

THIS IS THE 1,293rd ISSUE OF

# CANADIAN GROCER

PUBLISHED WEEKLY BY  
THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVI

PUBLICATION OFFICE: TORONTO, SEPTEMBER 20, 1912

No. 38

## Better Clerks and Protected Profits

This National Cash Register enforces records which show the sales of each of your clerks.

It makes them more efficient, because it promotes interest in the work. They know you can reward according to proven merit.

Its enforced records protect your profits by fixing responsibility for every transaction.

It stops mistakes, removes temptation and increases trade.

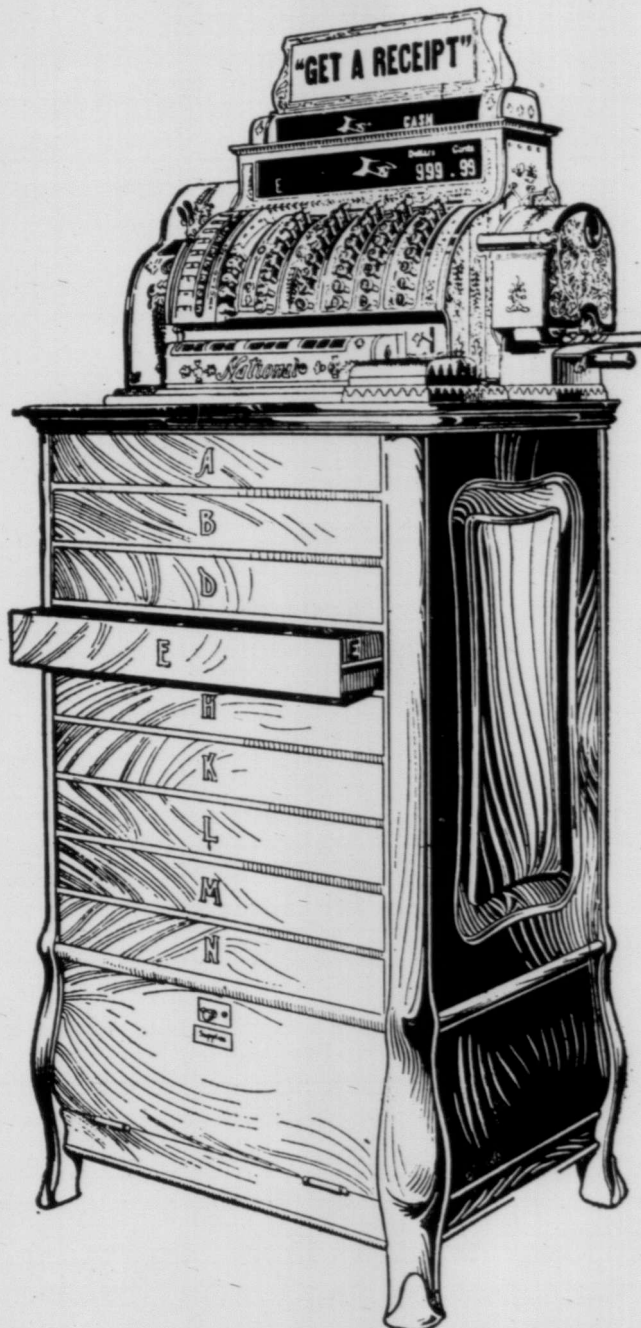
It keeps you in every-minute touch with the sales end of your business, frees you from uncertainty, and saves your time and energy.

Increased earnings and greater efficiency immediately result from its use.

The Register shown is one of the latest improved multiple-drawer Nationals.

It is built to stand on the floor or set on counter or stand.

It may be built with any number of cash drawers and corresponding counters up to nine.



HIGHEST TYPE OF CASH REGISTER MADE

### The National Cash Register Company

Headquarters for Canada: 285 Yonge St., TORONTO

Canadian Factory: TORONTO

# MACONOCHIE BROS. Ltd., London, England

## PAN YAN TESTIMONIALS

I wish to let you know that I have had the pleasure of using Pan Yan Sauce and Pickles for about two months, and must say they are the best I ever had. I tell all my friends to try them. Some have, and, like myself, are just delighted.



# PAN YAN PICKLES AND SAUCE



The new cut Pan Yan Pickle and the new style bottle Pan Yan Sauce are bringing the above unsolicited testimonials from all parts. Ask your jobber about them, or send for samples direct to



## MACLAREN IMPERIAL CHEESE CO., Limited

Sole Agents for Canada and United States

TORONTO

MONTREAL

CALGARY

DETROIT, Mich.

Factories: WOODSTOCK

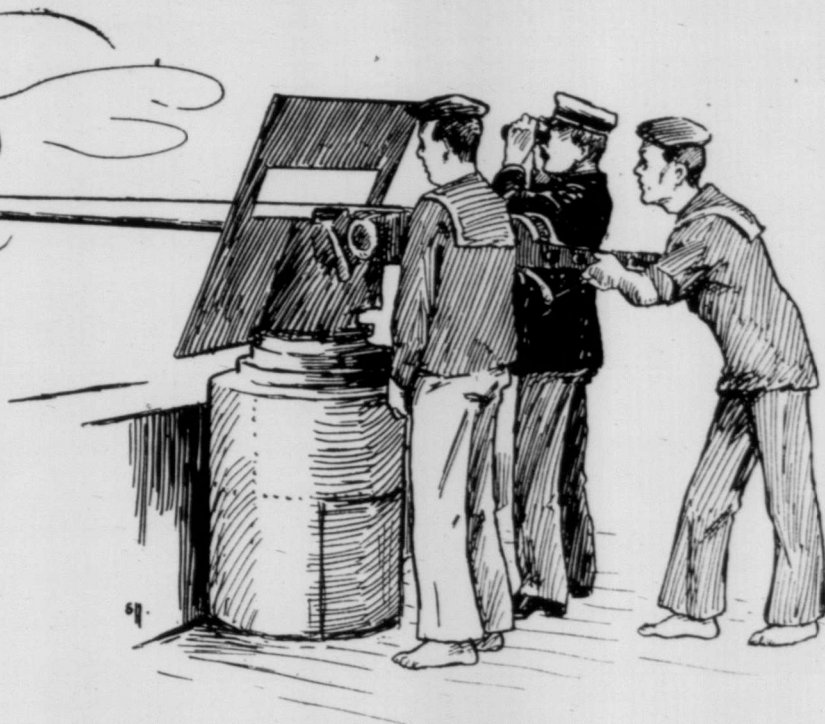
WELLESLEY

BANCROFT, MICH.

HIGH  
●  
QUAL



# Highest Quality Our Target



OUR AIM IS TRUE

The Packers of "Thistle" Brand of fish aim only to produce the best in canned fish.

The "Thistle" Brand of Canned Haddies, Fancy Lobsters, Kippered Herring and Herring and Tomato Sauce, are canned right where they are caught—at the water side. How better could you preserve the natural and delicate flavor of the fish? **Impossible!**

Captain Austin has the unequalled skill of a lifetime of experience. **There is no dirt or slime—no uncleanness to be found in the "Thistle" Brand.** The reputation of the foremost fish curer in the country is at stake under the label of the "Thistle" Brand. **Buy it and you buy the best.**

## *Sardines from Norway*

Packed in perfectly pure Olive Oil by Olsen & Kleppe at Stavanger, Norway, with wondrous care and skill in the selection. Their special leading brands "Albatross" (small fish) and "Ambrosia" (a trifle larger) command ready and large sales to the most fastidious people.



ARTHUR P. TIPPET & CO.

Agents

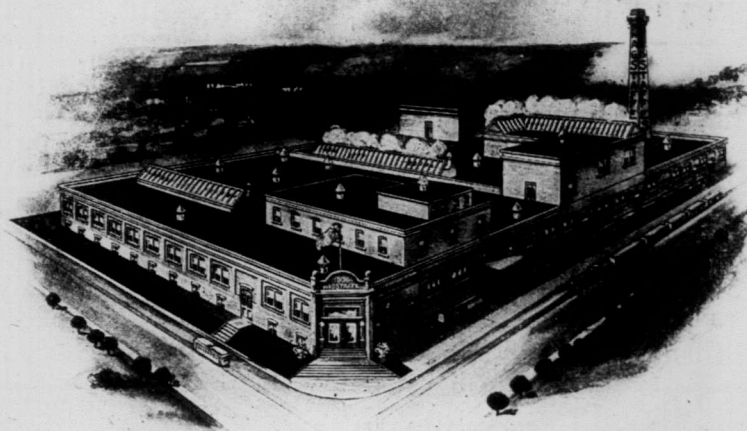
Montreal

Toronto

# WAGSTAFFE'S

LARGE PACK OF STRAWBERRY JAM

Prepared  
in  
Copper  
Kettles,  
Boiled  
in  
Silver  
Pans.



Packed  
in  
Gold  
Lined  
Pails.

FINEST FRUIT PRESERVING PLANT IN CANADA.

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

All Ready For Delivery.

## WAGSTAFFE LIMITED

Pure Fruit Preservers

Hamilton

- - - -

Ontario



THE CANADIAN GROCER

# BORDEN'S



The Original and Leading Brand  
Since 1857

**EAGLE BRAND**  
*Condensed Milk*

**ST. CHARLES BRAND**  
*Evaporated Milk*

**PEERLESS BRAND**  
*Evaporated Milk*

**REINDEER BRAND**  
*Condensed Coffee*

All the above lines are "Leaders of Quality." Made for those who want the best.

The richest full cream milk, the most modern and sanitary condensing apparatus are two of the many points that have made the Borden lines unsurpassable.

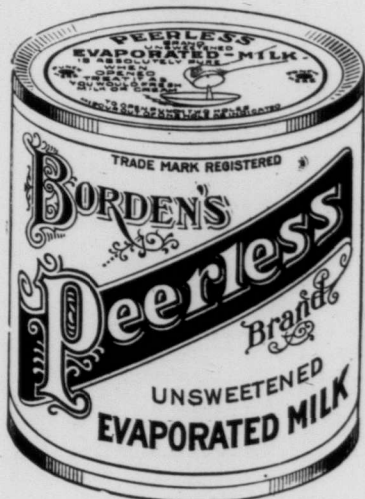
Borden Products are widely advertised and are known everywhere for their quality. If you are not selling them you are the loser.

## BORDEN MILK CO., LIMITED

"LEADERS OF QUALITY"

**MONTREAL**

BRANCH OFFICE: NO. 2 ARCADE BUILDING, VANCOUVER



Has No Equal



# This is what the medical press says:

The "Medical Times":

in commenting on Professor Thompson's experiments with "Bovril" which proved its great nutritive value, says: "The results were simply startling."

The "British Medical Journal":

after the 1911 experiments says: "In the case of human beings, the body-building power of Bovril was even more marked than had been previously shown in the experiments with animals."



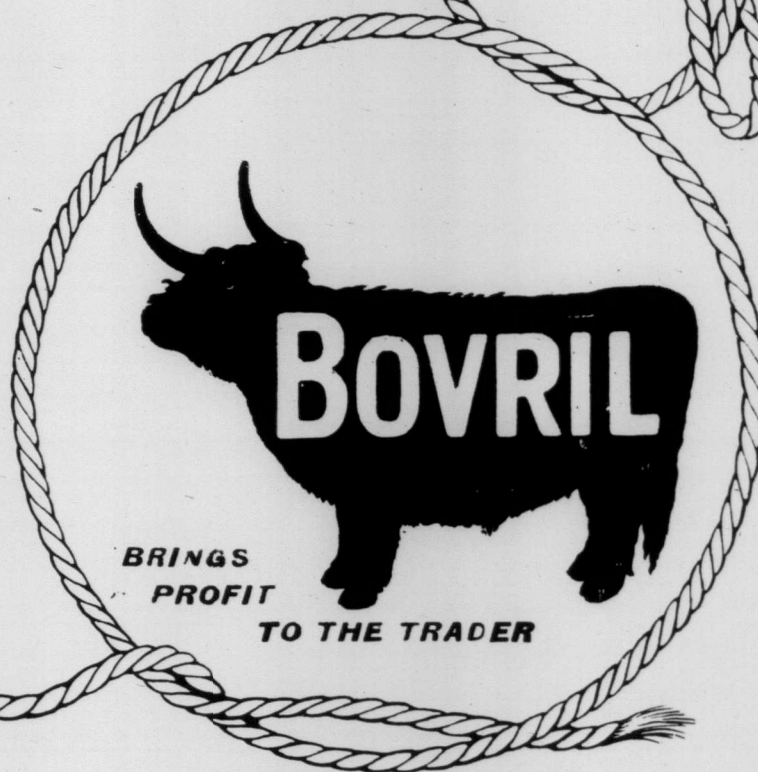
### These Experiments

are becoming known to the public, and our sales of Bovril have increased enormously. There are indications that our sales during this next winter season will be record sales. See that you get your share of the business.

# BOVRIL

It will pay you to handle Bovril. Send for our price list and note the margin of profit reserved for the trader.

A post card addressed to us will bring you promptly and prepaid a parcel of attractive colored cards.



## BOVRIL, LIMITED

27 St. Peter St.

Montreal



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

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

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

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**DOMINION CANNERS LIMITED**  
**HAMILTON, CANADA**



## Have you ever photographed your Store Interior or Window?

You have observed from week to week pictures of some bright Canadian stores and windows in The Grocer. They have been useful to you.

Don't you think an illustration of yours would benefit others?

## Then send it along

The Grocer is continually on the lookout for good photographs of attractive, well arranged interior and window displays—displays that you or your clerks have constructed.

You benefit yourself as well as others by having them reproduced in The Grocer.

We want your co-operation. May we count on it?

ADDRESS

**THE EDITOR, The Canadian Grocer**

143-149 University Ave.

**TORONTO**



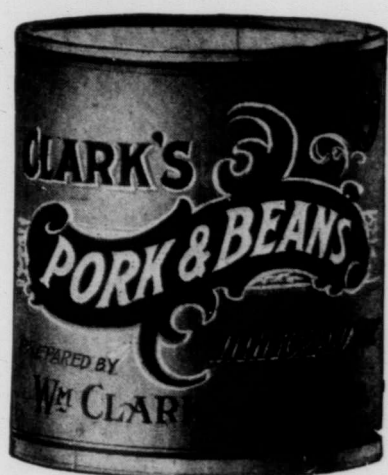
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**PL**

**W.**





# Clark's Pork and Beans

**ARE NOTED FOR THEIR  
RELIABILITY and SUPERIORITY**

It would be superfluous to tell you, Mr. Grocer, that your customers value the above attributes in the goods they purchase, but we would like to remind you that the public have for years shown their lively appreciation of the fact that CLARK'S PORK AND BEANS are easily the leaders in this respect.

It could not possibly be otherwise, for the extreme care that is exercised to ensure that nothing but the BEST is used ALWAYS in their preparation is more than a guarantee of their QUALITY.

Compare your sales and see if our claim is not correct.

**PLAIN CHILI TOMATO SAUCE**  
ALL SIZES

**W. CLARK, - MONTREAL**

# What About Dried Fruits ?

You had better place your order with us, we have the goods.

## Valencia Raisins Now in store and to arrive

TRENOR Selected and 4 crown layers,

ABEL Selected and 4 crown layers,

ROWLEY Selected and 4 crown layers.

Prices are right.

Quality A1

## California Raisins

SEEDED, Fancy and Choice, 16 oz. packages.

SEEDLESS, fancy, 16 and 12 oz. packages,

LOOSE MUSCATELS, 50 lbs., 3 and 4 crowns.

**PRUNES, PEACHES, APRICOTS, PEARS,**

Evaporated and canned.

**CURRENTS**, loose cleaned, and packages.

## Nuts

TARRAGONA, FILBERTS, BRAZIL, PECANS, PEANUTS,

SHELLED ALMONDS and WALNUTS.

ALL NEW CROP GOODS

To arrive OCTOBER-NOVEMBER.

## Salmon

We have a full assortment, to arrive shortly, including

CLOVER LEAF and HORSE SHOE,

LYNX and O-WEE-KAY-NO,

PEACOCK and REIGNING, Red Spring.

EAGLE, Red Cohoes, Pink and White Springs.

## Canned Fruits and Vegetables

Don't delay to place your order with us.

Full assortment.

Full delivery and guarantee of quality.

We have the stock.

We have the organization.

Our prices are correct.

At your disposal for prices, informations and samples.

# L. CHAPUT, FILS & CIE., LIMITEE

Wholesale Grocers and Importers

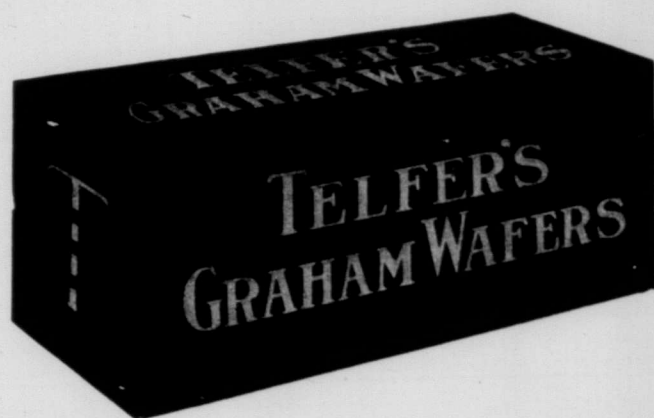
TEAS, COFFEES, WINES AND LIQUORS

## MONTREAL

Established in 1842

Telfer's  
Reception  
Wafers

Telfer's  
Oatmeal  
Crackers



## -the biscuits people like

These biscuits must be increasing in popularity from the steady increase in our sales, which is indeed phenomenal. Telfer's Graham Wafers are the kind people like because they are ever crisp and delicious.

They appeal to all classes of trade and satisfy the experienced buyer as well as the uninitiated, merely because they know what they like without knowing why.

*Send for rush order and try out our lines.*

**TELFER BROS., Limited**  
COLLINGWOOD - - - ONTARIO

BRANCHES:

TORONTO    BRANTFORD    HAMILTON    WINNIPEG  
FORT WILLIAM    EDMONTON

Telfer's  
Vanilla  
Wafers

Telfer's  
Cheese  
Wafers

**HOLLAND RUSK**

**GOOD ALL DAY**

Good—For Breakfast—Lunch—  
Dinner.  
Good—Just Buttered.  
Good—With Cheese.  
Good—With Jelly.  
Good—With Jam.  
Good—With Milk or Cream.  
Good—With a Poached Egg.  
Good—With Strawberries, Black-  
berries, Peaches, sliced  
Bananas, or any other  
fruit, either fresh or can-  
ned.  
Good—With Coffee or Tea.  
Good—With Cocoa or Chocolate.  
Good—With Soup or Salad.  
Good—With Welch Rarebit.  
Good—With any Chafing Dish  
Receipt.  
Good—With Hot Milk in cold  
weather.  
Good—As a Milk Toast.  
Good—For Pudding.  
Good—With Oyster Roast.  
Good—With Fried Tomato and  
Poached Eggs.  
Good—In a HUNDRED Different  
ways.  
Good—For Infants.  
Good—For Growing Children.  
Good—For every member of the  
family.

**Good in one hundred ways**

Its wide adaptability and use-  
fulness makes it the most prac-  
tical and economical food known.  
Made of the most nutritious  
ingredients—eggs, milk, butter,  
sugar, flour and delicious Dutch  
flavoring.

Remember!

There is only **ONE HOLLAND  
RUSK** and but **ONE THING**  
like it—“more.”

**HOLLAND RUSK CO.**  
Holland, Mich.

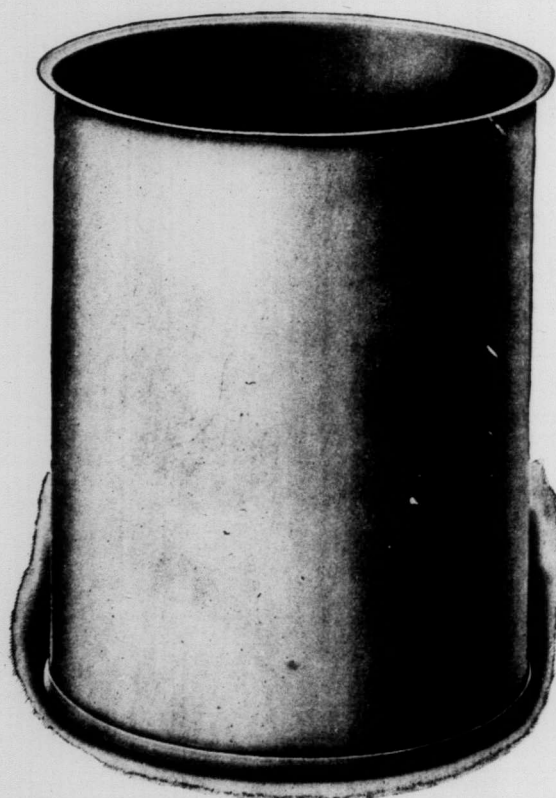


**Good in One Hundred Ways**

The many ways in which HOLLAND RUSK is eaten make it a **fast seller**. Keep it displayed on your counter, and when your customers buy it call their attention to its convenience as a toast with WELSH RAREBIT—in fact, whenever you sell cheese for WELSH RAREBIT sell a package of HOLLAND RUSK to be eaten with it. HOLLAND RUSK is not only delicious with fruits, berries, marmalades, jellies, oysters, poached eggs, etc., but it has high food value. It is a satisfying food for people of all ages, is enjoyed and easily digested by infants, growing children or dyspeptics. Our advertising helps to make HOLLAND RUSK sell. Keep it on your counter where customers can see it.


