in, not smoked		0 15½	
Barrelled Pork—			
Heavy short cut mess		30 00	
Heavy short cut clear		30 00	
Clear fat pork		28 50	
Clear pork		27 00	
Lard, Pure—			
Tierces, 375 lbs. net		0 14½	
Tubs, 50 lbs. net		0 14½	
Boxes, 50 lbs. net		0 14½	
Pails, wood, 20 lbs. net		0 14½	
Pails, tin, 20 lbs. gross		0 14½	
Cases, 10-lb. tins, 60 in case		0 15	
Cases, 5 and 5-lb. tins, 60 in case		0 15½	
Bricks, 1 lb. each		0 15½	
Lard, Compound—			
Tierces, 375 lbs. net		0 11	
Tubs, 50 lbs. net		0 11½	
Boxes, 50 lbs. net		0 11	
Pails, wood, 20 lbs. net		0 11½	
Pails, tin, 20 lbs. gross		0 11	
Cases, 10-lb. tins, 60 in case		0 11½	
Cases, 5 and 5-lb. tins, 60 in case		0 12	
Bricks, 1 lb. each		0 12½	
Hogs—			
Live, f.o.b.	9 95	10 10	
Live, fed and watered	10 25	10 40	
Dressed		14 60	

BUTTER.—Creamery butter advanced 1 cent all round late last week owing to continued firmness at country points. Week ago Saturday Cowansville jumped up 2½ cents, but last Saturday fell down ¼c again to 25¼ and 25½. St.

Hyacinthe has moved up on the week ¾c to 24¾c. In the country firmness prevails, but as stocks held in the city are heavy it is hard to state whether primary conditions will continue to be reflected or not. At the first of the months stocks were reported as about 60,000 boxes heavier than at corresponding period last year. It is stated, however, that stocks at smaller country points are lighter than at this time last year, and that this counterbalances to some extent the Montreal increase.

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

EGGS.—Market on eggs continues firm but unchanged. Receipts are falling off slowly but steadily, so that dealers anticipate a firm market to prevail from now on.

	Per dozen.
Eggs, case lots—	
New laid	0 34
Selects	0 29
No. 1s	0 28
No. 2s	0 22
Splits	0 21
New laid eggs, in cartons	0 35

CHEESE.—New cheese advanced ½ cent all round during past week, as result of greater firmness on country cheese boards. These prices have risen to 13½ cents, which even at present levels leaves practically no margin. Increase in price is explained by heavier export demand raising the market.

	New.	Old.
Cheese, White or Colored—		
Large	0 14	0 15
Strong	0 15½	0 17
Twins	0 14½	0 15
20 lb., new	0 15	
Stilton		0 17

POULTRY.—Poultry continues quiet. Some black ducks are now beginning to come in, the first contributions to the fall trade in game. As season has just opened, greater activity is expected next week.

	Per lb.
Frozen Stock, Dressed—	
Chickens	0 21
Ducks	0 22
Fowl	0 18
Turkeys	0 23
Fresh Stock—	
Broilers, spring, live	0 22
Broilers, spring, 3 lb. pr., dressed	1 25
Ducks, spring, dressed	0 26
Ducks, old, dressed	0 14
Ducks, old, live	0 12
Fowl, live	0 15

THE CANADIAN GROCER

Fowl, dressed	0 19	0 20
Turkeys, old Tom, dressed	0 22	0 23

HONEY. — Buckwheat comb honey made first appearance on market this week. As yet strained buckwheat has not been offered, but in course of a week or so is expected in quantities. Buying of Canadian honey has so far been light owing to high prices.

White Clover Honey—	Per lb.
Barrels	0 12
Tins, 30 lbs.	0 12½
Tins, 5 and 10 lbs.	0 13
Comb, 13-14 oz., section	0 20
Buckwheat Honey—	
Comb, 13-14 oz. section	0 15 0 16

TORONTO.

PROVISIONS.—The drop of ½ cent in all grades of hams from 22 to 21½ for light, etc., was not a universal change in the market, as a few firms still held up with the idea that prices of hogs warranted no reduction in the products. However, the lessened demand for lighter brands was responsible, although contractors' gangs keep up the consumption of the heavier goods. Cooked hams dropped from 31 to 30, as they are distinctly hot weather goods so far as their main sale is concerned. Compound lard fell ½ cent all around, partly in sympathy with drop in pure lard one week ago. Hogs remained at \$9.40 as low price but \$9.65 was paid by several buyers, almost as high as two weeks ago.

Hams—		
Light, per lb.	0 21½	0 21½
Medium, per lb.	0 21	0 21½
Large, per lb.	0 19½	0 20
Bacon—		
Plain, per lb.	0 23½	0 24½
Boneless, per lb.	0 25½	0 26
Pea meal, per lb.	0 24½	0 25½
Bacon—		
Breakfast, per lb.	0 20	0 21
Roll, per lb.	0 17	0 17
Shoulders, per lb.	0 15	0 15½
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, light	0 15½	0 16
Long clear bacon, heavy	0 15	0 15½
Cooked Meats—		
Hams, boiled, per lb.	0 30	0 30
Hams, roast, per lb.	0 30	0 30
Shoulders, boiled, per lb.	0 22½	0 22½
Shoulders, roast, per lb.	0 23½	0 23½
Barrelled Pork—		
Heavy mess pork, per bbl.	24 00	25 00
Short cut, per bbl.	23 50	25 00
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 13½	0 14
Tubs, 60 lbs., per lb.	0 14	0 14½
Pails, 20 lbs., per lb.	0 14	0 14½
Pails, 3 and 5 lbs., per lb.	0 15	0 15½
Bricks, 1 lb., per lb.	0 15½	0 15½
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 10½	0 11
Tubs, 60 lbs., per lb.	0 10½	0 11½
Pails, 20 lbs., per lb.	0 11	0 11½
Hogs—		
F.O.B. live, per cwt.	9 40	9 65
Live, fed and watered, per cwt.	9 75	10 00
Dressed, per cwt.	13 75	14 00
BUTTER. —The market remains dormant and prices are same. There will be few changes it is thought for several weeks.		
Butter—		
Creamery prints, fresh	0 26	0 28
Creamery solids	0 24	0 25
Dairy prints, choice	0 22	0 24
Dairy solids	0 20	0 22
Separator prints	0 23	0 26

EGGS.—The usual increase is taking place in egg prices at this season of the year. Supply is gradually dropping off and many are being shipped West. Storage eggs will soon be general to supplement the demand. Selected advanced from 26—28 to 27—29 this week, and selected in cartons to 31, with some dealers selling lots at 32 cents.

Eggs, case lots—	Per dozen.
Selected new laid	0 27 0 29
Selected, new laid, in cartons	0 31 0 32
Fresh gathered	0 25 0 26
No. 2's	0 18 0 19
Splits	0 17 0 18

CHEESE. — For first time in many weeks cheese became a factor on the Toronto market and took on a firmer tone.

Cheese—		
Old, large	0 14½	0 15
Old, twins	0 15	0 15½
New, large	0 14½	0 14½
New, twins	0 14½	0 15

HONEY. — Prices for Buckwheat honey have been fixed by the Crop Report Committee of the Ontario Beekeepers' Association. At a meeting at end of the week it was reported that 252 members had taken 239,400 pounds from 10,463 colonies, an average of 23 lbs. each, about the same as last year. It was decided that the same price should be asked, 7½c to 8½c., according to size of package and the quantity ordered at one time. The retail price must not be less than 10 cents per lb.

Clover continues to sell around 11 cents, with comb honey, from \$2.50 to \$3.00, but the high prices asked still repel most of the would-be buyers.

POULTRY.—The drop in prices due to the rush of poultry into the city for the Exhibition is still in effect, and no changes are reported this week. There are large stocks with most dealers over from last week, and prices are likely to be even lower next week.

Frozen Stock—	Per lb.
Broilers, dressed	0 22 0 25
Chicks, milk fed, dressed	0 20 0 25
Chickens, dressed	0 20 0 22
Ducks, dressed	0 18 0 20
Fowl, dressed	0 17 0 18
Turkeys, dressed	0 24 0 25
Fresh Stock—	Live. Dressed.
Broilers, spring	0 15 0 20
Ducks, spring	0 12 0 15-0 16
Fowl	0 12 0 15-0 14
Turkeys, old Tom	0 14-0 18 0 18-0 20

WINNIPEG.

PRODUCE AND PROVISIONS.—Dairy produce is steady, but dairy butter and fresh eggs are slated to advance. Cured meats are firm. Ontario cheese is very firm, and there is no Manitoba cheese on the market. Lard is steady.