**HOLLAND RUSK COMPANY**

Holland, Mich.



**Sanitary Cans**

*“The Can of Quality”*

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

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

NIAGARA FALLS, ONT.

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**Nothing But The Best**  
**The One Inflexible Rule For**  
**DOMOLCO**

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

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

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

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

**DOMOLCO**

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

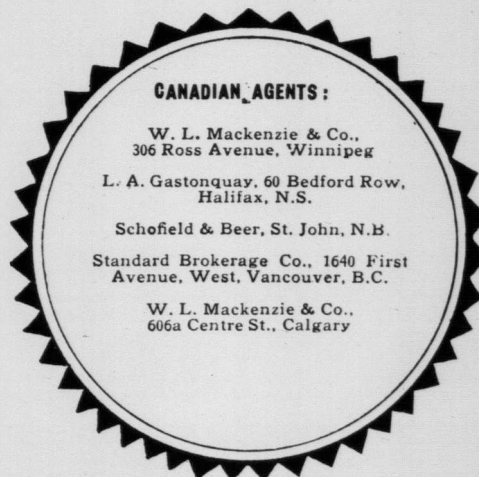
THE  
**DOMINION MOLASSES CO.,**  
LIMITED

**Halifax, - - Nova Scotia**

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# White MALT



# Cottell's VINEGAR

- † Is the Vinegar to build up a permanent, increasing and profitable trade
  - † Its delicious flavour and aroma distinguish it from all others.
  - † It is equally good for pickling, salads and table use.
  - † It is guaranteed full strength,
- in short, it is the Vinegar which will pay you best to handle

Write us to-day and let us sample and quote you.

**WHITE, COTTELL & CO., - CAMBERWELL, LONDON, ENG.**

Strength

Your

Purity

guarantee of profit lies in

## "COW BRAND" Baking Soda



because of its popularity with the  
housewife!

Order from your jobber.

**CHURCH & DWIGHT**  
LIMITED

Manufacturers

Uniformity

MONTREAL

Reliability

## GRAY'S JAMS

Contain neither glucose nor  
preservatives.

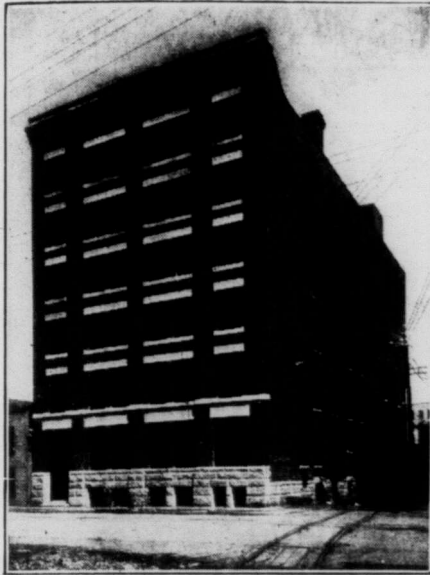
Our guarantee of purity is on  
every jar.

Samples and prices from:

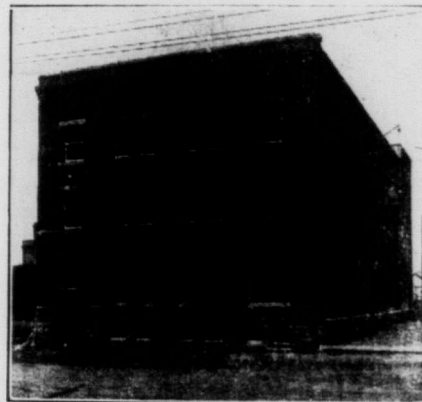
Maritime Provinces, Quebec, Mani-  
toba, Saskatchewan and Alberta, W.  
H. Dunn, 396 St. Paul Street, Mont-  
real; Toronto, Lind Brokerage Co.,  
73 Front Street East; Ottawa, E. M.  
Larner & Sons, 11 York Street; Brit-  
ish Columbia and Yukon, Kirkland  
& Rose, 312 Water Street, Van-  
couver.

**John Gray & Co., Ltd.**  
Glasgow

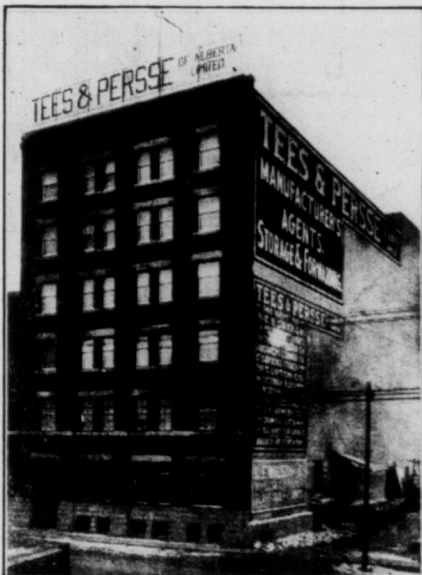
# TEES & PERSSE LIMITED



WINNIPEG WAREHOUSE



SASKATOON WAREHOUSE



CALGARY WAREHOUSE

**Manufacturers' Agents  
and Warehousemen**

We have pleasure in certifying that the popularity of

**T. & B. Tobacco  
Club Special Cigars  
Marguerite Cigars  
T. & B. Cigarettes  
Karnak Cigarettes**

**Tuckett's Special Cigarettes**  
is in part due to our Western representatives

**TEES & PERSSE LIMITED**

All our lines are on hand at all times in their warehouses at

**Fort William**

**Winnipeg**

**Regina**

**Moose Jaw**

**Saskatoon**

**Calgary**

**Edmonton**

**TUCKETT LIMITED**

**HAMILTON, ONT.**

**TEES & PERSSE, LIMITED**

**WINNIPEG**

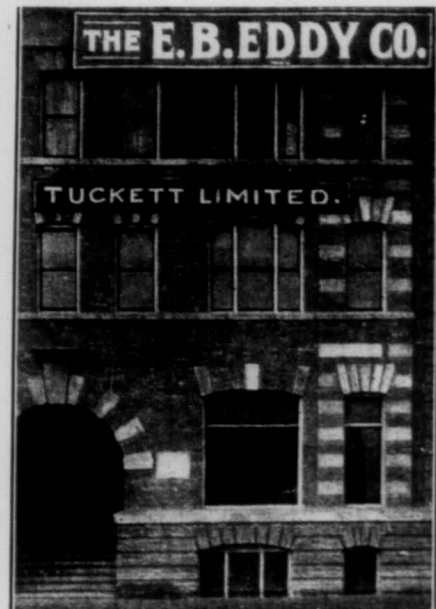
**TEES & PERSSE OF ALBERTA  
LIMITED, CALGARY**



REGINA WAREHOUSE



MOOSE JAW WAREHOUSE



EDMONTON WAREHOUSE

This Mark on Every Box



Means Quality  
Dried Fruits

The Highest Type of Packing  
The Finest Fruits

Place Order Now for  
Fall Delivery

All First-class Jobbers Handle

**WHITE SWAN**

**YEAST CAKES**

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

**ORDER FROM  
YOUR WHOLESALER**

**White Swan Spices & Cereals  
Limited**

SOLE DISTRIBUTORS -:- TORONTO

**From a Hard Headed Business Standpoint**

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

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

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



**COLES MFG. CO., Philadelphia, Pa.**

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



**Certainly You Have**

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

**The F. F. DALLEY CO.  
LIMITED**

Hamilton, Canada - Buffalo, U.S.A.



# DOUBLE YOUR SALES OF MARMALADE

Most of the marmalade that is sold is bought by those *who come into the store and ask for it.* A little *creative salesmanship would easily double the sales of marmalade.*

For instance you could double your sales of

## Shirriff's Marmalade

by instructing your salesman to tactfully suggest to customers that Shirriff's Scotch Marmalade is very appetizing, delicious and healthful. That it is made of selected Seville oranges and best granulated sugar. And has the keen, stimulating tang of the bitter Seville orange blended most deliciously with the sweet of the granulated sugar.

They could suggest that Shirriff's marmalade spread on toast or crisp soda crackers tastes very good at breakfast. And some people enjoy it spread on hot biscuits. Others with pancakes.

They could suggest, too, that marmalade steam puddings, marmalade pies and marmalade tarts are delightful.

Just try the above suggestions and see how quickly you will double your sales of Shirriff's Marmalade. It's to your profit to do so.

---

**Imperial Extract Co.**  
Toronto

23



### A Treasure Found

Every dealer who installs a McCaskey Account Register has in every sense of the word "found a treasure." Already over 80,000 dealers have found this rare treasure and appreciate its value.

The McCaskey Account Register saves money at almost every turn. It checks credit accounts, prevents forgotten charges and misunderstandings, keeps you in close touch with delinquents and takes care of numerous other details so often neglected and overlooked. In case of fire the accounts are easily protected and proof can instantly be made.

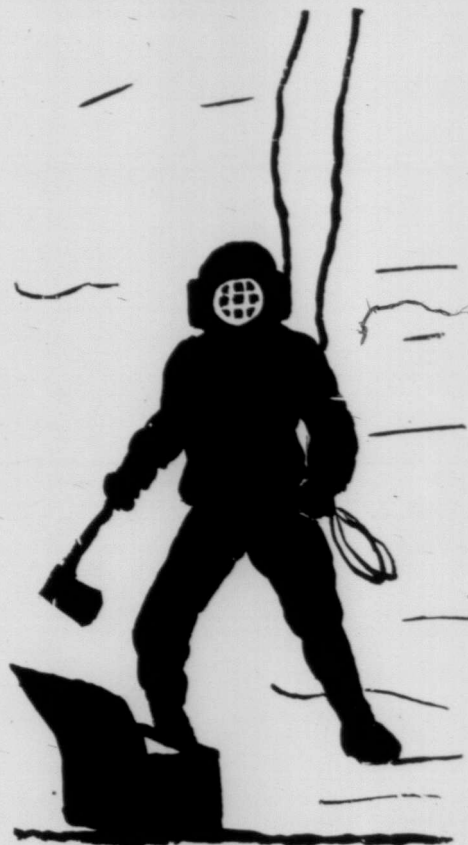
Only one writing is necessary and the full account is totalled to date. No midnight toil, making ledger entries or making out accounts, is necessary. The McCaskey System is a treasure rare.

We also manufacture the famous "SURETY" duplicating salesbook and every style and size of single carbon pads.

Manufacturers of the McCaskey Account System.

**The Dominion Register Co., Limited**  
Toronto, Ontario

Trafford Park, Manchester, England.



**Tartan**  
**BRAND**  
THE SIGN OF PURITY

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

Canned Vegetables, Fruits and Salmon, Syrup, Etc.

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

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

All orders shipped same day as received.

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

**SALT** Rice's Table  
Salt is  
**ALWAYS PURE**

Give your customers a good article. Rice's Table Salt—the  
salt in the neat package—will increase your returns and bring  
you a steady trade.

Rice's Salt for table, dairy and general use is a good seller,  
and always reliable. Write us for prices.

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

**TEA LEAD**

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand  
as extensively used for years past by most  
of the leading packers of Tea in Canada.

**ISLAND LEAD MILLS Ltd.**

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

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

**MR. GROCER!**

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

**"WALKER"**  
**Refrigerator Counter**

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

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

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

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

Write for Illustrated Catalogue and Estimates.

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

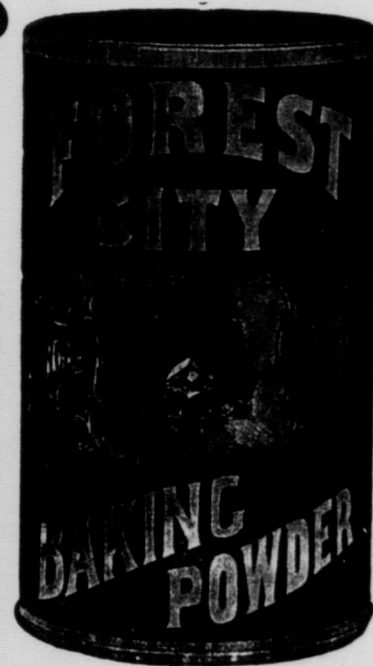
REPRESENTATIVES—

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

Berlin, Ontario

Thousands  
Are Doing  
It

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



**GORMAN, ECKERT & CO.**  
LIMITED

LONDON

ONTARIO

Western Selling Agents  
**MASON & HICKEY** **WINNIPEG**

Pre

is the

severe  
like a  
ture e  
increa

## Preserving Sugar

*St. Lawrence*

**Granulated**

is the finest quality made in Canada. Give your customers the best.

### Not an Enterprise for the "Quitter"

¶ "If there is one enterprise on earth," says John Wanamaker, "that a 'quitter' should leave severely alone, it is advertising. To make a success of advertising one must be prepared to stick like a barnacle on a boat's bottom.

¶ "He must know before he begins it that he must spend money—lots of it.

¶ "Somebody must tell him that he cannot hope to reap results commensurate with his expenditure early in the game.

¶ "Advertising does not jerk; it pulls. It begins very gently at first, but the pull is steady. It increases day by day and year by year, until it exerts an irresistible power."

The best trade calls for our  
**HIGH GRADE COFFEES**

Surely you want to get a grip  
on that trade.

**CHASE & SANBORN**

MONTREAL

# JAPAN TEAS

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

**FURUYA & NISHIMURA**



## LOOK AGAIN

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

**Canadian Coconut Co., Montreal**



THE MCGREGGOR PAPER BAG HOLDER.

## Better Service Means More Trade

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

**KILGOUR BROS.**

21-23 Wellington St. West, TORONTO



## The C. BORGEN PACKING CO.

STAVANGER - NORWAY

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

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

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

## Fruit Jars

PROMPT SHIPMENT

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

ALL SIZES.

**ORDER NOW.**

**Walter Woods & Co.**  
HAMILTON - WINNIPEG

# 23,000 CUPS

About 23,000 cups of the 40c quality of Red Rose Tea were served at the Toronto Exhibition.

Many very complimentary remarks were made about the tea and the way it was served—(for the latter we must thank a most efficient and obliging staff of girls) but the remark most often made and not consciously intended to be flattering was—“How do you make the tea so good? I can't make it this way at home.”

Now anyone who will take the 40c. quality of Red Rose and make it according to the simple directions in each package—serving it with thin cream—will have a cup of tea just the same as we served at the Exhibition.

It wasn't the way it was made but the quality of the tea that gave such pleasing results.

It is very safe to say that the ladies who thought they couldn't make as good tea at home were not using 40c Red Rose but a poorer tea.

Perhaps some of them were your customers. We beg to suggest that you make a prominent display in your windows, or on the counter for the next week or two of 40c Red Rose Tea. If you think the suggestion worth acting on, drop us a postal card and we will send you an appropriate display card.

**T. H. ESTABROOKS CO., LIMITED**

7 Front St., East

TORONTO - ONTARIO

# Manufacturers' Agents and Brokers' Directory

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

**WESTERN PROVINCES.**

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

WHOLESALE GROCERY  
BROKERS, COMMISSION MERCHANTS and MANUFACTURERS' AGENTS

OFFICES:-  
Winnipeg, Regina, Calgary,  
and Edmonton

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

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

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

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

**The J. J. TOMLINSON CO.**  
WINNIPEG  
Wholesale Grocery Brokers.  
Office and Track Warehouse,  
92 Alexander St. E.  
Correspondence solicited on domestic and foreign lines.

**FRANK H. WILEY**  
MANUFACTURERS' AGENT  
and  
IMPORTER  
757 Henry Ave., WINNIPEG

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

**WESTERN PROVINCES—Continued.**

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

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

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

**THE WESTERN BROKERAGE & MANUFACTURER'S DISTRIBUTING CO.**  
Commission Brokers, Customs Brokers and Manufacturers Agents, Shipments stored and distributed, Bonded warehouse in connection. Your business solicited.  
222 Ninth Ave. West - Calgary, Alta.

**ONTARIO.**

**NORMAN D. McPHIE**  
Broker  
Hamilton, Ont. - Est. 1903

OFFERS  
**Finest Jumbo Split Lentils**  
(Finer than split peas)  
On the spot or for importation.

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

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

**W. H. MILLMAN & SONS**  
Wholesale Grocery Brokers  
Toronto

**ONTARIO—Continued.**

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

**W. G. A. LAMBE & CO.**  
TORONTO  
Grocery Brokers and Agents.  
Established 1885.

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

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

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

**MARITIME PROVINCES.**

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

**W. S. CLAWSON & CO.**  
Manufacturers Agents and  
Grocery Brokers  
Warehousemen  
ST. JOHN, N. B.  
Open for a few more first-class lines.

**C. E. CREIGHTON & SON**  
Brokers and Commission Merchants.  
Manufacturers' and Millers' Agents.  
HALIFAX, NOVA SCOTIA.  
Domestic and Foreign Agencies Solicited.

# Manu

**T. A. M.**  
ST. JOHN'S  
MANUFACTURERS' AGENTS  
and CO.  
Importers  
careful attention  
best Canadian  
Cable address  
Codes: A, B,

**BRIT**  
**McLEOD**  
Manufacturers  
Co.  
852-6 Cam  
Can give strict  
Grocery Age

**L. EMIL**  
Manufacturers' A  
235 St. John  
Correspondence  
or manufacturer  
representative  
references.

**L. H.**  
**J. SOUB**  
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**H. E.**  
197 St. Pa

# Manufacturers' Agents and Brokers' Directory

(Continued.)

**NEWFOUNDLAND.**

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

**BRITISH COLUMBIA.**

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

**QUEBEC.**

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

**L. H. MAJOR and  
J. SOUBLIERE, Limited**  
Wholesale Brokers and  
Manufacturers' Agents  
Canadian, British and Foreign Agencies  
Solicited  
Sussex Street, Ottawa, Canada

## Macaroni and Cheese

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

### All Kinds of Cheese

Roman      Parmesan  
Swiss      Gorgonzola  
Etc., Etc.,  
on hand. We just want  
your request.  
The best of macaroni  
at thoroughly reasonable  
prices.

Write

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

**O. E. Robinson & Co.**

Manufacturers and Buyers of Dried,  
Evaporated and Canned Apples.  
Ingersoll,                      Ontario  
Established 1886.



*No Odor*  
*It cries them up* **Common Sense**  
**KILLS** { *Roaches and Bed-Bugs*  
*Rats and Mice*

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



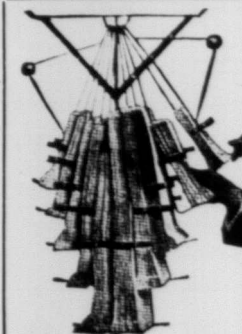
Not a Substitute

## MAPLEINE

Is an original flavoring,  
producing a flavor similar  
to Maple in cakes, candies,  
puddings, tasties and  
sugar syrup.

Order of your jobber, or

Fraderlok E. Robson Co.,  
25 Front St. E., Toronto.  
Mason & Hlokey, Winnipeg  
**The Crescent Mfg. Co.**  
SEATTLE.      WASH.



The **BROWN** is the  
only convenient  
**Bag Holder**

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

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

When writing advertisers kindly mention  
this paper.

## SHIP YOUR CARS TO FERGUSON'S SIDING

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

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

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

Every Merchant who handles—

## Mathieu's Nervine Powders



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

is a specific in all forms of colds.

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.....

# Buyers' Guide

## CANADIAN PURE LEAF TOBACCO

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

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

## SULTANA (Brand) TURKISH DELIGHT

Chocolate Turkish Delight  
Chocolate Caramels, etc.

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

**ORIENTAL PRODUCE CO. MONTREAL**

Agents Ontario and Northwest:  
MacLaren Imp. Cheese Co., Ltd., Toronto.

## English Stilton Cheese

From Prize Dairies.  
RICH, RIPE and BLUE

A. C. CHAPMAN Direct Importer  
93 Durocher St., Montreal.

## Can Our Traveller Call?

COURTESY OUR IDEA

## COUVRETTE & SAURIOL

Wholesale Grocers, Montreal.

For a Satisfying Aroma Giving Smoke  
Recommend

## OLYMPIA AND BEN BEY CIGARS

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

## RIGA WATER

Purifies

Big profits for dealers

RIGA WATER CO. - MONTREAL.

I

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

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

## For Flavor

BOURQUE'S PICKLES      BOURQUE'S CATSUP

Are Unequaled.

H. BOURQUE & FILS - - Montreal.

## For High Class Biscuits Good Quality Confectionery

Give us a call.

AETNA BISCUIT CO., LTD., MONTREAL

## COON SHOE POLISH FAVORITE STOVE POLISH

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

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

## For Disinfectants of any kind

Write

MONTREAL GERMICIDE,  
220 Colonial Ave., - - Montreal

## EXO

Kills rats instantly. No odor.

Agents 40% profit

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

## McDOUGALL

Insist upon having them

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

## CLAY PIPES

## SUCHARD'S COCOA

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

## BAKE OVENS

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

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

Write for General Catalog.

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

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

## Irish Grocer, Drug, Provision and General Trades' Journal

10 Garfield Chambers, Belfast, Ireland

## AGENTS

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

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

Do It Now.

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

## FRUIT PULPS

Bitter Oranges and Peels

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

## COMTE'S COFFEES

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

146 St. Urban St.      Montreal

## VOL-PEEK

Two minutes only needed to mend any sized hole in any piece of agaware. One sale creates others. 100% Profit in this.

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

## SHOWCASES

Attractive, Finest Workmanship,  
Prompt Attention.

Don't pass us when in need.

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

Write us for New Price List of

## WINDSOR SALT

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

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

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



The Brand  
Which  
Protect  
You

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## Ewing's Spices

Need no improvement. They were Always A1, and Always will be.

The Brand Which Protects You

They enter the mill pure, and come out pure.

**S. H. EWING & SONS**  
MONTREAL, QUEBEC

## CAMP COFFEE-SIR

not only makes new customers, but keeps the old. 'Camp' has a ready and a steady sale. Its invigorating properties and enticing flavour have brought 'Camp' to the front. 'Camp' will help you capture a wide area of lasting business.



See that your stock is right

*R. Paterson & Sons, Ltd.  
Coffee Specialists,  
Glasgow.*

## Purnell's Pickles

Prepared and packed in the utmost purity

The strictest care is exercised in the preparation of the different vegetables that go into Purnell's pickles. They are washed thoroughly after being handled and pickled in utmost purity.



Only selected vegetables are used in Purnell's Pickles, and only the purest of pure Malt Vinegar is used. The most sanitary conditions surround the entire process.

**SELECTED VEGETABLES**  
PURE MALT VINEGAR

We distil our own Malt Vinegar and guarantee it to contain no injurious acids.

"Purnell's Pickles Please Particular People".

**Purnell & Panter, Limited**

Malt Vinegar, Sauce & Pickle Makers  
Bristol, England

## The Case in a Nutshell.

"GIPSY" is easy to buy—the price is right, it pays the Grocer to push it. Put up in most convenient packages, well "got up," inviting easy display. "GIPSY" is easy to use—no trouble in opening tins, and always ready for use. Tell your customers about this excellent Stove Polish, and you will find it is easy to sell

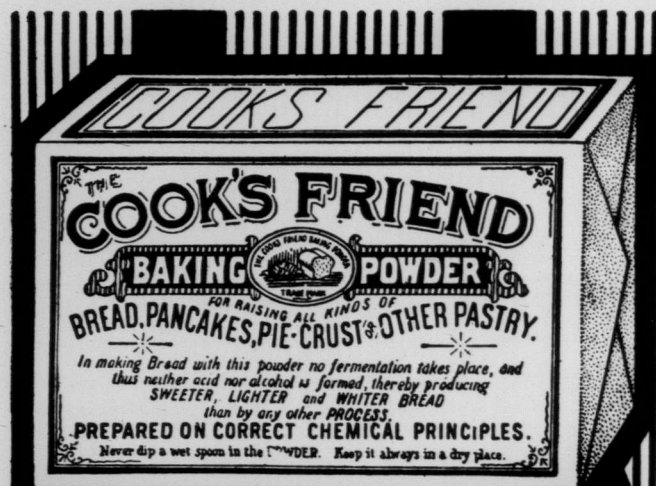
# GIPSY

## STOVE GLOSS.

HARGREAVES BROS. & CO., LTD.,  
HULL, England.

Agents for ONTARIO:

F. E. ROBSON & CO., 25 Front St. East,  
TORONTO.

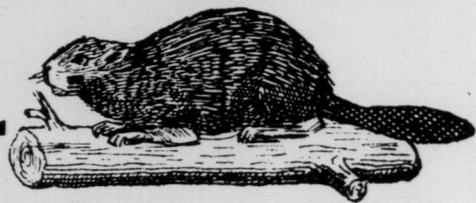


**MR. DEALER**

for over fifty years Cook's Friend, "The Baking Powder With a Pedigree," has been a leader. To-day, through its quality and advertising, sales are increasing monthly. Are you getting your share?

*Purer than the Low Demand Contains No Alum.*

W.D. McLAREN, Limited  
Montreal



LOOK FOR THE BEAVER

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

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

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

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

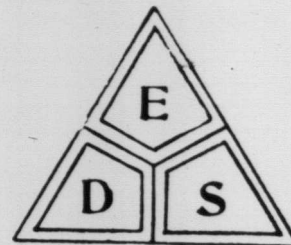
Packed by MAHIQUES DOMENECH & CO., Denia, Spain

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



**GET A BIG SLICE  
OF BUSINESS**

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



**BRAND**

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

Made only by

**E. D. SMITH**

WINONA, :: ONT.

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

# THE REQUISITES ARE QUALITY

AND

# EFFICIENCY

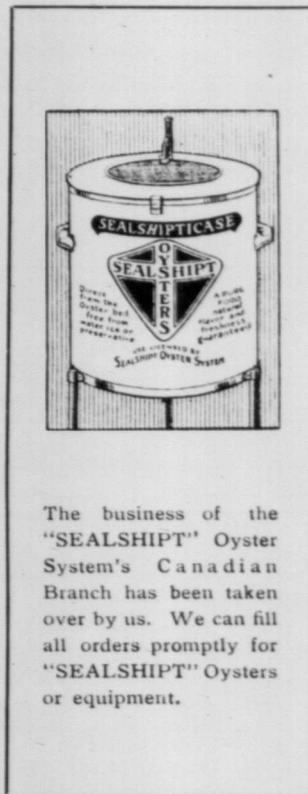


It is important that you associate yourself with a source of supply that is unquestioned.

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

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

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



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.

---

*We solicit your enquiry as to prices, etc.*

---

## Connecticut Oyster Co.

50 JARVIS ST.

- - -

TORONTO



**Always Salable and Profitable**

**Always Reliable and Ready for Use**

Canada First Evaporated Milk is fresh cow's milk evaporated to consistency of Cream, and is the safest, most wholesome and reliable form in which milk can be used. Most of your customers have tried condensed milk, and if you are working to create and hold trade *recommend Canada First Brand.*

**The Aylmer Condensed Milk Co.,**  
Limited

Factory: AYLMER, ONT.  
Business Offices: HAMILTON.



**Two Good Paying Lines:**

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

is a new product that is fast becoming popular because it is something the public have been looking for. As all other Lawrason lines, it is moderate priced, and pays good profits. Neatly packed in green and red lithographed tins with nickeled screw tops.

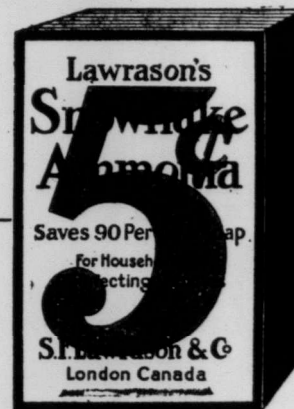
**LAWRASON'S SNOWFLAKE AMMONIA**

is one of the few lines that the grocer has that is backed with a guarantee. A \$500 guarantee that Lawrason's Snowflake Ammonia is fully equal in cleansing power to any similar compound selling for double the price (5c for a giant package).

With fall housecleaning operations in view, every dealer should stock and introduce it to his patrons.

*Write at Once.*

**S. F. Lawrason & Co.**  
LONDON, ONTARIO





## A NEW LINE

*that pays you full profit  
and includes a premium  
to your patrons---We sell*

➡➡➡Direct-to-you➡

*A woman's stocking FREE  
in family packages of*

## SANTA CLAUS ROLLED OATS

### THE PREMIUM

This is something new, unique and practical in the line of premiums — every 25c package of **Santa Claus Rolled Oats** contains a woman's stocking, which the grocer can guarantee to be absolutely satisfactory. Other 25c packages will contain handsome pieces of decorated china. We also have a small package without premium to retail at 10c. We have bulk Rolled Oats. Price on request.

### THE QUALITY

The "quality" of this product is absolutely guaranteed. Manufactured by the most modern and scientific milling process — **Santa Claus Rolled Oats** stand in a class by themselves when it comes to "quality." They are packed in sanitary, sterilized square packages. The demand has already reached wide proportions — get your orders in quick.

### THE PRICE

**Santa Claus Oats** with stockings, \$3.70 per 20 pkg.

**Santa Claus Oats** with china, \$3.70 per 20 pkg.

**Santa Claus Oats**, regular size, \$2.70 per 36 pkg.

Mail orders direct to insure prompt shipment.

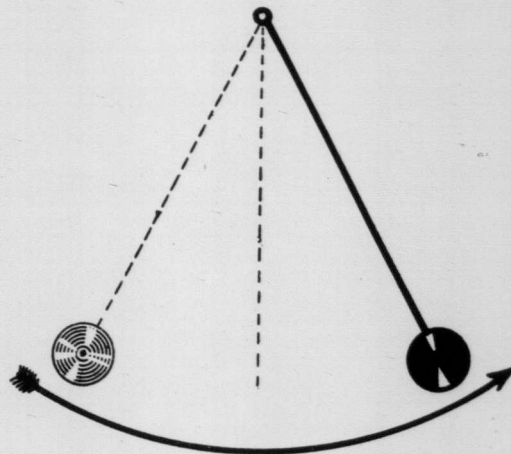
Deliver free to Ontario R. R. stations east of Sudbury.

**MORROW CEREAL Company**  
**Toronto - - - Canada**

# The Pendulum Continues to Swing in our Direction

Packet Teas handled by stores of all kinds.

Anybody's Business.



Reliable Standard Blends, Handled by Grocers and Tea Dealers only.

Permanently increasing business.

Our Standard Blends maintain their quality and flavor.

Repeat orders are flowing in from all sides.

The leading grocers appreciate the value of our Standard Blends.

Let us fill your canisters.

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

## EBY-BLAIN, LIMITED

TEA BLENDEES TO THE TRADE

J. F. EBY, President.

HUGH BLAIN, Vice-President.

## Poor, Low-Grown Teas are Cheap Fine, High-Grown Teas are Dear

A customer remarked to the principal of this firm a few days ago, that we were not suffering as much from the price of tea now as we were a couple of months ago, and was greatly surprised when informed that the blend of "SALADA" Brown label—30 cent tea—and Blue label—40 cent tea—was costing us more money to-day and was more difficult to get than it had ever been at any period.

He then said he had heard that teas had dropped in price, and he was told that this was so of common teas: that the "London Grocers' Gazette" had recently stated that worse tea had been sold at Auction in London lately than any that had ever before been offered and these bad teas were sold as low as nine cents per pound.

When all teas were fetching high prices, practically every planter in the low-grown districts, where poor trees are produced, commenced "plucking coarse," which provided large quantities but lowered even their poor quality very much. The Grocers' Gazette of the 7th of September says of the last auctions: "There was again some considerable quantity of rubbish, but happily not so much as previously." "Any invoice with quality and sap in the cup was well watched."

We had bids in at the Auction in Colombo at last week's sale which were higher than anything we have hitherto offered, yet we got only very small quantities, so that we have had to advance our bids again this week and have not, at time of writing, heard the results.

Good and fine teas are bringing very high prices at Auction in London and Colombo.

### "SALADA" TEA COMPANY

41 EASTCHEAP, LONDON, ENG.

Toronto

198 WEST BROADWAY, NEW YORK

Montreal



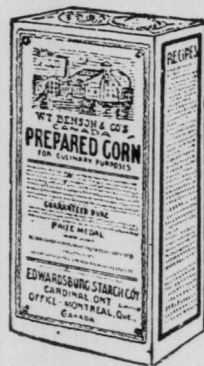
## A Duet of Double Superfine Quality

The mustards that have been the household favorites for several generations.

### COLMAN'S MUSTARD KEEN'S MUSTARD IN SQUARE TINS

are both unparalleled in flavor and strength. They are the staple brands everywhere.

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## Wherever There are Children Benson's Prepared Corn Finds A Ready Sale

Mothers know what delicious and nourishing summer dishes Benson's makes—rich custards, blanc mange, ice cream, etc.—that children love and thrive on.

Mothers know that their children can

readily assimilate Benson's because of its extreme fineness and purity.

Mothers invariably ask for Benson's when they want Corn Starch for their children. Therefore stock Benson's Prepared Corn. Every mother in your section will buy it.

**YOUR ORDER WILL RECEIVE IMMEDIATE ATTENTION.**

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



Pro

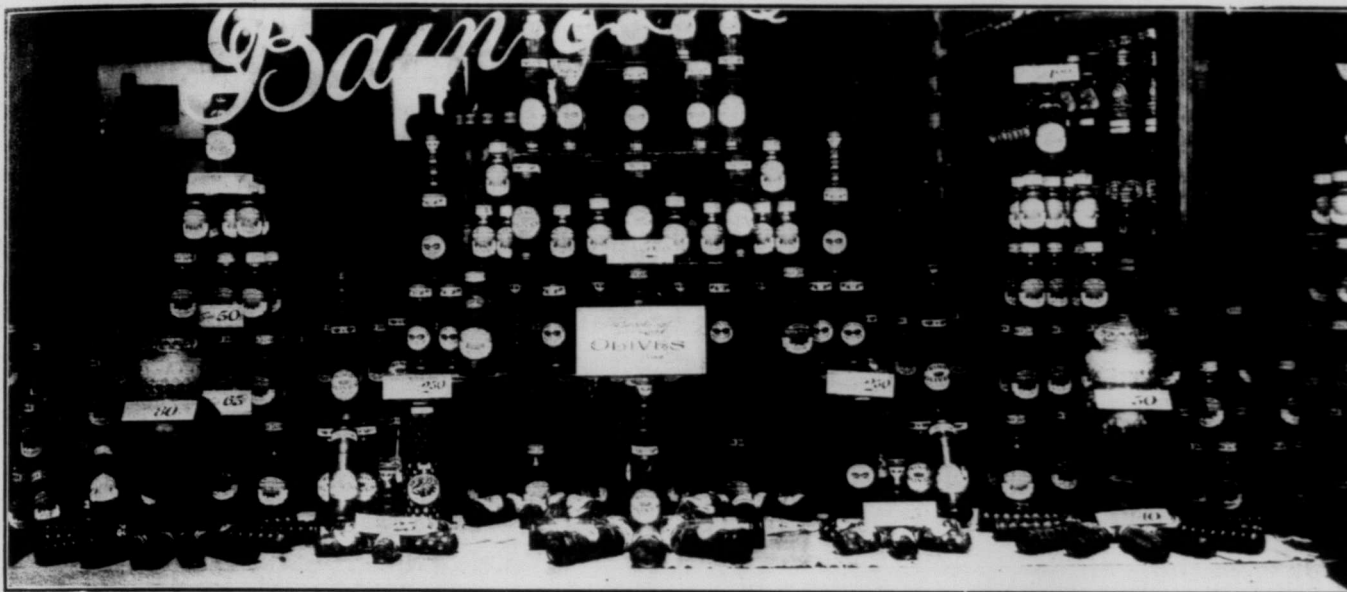
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"The window olives," remarked the writer. "You see the number o we put in an exclu

It will be observ play that much at ed on attractiveness bottles of olives carefully arranged groups are symme window is taken in





A window display used by a Hamilton grocer, showing nothing but olives.

## Promoting Olive Sales by Display

Attractive Window Containing Nothing But Olives—The Use of Show Cards and Price Tickets—Goods Shown on Which Profits Are Fair—Making The Window an Index to Interior Arrangement and Appearance.

"The largest and most complete stock of Olives ever shown," reads the show card in the centre of the above window. It is that of A. G. Bain & Co., Hamilton, Ont., and illustrates the importance Mr. Bain and his partner, J. T. Price, place in olives as a seller and profit producer.

Olives is a line that Bain & Co. show in their window practically the whole year round. This is because they have a high-class trade and because olives show a fairly good return on investment.

### Many Sales Are Made.

"The window certainly sells a lot of olives," remarked Mr. Bain recently to the writer. "You would be surprised to see the number of sales made whenever we put in an exclusive olive window."

It will be observed from the above display that much attention has been placed on attractiveness in arrangement. The bottles of olives are neatly placed in carefully arranged groups so that all groups are symmetrical when the entire window is taken into consideration. This

aids wonderfully in getting and holding attention. There are also a number of well written combined display and price-cards giving the name and price of the various kinds shown. Bottles priced as high as \$2.50 were displayed and others 25, 40, 50, 65, 80 cents and a dollar a bottle to suit every purse and family, large or small.

### Stopping the Passer-By.

On many occasions The Grocer has emphasized the importance of the window in interesting the passer-by. Here is a splendid example of the results to be obtained. The chief requisites are a clean storefront, a neat, well-arranged, inviting display, a few show cards and quality goods.

Now that the fall season is on and buying will, so far as the majority of families are concerned, be carried on on a larger scale than usual, the dealer should pay especial attention to the window. The display thrown together is practically useless. It does not promote

concentration and therefore is looked at and forgotten. But a window as shown herewith is one that will attract and hold attention and will create sales long after it has been distributed.

### Fine Interior Arrangement.

Bain & Co. pay the same careful attention to inside displays and have always a number of most attractive arrangements of bottled and canned goods. The window brings in the passer-by and the interior display makes extra sales, all of which so frequently lead to new permanent customers.

The window, too, bespeaks the nature of the interior as any observant person much have long since noticed. And wherever one finds a neat, compelling window-display backed up by careful interior arrangement, there is almost sure to be found a successful merchant. The average person likes to buy where buying is a pleasure and where good goods can be depended upon.

# A Mayor Talks on Need of "Middlemen"

Demonstrates in Simple, Positive, Truths Why the Middleman Must Continue to Exist—There Must be Someone to Distribute the Goods, He Says — How Deputations Asking for Elimination of Middlemen Have Been Treated — Cause of High Cost of Living Explained.

The middleman—that is the man who comes between producer and consumer, and the retail grocer must be considered as such—is still being harassed by a certain clique, doing its best to charge him with the high cost of living.

It is pretty nearly time certain daily newspapers and others called a halt to this unfair and unfounded talk about the retailer standing is the way of lower prices on foodstuffs. "Eliminate the middleman," they say, "and prices will come down."

But the middleman cannot be eliminated. He is a necessity to the community, and must exist. On the face of it, it may appear that if the producer sold direct he could make more money and still sell less than retailers' prices. But when the surface is thrown off, quite a new aspect of the case arises. The producer can sell direct but he cannot get all his money. He has open accounts with a hundred and one different people, some honest and others not. He has a burdensome bookkeeping system to maintain; he loses time and time is money particularly in harvest time; he has extra tear and wear of vehicles to contend with; disputed accounts, long delays for money which he wants immediately, etc., etc.

So he sells to middlemen, gets his money at once—and sometimes in advance—eliminates losses, saves time and has an altogether happier and contented time.

## Mayor Gaynor's Apt Address.

Mayor Gaynor, of New York, hit the nail on the head some time ago in an address to commission men assembled in convention in that city. His opening statements are particularly poignant so far as the necessity of the middleman is concerned. His exact words were:—

"The chairman just tells me that you come from a large number of cities throughout the country, probably from all the States or most of the States, and that you are commission merchants. I know what that means here. Some people call them middlemen, and now and then a delegation comes up to the city hall and I receive them and find their object is to abolish the middlemen altogether and get rid of him. They simply want him knocked on the head. They accuse him of high prices and everything, and of course I have to listen to all that whether I believe it or not, the same as you have to listen to me now whether you believe me or not.

And they make out a very bad case against you as far as words go, but the last two that I received I took the opposite side with them to some extent,—as much, in fact, as I dared to. I suppose if I was a candidate for the Governorship or the Presidency, or something, I would not have dared say a word. They do not want you at all here in this city—a great many people. They say they want to buy directly of the producer or the farmer and get rid of you, and I told the last delegation that I had no objection at all as Mayor that they do that.