Cured Meats—		
Hams, per lb.	0 19	0 21½
Shoulders, per lb.	0 15	0 15
Bacon, per lb.	0 20½	0 22½
Long clear, D.S., per lb.	0 14	0 14½
Mess pork, bbl.	28 00	28 00
Lard—		
Tierces, per lb.	0 13	0 13
50 lb. tubs	0 60	0 60
20 lb. pails	2 70	2 70
3 lb. tins, cases	8 40	8 40
5 lb. tins, cases	8 32	8 32
Butter—		
Creamery, per lb.	0 27	0 29
Dairy, per lb.	0 17	0 22
Cheese—		
Ontario, large, per lb.	0 15½	0 15½
Ontario, twins, per lb.	0 15	0 15

CANADIAN OYSTER PRODUCTION.

Ottawa, Sept. 9.—(Special).—An understanding has been reached by the federal and provincial authorities in which the government of any province may grant leases of water areas considered suitable for the cultivation and production of oysters. This means a relinquishment by the government of Canada of what under the law as interpreted

some hold are its rights. As for this, however, the lover of oysters will care little, provided the effect on supply is satisfactory.

By the arrangements described it is intended to give long term leases of oyster producing areas. The holders of these by paying a moderate rental will be protected in their rights and will be expected to improve cultivation so as to add to the annual output.

The farming process is not always cheap or easy. As much as \$1,000 per acre has been spent in preparing the bottom of the bed for planting and this without including the seed oysters to be laid down. But considering that a first-class producing oyster bed is worth about \$5,000 per acre, such an expenditure appears justifiable.



Following items are from Canadian Grocer of Sept. 15, 1893:—

“The Montreal market in beans is firmer, and we quote prices higher as follows: Choice hand picked, \$1.70 to \$1.80; ordinary, \$1.50 to \$1.60 and inferior, \$1.00 to \$1.25.”

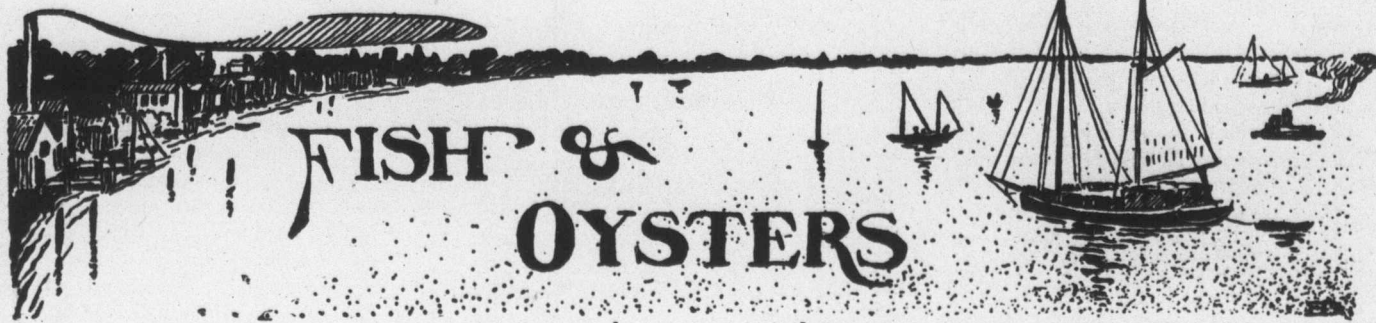
Editorial Note. — Beans to-day are quoted at a little more than twenty years ago, but the difference is slight.

“A man living in a cabin near Centreville, N.S., adopted a novel method of keeping creditors away from the door. He would go to a store, get goods on credit, saying that he would pay for them on pay-day. When a collector appeared he found the dwelling placarded with the words “Scarlet Fever.” This did not frighten one collector, and so the scheme was exploded.”

Editorial Note.—From the above it will be noted that the men doing business two decades ago had about as much to contend with as present day merchants.

“In spite of the cry of small profits there are here and there lines out of which the grocer can make a nice little profit. Tea is one of them; and it is strange that some do not make a greater effort to cultivate it.”

Editorial Note.—This suggestion holds good to day. The tea business of every retailer can be made profitable in majority of cases by selling tea of uniform quality and blend.



The Demand For Oysters Grows Steadily

Better Than Was Expected—Dearth of Halibut From Overdue Vessels—Must Import Lobsters—Shelled Clams and Scallops Making Headway.

MONTREAL.

FISH.—Owing to Autumn Ember Days, September 17, 19 and 20, coming next week, dealers are already preparing for an extra heavy trade in fish. These are the last fish days before Advent, which leaves a long open period without special days upon which to boost sales of fish after these days are reached.

Up to present trade has been a little wary about ordering smoked fish, owing to continuance of warm weather. Quantities handled have been small, but as soon as cool weather sets in a marked increase is expected.

Canadian product lobsters are now entirely off market, and as stocks offered have to be brought in from across the border this explains high prices. During the open season a number of lobsters were caught and placed in private ponds. These were under Government certificate, and the owners allowed to draw from them as they wished. But this stock has now been all sold out, so that to supply present demand it is now necessary to import from the United States.

Shelled clams and scallops are now offering freely, and are coming to be considered quite favorably by the consuming public. Until the last few years these were not well known, but now have been thoroughly introduced, and are being bought heavily both in bulk and shell.

Fresh caught smelts are also coming in small quantities. As the season is just opening shipments are small, and are being delivered here by express, but demand is good, and as season advances, prices are likely to ease off through heavier receipts.

Canadian shelled oysters now offering are all from cultivated stock on private beds. Shipments are small, but quality is well up to average, and, compared with general run of stock from uncultivated beds, shows a marked improvement.

Halibut is almost entirely out now, so that high prices are likely to continue to end of season.

Fresh Stock—		
Bluefish, per lb.	0 15	0 16
Carp, 100 lb. boxes, per lb.	0 10	0 11
Cod, market, 250 lb. cases, per lb.	0 05	0 05
Doree, 100 and 150 lb. cases, per lb.	0 13	0 14
Flounders, per lb.	0 06	0 07
Frog legs, large, per lb.	0 50	0 50
Frog legs, small, per lb.	0 25	0 25
Halibut, per lb.	0 06	0 06
Halibut, per lb.	0 12	0 13
Herring, per 100 fish, large.	3 00	3 00
Mackerel, 1½ lb. fish, each.	0 15	0 15
Perch, dressed, per lb.	0 09	0 10
Pike, dressed, per lb.	0 08	0 09
Salmon, B.C., per lb.	0 13	0 15
Salmon, Gaspe, per lb.	0 20	0 22
Steak cod, per lb.	0 07	0 07
Smelts, per lb.	0 12	0 12
Sword fish, per lb.	0 09	0 10
Trout, brook, per lb.	0 30	0 30
Trout, lake, per lb.	0 11	0 12
Turtles, small, per lb.	0 15	0 15
Whitefish, per lb.	0 12	0 13
Shell Fish, Fresh—		
Clams, per barrel.	7 00	7 00
Crab meat, per gal.	2 50	2 50
Lobsters, live, per lb.	0 28	0 28
Lobsters, boiler, per lb.	0 30	0 30
Meats, bulk, standards, gal., \$1.50; selects.	1 80	1 80
Meats, solid, standards, gal., \$1.80; selects.	2 00	2 00
Oysters, Cape Cod, shell.	12 00	12 00
Periwinkles, per bushel.	2 50	2 50
Prawns, per gal.	2 00	2 00
Scallops, per gal.	2 75	2 75
Shrimps, per gal.	2 00	2 00
Frozen Stock—		
Haddock, per lb.	0 04	0 05
Herring, per 100 fish.	1 50	1 50
Pike, per lb.	0 06	0 06
Smelts, fancy, per lb.	0 12	0 13
Smelts, No. 1, per lb.	0 08	0 09
Salmon, fancy, Spring, per lb.	0 14	0 15
Salmon, Gaspe, per lb.	0 15	0 16
Salmon, Qualla, per lb.	0 07½	0 08
Whitefish, per lb.	0 07	0 10
Prepared Stock—		
Boneless fish, 20 lb. pkgs.	0 07	0 08
Cod, pure, cs. of 20 tablets, per lb.	0 10½	0 10½
Cod, pure, 3 lb. box, per lb.	0 15	0 15
Cod, boneless strip, 30 lb. box, lb.	0 10	0 10
Cod, boneless strip, 2 lb. blks., in 20 lb. pkgs., lb.	0 07	0 08
Cod, shredded, box of 2 doz.	1 80	1 80
Cod, skinned, per 100 lb. box.	6 00	6 00
Cod, dried, per 100 lb. bundle.	6 00	6 00
Pollock, dried, per 100 lb. bundle.	6 00	6 00
Salted and Pickled Stock—		
Cod, green, ordinary, per 200-lb. bbl.	7 00	8 00
Cod, green, white napes, per 200-lb. bbl.	8 00	9 00
Haddock, No. 1, green, per 200 lbs.	5 00	6 00
Herring, Gaspe, No. 1, ½ bbls., \$2.75; bbls.	5 00	5 00
Herring, Holland, per keg, 75¢; per ½ bbl., \$5.00 to \$6.00; per bbl.	9 00	10 00
Herring, Labrador, ½ bbl., \$3.25; bbl.	5 75	5 75
Herring, Scotch, keg of 12 lbs. net, \$1.25 to \$1.35; ½ bbl.	7 00	7 00
Mackerel, No. 1, 20 lb. kits, \$1.75, ¼ bbl., \$7.00; bbl.	14 00	14 00
Salmon, Labrador, ½ bbl., \$8.00 to \$9.00, bbl.	15 00	16 00
Trout, lake, kegs.	7 00	7 00

TORONTO.