## Position of the Producer.

"At the same time I had to remind them that the farmer had to bring his stuff here to sell it. He had to send it here, and when it got here, there had to be somebody to receive and handle it and bring it to my basement door somehow or other, so I could eat it. Meanwhile they had to hire a place and pay rent to store it in, or a stall in a market, and if some was left over they had to keep it for next day or next week or next month, and they do tell me, really until sometimes the next year, now that the cold storage method is in vogue. I told them this and told them that the farmer was at perfect liberty to come down here himself, or to send his son or his hired man to do all this if he wants to, but that there must be somebody here to do it, and whoever was here would have to pay rent and take care of the goods and hire help and cart it about our streets, and so on. And if he had a great lot of it he would have to build a cold storage house to keep it in, too.

"It is very easy to talk, but when you come to analyze the complex affairs of life then you have to measure your mind and measure your words accordingly. This is the case in a nutshell. Somebody has to do it, and it is quite impossible for everyone to get in direct connection by parcels post or any other way with the farmer. If you want a barrel of apples here in the city you have got no place to keep it except a hot cellar. We have to buy everything by the quart and the peck and the pint.

## Difficult to Get Rid Off.

"So to carry out that system we have the markets and the commission merchants and the handler of the goods and the corner grocer, who is a middleman also, and I must say I do not see how we are going to get rid of you at all. It

does not seem to me a very easy job. If you know any way I suppose you will keep it to yourselves. And another reason they gave for wanting to get rid of you was that you were all getting enormously rich, your exactions were so great. But I discovered that your exactions amounted to probably less than 3 per cent. on the average, and the next time I stated that fact. And I had to hold a long correspondence with another man, and we argued it out by letter. These letters have not got into the newspapers yet, some way or another. I suppose I will wake up some morning and see them. But, finally I said to him: "If the profits are so enormous and they are all getting so rich I would advise you to join that business right off, because that is what we are all looking for."

Thus does a prominent citizen of a large city place in concise form reasons for the existence of the middleman that cannot be contested. His address was so interesting that it is difficult to refrain from quoting it all. Lack of space prevents this but here are some further excerpts:—

## The Rule of Supply and Demand.

"And then some say you are the ones who are responsible for the high cost of living. There is a terrible indictment against you down here in New York, but I may as well give it all to you. I will conceal nothing, however your feelings may be hurt. The high prices, they say, are caused by you. There again you have the great rule of supply and demand to regulate it all. I do not know anything not regulated by that rule. Even rents are regulated by that rule. Some people tell me that when the taxes go up in this city the rents go up, and they abuse us accordingly, and I have to reply, 'My dear sir, if we were to double the taxes in the city, the rents would not go up a dollar. They would be more apt to go down than to go up, as they depend on the supply of houses and stores, and on nothing else.' If high taxes made high rents the landlord could whistle at the tax collector. What would the landlord care about it. He would simply throw it on his tenant, that would be all. But he knows very well that he cannot do it; that although his tax bill goes up his rent bill is just as apt to go down.

## World Wide High Prices.

"And so the talk goes on. Take it home with you and see whether you are

the cause of all the high prices. Pr the country. S candidates for P who come here a interviewed, mo reason or that and condemn th Some say it is t it is this and country. They cause. But it so prices are all ov here. They are Europe, London Rome, just the of it here. E high prices and get the highest. So none of them whether high p

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Mr. Millma month's trip he went par of evaps wh grocers of tl

the cause of all these evils. We do pay high prices. Prices are high all over the country. Some of the statesmen, candidates for President and otherwise, who come here and get interviewed—get interviewed, most of them, give this reason or that reason for high prices and condemn the high prices severely. Some say it is the tariff, and some say it is this and that, but local to this country. They always give a local cause. But it so happens that these high prices are all over the world as well as here. They are talking about it in Europe, London, Paris, Berlin and Rome, just the same as we are talking of it here. Everybody is condemning high prices and everybody is trying to get the highest price he can all the time. So none of them seems to stop to think whether high prices are evil at all.

"A good many years ago I read the history of prices in several books and by different authors, and the history of the production of the special metals, and I am able to say to you and you can verify it for yourselves by getting any work on the money metals, such as Walker's work on Bimetallism, or any you want to name, that all the periods

of prosperity in the modern world—I will not go to ancient times—have been periods of high prices brought on by the large productions for the time being of gold and silver before silver was demonetized.

"The periods of prosperity are periods of high and rising prices. The periods of adversity are the periods of low prices and falling prices. Wait, you ladies and gentlemen, for twenty-five years or less, until the period of falling prices and low prices sets in, and then you will see hard times and you will have reason to complain. No man wants to do business on a falling market unless he is a mere gambler. If he buys anything to-day he wants to sell it at a little more to-morrow, and if prices are falling and he has to sell it at less it is only a question of time when he is out of business. He has reason to complain of low prices, that man."

In the above Mayor Gaynor has given some sound reasoning—reasoning that many of our newspaper writers on high cost-of-living causes would do well to think over. They need to be enlightened.

## Troubles in Evaporated Apple Business

**There is no Government Inspection and Some Goods Are Packed in Inferior Manner—Chief Troubles Are Too Much Moisture, Causing Fermentation and Cores and Seeds—Matter Being Taken Up With Government and Packers—Three Grades Are Suggested.**

That the evaporated apple business of Canada is not on as satisfactory basis as it might be, is known to many a wholesaler throughout the Dominion as well as foreign importers. The trouble seems to be due to improper attention paid by packers. Cars of evaps have been known to ferment on account of too much moisture; cases have been sent out containing seeds and cores, and apples dark in color and badly peeled have also been found.

There is, however, every possibility that improvement in the packing of evaps will be soon effected. W. H. Millman, of W. H. Millman & Sons, Toronto, has for some time been looking into existing conditions and is now in touch with the Federal Government and particularly with Hon. Geo. E. Foster, Minister of Trade and Commerce, to see whether the packing and marketing of evaporated apples can be placed on better basis.

Mr. Millman returned recently from a month's trip in Western Canada where he went particularly into the condition of evaps when they reach the wholesale grocers of the West.

He has written a letter to manufacturers of evaporated apples in Ontario calling attention to the troubles experienced through inefficient cure and packing, and suggesting remedies. In this letter he states that not less than ten different buyers asked him to look at some of the goods they received from Ontario.

"Some of them," he adds in that letter, "condemned the goods in very strong terms: a few of their remarks I would scarcely like to see in print. Of one thing I am quite convinced, if we continue sending the goods like we have sent into that country, we shall lose the business entirely.

### Some Heavy Losses.

"I saw no less than five different cars in the West that were fermented, caused by not being properly cured when packed. These will be almost an entire loss. Three cars were rejected and stored to the order of the shipper, in these cases, of course, the shipper will have to stand the loss which will be almost the full amount of the invoice.

"There were many complaints that the apples were dark in color, badly peeled

and cored, and small pieces of cores and seeds left in; but the worst feature was too much moisture."

"All these things must be remedied and at once.

### Has Interviewed Government.

"I felt ashamed when opening a number of boxes to see that our Government allowed such goods to be shipped. I have already intimated to our Government at Ottawa that some remedy must be put in force in order to retain this profitable business, which amounts to a very large amount of money every season for the Ontario grower, and I sincerely trust that before another season passes a law will be enacted as to grading, weights and all other vital points.

"Western buyers still prefer good Ontario stock to the California goods, but the packers of the latter put their stock up more uniformly and it is cleaner, in fact, nicer in every way, so that it is up to you to improve the standard."

Mr. Millman goes on to show how neatly dried peaches and apricots from California are packed and advocates packages containing 12½ and 25 pounds as well as 50's.

### Three Grades Suggested.

He is asking the Government to have a law passed making each factory register, receiving a stamp so as to identify the pack, and so that the packer may be identified if he ships inferior fruit, the fruit to be graded into three qualities, say "Choice," "Prime," and "Standard." All boxes could then be inspected to determine whether the guarantee of weight and grade are correct as stamped. This, Mr. Millman claims, would put the evaporated apple business on a sound basis. It would allow the manufacturer who puts up choice goods to get a choice price for them, whereas the man who packed only standard goods would have to suffer so far as price is concerned.

### Conditions Favor Inferior Goods.

As the matter stands now there is no encouragement for a manufacturer to pack good fruit. The price is all the same, and in a carload it would probably mean a hundred dollars less to the packer to be a little careless. Competition is keen and lowest price is accepted so that an agent for a packer cannot afford to raise the price even if the goods he offers are better. With the grading as indicated above, a buyer will not object to paying more for good stock if he has a market for it.

That the evaporated apple business in Ontario is important is seen from the fact that some 200 carloads are packed annually averaging nearly \$2,000 per car—\$400,000 in all.

# The CANADIAN GROCER

Established - - 1886

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.

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TORONTO, SEPT. 20, 1912

## ROLLED OAT SITUATION.

It has been announced by millers that rolled oat prices will be advanced 25 cents per barrel on Saturday of this week. This upward movement was not anticipated. Indeed, the general impression seemed to be that lower prices were in order.

The explanation of the pending advance seems to be the scarcity of old oats of milling quality. This has been a feature for some time and certain men in the trade wondered at the recent decline in the face of this fact. The approaching new crop no doubt was the weakening factor. However, shortage in milling oats has become more acute. Some mills have not had enough to keep running. Thus the advance.

The trade are now concerned regarding what can be expected of the future. The oat crop in Canada promises to be large, although there has been some talk that frost may impair the milling quality of unharvested crop. Indeed this was offered in part by some millers as cause of present firmness. In a good many places unripe oats are being cut for green feed but in as many more places farmers have not yet abandoned hope of saving balance of the standing crop.

It is still held that crop promises quite well, the yield across the line is large and this should work for easiness when new crop starts to move freely. However, much depends on detrimental effects of adverse conditions now making their appearance.

## LEMON PRICES HIGH.

Following last week's warm weather which stimulated demand considerably and cut further into already well depleted stocks, lemon prices have been advanced at several centres. Indeed they have attained a record figure on some markets.

These further advances do not come altogether as a surprise for it has been pointed out before that no shipments of any account will be coming along before new crop from Sicily, and that present stocks will have to tide the markets over to that time, which will probably be close on November 1.

Conditions vary somewhat on different Canadian centres, but in some places stocks are decidedly small. Of

course supplies may be secured across the line, but at equally high prices. California lemons are naturally high also.

We have had a high lemon market all summer and it seems as if prices will continue high until new crop arrives. Advance prices on new crop Sicily stock also indicate a higher opening figure than last year, by about 25 to 50 cents per case.

## COCOANUT SUPPLIES SHORT.

Cocoa nut manufacturers are experiencing great difficulty in securing supplies, owing to considerable juggling going on in markets at the centres of production. It would seem that the growers are now in a position to demand just what price they fix so well has the market been cornered, and some slight indication of the way things are going against Canadian manufacturers is given in the fact that prices have advanced 60 shillings within fourteen days.

Bearing this in mind, retailers should act accordingly. Authoritative proof has been secured that the amount of cocoanuts reaching Canadian points now is insignificant compared to what it should be.

When supplies of raw material are not forthcoming the finished product must be difficult to secure.

## NEW BUSINESS FOR THE GROCER.

June may be acclaimed as the month of many marriages but apparently it has a close competition for the honor of first place in the present month. A glance at the marriage columns of the daily papers brings home quite forcefully the fact that September brides are quite plentiful this year—quite a crop, as the farmer would say.

Brush aside the question of this being leap year. Far be it from anyone to even intimate that this has any bearing whatever on the numerous September marriages. The real important point to the grocer is that many new homes are being opened up throughout the land.

To the live grocer this gives a cue which will undoubtedly mean more business, for the trade of the newly married couple is desirable. As they are just entering the realm of housekeeping, there is an extensive supply of groceries which they will require. Even this initial business is worth going after, but in addition it means also the likelihood of securing their trade for some time to come.

All those aggressive methods which the live dealer adopted during June to attract the attention of the new bride may well be repeated by others along the same line brought into play.

Suppose that the young couple have just returned from their bridal tour. They cannot live for long on the proverbial love. The pantry must be stocked. Some one is going to get the business. Does it not stand to reason that the dealer with an ad in the local paper or a window display directly appealing to them will secure their trade?

The window is a big factor in getting this business, and some attractive trims along this line that will bring good results may be arranged. An appropriate setting is of course essential and it will pay the grocer to give some time and trouble to a window. Not only will it catch the eye of the newly married, but it will interest all others and accordingly possesses a general advertising value.

## WHY MIDDLEMEN MUST EXIST.

The man who says the "middlemen" must be eliminated, has as much chance to see the realization of his

dream as those who while we yet we can necessity.

On another spiring ex Mayor Gay ing to mid from vario simple lan men were dealer bec conclusion:

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dream as a boiled snowball has to exist. Middlemen are those who come between the producer and consumer, and while we may be able to get along with less middlemen, yet we cannot without them at all. They are an absolute necessity.

On another page of this issue there are some very inspiring extracts from a speech made some time ago by Mayor Gaynor of New York City. The Mayor was talking to middlemen—in this case they were commission men from various parts of the country—and he told them in simple language and by simple illustrations why middlemen were necessary. The article should be read by every dealer because of the simplicity and forcefulness of the conclusions arrived at.

Gaynor would be quite pleased to see the farmers and other foodstuff producers come into New York and sell direct to the consuming public if they wanted to; but they don't. They haven't time to stay a week peddling their wares about the city. If they did that, they would have a storage to maintain, and an office as well as extra help. This is not their purpose. The majority want to get their produce to a market as quickly as possible, and with the least work and worry. Price comes next. So naturally it has to go through the hands of men who have facilities for storing those products and selling them when a market arrives.

This explains the existence of commission men and wholesalers who in turn sell to the retail trade because they have not the facilities to retail themselves. If they could make more money selling retail, then naturally the majority would sell that way.

And so in an effective manner does Mayor Gaynor tell of the need of the middleman. He also talks about the high cost of living and shows how politicians for party purposes and others are so anxious to lay the blame on the tariff or other local alleged causes, such as the middlemen, when as a matter of fact, this high cost of living is world-wide and due to small production last year and hence, small supplies.

#### IMPROVING EVAPORATED APPLES.

The tide of foodstuff demand in Canada has for many years been swinging to quality and purity. Yet in the case of evaporated apples—as will be seen from another page in this issue—there is apparently no government regulation that induces manufacturers to pack a high-grade fruit. The result has been that many packers have continued to put up inferior goods, thereby sacrificing reputation for reduction in manufacturing cost, and placing on the market an article that is difficult in many cases to sell.

An interview with W. H. Millman who has recently returned from a trip west, shows that goods are being sent there from Ontario which turn out unfit for use. At the same time similar goods are being sent to Holland and other foreign countries, all of which is bound to reflect on Canada's honesty.

If Mr. Millman succeeds in placing the evaporated apple business on a better basis, the thanks of the trade are due him. His proposition to the government is that each packer will register, probably at a nominal fee, so that he will come under the jurisdiction of government supervision. He will then be given a stamp with which to mark all his goods, by which means they will be traceable wherever sent. Goods will be divided under three grades, namely, Choice, Prime, and Standard, so that a packer will be able to get more money for best fruit.

The matter is now being taken up with the Minister of Trade and Commerce and any good results derived will be

very acceptable to those who sell evaporated apples to the trade.

#### TREND OF COST OF LIVING.

The decline of two points in the Department of Labor's index number of wholesale prices for July, after a continuous rise for twelve months, was followed in August by another drop, the index number standing at 133.4 as compared with 134.8 the previous month. Last year, however, at this date it stood at only 127.2.

The decline during August was due chiefly to decreases in prices of grains and fodders, fruits and vegetables, with slight increases in dairy products, fish, metals, and coal. These index numbers are percentages of the average prices of some 250 articles during the decade 1890-1899.

This follows up the contention of The Grocer made in last week's issue and further illustrates that the trend of living cost is downward. This is attributable to the natural cause of increased production which will likely be felt at least to some extent the world over this year.

#### EDITORIAL NOTES.

Watch for The Grocer's Annual Fall Campaign Number of October 11.

Don't hand anyone a lemon. They cost a lot of money these days.

Many a kitchen just now finds the housewife amidst pickling operations. See that she gets the best spices.

We are in general having bumper crops in Canada this year. Even the crop of September brides is a record one.

When the mayor of a city like New York says the middleman is a necessity, his reasons are worth studying.

It is now said that rolled oats will advance. Higher prices can't even leave our porridge alone.

Court the favor of the September bride as fervently as the party of the first part did, and it will mean a good deal more trade for you.

If the weather man were human his ears would tingle practically all the time. He has now caused the bean crop in Western Ontario to disappoint many of us.

Every dealer should give his best efforts now to sale of late fruits for preserving. The season will soon belong to the past.

The ageing of wine by electricity has been followed by the ageing of cheese by the same method. Ageing seems to be easy, but there is a fortune awaiting the man who can restore the youth of an egg or a salmon trout.

A Montreal painter's daughter became hysterical when the family grocer asked her to pay a bill. Her mother followed suit and the husband has to stay home to watch them. Now he is suing the grocer to recover the lost wages. Should he win the suit, those dealers who do not sell for cash will undoubtedly be in grave danger.

## Schedule for the Automobile Driver

**Making the Boys Do Their Own Thinking and Get Use of Brains of Others—Benefit of Having Definite Duties for Employes to Perform—Keeping the Car in Good Shape for Delivery.**

\* By Henry Johnson, Jr.

I was figuring on how best to handle the auto problem after I got back to manage my store. The entire proposition was new to me, because I do not know a thing about autos—hardly know a wheel from a cylinder. Moreover, I have some pet theories about this. One is that I do not have to know; another is that I do not want to know. My reasoning is that I have not known up-to-date, yet autos have reached great development. If they have got this far without me, they will probably go the rest of the way. I never knew much about horses—could not tell a single "point" with any certainty. Yet for years I had bought, owned, sold and buried horses—why not the same with autos. In other words, why should I know EVERYTHING in detail, about my business.

### What is the Expert For.

Stop to think of some of the advantages hereof. If you do not know a thing nobody puts anything up to your judgment. Then you are in position to put it all onto the "expert" whom you have hired because he said he could do this work. You can simply say: "The car does not run. It is up to you. If it does not run to-morrow morning, we shall not need you any longer, for we must have men who can keep our cars running." I soon had a chance to try this theory.

On the basis, I suppose, that "a new broom sweeps clean," the driver who is supposed to be the prime expert in our force—and I now say supposed advisedly—came to me with a confidential air and asked me, kind of "man-to-man," if I did not think his car should be painted up again. I went with him to the back door, where his car was standing and said: "Well, let us see about this. Maybe it does and maybe it does not. Let's look." I looked accordingly and then I said to him: "Howard, how long is it since that car has been washed?" He was a little nonplussed for answer: but stammered something about "few days ago; could not get on to the wash-table," etc. Then I said: "My boy, you and I shall have to talk this all over at leisure. We must get better acquainted so we understand each

\*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 which others may have met. If a special request is made names of inquirers will be omitted when their letters are printed for discussion.

other. Meantime I can say to you that I am always ready to have my equipment kept up in the best manner—up to the minute—and like it that way; but I must have co-operation before I can do that. For instance, can you tell me what good it would do for me to paint that car all up if you are not going to keep it clean? If you show no pride in your car—YOUR car, I said—of what use will my pride be?

### Proper Attention Not Given.

"Now, I have a theory that our auto management is all wrong. Do not get excited now; I said OURS not yours. Yours is wrong, but that is only partly your fault. It is up to all of us. Let us plan a way to avoid that in future. Let us find a way to make our management, including yours, scientific and efficient. Now, I know that we are not doing the right thing by our cars. They are greased, oiled, washed and adjusted not as a matter of routine, but when we think they need it—or when they fail to go any further; and such failure is always due to our faulty handling aforesaid.

"I am satisfied that if we gave our autos certain routine, daily care, like we would give a horse, we shall avoid trouble entirely; have our cars constantly on the job; cut repairs to a minimum and have things ship-shape every day in the year. But we must be forehanded to do that; we cannot be careless and be sorry afterwards. Do you agree with me?" Howard did agree—with his mouth—heartily.