OYSTERS.—The season for oysters has opened well, and the trade report sales as better than usual. There was a fair demand during last Exhibition week, and many restaurants are featuring oysters on placards in their windows.

Business this week has doubled locally over last, partly, of course, as result of cooler weather. Consumption is reaching more uniform condition, and is improving more than was anticipated before opening of season. Bulk oysters are quoted locally at from \$1.20 to \$1.75 a gallon, with prices outside shaded according to distance and transportation charges. More and more the oyster shippers are working towards no returns of packages and arranging to ship new ones each time. This, they contend, ensures absolute cleanliness and only a barely perceptible increase in cost.

FISH.—There is a famine in halibut this week following heavy run during the Exhibition. The boats have been late in reaching port, and not a pound can be had in the city. Halibut was about the only fish for which there was a large sale. Trout and whitefish were scarce, and will be for several weeks, until new run. Next week number of lines of new catch will have arrived. Prices remain firm at last week's quotations.

Frozen Stock—		
Roe shad, weight 3 lbs., each.	1 00	1 25
Whitefish, per lb.	0 09	0 10
Fresh Caught—		
Haddock, per lb.	0 06½	0 07
Halibut, per lb.	0 10	0 11
Herring, per lb.	0 05	0 05
Mackerel, weighing 1½-3 lbs., each.	0 15	0 25
Pickrel, yellow, per lb.	0 08	0 12
Pike, per lb.	0 08	0 08
Roe shad, weight 3 lbs., each.	1 00	1 00
Salmon, B.C., per lb.	0 15	0 16
Steak cod, per lb.	0 07	0 08
Trout, per lb.	0 12	0 12
Whitefish, per lb.	0 12	0 12
Smoked—		
Finnan haddie, per lb.	0 08	0 08
Kippers, new, box of 40.	1 30	1 30
Bloaters, box of 60.	1 25	1 25
Prepared—		
Cod, 1 lb. tablets, case of 20.	2 00	2 00
Salted and Pickled—		
Herring, Holland, per keg.	0 00	0 00
Oysters—		
Bulk, per gallon.	1 70	1 75
Shell, per bbl.	8 00	8 50

WINNIPEG.

FISH.—Fresh halibut has advanced 1 cent per lb., and trade is fair. There is now considerable western poultry on the market.

Fresh salmon.	0 18
Fresh halibut.	0 10
Steak cod, lb.	0 12½
Lake Winnipeg, white fish.	0 8½
Fresh pickrel.	0 14
Haddock, lb.	0 05
Market cod.	0 19
Finnan haddie.	0 08
Kippers, per box.	2 00
Lake trout, per pound.	0 12
Boaters, per box.	1 80
Holland herring, keg.	0 75
Labrador herring, half barrel.	4 25
Salt mackerels, kit.	2 75



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

An Eminent Scientist's View

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

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

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

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

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

CONNECTICUT OYSTER CO.

"Canada's Exclusive Oyster House"

50 JARVIS ST.

TORONTO

QUOTATIONS FOR PROPRIETARY ARTICLES

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

BAKING POWDER.

ROYAL BAKING POWDER.

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

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

WHITE SWAN SPICES AND CEREALS, LTD.

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

BORWICK'S BAKING POWDER

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

COOK'S FRIEND BAKING POWDER.

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

In Tin Boxes—

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

FOREST CITY BAKING POWDER.

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

BLUE.

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

COUPON BOOKS—ALLISON'S.

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

UN-NUMBERED.

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

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

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

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

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

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

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

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

White Swan Flaked Rice, \$1.

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

DOMINION CANNERS.

Aylmer Jams. Per doz.

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

Jellies.

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

Marmalade.

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

Pure Preserves—Bulk.

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

14's and 30's per lb.

Strawberry	0 13
Black currant	0 13
Raspberry	0 13

Freight allowed up to 25c per 100 lbs.

COCOA AND CHOCOLATE THE COWAN CO., LTD.

Cocoa—

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

Special quotations for Cocoa in barrels, kegs, etc.

Unsweetened Chocolate—

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

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

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

Sweet Chocolate— Per lb.

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

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

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

Diamond, 8's 6 and 12-lb. boxes
 0 29 |

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

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

Icings for Cake—

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

Chocolate Confections—per lb.

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

Milk medallions, 5-lb. bxs. 0 37

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

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

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

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

Chocolate ginger, 5-lb. bxs. 0 31

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

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

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

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

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

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

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

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

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

HPFS.

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

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

Smaller quantities
 0 37 |

JOHN P. MOTT & CO.'S.

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

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

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

Nut milk bars, 2 dozen in box
 0 90 |

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

" No. 1 chocolate
 0 30 |

" Navy chocolate, ½'s
 0 26 |

" Vanilla sticks, per grs. 1 00

" Diamond chocolate, ½'s. 0 24

" Plain choice chocolate liquors
 20 30 |

" Sweet chocolate coatings
 0 20 |

WALTER BAKER & CO., LTD.

Premium No. 1, chocolate, ¼ and ½-lb. cakes, 34c lb.; Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins, 39c. lb.; German's sweet chocolate, ½, and ¼-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, ½, and ¼-lb. cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-6 lb. cakes, 6-lb. boxes, 32c lb.; Cinqueme sweet chocolate, 1-5-lb. cakes, 6-lb. boxes, 21c lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, ½-lb. pkgs., 6-lb. bags, 31c lb.; Caracas tablets, 5c cartons, 40 cartons to box. \$1.25 per box.

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

Melagama Tea and Coffee

If one could have taken a vote to ascertain the popularity of Teas and Coffees in the taste of Exhibition visitors, it is safe to venture the assertion that "Melagama" would have polled the majority. And the taste of Exhibition visitors is representative of the taste of the Nation.

cup of tea or coffee there served, and manifesting the deepest interest in the explanation of those in charge of the Exhibit, that 225 cups of excellent tea can be made from a 40c pound package of "Melagama," or that 50 cups of most delightful Coffee are guaranteed from every

important and profitable one, and for that reason they exercise extreme care in the selection of brands. It is, therefore, a most significant fact that "Melagama" is always first in the mind of the dealer. Many visiting grocers to the Exhibition



For many years "Melagama" has been the synonym of Highest Quality and Absolute Purity in Teas and Coffees, and the favorite in households throughout Canada and across the boundary. And as the years have passed "Melagama" Teas and Coffees have gained more and more in public favor, until to-day they rank foremost in public esteem. This was well evidenced by the constant crowds that attended the Melagama booth at the Exhibition, enjoying immensely a

40c pound of "Melagama" Coffee. And numerous were the sample packages that could be seen being carried home. Among the Trade "Melagama" Teas and Coffees have become a well established leader. In fact there is being evidenced a marked preference for "Melagama" lines, because of the easy sale, created by the extensive advertising and superior quality of "Melagama." Retail merchants have learned that their Tea and Coffee Department is both an

made their city headquarters at the spacious, comfortable offices of Minto Brothers, 45 East Front St., Toronto, proprietors of "Melagama" Tea and Coffee, and expressed their keen enjoyment and appreciation of the courteous, considerate treatment there afforded them. Many very handsome orders for present and future shipment were placed with Minto Bros. by visiting dealers during the Exhibition.

THE CANADIAN GROCER

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

East of Fort William, Ont.

Preserved— Per Case.

Eagle Brand, ea. 4 doz.....	\$6 00
Reindeer Brand, ea. 4 doz.	6 00
Silver Cow Brand, ea. 4 doz.	5 40
Gold Seal Brand, ea. 4 doz.	5 25
Mayflower Brand, ea. 4 doz.	5 25
Purity Brand, ea. 4 doz...	5 25
Challenge Brand, ea. 4 doz.	4 75
Clover Brand, ea. 4 doz....	4 75

Evaporated (Unsweetened)—

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

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

1-lb. decorated tins, lb.	0 36
Mo-Ja, ½-lb. tins, lb.	0 32
Mo-Ja, 1-lb. tins, lb.	0 30
Mo-Ja, 2-lb. tins, lb.	0 30

Presentation (with tumblers) 28c per lb.

MINTO BIOS.

MELAGAMA BLEND.

Ground or bean— W.S.F. R.P.	
1 and ½	0 25 0 39
1 and ½	0 32 0 40
1 and ½	0 37 0 50

Packed in 30's and 50lb. case. Terms—Net 30 days prepaid.

FLAVORING EXTRACTS. SHIRRIFFS

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

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

Discount on application.

CRESCENT MFG. CO.

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

GELATINE.

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

CLARK'S PORK AND BEANS

IN TOMATO SAUCE.

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

LAPORTE, MARTIN, LIMITEE. Montreal Agencies.

BASIN DE VICHY WATERS.

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

VICHY LEMONADES.

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

CASTILE SOAP.

"Le Soleil," 72 p.c. Olive Oil.	
Cs. 25 11 lb. bars, lb.	0 06½
Cs. 200 3½ lb. pieces, cs.	4 00
Cs. 12 3 lb. bars, lb.	0 10½
Cs. 50 ¾ lb. pieces, cs.	3 75
Cs. 50 1 lb. sq. pieces, cs.	4 50
Cs. 50 1 lb. long pieces, cs.	4 50
Cs. 200 300 grs. pieces, cs.	12 00
Cs. 100 300 grs. pieces, cs.	6 00
Cs. 200 200 grs. pieces, cs.	7 50

ALIMENTARY PASTES.

BLANC & FILS.

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

DUFFY & CO. BRAND.

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

Motts Golden Russett—

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

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

Per case	
Extra Fins, 50 1 kilo	14 50
Extra Fins, 100 ½ kilo	15 00
Tres Fins, 100 ½ kilo	13 50
Fins, 100 ½ kilo	11 50
Mi-Fins, 100 ½ kilo	11 00
Moyens No. 2 100 ½ kilo	9 50
Moyens No. 3, 100 ½ kilo	9 00
Fins 1 Frs Petit & Cie, 100 ½ kilo	10 00
Moyens, 1 Frs. Petit & Cie, 100 ½ kilo	7 50

MINERVA PURE OLIVE OIL.

Case—	
12 litres	5 00
12 quarts	6 00
24 pints	6 50
24 ½-pints	4 25
Tins—	
5 gals. 2s	2 00
2 gals. 6s	2 05
1 gal. 10s	2 10
20s, ½ gal.	2 60

CANNED HADDIES "THISTLE" BRAND.

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

INFANTS' FOOD.

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

BOAR'S HEAD LARD

COMPOUND.

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

F.O.B. Montreal.

MARMALADE.

SHIRRIFF BRAND.

"SHREDDED."

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

"IMPERIAL SCOTCH."

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

MUSTARD.

COLMAN'S OR KEBB'S.

Per doz. tins	
D. S. F., ¼-lb.	1 40
D. S. F., ½-lb.	2 50
D. S. F., 1-lb.	5 00
F. D., ¼-lb.	0 45
F. D., ½-lb.	1 45
Per jar	
Durham, 4-lb. jar	0 75
Durham, 1-lb. jar	0 25

VERMICELLI AND MACARONI C. H. CATELLI CO., LIMITED.

Hirondelle Brand 1 lb. pkgs. Loose

Vermicelli, Macaroni, Spaghetti, Macaroni (short cut), Animals, Stars, Alphabets, Small Paste Assorted, 30 lbs. cases.	7 6½
Egg noodles, case 10 lbs. loose; case 60 pkgs, ½ lb. each.	7½ 7
Marguerite Brand.	

Same assortment as above 6½ 6

Egg noodles in 10 lb. cases, loose, in 60 pkgs., ½ lb. each.	7 6½
--	------

Catelli Brand.

Vermicelli, Macaroni, Spaghetti, 5, 10, 30 lbs. (loose)	5½
30 lb. cases, 1 lb. packages	6
Terms, Net 30 days.	

D. SPINELLI CO., Registered.

Globe Brand.	
Vermicelli, Macaroni, Spaghetti, Macaroni (short cut), Alphabets 30 lb. case	7 6½

Spinelli Brand.	
Vermicelli, Macaroni, Spaghetti, 5, 10, 30 lb. cases (loose)	5½
30 lb. cases, 1 lb. pkgs.	6
Terms—Net, 30 days.	

JELLY POWDERS.

JELL-O.

Assorted case, contains 2 doz.	1 20
--------------------------------	------

Straight.

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

JELL-O ICE CREAM POWDER

Assorted case, contains 2 doz.	2 50
--------------------------------	------

Straight.

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

SOAP AND WASHING POWDERS.

SNAP HAND CLEANER.

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

RICHARDS PURE SOAP.

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

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

FELS NAPTHA.

Prices—Ontario and Quebec:	
Less than 5 cases	\$ 5.00
Five cases or more	4 95
SAPHO MFG. CO., LTD., MONTREAL "SAPHO" INSECTICIDE.	
1-16 gall., doz.	\$ 2 00
¼-gall., doz.	6 00
½-gall., doz.	10 50
1 gall., doz.	19 50
1-16 gall., gross lot	20 90

Yelling Certainly

Attracts Attention

BUT YOU MUST ACT

AS WELL AS YELL



No spicier methods of attracting attention will be resultful in putting your goods on the Western market unless you are prepared to follow up your efforts with a personal man to man campaign. This means you must keep the territory covered constantly, regularly. Put your products in our hands, Mr. Manufacturer, and let us handle your Western accounts. Our large and efficient staff covers the ground regularly. Our five large warehouses situated at the central Western distributing points are at your service.

Let us know your lines

Nicholson & Bain

WHOLESALE COMMISSION MERCHANTS AND BROKERS

Winnipeg, Manitoba

Branches: REGINA, SASKATOON, EDMONTON, CALGARY, LETHBRIDGE

Fresh Pork Sausages

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

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

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

F. W. FEARMAN CO.

LIMITED

HAMILTON

Established 1854

For 30 Years

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

To-day

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

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

Whethey's

Ask your jobber, or write us.

J. H. Wethey, Limited

ST. CATHARINES, CANADA

**THE FAMOUS
GEORGIAN BAY
APPLES**



BEAVER BRAND

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

WINTER APPLES

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

Write for prices.

ELLIS BROS.

Wholesale Fruit and Produce
MEAFORD, ONT.

APPLES

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

LEMON BROS.

Owen Sound, Ontario

In an
Ontario Retail Store

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

“St Nicholas”

is the first grade of all the Lemons.

J. J. McCABE

Agent

Toronto, Ont.

**CHOICE ONTARIO
APPLES**

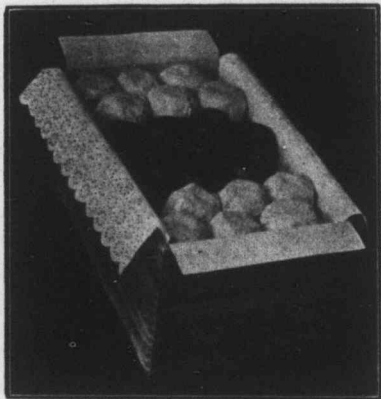
In car lots, packed in barrels or boxes, straight or assorted varieties. Guaranteed full Government standard.

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

WRITE FOR PRICES

We also want a good connection in every town or city to take orders for Xmas box apples, delivered to any address in Great Britain or Ireland. Liberal commission. Choice evaporated apples always on hand from our own evaporators.

**THE WENTWORTH
ORCHARD CO., LIMITED**
Dundas, Ontario



Kindly mention
this paper
when writing
advertisers.



**Meats, Dairy Products,
Selected Eggs**

We have produce-buying facilities which warrant us making the statement that we are in a position to offer the grocers values in all kinds of cured meats, dairy products, and eggs, second to none.

Our products are all carefully selected, meats are well cured, and will appeal to the best trade.

A Post Card Order Book will be sent on request. We solicit your cold storage consignments.

**The St. Thomas Packing Co.
LIMITED**

Pork Packers and Provision Merchants. Dealers in Butter, Eggs and Cheese.

ST. THOMAS, ONT.

Wholesale Branches at Windsor and London, Ont.
Let us send you one of our Post Card Order Books.

Canadian Crawford Peaches in abundance

Place
Your
Preserving
Order
Now

WHITE & CO., LIMITED
Wholesale Fruit and Fish
TORONTO HAMILTON

FINEST CRAWFORD PEACHES

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

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

The House of Quality.

HUGH WALKER & SON

Established 1861

GUELPH and NORTH BAY

BUY
"Redona" and "Matador"
SHELLED
ALMONDS

The most popular amongst the Grocery and Confectionery Trades

COSMELLI & COMPANY

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

John Gray & Co., Limited Glasgow Scotland

1 lb. Floral
Glass

Samples and Prices
from

Maritime Provinces, Quebec, Manitoba, Saskatchewan and Alberta, W. H. Dunn, 396 St. Paul Street, Montreal; Toronto, Lind Brokerage Co., 47 Wellington St. East; Ottawa, E. M. Lerner & Sons, 11 York Street; British Columbia and Yukon, Kirkland & Rose, 312 Water Street, Vancouver.



THE MCGREGOR PAPER BAG HOLDER.