So I set him at the task of planning a routine. I had him meet me on a closed afternoon and we talked over everything. When I talked about washing, he asked me if "I thought it was fair" to ask a man to wash a car after a hard day's work—and I told him NO. I did not. But I did consider it fair, and right, for him to go to work at 6 a.m. instead of 7; and put in two hours every morning on certain fixed duties in connection with his car, going over such duties regularly, every day, and just so much every day. With horses to handle, he would be at the barn at 6. would have to work all day, and would have his barn work to do at night, no matter when he got in. Why, then, should he not put in nearly as many hours at a neater, cleaner job, seeing especially that he was getting much better

pay? He agreed. So I set him the task of figuring out a daily schedule, and I want you to note that part of it particularly because it is important. Had I set the pace and told him what to do, it would have been my plan—see? Then if he had failed to work it, the fault would have been mine. But as he made the plan himself, he cannot go back on it very well; for if he fails to make it work, or does not live up to the hours, I simply say: "Your plan, you know, Howard—not mine. Surely you can live up to the schedule you devised yourself." There I have him. Here I will insert the Schedule and comment further next week, for this is a big subject and I like to go into details, because in that way I hope to enable you to benefit from my experience. Here it is:

### Automobile Work.

Note.—The boss only hires you; he does not promote you nor fire you. You do the promoting or firing yourself. All the boss does is endorse your decision.—This is truth. Think it over.

Don't turn steering wheel while car is standing—that cuts the tires; it does not simply wear them.

Don't reverse engine or go backward until machine comes to a full stop.

Don't speed engine while standing still. Reduce speed to a minimum.

Don't try to break speed limits. Slow down while crossing tracks or other rough places.

### Daily Routine on Cars.

Work to begin at 6 o'clock sharp every morning.

1. Monday (a.m.).—Wash car; fill grease cups; grease wheels; fill sight feed pump oiler; examine fan belt, adjust if necessary; see that all taps are tight; fill crank case; get order book.

Noon.—Clean timer; fill crank case; examine spark plugs.

(Note.—Once each week, in afternoon by special arrangement, chains to be cleaned and boiled in tallow.)

2. Tuesday (a.m.).—Wash engine; oil crank and transmission case; clean timer; fill sight feed pump oiler; examine and adjust fan belt; get order book.

Noon.—Fill crank case.

3. Wednesday (a.m.).—Oil differential; fill sight feed pump oiler; turn grease cups; wash car; examine and adjust fan belt; fill crank case; get order book.

Noon.—Clean timer; examine and adjust clutch bands; examine steering gears; fill crank case.

4. Thursday (a.m.).—Examine spark plugs; clean timer; fill sight feed pump oiler; oil crank and transmission case; examine and adjust fan belt; get order book.

Noon.—Fill  
5. Friday  
pump oiler;  
car; examine  
crank case; g

Noon.—Fill  
6. Saturday  
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Noon.—Fill

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Noon.—Fill crank case.

5. Friday (a.m.).—Fill sight feed pump oiler; turn grease cups; wash car; examine and adjust fan belt; fill crank case; get order book.

Noon.—Fill crank case; clean timer.

6. Saturday (a.m.).—Oil crank and transmission case; clean timer; fill sight feed pump oiler; examine and adjust fan belt; go over brass work; get order book.

Noon.—Fill crank case; adjust valves.

Go over all valves every fourth Sunday, beginning July 14.

Be ready for delivery work at 7.55 every morning.

Make no alteration in the schedule and do not deviate from it in any manner except on order; but suggestions are always gladly considered and orders will be promptly issued for improving changes.

Remember: Schedules are not automatic—things do not do themselves.

JOHNSON & SON.

"Yes, I have to pay \$4.60 for the sidewalk area to light my cellar."

"We soon won't be able to look outside without paying."

"We have made a rule that all orders given after 12 o'clock will not be delivered until next morning."



Following items appeared in The Canadian Grocer of September 23, 1892:—

"Ganong Bros., confectioners, St. Stephen, N.B., have opened an office in Toronto at 67 Yonge St. Mr. Lyle, who has lately been representing them in British Columbia, has been transferred to Toronto."

Editor's Note.—Ganong Bros. are still in business at St. Stephen, after the lapse of twenty years.

In our issue of September 23, 1892, a report is given of a meeting of the London, Ont., Retail Grocers' Association at which election of officers took place with the following result: President, W. H. Ferguson, (re-elected); vice-president, Jno. Moule; secretary, E. Sutton, (re-elected); treasurer, C. J. Wall, (re-elected); directors, J. L. Fitzgerald, W. H. McCutcheon, F. Harly, R. A. Jones, T. Rowat and L. H. Scandrett were elected auditors.

Twenty years ago at this time the Canadian Industrial Exhibition was being held in Toronto and in this connection this item will be of interest:

"The following merchants called at the office of The Grocer last week: Wm. Jewell, Oshawa; W. A. Grier, Owen Sound; A. Baird, St. Mary's; W. B. Hogarth, Tilsonburg; Geo. P. Leith, Spry; C. W. Belding, Katinine."

#### IS THIS GOING TOO FAR?

A little girl came into the store with an order for two pounds of sugar, a package of starch, some flour, salt and coffee. Her purchase came to 87 cents.

"Mother will have a dollar to-morrow," she said, "and she will pay you then."

The grocer nodded, "all right."

"And she wants the change now," the child added. "She needs the money to buy thread."

## Comments on Outside Grocery Displays

**Member of R. G. A. Would Prohibit This Altogether—Question of Early Closing Discussed—Does it Affect Business if Neighbors do Not Close as Well?—More Members Wanted to Attend Meetings.**

Toronto, Sept. 19.—(Special).—The displaying of goods outside, the matter of early closing and the desirability of having a larger attendance at meetings were some of the questions which came up for discussion at the monthly meeting of the Toronto Retail Grocers Association on Monday night.

In regard to outside displays, D. W. Clark would be in favor of a law forcing everything to be kept inside, and even cutting off the 18 inches which is now allowed at the front for display purposes. He would include not only food products, but hardware and other lines.

"There are many merchants putting in costly store fronts for the sanitary display of goods to advantage," he protested, "while others will take up the whole walk. I think everything should be kept inside so that people can see what is in the windows."

#### An Opposition Voice.

"I am not in favor of such a law," declared J. S. Bond. "Some stores are very small and have to show many lines outside. It is all right for the big stores, but 75 per cent. of the grocery stores off the main street are small."

The much discussed question of early closing was again on the slate. A member wanted to know why an early closing by-law for grocers couldn't be enforced.

"The way to solve the question," said J. S. Bond, "is to have all grocers pay a license. It need only be a nominal fee, but it would bring the grocers under civic control and make the enforcing of a by-law possible."

"That again brings up the question of defining a grocer," commented Bailey Snow.

"Why, any one who carries any groceries," announced another, "is a grocer."

#### Early Closing Didn't Hurt Him.

D. W. Clark thought that it didn't make any difference to a grocer whether his neighbor closed or not. All did not agree with this, however, although S. W. Hall had an example to back up this statement. He used to keep open until late hours. He then started to close at 8 o'clock, and it had no detrimental effects whatever on his business.

"Why can't something be done to increase the attendance at our meetings," said C. Fry. "We haven't nearly as many attending as we should, considering our membership. To get best results we need to get the members out, and I think that something along the social line would prove a drawing card." He suggested something like a euchre contest between the east and the west ends of the city.

"The cold nights are coming on now," followed J. S. Bond, "and we ought to be able to get more members out. We have many new members who have never attended. We could have some social entertainment here that wouldn't cost much, but which would bring the members out."

D. McLean reported on the excellent outing which the Toronto Grocers had at the Hamilton Hump, while D. W. Clark had some kind words to say about the hospitality of the London grocers.

#### Heard at the Meeting.

"I think I will close on Wednesday afternoon the year round. I would like to close Saturday at 1 o'clock."

"I would close on Wednesday afternoon all the year round if my neighbors would."

"I hear there is an agitation on foot making it necessary that every peddler have a shop or place of business."

"There would be a big objection to licensing grocers. Taxes are already high."

## Again Time to Push House Cleaning Goods

**Semi-Annual Cleaning Fever Now Prevalent—Extensive List of Goods Housewife Will Require—Value of Getting Early Start—Possibilities in Brushes and Polishes—Methods to Use to Get Best Results.**

It's in the air. It has been so ever since the advent of the fall days. You yourself have probably noticed it. You get up some fine morning to find an uneasy look on the countenance of your wife or mother, as the case may be, that is difficult to interpret. You have seen a similar look before, but cannot remember exactly when. You half feel that she is going to suggest that the lawn needs trimming. But no, it is not that. When you return at night, she is viewing the parlor with that look that plainly denotes that it pleaseth her not. You know then what is coming. At dinner she calmly announces that a terrible amount of dust and dirt has collected about the house during the summer and that she is going to begin fall housecleaning shortly.

### Cannot Check the Fever.

Thus it is in myriads of homes throughout the land at the present time. An epidemic of house-cleaning is on the way. There is no use in trying to check it, for like any other fever, it must run its course. The average woman is never satisfied unless she is moving things about the house and in general attempting to add to its attractiveness.

This usual fall activity which is already looming up large is bound to prove of a great deal of benefit to the grocer for the housewife will be wanting a variety of house-cleaning necessities for her campaign. This trade the grocer should prepare to care for. He should do so early.

### Get Started Now.

There is much to be gained by getting off to an early start. The sprinter in the race knows well the advantage of it and so should the business man in the race for trade. It is almost a self evident fact, but like many other truths, it needs to receive emphasis at times. This is one of those times.

There are always a certain number of people who do things early in the season. This is shown in the case of preserving and pickling, but is more marked in the case of house-cleaning. The housewife can hardly restrain herself until she gets started tearing the carpets up and the curtains down and really gets the semi-annual clean up under way. For this reason a display early in the season is likely to create more interest and business than later on. It will mean immediate business from those who have already been considering the question while it

will pave the way for business with those who are a little tardier.

### The Demand Exists.

This is recognized by live grocers and already some dealers have opened their campaign and are finding good results. There is no denying the fact that there is going to be a demand. People have returned and are returning from the summer resorts. Their homes have been closed during the summer and will require no little attention. Even those homes which have been kept open will be found to have collected a great deal of dust and dirt and the cooler weather naturally suggests to the housewife that it is time she was cleaning up.

### Lines to Push.

There is quite an extensive variety of lines which are in demand for housecleaning and in which the dealer should not only now anticipate his wants, but begin to push. The outstanding article which will be in demand is of course soap, and the grocers should see that the housewife is kept well supplied with this essential. Then we have liquid and powdered ammonia, dust absorbers, borax, soap powder, polishing powders and creams, cleansers and lyes, all of which have their particular merits which the housewife should be made acquainted with.

### Get After Polish Trade.

A line of endeavor which in some cases has not been worked to best advantage by the retail grocer and which offers marked possibilities is the sale of polishes. The dealer should not be content with featuring stove polish only as is frequently the case, but should also push furniture, wall, silverware and metal polishes, all of which have their special purpose in the household, and will find considerable sale if their good points are properly exploited.

### Brush Possibilities.

While on the question of housecleaning and the lines which are required in the work, it is well to give some emphasis to the trade in brushes.

The major portion of this business of recent years has been going to the mail order houses and departmental stores, and apparently for no other reason than that smaller retailers have not been giving them the required amount of attention. True it is that every grocer keeps scrub brushes and probably stove brush-

es, but this far from completes the list of brushes which the housewife requires and the grocer and general merchant can handle to advantage. There are stove brushes, bannister brushes, window brushes and hair floor brooms. Then come cornice dusters for ceilings and walls, glass jar brushes and plate brushes. These all have their special uses and will find sale if properly pushed.

### Methods to Use.

Having decided that the housecleaning trade is worth going after and the lines which will be required, the question of how to present them to customers so as to create business arises. It should be the endeavor of the grocer to create a housecleaning atmosphere. This can be done by having the goods prominently on display by an abundance of show cards featuring them and by talking them strongly to customers.

The value of an attractive window trim of these lines should be considerable, and a window should be devoted to them as often as possible during the season. Last, but by no means least, as a means of creating sales, comes advertising. All combined bring the best results.

### SALMON CANNERS AFFECTED.

British Columbia salmon canners are confronted with the possible embarrassment of their operations in France as the result of a bill now pending before the French Parliament. Some years ago the sardine industry in France suffered severely from imitations, such fish as pilchards, sprats and small herrings being tinned in the same manner. In 1906 a law was passed directing that in the case of sardines, tinned vegetables and tinned plums, the name of the country of origin should be stamped on the bottom of the receptacle in letters at least four millimetres (about one-sixth of an inch) high.

A bill now is pending in the French Chamber extending the law of 1906 to "all foreign fish preserves" entering France. It was at first proposed to include lobsters in this enactment, but this has been dropped. The British Columbia canners take the ground that it would be impracticable so to mark their cans; their trade with France amounts to only some six per cent. of their total output.

No accusation is made in France against the quality of Canadian salmon. It is understood that the French authorities take the ground that it would be impossible to discriminate in favor of Canada against other countries.

### Quebec.

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Kyle & S have sold to

The new Montreal, v completed.

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## Current News of the Week

### Quebec And Maritime Provinces.

Ephrem Corbeil, grocer, Montreal, has registered.

Kyle & Stevenson, grocers, Montreal, have sold to Mitchell & Peniston.

The new warehouse of Fraser, Ltd., Montreal, wholesale grocers, is almost completed.

Moffatt Scott & Co., has sold his general store at Campbellton, N.B., to James P. Alexander.

Labrecque & Pellerin, Montreal, have appointed John J. Gilmer & Co., Winnipeg, agents in Western Canada for their jams and catsups.

The Eastern Trading Co., Limited, has been incorporated to take over the general store business now carried on by A. G. Clough, Ayer's Cliff, Quebec.

The Auto Roachkiller Co., Montreal, will soon occupy new premises on St. Vincent St. S. Pelland, formerly with the Sapho Mfg. Co., Limited, Montreal, has assumed the managership of the company.

Bernard Pink of E. & T. Pink Co., London, has arrived at Montreal, where he will spend a few days prior to visit to Toronto. After that he will call on importers throughout the Maritime Provinces and Newfoundland.

The Harbor Commissioners of Montreal intend increasing the capacity of their oldest elevator by over 1,500,000 bushels. The new elevator being built on the wharf is nearing completion, the capacity being unusually large.

The Oriental Produce Co., 743 St. Lawrence Boulevard, Montreal, have made arrangements with the MacLaren Imperial Cheese Co., Limited, of Toronto for the handling of their specialty. The manufacturers have also secured larger premises.

The Shell Fish Commission appointed by the Dominion Government to investigate into the shell-fishing conditions and the general workings of the industry about the Maritime Provinces, assembled in St. John, N.B., last week, and heard much evidence of an important and profitable nature. Some local dealers were before the board and gave testimony regarding local conditions, and spoke of ways in which they thought they might be improved upon.

The authorities responsible for the paving and repairing of Montreal streets and lanes must think that wholesale grocers are blessed with a more than ordin-

ary amount of patience. On Saturday last workmen started to tear up the lane at rear of Mathewson's Sons' wholesale grocers, establishment and instead of beginning at the end where no shipping took place, they placed a barrier at both ends, thus blocking both exits, with the result that the firm in question had to remove all goods through the offices with a great amount of annoyance. One would imagine that due notice would have been given so that arrangements could have been made to have the goods lowered from the roof!

### Ontario.

J. V. Ross has sold his grocery at Belleville, Ont.

A. M. Young, grocer, Toronto, has sold to J. W. Harper.

Lavalley & Bertrand, grocers, Ottawa, are succeeded by Fred Lavalley.

Thos. S. Blues, grocer, Seaforth, Ont., has sold his business to Wm. W. Reid.

Spiers, Peter & Co., grocer, Carleton Place, Ont., have sold their business.

The general store of Wesley Babcock, Hartington Station, Ont., was destroyed by fire last week.

Woodville & Son, Welland Ont. will add a cold storage building to cost \$4,000 to be used in connection with their canning factory.

Besides the confiscation of several other kinds of edibles there were 9,508 pounds of fish sent to the crematory in Toronto last month.

M. G. Parrington, who has been conducting a general store at Dunsford, Ont., which he purchased from Wilmot F. Webster, of Oakwood, has sold to R. Bradley.

A. B. Damude, of A. B. Damude & Co., general merchants, Fonthill, Ont., was married on Sept. 11 at Jarvis, Ont., to Miss Kathleen Ross. Mr. Damude has been identified with the above firm for about two years.

Mathews-Laing, Limited, will erect a cold storage warehouse and wholesale house at Fort William. Plans which call for the erection of a new building at an estimated cost of \$50,000 have been prepared and approved.

J. E. McIntyre, Alvinston, Ont., has disposed of his grocery business to James Karr, who will take possession the latter part of the month. Mr. McIntyre will remain in Alvinston.

W. H. Millman, of W. H. Millman & Sons, grocery brokers, Toronto, spent three days at the London, Ont., Fair last week, judging light horses. Mr. Millman has been a judge of horses at this Fair for 10 consecutive years.

Two "young fellows" connected with the grocery trade in Toronto are off on a trip to Winnipeg this week. They are R. Davies, Sr., who has been in the grocery business in Toronto for 35 years, for 25 of which he has been located on Home-wood Ave., and James Mortimer, who for 41 years has been a traveler for Christie Brown & Co., of Toronto. They will be gone a month, taking in Chicago on their trip.

### Western Canada.

Reginald Welch, grocer, Victoria, B. C., has sold his business.

M. Ostorowski, grocer, Winnipeg, is succeeded by D. Wassal.

Hardy & Co., general merchant, Midway, B.C., has sold to J. G. McMyun.

A. Thompson has sold his general store at Oak Lake, Man., to Breber & Tipp.

Berry & Roth, grocers, Regina, Sask., have dissolved. C. S. Berry will continue.

W. J. Ruston has purchased the general store of W. Mowat at Cypress River, Man.

O'Keefe & Martin, Vernon, B.C., have purchased grocery stock of Cooper & Christien.

Lokmann & Molitor, grocers, Windthorst, Sask., have sold to Orth-Newkirchen & Molitor.

C. C. Cronk & Co., general merchants, Moose Jaw, Sask., have been succeeded by N. H. Carswell.

Escott & Harmer, Winnipeg, have recently been appointed agents for Aeadia Sugar Refining Co., in Western Canada.

The Canadian Grain Company, Limited, has been incorporated with capital of \$100,000. Head office is in Saskatoon, Sask.

C. H. Glanville, Vermilion, Alta., has bought out the Granville, Hughes Co. He will open a grocery department about Oct. 1.

The convention of the Associated Boards of Trade of Western Canada was held in Moose Jaw, Sask., on Wednesday and Thursday of this week. A report of the proceedings will appear in next week's issue of The Grocer.

THE BEAN CROP IN KENT.

Estimate Fallen Somewhat, Due to Unfavorable Weather.

Chatham, Ont., Sept. 19.—Special.—Earlier in the season, it was forecast that, with favorable weather and satisfactory conditions generally, the Ontario bean crop would reach 800,000 bushels, the lower yield per acre this year being counterbalanced by the large acreage shown.

Since then, the conditions have hardly come up to the sanguine expectations on which this prediction was based. There has been considerable wet weather, together with one or two very severe storms, which were reported at the time to have done much damage to the beans. As a result, the crop will fall considerably short of the 800,000 bushels predicted.

Bean pulling is now in full swing, and it is still problematical how the crop will turn out. On the underdrained clay lands, according to the statement of Warden James Clayton, the crop will run about 20 bushels to the acre.

The conditions for harvesting thus far have been good, there being little rain recently, and this will help to save what is left of the crop. The warm weather in the first half of September has also helped the crop to mature successfully.

Reports Half a Crop.

According to the statement of Edward Brien of Howard, who has been traveling through the bean growing section as judge of the field crop competitions for the Ontario Bean Growers' Association, beans generally will be about half a crop. Allowing for an acreage larger than usual, this might, at a rough estimate, give a yield of 600,000 bushels. Anything approximating an exact figure is hard to reach, however, owing to the rather contradictory reports from the growers themselves. Generally, however, beans on high lands, or lands well underdrained, will still make a fair showing, while on low lands they are a total or practically total failure.

While exact figures are really unobtainable, there can be no doubt that weather conditions this year have been decidedly hostile to the bean crop, and that, as a consequence, there will be a marked shortage from the 1,000,000 bushel crop which has been reached in favorable years.

The Salada Tea Co. have opened offices in London, England, at 41 Eastcheap, corner of Rood Lane. This is in the heart of the tea district.

COMING OUT OCT. 11.

Readers of The Grocer will again soon have the annual Fall Campaign Number at their disposal. It will be issued on October 11, and we can confidently say in advance that it will be the most practical issue of The Canadian Grocer, readers have ever received.

Coming out as it does at a time when grocers are buying and otherwise preparing their fall and Christmas campaigns, it will contain ideas that will prove of value immediately—ideas that can be made to bear fruit while the fall plans are in the making.

Already the editors are in a position to announce some strong features.

Ever hear of a grocery store with a gallery? Of what use would one be? An article will appear in the Fall Number telling of a bright Ontario dealer who has built a gallery in his store. The above questions are answered.

How will you dress your 1912 Christmas window? is another pertinent question. Have you made your plans yet? The Fall Number will contain a fine collection of displays from different parts of Canada of Christmas goods. They are prize winners and will aid you in your plans.

A Kingston grocer has departed from the beaten path. He now sells goods from sample only. He has endeavored to construct an interior as highly sanitary as possible. The floor, for instance, is of marble. He gives his reasons for the change—a change which was made after an experience of twenty years. His equipment, too, is described with its uses.

Still another dealer tells how he gets the early trade for Christmas goods. "I have the bulk of them sold," he states, "while others are awaiting supplies."

These are but a few samples to show what the Fall Campaign Number of The Grocer will be like. You can count on it for a wealth of new methods that will assist you in your business.

And every merchant is anxious to increase his own business. October 11 is the "coming out" date.

RAINS DAMAGE BEAN CROPS.

Harvest Will not Likely Be as Large as Expected—Mildew on Some of The Pods.

Toronto, Sept. 19.—The bean crop in Western Ontario, according to W. H. Millman, of W. H. Millman & Sons, sustained a severe setback on account of the recent rains. Mr. Millman has recently been in Middlesex County and brought home a sample of the beans in the pod, showing how they were affected by the moisture. Mildew had started on some of them which, as soon as it gets through the pod, colors the white bean a brownish tint.

If too much rain had not fallen the bean crop would have been a splendid one. The acreage is 25 to 30 per cent. above last year and would even have been larger if many farmers had not gone into tobacco growing. In spite of the fact that the acreage is larger, Mr. Millman claims the crop will be 30 per cent. less than year ago, and there will be more poor beans as well.

The wet weather has also delayed harvesting. Last year they were being gathered in before now, but this year the harvest is two to three weeks later.

MASON ON THE THRIFTY MERCHANT.

Walt Mason frequently describes some splendid truths in his quaint prose verses. Here is one of special interest to the retail merchant:

"To-day I called at Beeswack's store to buy some boneless cheese. The rain was falling with a roar, the mud was to my knees. Old Beeswack and his merry clerks were pawing through the shelves, and cleaning up the whole blamed works as though they'd strain themselves. 'Why not sit down,' I said, 'and rest, this wet and woozy day? No customer or moneyed guest will come along this way. Why not sit down and let things slide, and nurse your jaded feet? Why not sit down and point with pride and nuts and herring eat?' Old Beeswack paused a moment brief, and said with a passing frown; 'The greater part of human grief is caused by sitting down. When days are bad and trade is slack, the foolish merchant sits, and broods until he breaks his back and has conniption fits. And people coming to his joint will see him mooning there, and from his portals they'll aroint, and blow their seeds elsewhere. And so I whoop around my store with high and active jumps, and no one's head is getting sore and no one has the dumps.' I bought three cans of potted snuff, and muttered as I went: It's better far to make a bluff than roll in discontent."

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# Latest Review of the Grocery Markets

Opinions on Sugar Differ Considerably—Evaporated Apples Will be Low This Year—Beans Will be a Short Crop—New Valencia Raisins Have Arrived—Fall Preserving and Pickling in Full Swing.

## QUEBEC MARKETS.

### POINTERS—

Sugar—Needs attention.  
Coffee—Somewhat firmer.

Montreal, Sept. 19.—Sugar is a leading line in demand at the present time on account of the large volume of preserving being done. Refined remains unchanged at \$4.96 per cwt., locally which should look cheap when compared with the figure ruling one year ago namely \$5.95. This was the time when sugar reached its record height. Market at present is interesting and needs attention.

Trade in general lines is progressing favorably and jobbers are looking forward to a good fall trade.

SUGAR.—Market remains firm and is in an interesting condition, so interesting indeed, that it calls for close attention.

That the unsold Cuban sugars have been reduced to a small figure, goes without saying due to recent purchases by the U.S.A. refiners, and it is further reported that frequent attempts have been made to secure old crop European beets on same basis as last heavy purchases, but no transactions have been negotiated so far along these lines. Still, there must be a reason for the inquiries for such supplies and it is the underlying motive which will give the trade an idea of what is uppermost in the minds of those deeply interested in the future trend of the market.

Granulated, bags	4 95
Granulated, 20-lb. bags	5 05
Granulated, 5-lb. cartons	5 25
Granulated, 2-lb. carton, per cwt.	5 25
Granulated, Imperial	4 80
Granulated, Beaver	4 80
Paris lump, boxes 100 lbs.	5 70
Paris lumps, boxes 50 lbs.	5 80
Paris lumps, boxes 25 lbs.	5 90
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 60
Crystal diamonds, 100-lb. boxes	5 70
Crystal diamonds, 50-lb. boxes	5 80
Crystal diamonds, 25-lb. boxes	6 00
Crystal diamonds, 5-lb. cartons	6 50
Crystal Diamonds, Dominoes, cartons	7 10
Extra ground, bbls.	5 35
Extra ground, 50-lb. boxes	5 55
Extra ground, 25-lb. boxes	5 75
Powdered, bbls.	5 15
Powdered, 50-lb. boxes	5 35
Powdered, 25-lb. boxes	5 55
Phoenix	4 95
Bright coffee	4 90
No. 3 yellow	4 80
No. 2 yellow	4 70
No. 1 yellow	4 55
Bbls. granulated and yellow may be had at 5c above bag prices.	

SYRUP AND MOLASSES.—A fairly good trade is now passing in molasses, and as competition is getting stiff, prices may go up a little. Crop reports from the Islands are none too healthy just now as it is expected that besides being late the out-turn may also be short.

Fancy Barbados molasses, puncheons	0 38	0 40
Fancy Barbados molasses, barrels	0 41	0 43

Fancy Barbados molasses, half-barrels	0 43	0 45
Choice Barbados molasses, puncheons	0 33	0 35
Choice Barbados molasses, barrels	0 36	0 38
Choice Barbados molasses, half-barrels	0 38	0 40
New Orleans	0 25	0 28
Antigua	0 30	0 30
Porto Rico	0 40	0 40
Corn syrups, bbls.	0 03½	0 03½
Corn syrups, half-barrels	0 03¼	0 03¼
Corn syrups, quarter-barrels	0 04	0 04
Corn syrups, 38½-lb. pails	1 90	1 90
Corn syrups, 25-lb. pails	1 35	1 35
Cases, 2-lb. tins, 2 doz. per case	2 90	2 90
Cases, 5-lb. tins, 1 doz. per case	3 25	3 25
Cases, 10-lb. tins, ½ doz. per case	3 15	3 15
Cases, 20-lb. tins, ¼ doz. per case	3 10	3 10

DRIED FRUITS.—It would seem that the present prices on the coast for Californian products are eyed with some suspicion, if we might thus use the word, because market has become decidedly dull and buyers are few. It is reasonable to suppose then that large buyers are waiting for a reduction in price, or at any rate are determined to postpone purchases until they are fully satisfied that coast prices are solid.

Prunes are not moving as freely as one would expect for the simple reason that considerable old crop fruit purchased at a high price is still held and to put prices down to 1912 basis would mean a complete loss and that is against human nature. It is pretty certain, talking about the new crop, that conditions are by no means and have never been reassuring and well posted dealers are not inclined to expect more than 25 per cent. of a total crop. The effect of the excessive rain is to rot the trees, and rotten trees mean cracked fruit.

The quality of the new dates from Persia now arriving is said to be excellent. The market practically everywhere is dry of dates so that we may expect some temporary flurry in prices as the various cargoes arrive.

Currant market is firmer but prices are not yet quoted for new crop now arriving.

Evaporated apricots	\$ 0 22	\$ 0 24
Evaporated apples	0 11	0 11
Evaporated peaches	0 18	0 19
Evaporated pears	0 18	0 19
Currants, fine filiatras, pr lb. not cleaned	0 08¼	0 09½
Currants, fine filiatras, pr lb. cleaned	0 07	0 07½
Currants, 1-lb pkgs, fine filiatras, cleaned	0 08	0 08½
Currants, Patras, pr lb.	0 09	0 09½
Currants, Vostizias, pr lb.	0 09½	0 10
Dates, 1-lb. packages	0 06½	0 06½
Dates, Hallowee, loose	0 06	0 06
Figs, 3 crown	0 11	0 11
Figs, 4 crown	0 07¾	0 09½
Figs, 5 crown	0 08	0 10¾
Figs, 6 crown	0 08½	0 13
Figs, 7 crown	0 09	0 14
Figs, 8 crown	0 10	0 15
Figs, 9 crown	0 14	0 17
Comadre figs, about 33-lb. mats	1 30	1 40
Glove boxes, 16-oz., per box	0 10½	0 11½
Glove boxes, 10-ozs., per box	0 07	0 07½

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

Raisins—		
Choice seeded raisins	0 08	
Choice fancy seeded, 1-lb. pkgs.	0 08½	
Choice loose muscatels, 3-crown, per lb.	0 08	
Choice loose muscatels, 4-crown, per lb.	0 08½	
Seedless, new, in packages	0 07¼	0 07¼
Select raisins, 7-lb. box, per lb.	0 07¾	0 08
Sultana raisins, loose, per lb.	0 11	0 13
Sultana raisins, 1-lb. cartons	0 16	0 19
Malaga table raisins, clusters, per box	2 50	5 75¼
Malaga table raisins, clusters, per ¼ box	1 50	1 80
Valencia, fine, off stalk, per lb.	0 06¾	0 07¼
Valencia, select, per lb.	0 06¾	0 07¼
Valencia, 4-crown layers, per lb.	0 07¼	0 08

TEAS.—Japan teas are now in lime-light and the excellent eup quality promises a big season in this line at any rate. Jobbers are reported to be highly pleased with the appearance of the leaf, and as prices are favorable, a good trade is passing.

A good trade is also being done in good quality Ceylon teas.

China teas are coming along also but prices are high owing as previously reported to the heavy rate of Exchange.

COFFEE.—While no advance was recorded last week yet the tendency of coffee prices was upward. The cause may, of course, be attributed to bullish weather news, this time hail and frost being responsible for the alleged damage. Needless to say there was no change in prices locally nor as previously stated can we see any prospects of a decline for some time to come.

Mocha	0 25	0 28
Rio	0 21½	0 23½
Mexican	0 25	0 28
Santos	0 21	0 21
Maracaibo	0 25	0 25½

SPICES.—The demand has not got near to point reached this time last year, and millers are not so pleased. The nutmeg market is firmer, while peppers are again becoming erratic. Gingers are a little easier but may stiffen up again, as stocks are getting low.

Allspice	0 13	0 15
Cinnamon, whole	0 16	0 18
Cinnamon, ground	0 15	0 19
Batavia cinnamon	0 25	0 30
Cloves, whole	0 25	0 35
Cloves, ground	0 25	0 35
Cream of tartar	0 25	0 32
Ginger, whole	0 17	0 30
Ginger, Cochin	0 17	0 20
Mace	0 35	0 35
Nutmegs	0 25	0 30
Peppers, black	0 16	0 18
Peppers, white	0 21	0 27

NUTS.—Trade locally is good and some nice business was transacted as a result of the Jewish festival. Bordeaux halves are still firm but no further advance has been made on prices quoted last week which at time contained an addition. Brazils are dull.

In shell—		
Brazils	0 14	0 15
Filberts, Sicily, per lb.	0 10½	0 12
Filberts, Barcelona, per lb.	0 11	0 12
Tarragona Almonds, per lb.	0 16	0 17
Walnuts, Myette Grenobles, per lb.	0 14	0 15
Walnuts, Marbots, per lb.	0 14½	0 15½
Walnuts, Cornes, per lb.	0 11	0 12
Hungarian	0 13½	0 15
Shell—		
Almonds, 4 crown selected, per lb.	0 35	0 37
Almonds, 3 crown selected, per lb.	0 32	0 34
Almonds, 2 crown selected, per lb.	0 31	0 32



reduction. The fact that the frosts spread over practically the whole state of Sao Paulo makes this view plausible, but independent houses claim that reliable estimates are impossible, and that damage figures are certainly much exaggerated. All depends on the October flowering."

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

SPICES.—Wholesalers here are satisfied with the season's trade and even yet, the influence of the pickling season is being felt in the volume of sorting orders received.

As pointed out before, there is general firm tone, with cloves a prominent line and pepper holding a steady position. Some dealers are quoting higher at 20 to 23 for pure black in 5-pound tins. "We are quoting curry powder at 30 cents," said one firm. "It is generally purchased one pound at a time. Of course if they bought a larger quantity we would give a closer figure."

There is a firmer tone to shredded cocoanut. Price of cocoanuts has increased in countries of production while shipments are irregular. In some cases, shipments are going out incomplete because no manufactured stock is held. Quotations range as high as 18 1/4 cents in pails.

	5 and 10 lb. Tins	1/2 lb. pkgs.	1/4 lb. tins doz.
Allspice	14-17	60-70	70-80
Cassia	22-27	72-90	80-90
Cayenne pepper	23-33	72-90	90-115
Cloves	25-29	90-95	85-110
Cream tartar	25-26	90-00	
Curry powder	25-30		
Ginger	22-27	65-85	75-95
Mace	65-80		0-2 75
Nutmegs	25-30	90-00	1 60-2 50
Peppers, black	20-23	67-75	80-90
Peppers, white	28-30	90-1 05	1 05-1 15
Pastry spice	20-27	65-95	75-1 10
Pickling spice	14-18	75-00	75-0 00
Turnerite	16-18		

Range for pure spices according to grade. Pails or boxes 2 cents per lb. below tins. Barrels 3 cents below tins.

Mustard seed, per lb., in bulk 0 10 0 12  
Celery seed, per lb., in bulk 0 50 0 50  
Shredded cocoanut, in pails 0 16 1/4 0 17 1/2

RICE AND TAPIACO.—There is no news having any great bearing on prices coming forward from the Far East at present time. Local brokers can discern nothing but steadiness in situation here, unless the unforeseen crops up. Trade is not over brisk.

Standard B., from mills, 500 lbs. or over, f.o.b. Montreal	3 90
Rice, standard B., f.o.b. Toronto	3 98
Rangoon	0 04
Fancy rangoon	0 04 1/4
Patna	0 06 1/2
Japan	0 06
Java	0 06 1/2
Carolina	0 08
Sago, medium brown	0 06 1/2
Tapioca	
Bullet, double goat	0 08
Medium pearl	0 06 1/2
Flake	0 08
Seed	0 06 1/2

NUTS.—With some firms, the Jewish New Year holidays proved beneficial to trade in nuts but otherwise market continues an even tone. For new crop nuts there appears a slightly stronger

tendency at present. Advices of short crop of almonds comes from Spain. Sicily filberts are firm.

Almonds, Formigetta	0 15	0 15 1/4
Almonds, Tarragona	0 16 1/2	0 17
Almonds, shelled	0 35	0 36
Walnuts, Grenoble	0 15	0 16
Walnuts, Bordeaux	0 12	0 13
Walnuts, Marbots	0 13	0 14
Walnuts, shelled	0 28	0 30
Filberts	0 11	0 12
Pecans	0 17	0 18
Brazils	0 13	0 15
Peanuts, roasted	0 19	0 13
Peanuts, green, extras		0 08 1/2
Peanuts, green, jumbo		0 10

BEANS.—The outlook in beans is by no means promising. Too much wet weather has proved extremely detrimental and an estimate which at one time ranged as high as 800,000 bushels has now been reduced to 600,000. "Although the acreage was 25 per cent. larger this year," said one bean man, "the crop will be 30 per cent. smaller."

In spite of the greater acreage, it looks as if good beans would command a record figure this year. While there is a big potato crop, the demand for beans has been much larger than the production. Large quantities of foreign beans have had to be brought in this year to supply the demand and additional shipments are now on the way from Austria.

Prime beans, per bush.	3 10
Hand picked, per bush.	3 25
California Lima, lb.	0 08 0 08 1/2
Hungarian, per bush.	2 65 2 80

EVAPORATED APPLES.—One line that is going to be low in price this year is evaporated apples. Some new stock is now on the market and quoted at 8 to 9 cents. That prices will recede to a lower level is evident. Apples are plentiful in Ontario and fortunately the large yields are close to the evaporators, so that pack of "evaps" will be large. While it is early to set a definite price, there are ideas not far above the five to six cent mark.

OLIVE OIL.—There is no change in the situation. Firmness prevails in all the olive oil markets under a fairly good demand. The news from the different producing countries are bad in general and a crop well under an average must be expected.

CANNED GOODS.

TORONTO.—Interest in progress of late fruits and vegetables continues keen, tomatoes and corn being especially closely followed. Reports from canning companies report fairly good conditions and packing is being carried on rapidly. Much, however, depends on the length of season, for if frost stays away late enough, there will probably be good pack as there are about 15 new factories operating this year and under fair conditions, output should be large. However, as before stated, the weather is to rule the situation. In considering prices, cost of operations is a big factor, being considerably more some years than others.

The short pack of peas in Canada has been pointed out before. In addition to this foreign packs are also small and deliveries will be small. Pea crop in France was short while adverse conditions in England have made it impossible to collect the crop in good order.

Vegetables.		Per doz.
		Group A
2's, Asparagus Tips		2 27 1/2
2's, Asparagus Butts		1 42 1/2
Beans—		
2s, golden wax		1 00
3s, golden wax		1 40
Gal., golden wax		4 05
2s, Refugee, green		1 00
3s, Refugee, green		1 40
2s, Midgets		1 30
Peas—		
2s, extra fine sifted, size 1		1 75
2s, sweet wrinkles, size 2		1 35
Early June, size 3		1 30
Standard, size 4		1 25
Gal., standard, No. 4		5 00
2's, Spinach		1 30
3's, Spinach		1 80
Gals., Spinach		5 32 1/2
Group B are 2 1/2c per doz. less than above.		
Fruits.		
2's, Black pitted cherries, heavy syrup		1 97 1/2
2's, Black not pitted cherries, heavy syrup		1 55
2's, Red pitted cherries, heavy syrup		1 97 1/2
2's, Red not pitted cherries, heavy syrup		1 55
Gals. Red pitted cherries		8 55
Gals. Red not pitted cherries		8 05
2's, White pitted cherries, heavy syrup		1 97 1/2
2's, White not pitted cherries, heavy syrup		1 65
2's, Black currants, heavy syrup		2 00
2's, Black currants, preserved		2 30
Gals., Black currants, standard		5 30
Gals., Black currants, solid pack		8 30
2's, Red currants, heavy syrup		2 00
2's, Red currants, preserved		2 30
Gals., Red currants, standard		5 30
Gals., Red currants, solid pack		8 30
2's, Gooseberries, heavy syrup		2 90
2's, Gooseberries, preserved		2 30
2's, Gooseberries, standard		7 02 1/2
Gals., Gooseberries, solid pack		8 80
2's, Pineapples, sliced, heavy syrup		2 05
2's, Pineapples, shredded, heavy syrup		2 05
2's, Pineapples, whole, heavy syrup		2 27 1/2
3's, Pineapples, whole, heavy syrup		2 77 1/2
2's, Pineapples, sliced, Hygeian Brand		2 27 1/2
2's, Rhubarb, preserved		1 55
3's, Rhubarb, preserved		2 30
Gals., Rhubarb, standard		3 52 1/2
Raspberry—		
2's, black, heavy syrup		2 15
2's, black, preserved		40
2's, red, heavy syrup		15
2's, red, preserved		40
2's, Strawberries, heavy syrup		15
2's, Strawberries, preserved		30
Gals., Strawberries, standard		7 32 1/2
Gals., Strawberries, solid pack		9 77 1/2
Group B are 2 1/2c per doz. less than above.		

SALMON PRICES.

Sockeye—	
1 lb. tails	2 87 1/2
1 lb. flats	3 92 1/2
1/2 lb. flats	1 70
(5 case lots 2 1/2c doz. less)	
Red spring, 1 lb. tails	2 50
Red, 1/2 lb. flats	1 50
Coho, 1 lb. tails	2 30
Humpback, 1/2 lb. flats	0 90
Humpback, 1 lb. tails	1 25

MANITOBA MARKETS.

POINTERS—  
Dried Fruits—Weaker.  
Eastern Sugar—Firm.  
Winnipeg, Sept. 18.—Weather conditions have not been all that could be desired and delaying rains are holding back progress in harvest and threshing. Wheat is all cut and practically out of danger and consequently the business situation in the West has a tone of optimism and confidence that augurs well for the future.  
The new crop is now coming in and is grading high. No. 1 hard once more appearing on the Winnipeg market.  
Collections are showing some improvement and prospects in this line are considered good.  
Wholesalers report a satisfactory volume of business and prices are remarkably steady, no changes in any line to report, but B.C. sugar is noted as weaker



# FLOUR & CEREAL DEPARTMENT



## Rolled Oat Prices May Now be Advanced

Millers Announce That Prices Will go up 25 Cents Per Barrel on Saturday of This Week—Rather a Surprise—Old Oats Scarce—May Weaken Later on—Dealers Holding Off in Flour Purchases Expecting Lower Prices.