**HOLDS EVERY SIZE BAG
FROM 1/4 TO 10 LBS.**

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

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

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

Those Who Know
Cane's Washboards
 Always Specify Them

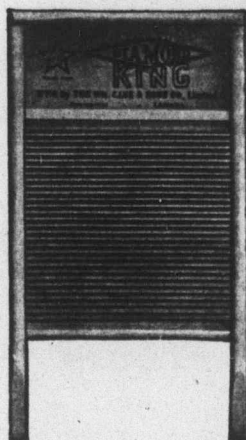
Because They are Right in Price and
 Give the Best Service

Cane's Washboards stand in a class by themselves for neat construction, quality and durability, and pay an attractive profit.

Among the 13 different styles and grades you will have one to meet every demand.

If you haven't our catalog on "Cane's" Wash-day woodenware, we will be pleased to send you one.

WM. CANE & SONS CO.
 LIMITED
 NEWMARKET, ONT.



TO THE COFFEE & TEA TRADE



Use Fancy Paper Bags
Adolph Kraut Co.
 57 Warren St. New York.

**Rock City Tobacco
 Lines Sell Themselves**

"MASTER MASON"

Cut Plug Tobacco—Cut from our original "American Navy" Plug. A cool and most fragrant smoke.

"ROSE QUESNEL"

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

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

All Three have enviable record for QUALITY. Dealers handling these "Leaders" are not left to move the goods from their shelves by their own efforts.

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

Rock City Tobacco Co., Ltd.
 QUEBEC

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By John H. Blake

This book, written by a practical tea man, contains information which will be of great value to every grocer. There are ten chapters, one being devoted to each of the following subjects:

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EPPS COCOA IS MADE FROM THE FINEST SELECTED COCOA BEANS AND BY OUR SPECIAL PROCESS THE HIGHLY NUTRITIOUS BUTTER OR OIL CONTAINED IN THE NATURAL COCOA IS MADE SOLUBLE AND EASY FOR DIGESTION.

We have just received a supply of most attractive advertising matter and samples.

Write to-day—for YOUR share.

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on the market for over 50 years. Only best quality ingredients used—contains no alum.

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has character in every ounce

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

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

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

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the housewife knows that Young-Thomas soap products produce best results,

this is why dealers who handle these lines have such large returns. Soaps made to fill every requirement.

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

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

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

GET OUR PRICES.

Young-Thomas Soap Co., Ltd.

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We have them

Giant

Prince

Globe

Beaver

Fruit Jar Rings

Quality Guaranteed

Walter Woods & Co.

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How much of your stock goes to waste every summer ?



Avoid this waste and unnecessary loss by installing the perfect refrigerator—The Eureka. In one or two seasons the saving alone will pay for the original cost of the refrigerator.

The Eureka is built on the most modern principles of cold, dry air circulation. No zinc or galvanized iron lining to rust and corrode.

Every Eureka Refrigerator is built on the experience and perfection of over 27 years.

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There are THREE ESSENTIALS in purchasing imported biscuits;—

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Our quality is the finest.

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KELLY, DOUGLAS & CO., Ltd., Water St.,
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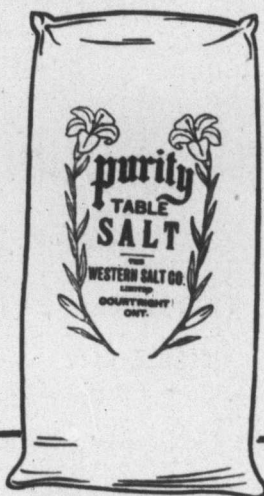
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"The Salt That Satisfies"

It gives entire satisfaction throughout the year to all its users. It is rightly named because it consists exclusively of fine, dry, even crystals, refined and purified at a saltern of most up-to-the-minute equipment.

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"SHELL" BRAND Castile Soap

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The Standard of Purity

A Pure Oil Soap

Has the largest sale of any
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For sale by all wholesale houses

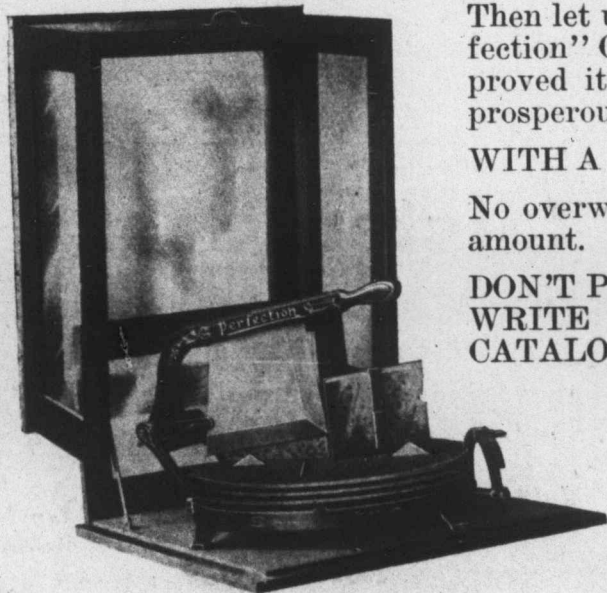
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For Messrs. ESTRINE & CO.

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This PERFECTION Cheese Cutter will eventually PAY for ITSELF
Are You Cutting Your Cheese The Old Way?



Then let us prove that what we say about the "Perfection" Computing Cheese Cutter is true. We have proved it to the satisfaction of hundreds of other prosperous merchants. We can do so for you.

WITH A "Perfection" PROFITS ARE ASSURED.

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DON'T PUT IT OFF UNTIL TO-MORROW, BUT
WRITE TO-DAY FOR OUR DESCRIPTIVE
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Finest
Quality

Whittemore's
Shoe Polishes

Largest
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Oldest and Largest Manufacturers of Shoe Polishes in the World

- "GILT EDGE" Oil Polish. The only Ladies' Shoe Dressing that positively contains oil. Softens and preserves. Imparts a beautiful Black lustre. Always ready to use. Largest quantity. Finest quality. Polishes without rubbing. Retail 25c.
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- "BOSTON" WATERPROOF POLISH. A black liquid for men's and boys' shoes. Produces a patent leather shine without brushing. Retail 25c.

Send for circulars giving full particulars of our other Polishes to WHITTEMORE BROS. & CO., Boston, Mass., U.S.A. For sale by the Shoe Findings and Shoe Jobbing Trades of all Canada.

THE NAME "FAIRBANK"
MEANS SOAP SURETY



FAIRY SOAP

When we tell you that you can depend on FAIRY SOAP as a lively steady seller, sure to satisfy your customers, it's because we know positively that the white, sweet, floating oval cake is the BEST soap a nickel ever bought, and because YOUR CUSTOMERS know it.

We've advertised FAIRY SOAP so extensively that the slogan "Have you a little 'Fairy' in your home?" stands for the "BEST SOAP I CAN BUY" in the minds of women everywhere.

Be sure FAIRY SOAP is prominently displayed—it sells on sight.

"HAVE YOU A LITTLE FAIRY IN YOUR HOME?"

The N. K. Fairbank Company,
LIMITED, MONTREAL

**Sardines with the real
sea flavor
"KING OSCAR"**



By Special Royal Permission

From the moment the sardine is taken from the water until it is packed in hermetically sealed tins it goes through its several operations in the utmost cleanliness, and so quickly that it still retains its true sea flavor. Being packed in the finest quality olive oil it retains this flavor.

"KING OSCAR" Sardines represent the most tasty and nutritious fish produced on the market to-day.

Get them from wholesalers.

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THE
**British Columbian
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SALMON BRANDS:—

"Location"
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**FRESH
FISH**

FISHING STATIONS:—

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

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

St. George Evaporated Milk, 4 doz. in case \$3.60
Princess Condensed Milk, 4 doz. in case \$4.50
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Order them from your wholesaler or direct from the factory. Delivered in 5-case lots to any point in Ontario or East or Halifax. We will prepay freight up to 50c. per 100 lbs.

J. MALCOM & SON
St. George, Ontario

*The Sauce That Adds
That Appetizing Deli-
ciousness to Steaks, Meats,
Fish or Fowl.*

The **Sauce** that makes the people want more.

The **Sauce** that has a big sale and pays a good profit is

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WORCESTERSHIRE
SAUCE**

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Pacific Coast Halibut and Salmon

FRESH AND FROZEN

Order your Pacific Coast Frozen Halibut and Salmon for next Winter's requirements from

**The Canadian Fishing
Company, Limited**
VANCOUVER, BRITISH COLUMBIA

Write for prices and information.

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

Quality and Service Unsurpassed

MATCHLESS LIQUID GLOSS

Customers come back again and again with "repeat" orders for Matchless Liquid Gloss. They find so many uses for it.

**Cleans and disinfects
as well as polishes.**

Unequaled for furniture, pianos, hardwood floors (unwaxed), and all finished woodwork, as well as for linoleums and oilcloths.

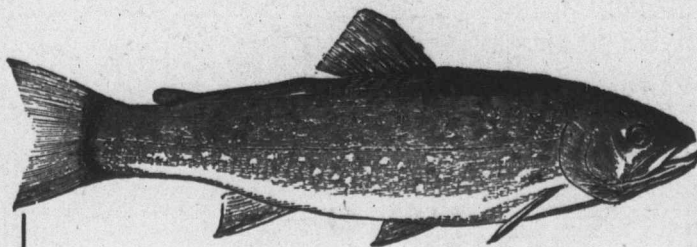
Splendid, too, for renovating automobiles and carriage bodies.