The rolled oat market is a genuine Chinese puzzle and nearly as elusive as the proverbial flea. A week ago it seemed quite a simple affair. The general impression prevailed that all that was necessary was to wait for lower prices.

Now, it seems as if what appeared to be a punctured balloon ready to drop, is in reality a well inflated one and ready to ascend. That rolled oat prices will be advanced 25 cents per barrel or 12½ cents per sack on Saturday of this week is the announcement made by milling companies.

It will be remembered that a few weeks ago prices were reduced 25 cents per barrel. It was said that price cutting was partly the cause for the reduction and that the reduced prices were based on new crop, for old milling oats still continued scarce and high. The conditions in regard to old oats have shown no change, some mills have not had enough to keep them going, and this is probably the cause of the advance, although some mills say that they fear frost may impair the milling quality of the oat crop.

"Does the advance pertain to future as well as spot business?" one miller was asked.

"We are not taking any future business. We are not trying to get it," was his reply. Apparently he thinks that prices may be more favorable later on. One dealer expressed the opinion that this would be the order of things.

Business in Manitoba flour continues quiet, buyers holding off, feeling that there is nothing to be lost by waiting. In fact, this seems to be the general impression that when deliveries get under way that a weakening in prices will come. Indeed, there are reported sales of future flour at figures considerably under present quotations, but these are not confirmed, although admitted as possible by certain millers.

There is firmer feeling in winter wheat flour at some centres. Export trade is slack because prices are too high to com-

pete with Germany in the English markets.

Conditions are progressing nicely in the West.

For the new wheat the millers are looking eagerly. For the high grades there will be a good demand for the reason that the stocks of millers are said to be low. Some speculation is taking place with regard to the milling value of the crop. The moist weather has resulted in a big berry which may be softer than usual. It is the cool clear weather that makes our wheat hard. This year the fall months so far have been moist.

### MONTREAL.

FLOUR.—Millers are now feeling more satisfied with the business being done both for local and export account. The demand from foreign buyers has been much more satisfactory because their bids have been more in line, and while they would have been short of the mark couple of weeks ago, yet to-day they about hit it as new crop wheat values have declined considerably in Winnipeg of late. But an extra amount of business could have been done if prices had not to be advanced locally owing to an increase in ocean freight rates announced quite suddenly.

Old crop wheat flour remains steady because stocks are low and holders expect higher prices.

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

CEREALS.—Announcement that rolled oat prices are to be advanced 25 cents per barrel on Saturday comes rather as a surprise, general opinion being that lower figures, were quite possible before long. Scarcity of old milling oats seems to be immediate cause.

Fine oatmeal, single bag lots	2 54
Standard oatmeal, single bag lots	2 54
Granulated oatmeal, single bag lots	2 54
Bolled Cornmeal, 100 bags	2 25
Rolled oats, jute bags, 90-lb. single bag lots	2 27½
Rolled oats, cotton bags, 90-lb. single bag lots	2 32½

Rolled oats, barrels	5 25
Rolled wheat, bbl.	2 75
Hominy, 98 lb. sack	2 30

### TORONTO.

FLOUR.—There is no change in Manitoba flour, but buyers are still holding off anticipating that when the new crop starts to move forward lower prices will be in order. Indeed, this seems to be the general impression. For instance, one miller said this week, "I am not advising customers to buy. It will probably be to their advantage to wait a while."

In winter wheat flour the situation is different. The facts have been cited before. The yield has been small. Farmers being busy, deliveries are tardy. Situation is firm and higher prices are being quoted on flour by some firms. Meanwhile prices are too high to do any export business.

Manitoba Wheat.	
1st patent, in car lots, per bbl.	5 70
2nd patents, in car lots, per bbl.	5 20
Strong bakers, in car lots, per bbl.	5 00
Feed flour, in car lots, per ton	31 00 33 00
Winter Wheat.	
Fancy patents, domestic consumption	4 85 5 15
Patents, 90 p.c., domestic consumption	4 55 4 85
Straight roller, domestic consumption	4 35 4 55
Blended, domestic consumption	4 85 5 05

CEREALS.—That rolled oat prices will be advanced 25 cents per barrel, bringing quotations back to the level previous to recent decline, is announcement made by millers this week. The change is to go into effect on Saturday of this week.

This is rather surprising news in the face of the approaching big crop. Indeed, it is contrary to what local wholesalers expected. The poor crop of oats in Ontario and fear that frost may damage western yield are two reasons assigned for change to firmness. However, the probable real reason is scarcity of old stock oats of milling quality.

Rolled oats, small lots, 90 lb. sacks	2 37½
Rolled oats, 25 bags to car lots	2 27½
Standard and granulated oatmeal, 98-lb. sk.	2 54
Rolled wheat, small lots, 100-lb. bbls.	3 00
Rolled wheat, 5 barrel to car lots	2 80
Cornmeal, 85 lb. bags, 25 bag lots	2 25
Rolled oats in cotton sacks, 5 cents more.	2 30

MILL FEEDS.—The firm tone reported in this market last week has resolved itself into an advance of \$1 per ton bringing bran up to \$23 and shorts to \$27. Demand continues brisk, many mills are sold ahead even yet and there apparently can be no change in situation until new crop wheat begins to be milled in appreciable quantity.

Bran, ton, car lots	\$23 00
Shorts, ton, car lots	27 00



## Fruit Preserving Now at the Flood

Large Volume of Peaches Coming Along—Are Being Pushed for Preserving Purposes—Lemons Reach Record Figure at Several Centres—Valencia Onions Reasonable — Bumper Potato Crop Expected—Ontario Dealers Complain of Rot in Some Early New Brunswick Stock.

It is generally estimated that the pinnacle of demand for late preserving fruits has about been reached. Especially is this true of peaches which in most sections at least are now coming forward in enormous volume and a big sale for preserving purposes is accordingly in order. The lowest prices of the season have been reached at many centres and besides they are grading up well. Dealers are putting forth best efforts to secure as much trade as possible in these lines while it is to be had. Plums and pears are receiving considerable attention while grapes are moving up to the front.

A feature of the week has been the record price reached by lemons at some centres, the result made by the cut into the already small stocks by last week's warm spell. It was pointed out before that stocks were in general small and that there would be no supplies of any account coming along until new crop. It will be close on to first of November before we receive new crop which are opening higher than they did a year ago.

Valencia onions are on a reasonable scale and with cooler weather, trade should be stimulated. Just now there is a good demand for white pickling onions while other lines used in pickling are also being called for.

Indications are for a bumper yield of potatoes in Canada this year. New Brunswick expects a big crop, the output in Ontario will reach large proportions while the West also promises well. Some Ontario dealers have met with considerable loss on their early shipments of New Brunswick stock on account of rot in some sections, but the opinion is given that this may be caused by too early digging and overheating in shipment.

### MONTREAL.

FRUITS.—Canadian basket fruit is selling freely and considerable home preserving is going on still. Apples are in good demand but some being offered are not as well up to the mark as one would expect, nor can wholesalers give any definite reason for depreciation as up till now the quality was all one could desire. Indeed, the same remarks could apply to a quantity of the basket fruit being offered for sale.

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

VEGETABLES.—The potato following on receipt of extra supplies is becoming cheaper, but sweet potatoes are much firmer owing to scarcity. Carrots are coming along more freely in bunches, but price varies, as no two bunches are the same in size. Cabbages are in good demand, the quality being better than heretofore.

Beans, green, bags	0 75	
Wax beans	0 75	
Carrots, bunch	0 15	0 20
Cabbage, basket		2 00
Cariflower, dozen		1 90
Celery, dozen	0 80	1 00
Cucumbers, basket	0 30	0 35
Peppers, green, basket		3 75
Lettuce, Boston, doz.		0 25
Radishes, dozen		0 22
Sweet potatoes, per basket	3 00	3 50
Potatoes, Green Mountains, bag		2 00
New potatoes, per bbl.	4 00	
Spinach, box		1 00
Parsnips, bag	3 00	3 75
Tomatoes		3 00
Turnips, per bag		1 25

### TORONTO.

GREEN FRUITS.—Honors for the feature of the week are divided between

the flood of peaches coming to market and the record price which lemons have attained.

The figure which lemons has reached can hardly be described as surpassing for the condition of the market has been given emphasis in these columns repeatedly and probable trend of prices in case warm weather set in predicted. Last week's hot spell showed how true our predictions were, for prices are at a high water mark, ranging from \$5.50 to \$6.50. Supplies are now large and new crop will not be in until close on November 1.

There has been a big flood of peaches coming to market and quality on whole has been fine. In 11 qt. baskets they run from 30 to 40 cents for small stock up to 85 to 90 cents for fancy.

Pears and plums are also receiving considerable attention. Grapes have been rather scarcer during week, ranging from 20 to 30 cents. Oranges are firm for good quality stock with a tendency to higher prices.

Bananas, per bunch	1 50	2 00
Huckleberries, basket, 11 qt.		1 50
Lemons, Verdelli	5 50	6 50
Limes, per 100		1 25
Lawtonberries, per qt. box	0 07	0 09
Oranges—		
Late Valencias, case	4 00	4 50
Watermelons, each		0 30 0 50
Imported Fruits—		
Musk melons, basket	0 25	0 35
Peaches, box		1 25
Pears, Bartlett, full box		3 00
Grapes, Malaga, per box		2 00
Canadian Fruits—		
Peaches, fancy, Leno, 11 qt.	0 85	0 90
Peaches, ordinary, 11 qt.	0 40	0 60
Pears, Clapp's Favorite, 11 qt.	0 30	0 50
Pears, Bartlett's, 11 qt.	0 50	0 65
Plums, 11 qt.	0 35	0 60
Grapes,	0 23	0 25

VEGETABLES.—The quality of some New Brunswick potatoes is causing the local trade no little concern. A bumper crop is reported from that province, but if the quality is anything like the samples at some of the local wholesale houses, there will be a run on Ontario stock. Rot has set in on arrival here and for instance, one house is trying to clear out their stock at 40 cents per bag and they cost much above that figure. The rot is hardly noticeable unless closely inspected. Local dealers express the opinion that these are probably early potatoes which were dug too early and became

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Corn, doz. ....  
Cucumbers, Can.  
Marrow, bushel

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Peppers, green,  
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overheated in transit and rot set in. They are hoping this is true. Meanwhile Ontario stock are being called for at \$1 to \$1.10 per bag.

Pickling supplies continue in demand. Valencia onions are reasonable in price and with cooler weather are expected to move better. Corn is selling at 10 to 12 cents per dozen.

Beets, new, Canadian, basket	0 20	0 25
Beans, green, Canadian, basket, 11 qts.	0 20	0 25
Carrots, new, basket	0 15	
Cabbage, new, per crate	1 25	
Celery, per doz.	0 40	
Corn, doz.	0 10	0 12
Cucumbers, Can., basket	0 15	0 25
Marrow, bushel basket		0 25
<b>Onions—</b>		
Spanish, per crate	2 50	2 75
White pickling, basket	1 00	1 25
Yellow onions, 100 lb. sack		2 25
Potatoes, Ontario, per bag	1 00	1 10
Peppers, green, basket	0 35	0 50
Tomatoes, per basket	0 17½	0 20

WINNIPEG.

FRUITS.—Oranges are a little cheaper and lemons dearer than last week. Most other lines are plentiful and cheap. There is an active trade. Western apple crop prospects are excellent. Native vegetables are plentiful and of superior quality.

<b>Fresh Fruit—</b>		
Apples, Duchess, bbl.	4 25	4 75
Crabapples, box		2 25
Cantaloupes, case	4 50	5 00
Oranges, Valencia	4 75	5 25
Bananas, bunch	2 50	3 50
California lemons, crate		8 00
Limes, box		2 00
Washington apples	1 60	1 75
Cucumbers, per doz.		0 30
Grapes, blue, basket		0 50
Grapes, Tokay, case		2 75
Peaches		1 10
Plums	1 10	1 20
Green gages		1 65
Bartlett pears, case		3 00
Bartlett hardy pears		2 75
Washington peach plums		1 50
Tomatoes, Ont.	0 75	1 00
New potatoes, per bushel		0 40
Jersey sweet potatoes		6 50

THE COD FISH.

Something About the Eggs of the Cod and its Habits.

In a recent issue a small amount of space was devoted to the cod, but as it is of very great commercial importance it is felt that a few more words about its habits and eggs will be of interest to those dealers who do local advertising, featuring various lines of fish.

Every female cod produces an enormous number of eggs, the ovary of an average specimen having been found to contain between nine and ten million. Contrary to the general rule, the female cod is smaller than the male when full grown. During the months of October and December, and sometimes as late as February and May, the fish congregate near the surface of the sea. It may seem somewhat of an exaggeration, still so thickly do the spawning schools gather off the coast of Labrador and around the Magdalen Islands at times that a vessel may be impeded in her progress.

It is difficult to define the spawning grounds of the cod, but in Europe and Canada two hundred miles may be set at the limit from the shore. The nature of the coast and the currents have a good deal to say in the matter, but as a general rule the parent cod have a preference for the warmer areas, though young cod or the fry have been found at times in most frigid waters such as those of the coast of Iceland.

The eggs scatter widely and where the specific gravity of the water is not extra dense they sink to a depth of many fathoms, though in the areas chosen by the majority they float within a fathom or two from the top and often form a film on the surface itself.

Within two or three days after the eggs have matured, so to speak, the little fish have enough vigor to carry themselves along. Myriads of the baby cod move shorewards and in May, June and July crowd the inshore waters. In company with green cod, pollock, etc., they form schools in the rock pools and shallow inlets.

The cod can be distinguished by the more marked reddish hue of the top of the head, with the lustre of the side variegated with a number of irregular dark blotches along the sides and back, while the belly is silvery.



H. W. Wright, who purchased a store in Ingersoll, Ont., recently, is now taking possession.

A large representation of grocers from Newark, N.J., visited Canada last week to take a trip to the Kawartha Lakes, north of Peterboro, Ont.

1912 Canned Tomato and Corn Prospects

Wet Weather of Couple of Weeks Ago Was Detrimental to Pack—Tomato Vines Well Laden and About Fifteen More Factories Than Last Year Packing Them—With Good Weather Pack Should Be Fair—Corn Prospects Look Good.

These days are anxious ones for the canners of tomatoes and corn. At this same time the retail trade is anxiously awaiting opening prices on these vegetables and are hoping for a favorable outcome.

The season has, of course, been late on account of the much damp weather that prevailed a couple of weeks and more ago. However from investigations made by The Grocer during the week, it was found that the tomato vines are well loaded and since a good deal of fine weather has prevailed lately they should ripen well. If fine weather continues throughout the month the packs of the majority of factories should be reasonably large.

In some places, of course, crops will be short on account of the excessive rains causing rot and deterring ripening, but the yield on the whole has certainly been good.

More Factories Packing Tomatoes.

As to the extent of the total pack, as above stated, this will depend largely on future weather and time of coming of the first frosts. There are, this year, some fifteen more factories in Ontario packing tomatoes than a year ago. The Dominion Canners have five more, and the British Canadian Canners five new ones making ten between these two firms.

Canners receive from week to week, crop reports from their various factories. Last week one from Picton regarding tomatoes intimated that the pack would be good if frost kept off until October 10. The crop was late. An-

other report from the East stated that tomatoes were "ripening fast; if warm weather continues, good crop." One from Weston, Ontario, reported the wet weather as having done considerable damage.

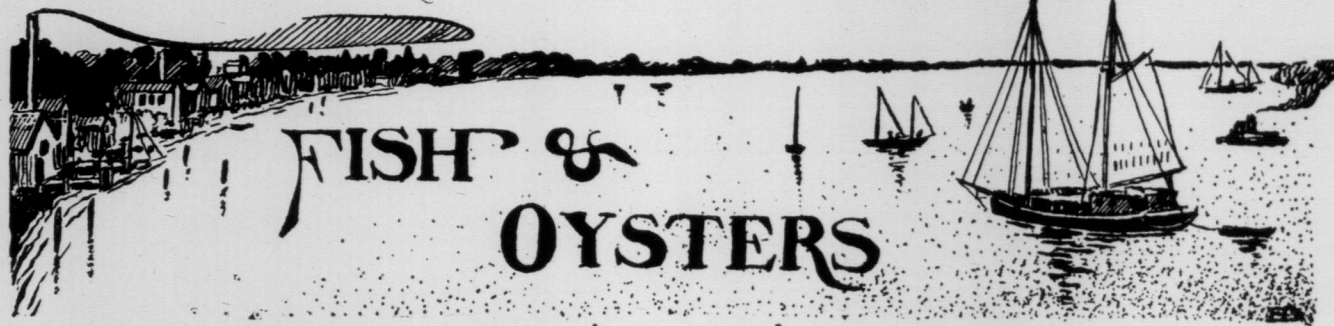
The corn crop around Aylmer was reported fair. The bright weather had greatly improved the prospects. Further west a factory reported that an "average crop was expected." Two others stated that "corn was picking up wonderfully" and one from Eastern Ontario that it was late but well loaded and with warm weather would bring fair pack.

Prospects for Opening Prices.

As to spring prices therefore, a great deal rests on the weather from now on. In addition to the extent of the pack, the operating cost of turning out the goods must be taken into consideration. For instance, one canning firm brought in large numbers of workmen for their factories just as the wet spell began. The result was they had to board them for some time until operations commenced.

Canners, too, purchase their cans and labels in anticipation of a maximum pack and if it falls short of that there is considerable surplus to account for in the matter of operating costs.

It will likely be some few weeks yet before opening prices will be named; but if everything from now on is favorable dealers can look for corn to open about same as year ago and tomatoes possibly a little lower than prices of 1911.



## Three Fast Days this Week Help Trade

Demand for Fish is Increased by Festivals—Cooler Weather Awaited To Stimulate Trade—Scarcity in Number of Lines of Fresh Fish—Frozen Halibut Being Sold—Greater Interest in Smoked Fish.

Three fast days this week, namely Wednesday, Friday and Saturday proved beneficial to trade in fish. On the whole, trade is termed as satisfactory for season, but cooler weather is awaited to induce real activity. A feature at present time is scarcity in a number of lines of fresh fish. As referred to before, halibut is scarce, both east and west, and frozen stock has had to be resorted to at several centres. Herrings are plentiful on the east coast but catches of mackerel, cod and haddock are at present small.

Smoked fish continue to receive more attention, many retailers beginning to anticipate their fall wants. Haddie is a leading line just now. Catch of mackerel is below the average and higher prices on salt mackerel later on are being predicted.

### QUEBEC.

MONTREAL.—There was quite a strong demand locally this week owing to a number of festivals having been celebrated, and as weather continues cooler, dealers expect trade to be maintained. The smoked fish season is now open, the demand for cured haddies, kippers and bloaters having been well up to the mark so far for this time of the year. Halibut has been a little more plentiful but even at that, calls had to be made on frozen stock to fill orders.

#### FRESH AND FROZEN.

Fancy spring salmon, per lb.	0 18	0 20
Large shad herring, each	0 02	
Market cod, cases, 250 lbs., per lb.	0 04	
Less than case	0 04½	
Haddock	0 04½	
Halibut, per lb.	0 12	
Herring, frozen, per 100 fish	1 90	2 00
Mullets	0 04½	0 05
Pike, dressed and headless, lb.	0 08	
Steak, cod	0 06	
Mackerel	0 10	
B.C. red salmon	0 10	0 11
New Gaspe salmon, per lb.	0 15	
Qualla salmon	0 07½	0 08
No. 1 smelts, per lb.	0 09	
Lake trout, per lb.	0 12	
Whitefish, large, per lb.	0 09	0 10
Pure cod tablets, 20 1-lb. tablets	2 30	
Whitefish, small, lb.	0 06	
Barbotte (dressed) bullheads, per lb.	0 08½	

#### PREPARED FISH.

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

#### SALTED AND PICKLED.

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

#### SMOKED.

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

#### SHELL FISH.

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

### ONTARIO.

TORONTO.—Demand for fish is not brisk, but might be described as fair for season. Slightly cooler weather this week has also assisted. Some dealers are doing some business in oysters. Others have not yet taken up the line.

Halibut is still rather scarcer. One firm say that their next car will be frozen stock. Lake fish are in a little better supply. They were scarce for a time. On the whole, this has been rather an off year with lake fish.