Put up in handsome lithographed tins; also in half-barrels and barrels. Write to any of our agencies.

The Imperial Oil Co., Limited

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St. John Halifax



A Fish 5 Minutes From the Water

cannot have a more real sea flavor than do the Brunswick Brand Sea Foods. The flavor is retained by the employment of the latest and most modern methods of preparing and packing—immediately after the fish comes from the water.



Brunswick Brand Sardines in oil, one of our leaders, is holding the foremost place among Canadian packed sardines. They sell at a moderate price and pay a good profit.

Our years of experience and large modern factories enable us to turn out sea foods as nearly perfect as can be made.

Our supplies are the choice of fishermen's catches, caught in the neighborhood of our factories.

Known and appreciated all over Canada.

OUR CHIEF SELLERS

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

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BLACK'S HARBOR, N.B.

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Do you wish to make from \$10.00 to \$50.00 in addition to your present monthly income?

By devoting your spare hours to our work you can easily do so.

We have hundreds of energetic young men throughout Canada making big money taking subscriptions for MacLean's Magazine.

Many of these commission men join our regular sales force at a high salary.

You can secure a position in your town which will enable you to earn a good salary and put you on the road to success.

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MASON'S 'O.K.' SAUCE

THE ORIGINAL



As purveyed by appointment to the House of Lords. As supplied to the House of Commons, H.M. Navy & Army, Government Offices and the Leading Hotels and Caterers throughout the World.

CAUTION—No connection with any firm or company trading in a similar name.

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An introductory size
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10cts.

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Fenwick Hendry & Co., Wholesale Distributors, Kingston and
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D. & J. McCALLUM PERFECTION SCOTCH

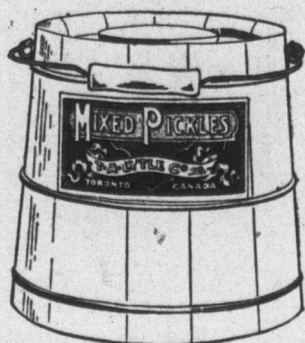
Every dealer knows that these two words represent the finest grade Scotch Whisky made. They represent good round profits and perfect satisfaction to the consumer. McCallum's "Perfection Scotch" wins friends everywhere.

Wm. E. McIntyre, Limited

23 Water Street,

General Agent

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PICKLES IN BULK

Whether pickles are sold in bulk or bottles, **QUALITY** is the main consideration.

In **LYTLE'S BULK PICKLES** will be found a quality and distinctive deliciousness unequalled by any other bulk pickles. Quotations on application.

Sour, Mixed and Sweet in 1's, 2's, 3's, 5's and 10-gal. pails.

If you want bottled goods insist on getting the **STERLING BRAND**.

The T. A. LYTLE CO., LIMITED
STERLING ROAD, TORONTO

Swallow Brand (Hirondelle)

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

There's Worth in Quality

The "Swallow" Brand proves the worth of its quality. Manufactured with the best quality of Canadian Flour, in the best equipped mills, and under the management of experts, it fears no competition as to quality and freshness from the imported article.

SOLD ANYWHERE

LIKED EVERYWHERE

C.H. CATELLI CO.,
LIMITED
MONTREAL

Fined!!!

Not any too pleasant to have it happen. Kind of takes the spice out of life when it happens often. But why?

Hugman's Spices are perfectly pure

We never put up the adulterated article. We are fighting for absolute purity all the time.

Let us have your orders for

PICKLING SPICES

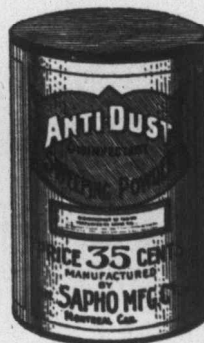
and you'll find a way out of the fining trouble.

A.W. Hugman, Limited
Montreal

**Dust on The Floor Means Dust
on The Sunbeam. That Means
Dust all Over.**

Keep the Dust Down by Using

ANTI-DUST



After you find how nicely it works, tell your Customers all about it.

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

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

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

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

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

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

GROCERY FOR SALE

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

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TRAVELLER CALLING ON THE RETAIL trade and mines in Northern Ontario would like some good side line. Address A. L. Box 155, Byng Inlet, Ont.

WANTED

SALES MANAGER WANTED—IMPORTING house with exclusive lines for Canada have a good opening for a man who can take charge of the business and invest from \$1,500 to \$2,000. We have the samples and the goods which will sell. If you think you can qualify for the position let us hear from you. Address in first instance to Box No. 493, Canadian Grocer, 143 University Ave., Toronto.

TEA IMPORTERS, WISHING TO BUY first hand, and in public sales, London, England, eliminating all intermediate profits. A well known buyer is ready to operate on terms, by arrangement. Reply "Expert," 317 Brighton Road, Croydon, Surrey.

MISCELLANEOUS

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

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

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

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

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

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

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

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

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

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

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

EGRY BUSINESS SYSTEMS ARE DEvised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egrý Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver.

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

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

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

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

WHEN A CUSTOMER

inquires for a flavor, suggest

MAPLEINE

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

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

The Crescent Mfg. Co. SEATTLE. WASH.



Good Retail Business for Sale

An excellent opportunity for a first-class retail merchant in one of the most rapidly growing towns of Southern Saskatchewan. A general stock of approximately \$21,000.00, well assorted and in first-class condition. Five years' lease. Full particulars as to stock, sales and location can be obtained by communicating with the undersigned. That this business is on the market at the present time is due to under-capitalization.

The Canadian Credit Men's Trust Association Limited, Assignee 502-504 Leader Building, Regina, Sask.

Allison Coupon Books Minimize the Risk of Loss on Credit Accounts

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



HERE'S HOW THEY WORK

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

For Sale Everywhere by Jobbers.

Manufactured by **ALLISON COUPON CO., Indianapolis, Indiana, U.S.A.**

A Few Dollars More a Week

makes a big difference in your yearly income.

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

Will you let us solve this problem for you?

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

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

This is genuine.

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

Buyers' Guide

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10 Garfield Chambers, Belfast, Ireland,
for Sample Copy of the
**Irish Grocer, Drug, Provision
and General Trades' Journal**
If you are interested in Irish trade.

O. E. Robinson & Co.
Manufacturers and Buyers of Dried,
Evaporated and Canned Apples.
Ingersoll, - - - - - Ontario
Established 1886.

Write us for New Price List of
WINDSOR SALT
TORONTO SALT WORKS
TORONTO, ONT. GEO. J. CLIFF, Manager

**COMTE'S
COFFEES**
The profits please the
dealer. The quality
pleases the custo ers
We want more
agents. Write.
Augustin Comte & Co., Limited
P.O. Box 2963, MONTREAL

Readers of The Grocer, Let Us Know Your Wants

The Canadian Grocer is in a position to secure information
on new lines in the grocery trade, and of novelties occasion-
ally asked for in the grocery store.

Don't hesitate to write us. As a subscriber of The Canadian
Grocer you are entitled to this service.

GRATTAN & CO., LIMITED
ESTD. 1825
The Original Makers of
BELFAST GINGER ALE
Agents in Western Canada
EMERSON, BAMFORD CO.
842 Cambie Street VANCOUVER, B.C.

SUCHARD'S COCOA
The Highest Quality
Most Reasonably Priced
"Quality" Cocoa.
On Sale Anywhere.
FRANK L. BENEDICT & CO.
Agents Montreal

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kindly mention having seen
the advertisement in this paper

HOLLAND RUSK

a food product for all seasons. It will please your
customers and build a profitable trade for you.

HOLLAND RUSK COMPANY
HOLLAND, MICH.



BLACK JACK

**QUICK!
CLEAN
HANDY**



TRY IT
**SOLD BY
ALL
JOBBER'S**

1/2-lb. tins—
3 doz. in case

ZIP HAND CLEANER

"The soap that makes the darkey hope."



Will remove the most ingrained stain
and dirt, leaving a more cleanly, re-
freshing feeling on the skin than any
preparation offered you.

**ZIP PRODUCES RESULTS
FOR
YOU AND CONSUMER.**

JUST A LITTLE BETTER THAN THE OTHER FELLOWS' BEST.

The Zip Mfg. Company, - Sutton, P. Q.

AGENTS:—R. E. Boyd & Co., Montreal; The Harry Home Co.,
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Que.; C. O. Genest & Fils, Sherbrooke, Que.



**DON'T
GUESS**

You cannot go on choosing your fancy biscuit stock forever. You must choose the right one some time or quit. CARR'S Biscuits have been chosen by more successful grocers more times than any other make. There must be a reason. *Put in a stock right away.*

**CARR & CO. CARLISLE
ENGLAND**

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A SLIGHT DIFFERENCE

in price on a cheap article like

SAL SODA

should not count when quality is considered

**BRUNNER, MOND & CO.'S
ENGLISH SAL SODA**

is the PUREST, contains LEAST MOISTURE and therefore GOES FURTHEST of any Washing Soda Sold.

WINN & HOLLAND, LIMITED

SOLE AGENTS
MONTREAL



"Well Smith,"

"I am very much pleased that we are no longer having any trouble with breakages."

"Yes, sir, since we have started using

Thompson & Norris Cellular Board Boxes

we have cut out all this trouble and we find we can pack them much quicker than the ordinary wooden boxes, and as they come to us flat we are not piled up to the roof as we were with the old wooden kind."

"That's splendid, Smith. Besides, these corrugated boxes are saving consignee's freight charges, and they are costing us very much less."

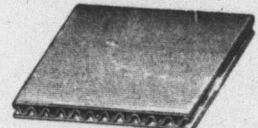
Every shipper who has tried the T and N Corrugated boxes has had the same experience.

They can be made to suit every requirement,—shipping of glassware, bottles, groceries, etc.—and will cost far less than a wooden box, used for the same purpose. Let us know your requirements and we will prove our statements. An investigation will cost you nothing. Send your shipping cases on at our expense.

**The Thompson & Norris Co.
of Canada, Limited**

NIAGARA FALLS, ONTARIO

Brooklyn, N.Y.; Boston, Mass.; Brookville Ind.; London, England; Julich, Germany



Cellular Board, double faced, corrugated, made by T & N special process.



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Send full particulars.

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INDEX TO ADVERTISERS

A	
Allison Coupon Co.	94
American Comp. Co.	88
Anglo-B.C. Packing Co., Ltd.	9
B	
Balfour-Smye & Co.	16
Benedict, F. L.	95
Bickle, J. W., & Greening	9
Borden Milk Co.	3
Bowser & Co., Inc., S. F.	90
Inside back cover	
Brantford Cold Storage Co.	14
British Columbia Fisheries, Ltd.	90
C	
Cairns & Sons, Alexander	9
Campbell Brokerage Co.	15
Campbell Bros. & Wilson	6
Canada Starch Co., Ltd.	24 and outside front cover
Canadian Fishing Co., Ltd.	91
Cane & Sons, Wm.	84
Carr & Co.	96
Catell Co., Ltd., C. H.	93
Chamberlain-Downey Co., Ltd.	15
Chase & Sanborn	18 85
Chisholm Milling Co.	12
Clark, W.	7
Coles Mfg. Co.	16
Comte's Coffee	95
Connecticut Oyster Co.	75
Connors Bros.	91
Cornish, E. O.	15
Cosmell & Co.	83
Cowan Co.	11
Credit Men's Trust Assn.	94
Crescent Mfg. Co.	94
Crothers, W. J.	10
D	
Diamond, John	16
Disher & Co., C. E.	15
Dominion Cannery, Ltd.	5
Dominion Molasses Co.	8
Dominion Warehousing Co.	14
Duncan, John	2
E	
Eastern Manufacturers, Ltd.	14
Eckardt & Co., H. P.	79
Ellis Bros.	82
Eno, Ltd., J. C.	6
Epps & Co., Limited, Jas.	85
Essett & Co., W. H.	14
Eureka Refrigerator Co.	87
F	
Fairbank & Co., N. K.	89
Fearman, F. W., Co.	81
Fenwick, Hendry & Co.	28
Ferguson Bros.	15
Finnegan & Ellis	19
Furuya & Nishimura	20
G	
Gilmour & Co., John J.	14
Gorman, Eckert & Co.	16
Grattan & Co., Ltd.	95
Gray & Co., Limited, John	83
H	
Holland Rusk Co.	95
Holloway, Reid & Co.	14
Hugman, Ltd., A. W.	93
I	
Imperial Oil Co.	91
Irish Grocer	95
K	
Kilgour Bros.	83
Kraut Co., Adolph	84
L	
Lake of the Woods Milling Co.	Outside back cover
Lambe & Co., W. G. A.	14
Laporte, Martin, Ltd.	97
Lendley, Ltd.	15
Letch Bros. Flour Mills, Ltd.	86
Lemon Bros.	82
M	
MacNab, T. A., & Co.	15
McCabe, J. J.	82
McCann & Langford	15
McIntyre, W. E.	92
McLaren, Limited, W. D.	85
McLeod & Clarkson	15
McPhie, Norman D.	14
McVitie & Price	87
Magor, Son & Co.	24
Malcolm & Son, Jno.	90
Mason & Co., P. L.	88
Mason & Co., Ltd., Geo.	92
Mathieu & Co., J. L.	15
Millman, W. H., & Sons	14
Minto Bros.	77
Morrow Cereal Co.	22
Mott, John J., & Co.	86
N	
Nelson-Dale	10
Nicholson & Bain	81
Nickle Plate Stove Polish Co.	95
O	
O'Loane, Kiely & Co., Ltd.	14
P	
Paterson & Sons, R.	23
Patrick & Co., W. G.	14
Peck, Frean & Co., Limited.	13
Pennock, H. P., & Co., Ltd.	14
Purnell & Panter, Limited	19
R	
Reckitt & Sons	12
Robinson & Co., O. E.	95
Rock City Tobacco Co.	84
Rowat & Co.	90
Ruttan & Chipman	14
S	
St. Lawrence Sugar Refining Co.	19
St. Thomas Packing Co.	82
Salada Tea	23
Sanitary Can Co.	Inside back cover
Sapho Mfg. Co.	93
Simpson Produce Co.	15
Smith & Proctor	19
Smith & Son, E. D.	4
Snap Co., Limited	3
Sourgeon, H. G.	14
Stuhr, C. F.	15
Symington & Co., W.	23
T	
Tipnet, Arthur P., & Co.	1
Thompson & Norris Co. of Canada	96
Toronto Salt Works	95
U	
Upton, T., Co.	Inside front cover
W	
Walker Bin & Store Fixture Co.	10
Walker, Hugh, & Son	83
Warren, G. C.	14
Watson & Truesdale	14
Wellington Mills	15
Wentworth Orchard Co.	82
Western Distributors	14
Western Salt Co.	87
Wethey, J. H.	81
White & Co.	83
White Swan Spices & Cereals, Ltd.	2
Whittemore Bros. & Co.	89
Wiley, F. H.	14
Winn & Holland	96
Woodruff & Edwards Co.	3
Woods & Co., Walter	86
Y	
Young-Thomas Soap Co., Ltd.	86
Z	
Zip Manufacturing Co.	95

The Boat is Here

The heavy shipments of **Le Soleil** canned goods have arrived. They are now on the wharf, case upon case. But they won't last long. There's a big run on this popular brand—always.

Frs. Petit & Cie. have also sent along a further quantity of **Petits Pois**. To speak about the quality is superfluous.

1840c/s "Soleil" Petits Pois

20 cs. Sur Extra Fins, 40 flacons.....	\$10.00 case
100 cs. Sur Extra Fins, 100 1/2 kilo	15.50 "
60 cs. Extra Fins, 50 1 kilo	14.50 "
160 cs. Extra Fins, 100 1/2 kilo	15.00 "
60 cs. Tres Fins, 100 1/2 kilo	13.50 "
450 cs. Fins, 100 1/2 kilo	11.50 "
350 cs. Mi Fins, 100 1/2 kilo	11.00 "
300 cs. Moyens No. 1, 100 1/2 kilo	10.00 "
100 cs. Moyens No. 2, 100 1/2 kilo	9.50 "
250 cs. Moyens No. 3, 100 1/2 kilo	9.00 "

These goods are superb and put up in attractively lithographed tins.

425c/s "FRS. PETIT & CIE." Brand Petits Pois

125 cs. Fins, 100 1/2 kilo	\$10.00 case
250 cs. Moyens, 100 1/2 kilo	7.00 "

"SOLEIL" Brand VEGETABLES

Flageolets	Haricots	Cote de Celery
Spinach	Macedoines	Pieds de Celery
Artichokes	Asparagus	Brussels Sprouts

SOUPS

Chervil, Oseil, Julienne, Nouvelle ou Printaniere, Tomatoes.

For attractive window displays use the **Soleil** tin. It gives the window a sunny appearance.

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Laporte, Martin, Limitee
568 St. Paul St., - Montreal
Telephone Main 3766

A Waldorf Flower Stand

“In one of the great halls of the Waldorf-Astoria Hotel in New York, stands a flower booth so small that its keeper has scarcely room to move about. For this he pays \$10,000 a year rent. Two blocks away, where 50 times as many people pass, he could hire a store five times as large at half the rent.

Now, why is this stand in the Waldorf worth so much more to him than the store only two blocks away? **SIMPLY BECAUSE THE WALDORF ITSELF INTRODUCES THIS TINY FLORIST STAND TO A SELECT GROUP OF PURCHASERS.** Everybody there who looks at the flowers can afford to buy, and a large portion do buy generously; while thousands of people who never think of buying an orchid are hurrying down the street, two blocks away.”—Conde Nast.

Now, you, Mr. Manufacturer, just as the flower vendor, **CAN STAND ON THE CURB**, so to speak, and solicit every miscellaneous passer-by, or you **CAN UTILIZE** some means that will automatically sift out for you the never-coulds and never-woulds from the possible buyers.

Canadian Grocer is the Waldorf for the manufacturer and wholesaler of foodstuffs and grocers' sundries. Canadian Grocer is the device **THAT PICKS OUT THE ORCHID BUYERS**, as it were, from the mass that tramp the street.

When you are locating an orchid stand the place to locate is the Waldorf, the leading hotel, not in the shop two blocks away.

When you are locating your advertising the place to locate is in Canadian Grocer, Canada's only weekly grocery paper, the paper that reaches the buyers of the class you want to reach, when they are in the mood to buy. Locate in Canadian Grocer and thus ensure getting a Waldorf stand.

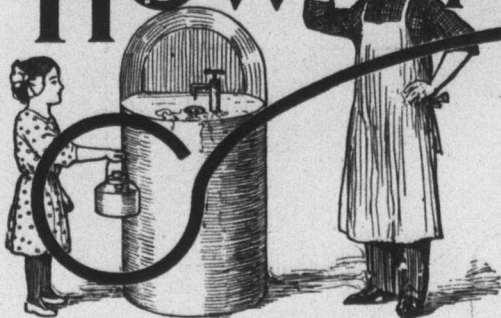
Rates and particulars may be had by dropping a line to

Canadian Grocer

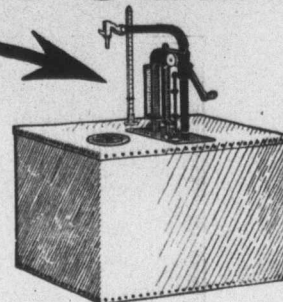
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HOW MUCH SHOULD



you charge her?



When customers want you to fill odd measures with oil you don't know exactly what to charge unless you have a BOWSER SELF-MEASURING OIL TANK. You may guess **high** and lose their **trade** or guess **low** and lose **your profit**. Get a BOWSER OUTFIT and cut the guesswork. Make a profit every time you sell oil, have a clean store, avoid loss of oil and damage to other goods. "Cut out the dripping and keep all the profits." The BOWSER is equipped with a float gauge which shows how much oil you sell and how much is left in your tank. It is in plain sight and can be read 20 feet away from the tank. It also has an automatic cut-off that stops the flow of oil as soon as you cease to pump and **prevents** dripping. Send a postal card for our FREE BOOK, telling how to **MAKE MONEY** out of oil.

S. F. BOWSER & COMPANY, Inc.

66-68 Frazer Avenue

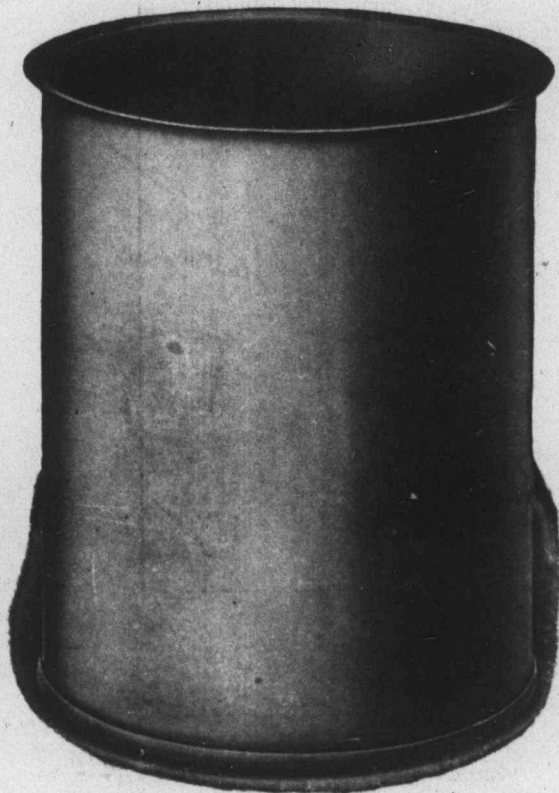
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Made by Canadian Workmen and Sold by Canadian Salesmen.

Sales Offices in all Centres and Representatives Everywhere.

Original patentees and manufacturers of standard, self-measuring hand and power driven pumps, large and small tanks, gasoline and oil storage and distributing systems, oil filtering and circulating systems, dry cleaner's systems, etc.

Established 1885.



Sanitary Cans

"The Can of Quality"

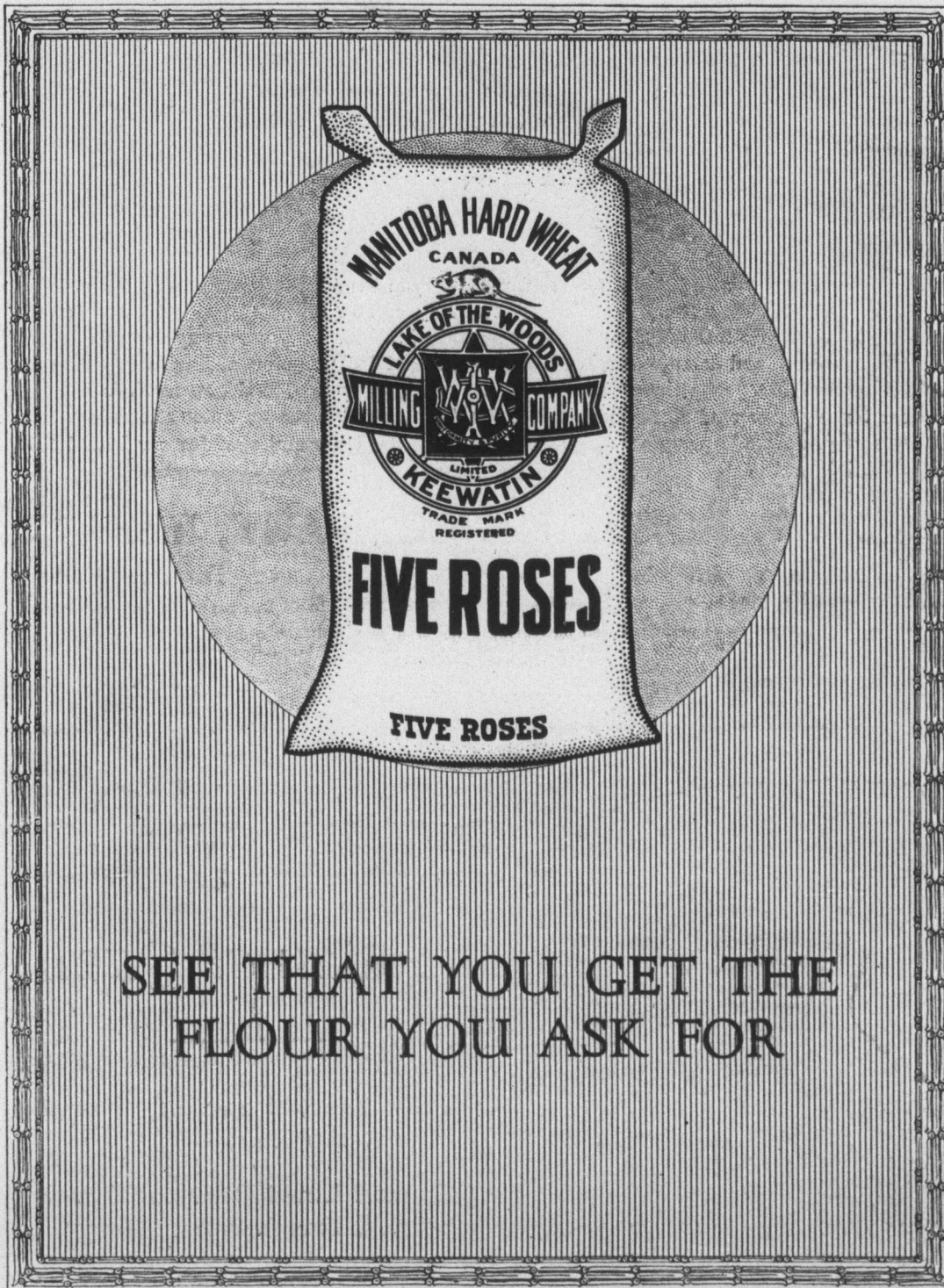
Tomatoes, Peaches, Pears,
Plums, Apples.

Enamel Lined Cans for Straw-
berries, Raspberries, Beets.

Sanitary Can Co., Ltd.,

NIAGARA FALLS, ONT.

THE CANADIAN GROCER



SEE THAT YOU GET THE
FLOUR YOU ASK FOR

Ask your jobber or write our nearest office.

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Montreal Ottawa Toronto London St. John Keewatin Winnipeg Vancouver

"The House of Character"

Capacity 11,500 bbls.