#### FRESH CAUGHT FISH.

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

#### SMOKED.

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

#### PREPARED.

Shredded cod, 2 doz. pkgs. to box	2 25
Acadia cod, 2-lb. boxes, 12 to crate	2 80
Cod in loose strips, 25-lb. to box, lb.	0 06½
Mackerel, each	0 22

### NOVA SCOTIA.

HALIFAX.—The local fish market is becoming a little more active, though the supply of fish coming is limited. Herring are plentiful, but outside of these there is not an over supply of any species. Oysters are now on market, and retail demand is heavy. The importations of United States oysters in bulk are large, and barrelled stock is also moving quite freely.

Mackerel continue scarce. Some large fish which came on market this week found ready sale. The catch this season is far below average, and high prices are predicted for salt mackerel later on. The catches of cod and haddock are light, and only a few halibut are being taken.

The exhibit of fish at the Nova Scotia Exhibition attracted attention of a large percentage of visitors. There is a good display of frozen fish of all kinds, pickled and dry fish.

### MANITOBA.

WINNIPEG.—There is a fair and steadily improving demand for oysters at prices as last quoted. All lines are steady and demand fair.

Fish—	
Oysters, per gal.	3 00
Fresh salmon	0 15
Lake Winnipeg whitefish, lb.	0 06½
Fresh pickerel	0 08½
Steak, cod	0 10
Trout	0 12
Halibut	0 10½
Finnan haddies	0 08
Bloaters, per box	1 50
Holland herrings, keg	0 65
Kipper herrings, box	2 00
Labrador herrings, half barrel	4 50
Mackerel, salt, keg	2 75

As a result of a petition circulated to which many of the grocers of West Toronto, attached their names the grocery stores there will now be closed on Wednesday afternoons the year round, excepting in those weeks in which a statutory holiday occurs.



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From some least, complain regard to the stock that is one big dealer May than Sep about it is, i refuses to st it has been a moisture of tl certain centre that receivers are more incl copious rains growth of gr appreciable, Western Can accumulation however, hov storage.

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# Produce & Provisions



## Wet Weather Affects Butter and Eggs

Quality is Impaired—Excessive Moisture Makes Butter More Like May Than September—Alternative Wet and Hot Weather Causes Big Shrinkage in Eggs—Lard Maintains Stiff Front—Hogs at High Level.

From some parts of the Dominion at least, complaints are being received in regard to the quality of butter. "The stock that is coming along now," said one big dealer this week, "is more like May than September." The bad feature about it is, in trade parlance, that "it refuses to stand up." In other words, it has been affected by the excessive moisture of the past month or so and at certain centres the feeling seems to be that receivers of present make of butter are more inclined to sell than store. The copious rains have given an excellent growth of grass and the make should be appreciable, but a big demand from Western Canada tends to prevent any accumulations. It is difficult to tell, however, how much there may be in storage.

The probability of New Zealand being quite an important factor in the Canadian market this season has been referred to before. It is stated that 100,000 packages of New Zealand butter has already been contracted for the coming season's make by British Columbia firms. No prices are given out but it is presumed the figures are below those at present ruling in Eastern Canada. The damp weather which has been so general especially in Ontario has been causing trouble in more than one direction. Not only has the quality of butter been impaired, but that of eggs seriously affected. Alternative damp weather and hot sun is exceedingly bad for eggs and the shrinkage has in some instances been exceedingly large. The result has been a tendency to lower prices in the country and firmer tone in city in order to cover up the loss. A fair demand continues for this line.

An outstanding feature in pork products is the height to which lard prices are gradually ascending and the firmness which still marks the market. Not that demand is particularly heavy, although it is fair and is expected to take on greater

proportions with the cooler weather. However, the high price for hogs has to be reflected in the products while the porkers have been running rather to light weights which is a firming factor in lard.

### MONTREAL.

**PROVISIONS.**—A steady feeling still prevails in this market under an improved demand, the latter due to no mean extent to early arrival of cool weather. Still it is not anticipated that there will be any shortage so that prices should remain unchanged. Market for dressed hogs is just where it was a week ago with no change in prices, but lard is still firm.

Long clear bacon, heavy, lb. ....	0 13½
Long clear bacon, light, lb. ....	0 14½
<b>Hams—</b>	
Extra large sizes, 28 to 40 lbs., per lb. ....	0 14¼
Large sizes, 20 to 28 lbs., per lb. ....	0 16
Medium sizes, 15 to 19 lbs., per lb. ....	0 16½
Extra small sizes, 10 to 14 lbs., per lb. ....	0 16½
Bone out, rolled, large, 16 to 25 lbs., per lb. ....	0 16½
Bone out, rolled, small 9 to 12 lbs., per lb. ....	0 16½
Breakfast bacon, English, boneless, per lb. ....	0 18
Windsor bacon, skinned, backs, per lb. ....	0 14½
Sliced roll bacon, boneless, short, per lb. ....	0 14½
Boiled ham, small, skinned, boneless, ....	0 26
Hogs, live, per cwt. ....	12 50
Hogs, dress, per cwt. ....	12 75

<b>Pure Lard—</b>	
Boxes, 50 lbs. net, per lb. ....	0 10¾
Cases, tins, each 10 lbs., per lb. ....	0 11
Cases, tins, each 5 lbs., per lb. ....	0 14¾
Cases, tins, each 3 lbs., per lb. ....	0 14¾
Pails, wood, 20 lbs. net, per lb. ....	0 10¾
Pails, tin, 20 lbs. gross, per lb. ....	0 10
Tubs, 50 lbs. net, per lb. ....	0 11¼
Tierces, 375 lbs., per lb. ....	0 14
One pound bricks ....	0 13¾

<b>Compound Lard—</b>	
Boxes, 50 lbs., per lb. ....	0 14¾
Cases, 10-lb. tins, 60 lbs. to case, per lb. ....	0 10¾
Cases, 5-lb. tins, 60 lbs. to case, per lb. ....	0 10¾
Cases, 3-lb. tins, 60 lbs. to case, per lb. ....	0 10¾
Pails, wood, 20 lbs. net, per lb. ....	0 10¾
Pails, tin, 20 lbs. gross, per lb. ....	0 10
Tubs, 50 lbs. net, per lb. ....	0 10¾
Tierces, 375 lbs., per lb. ....	0 10¾
One pound bricks ....	0 11

<b>Pork—</b>	
Heavy Canada short cut mess, bbl., 35-45 pieces	27 00
Bean pork	29 00
Canada short cut back pork, bbl., 45-55 pieces	27 00
Heavy short cut clear pork, bbl.	23 00
Clear fat backs	25 50
Heavy flank pork, bbl.	26 50
<b>Dry Salt Meats—</b>	
Green bacon, flarks, lb.	0 14

**BUTTER.**—Although stocks now held are a great deal heavier than during corresponding period of last year, and particularly so for this season, yet a generally firm feeling prevails in the market. Perhaps the heavy demand from Western Canada has got something to do with

the maintenance of price in spite of factors which should go to cause a decline, as fully twenty carloads have been shipped out there.

Creamery blocks	0 28	0 28½
Dairy tubs, lb.		0 25

**EGGS.**—Prices continue the same with an upward tendency, supplies being still on the short side. But most dealers feel that we are pretty nearly at the limit so that if good shipments are made shortly an easing off should take place.

New laid eggs, per doz. ....	0 34
Selects	0 31
No. 1's	0 28

**POULTRY.**—Market is brightening up some though no strong demand so far has been noticed. Harvesting being in full swing, supplies are coming forward slowly, though they are sufficient to meet all requirements.

Turkeys, No. 1, per lb. ....	0 25
Turkeys, No. 2, per lb. ....	0 24
Chickens, per lb. ....	0 18
Fowls, per lb. ....	0 15
Ducks, per lb. ....	0 28
Geese, per lb. ....	0 15

### TORONTO.

**PROVISIONS.**—Rolled bacon noted as firm last week, still maintains that tone and is higher at 14½ to 14¾ cents. A couple of firms report a temporary scarcity of backs and are asking 20 to 22 cents for plains.

The way the lard market continues to firm is a prominent feature. Prices have gradually been moving upward for some time and have now attained a high level. Hogs, of course, are at a high figure and besides they have been running a little low as lard producers. At any rate, stocks are not accumulating and with good selling season approaching, dealers' ideas are firm. While there are still some quotations as low as 14 cents in tierces, others range up around 14½ to 14¾.

<b>Smoked Meats—</b>	
Light hams, per lb. ....	0 17½ 0 18
Medium hams, per lb. ....	0 17 0 17½
Large hams, per lb. ....	0 15 0 16
Backs, plain, per lb. ....	0 19 0 20
Backs, pea meal	0 20½ 0 21½
Breakfast bacon, per lb. ....	0 18 0 18½
Roll bacon, per lb. ....	0 14½ 0 14¾

## Investigating the Weighing of Cheese

Commission Appointed by Government Looking Into Claims Made by Farmers Re Weight Deduction— The Question of Shrinkage—An Official Government Referee Asked for.

Shoulders	0 11½	0 12
Pickled Meats—1c less than smoked.		
Heavy mess pork, per bbl.	20 00	20 50
Short cut, per bbl.	24 00	25 00
Cooked hams	0 25	0 26
Long clear bacon	0 14½	0 14½
Lard tierces, per lb.	0 14½	0 14½
Lard, tubs, per lb.	0 14½	0 15
Lard, pails, per lb.	0 15	0 15½
Lard, compounds, per lb., tierces		0 10
Live hogs, local		8 55
Live hogs, at country points		8 25
Dressed hogs	11 75	12 25

**BUTTER.**—If butter can be said to be steady and easy at the same time, that is the description to give to present situation. With dealers inclined to ask slightly higher quotations. On some lines at least, it would seem that tendency is to steadiness but pastures are excellent and the make is apparently fairly liberal.

	Per lb.	
Fresh creamery point	0 27	0 29
Creamery solids	0 27	0 28
Farmers' separator butter	0 26	0 28
Dairy points, choice	0 24	0 26
Dairy solids	0 23	0 25

**EGGS.**—“Prices have to either go up in the city or down in the country,” declared one dealer about eggs this week. “I would not be surprised to see prices higher to city retailers before the week is out. The shrinkage is enormous.” Nor was he the only man to complain on this account. His next door neighbor also made a strong reference to it. “Prices will have to go down in the country,” said he.

There is a big loss in eggs just now and apparently there will have to be an adjustment in some direction. One particularly bad instance was a 19 dozen loss in two cases.

New laid eggs, per doz.	0 27	0 29
Fresh eggs, per doz.	0 24	0 25

**CHEESE.**—There was an easier tone to country boards last week, prices apparently having been hoisted higher than really warranted and a re-action followed. September cheese is, however, a desirable grade.

Old Cheese—		
Large	0 18	0 20
Twin	0 18	0 19½
New Cheese—		
Large	0 14½	0 14½
Twin	0 14½	0 15
½ Twin	0 15	0 15½
Stilton	0 16	0 17

**POULTRY.**—Prominent feature in poultry is the scarcity that has set in. The farmers are busy at present time and are not giving much attention to poultry. Thus there is not enough coming along to supply the average demand and prices are accordingly higher, both those being paid to country merchants and those demanded of city retailers. Trade was stimulated last week by Jewish holidays.

<b>LIVE POULTRY</b> (prices paid to country merchants).		
Spring chickens	0 14	0 16
Spring ducks	0 11	0 12
Old fowl	0 11	0 12
Roosters	0 09	0 11

<b>WHOLESALE PRICES</b> (to city retailers).		
Spring chickens, dressed, lb.	0 18	0 22
Spring ducks, dressed, lb.	0 14	0 20
Fowl, dressed	0 14	0 16

**HONEY.**—There is a normal trade for season at unchanged prices.

White clover honey, in combs, No. 1, doz.	2 75	3 00
Honey, strained—		
Clover honey, 60-lb. pails, per lb.	0 12	
Clover honey, 10-lb. pails, per lb.	0 12½	
Clover honey, 5-lb. pails, per lb.	0 12½	
Buckwheat, 60-lb. tins, lb.	0 07	0 08

The special commission which was recently appointed by Hon. Martin Burrell, minister of agriculture, to enquire into complaints received by the Department of Agriculture from producers and vendors of butter and cheese in Eastern Ontario and the western portion of Quebec, as to alleged unfairness in the methods followed in weighing these products in the port of Montreal, met in Kingston, Ont., recently. The three commissioners were: R. A. Pringle, K. C., Ottawa, chairman; Arthur J. Hodgson, Montreal, representing the merchant buyers, and Samuel J. McDonnell, of Strathmore, representing the producers.

The appointment of the commission was the sequel to a lengthy debate which was raised in the House of Commons in March last by J. W. Edwards, member for Frontenac, who as the champion of the farmers, called attention to the magnitude of the trade in butter and cheese and to the grievances of the farmers in regard to weighing methods in Montreal under the surveillance of the Butter and Cheese Merchants' Association. He pointed out that it was an old grievance, which had been the subject of complaints and depositions in previous years.

In explanation of the methods he mentioned that when the cheese was weighed in the factory, no fractional part of a pound was stamped. In weighing the cheese an allowance of half a pound is always made for good weight. A cheese he claims, is put on the scales and weighs, say 80½ pounds. It is marked 80 pounds. The next cheese weighs 80¾ pounds, just ¼ pound short of the half. It is stamped 79 pounds. There is an overweight of nearly 1½ pounds. A man makes a shipment of 500 cheese to Montreal. On arrival of the cheese, those in charge of this business take any five out of that lot and weigh them. Suppose the first cheese runs one pound short, the second the same, the third just even, the fourth one pound heavy and the fifth also one pound heavy. On these five cheese then there is neither gain or loss in weight. Yet the buyer in Montreal reasons thus; On two of these cheese there is a loss of one pound, therefore we will take two pounds from the weight of every five cheeses in that shipment, or from the shipment of 500 cheese, 200 pounds. But no credit is given for the overweight, though deductions are made for short weight.

Exception was also taken by Mr. Edwards to rule 2 of the Board of Trade regulations, which provides that overweights, not exceeding two pounds per package, shall not be credited in averaging the total shrinkage on a shipment. Mr. Edwards asserted that there was an actual loss of \$2,341,506 in a decade to the farmers and dairymen of eastern Ontario and western Quebec from short weight at Montreal.

A. A. Ayer, ex-president of the Montreal Butter and Cheese Association states that the position the merchants have taken is to have some method of fair treatment as between the factorymen and the English importer, who is to receive the cheese. Canada, it was pointed out, is in competition with New Zealand and other countries, which do not give as favorable conditions of weighing to the farmer as do Montreal merchants. Further, it was said many of the factorymen's weights varied because of unfavorable weighing conditions, and their scales were liable to get out of order. Neither did the farmer allow for shrinkage.

Since its appointment the commission has also been empowered to take into consideration the matter of the present system of payment for butter and cheese in Montreal. The most numerous complaints appear to have emanated from Cowansville and Brockville, but requests have been received for the commission to hold sessions in many centres. They will go to Montreal at a later date, when the merchants' side of the case will be heard.

Those who appeared before the commission at Kingston strongly advocated the appointment of an official Government referee to act at Montreal in cases where disputes arose over short weight. The present system, they claimed, was unfair to the producer, who was charged for cheese that was under weight and was allowed nothing for cheese that was over weight. They invited an inspection of their scale which the commission said would be made.

Some of those who gave evidence could assign no reason for shortage in weight, but others said that the shipping of cheese that was too young might be the cause. Dr. Edwards, who was instrumental in having the Government appoint the commission, was in attendance, and explained that he did not charge dishonesty in the weighing at Montreal, but thought that rules were very unfair.



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The only two pound tin of Cooking and Salad Oil put up in Canada is

## **GUNN'S QUALITY BRAND**

Nothing better for household use.

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## **GUNNS LIMITED,**

PACKERS AND REFINERS

West Toronto, Ont.

Montreal, Que.

St. John, N.B.

## **FEARMAN'S "STAR BRAND" English Breakfast BACON**

The result of over fifty years experience in selecting and curing.

MADE UNDER GOVERNMENT INSPECTION.

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**F. W. FEARMAN CO., Limited**  
HAMILTON

The quality of

## **WETHEY'S**

Condensed

## **Mince Meat**

has been daily making friends for the past twenty-nine years.

**WHAT ABOUT YOURSELF?**

Are you one of its friends?

If not, now is the time to get acquainted

All Jobbers. 3 doz. to a case.

**WRITE US**

**J. H. WETHEY, Limited**  
ST. CATHARINES

"THE MINCE MEAT PEOPLE."



THE CANADIAN GROCER

Reindeer Brand, in glass jars (2 doz. in case) .... 6 20

**COFOA.**  
(Combined with Milk and Sugar)  
Reindeer Brand (2 doz. in case) ..... 4 80

**COFFEES.**  
**EBY-BLAIN, LIMITED.**  
Standard Coffees  
Roasted whole or ground, packed in damp-proof bags.  
King Edward ..... 0 34  
Club House ..... 0 33  
Nectar ..... 0 32  
Royal Java and Mocha. 0 32  
Empress ..... 0 30  
Duchess ..... 0 29  
Ambrosia ..... 0 28  
Plantation ..... 0 26 1/2  
Fancy Bourbon ..... 0 26  
Crushed Java and Mocha 0 19

Package Coffee.  
Gold Medal, 2-lb. tins, whole or ground ..... 0 31  
Gold Medal, 1-lb. tins, do 0 32  
Gold Medal, 1/2-lb. tins do 0 33  
Anchor Brand, 2-lb. tins, do. .... 0 31  
German Dandelion, 1-lb. tins, ground ..... 0 26  
German Dandelion, 1/2-lb. tins, ground ..... 0 28  
English Breakfast, 1-lb. tins, ground ..... 0 19  
Grand Prix, 1 and 2-lb. tins, ground ..... 0 30  
Demi-Tasse, 1 and 2-lb. tins, ground ..... 0 30  
Flower Pot, 1-lb. pots, ground ..... 0 23

**WHITE SWAN SPICES AND CEREALS, LTD.**

**WHITE SWAN BLEND.**  
1-lb. decorated tins, lb. .. 0 32  
Mo-Ja, 1/2-lb. tins, lb. .... 0 30  
Mo-Ja, 1-lb. tins, lb. .... 0 28  
Mo-Ja, 2-lb. tins, lb. .... 0 28  
Cafe des Epicures, 1-lb. fancy glass jars, per doz., \$3.60.  
Cafe l'Aromatique, 1-lb. amber glass jars, per doz., \$4.00.  
Presentation (with tumblers) \$3 per doz.

**MINTO BROS.**  
**MELAGAMA BLEND.**  
Ground or bean— W.S.P. R.P.  
1 and 1/2 ..... 0 25 0 30  
1 and 1/2 ..... 0 32 0 40  
1 and 1/2 ..... 0 37 0 50  
Packed in 30's and 50-lb. case.  
Terms—Net 30 days prepaid.

**BRANSON'S SHEREFF COFFEE.**

**AGENT: F. COWARD.**  
492 Spadina Avenue, Toronto.  
Small size .....\$1.50 per doz., net  
Large size .....\$3.00 per doz., net  
In 3 dozen free cases. Freight paid on 1/2 gross order.

**CEREALS.**  
Grape Nuts—No. 22, \$3; No. 23, \$4.50.  
Post Toasties—No. T3, \$2.85.  
Postum Cereal—No. 0, \$2.25; No. 1, \$2.70.

**CONFECTIONS.**  
**PEANUT BUTTER.**  
Ontario Prices  
MacLaren's Imperial— Per doz  
Small, 2 doz. .... 0 95  
Medium, 2 doz. .... 1 80  
Large, 1 doz. .... 2 75  
Tumblers, 2 doz. .... 1 35  
Pails, 24 lbs., per lb. .... 0 15

**CHEESE.**  
**MACLAREN'S IMPERIAL.**  
Ontario prices per doz.  
Individual (each 2 doz.) .. 1 00  
Small (each 2 doz.) ..... 2 40  
Medium (each 1 doz.) ..... 4 50  
Large (each 1/2 doz.) ..... 8 25  
MacLaren's Roquefort—  
Small (each 2 doz.) .... 1 40  
Large (each 1 doz.) ..... 2 49  
MacLaren's Canada Cream—  
Small (each 1 doz.) .... 0 90  
Medium (each 2 doz.) ... 1 35  
Large (each 1 doz.) ..... 2 40

**FLAVORING EXTRACTS.**  
**SHIRRIFF'S.**  
1 oz. (all flavors) doz. .... 1 00  
2 oz. (all flavors) doz. .... 1 75  
2 1/2 oz. (all flavors) doz. ... 2 00  
4 oz. (all flavors) doz. ... 3 00  
5 oz. (all flavors) doz. ... 3 75  
8 oz. (all flavors) doz. .... 5 50  
16 oz. (all flavors) doz. .... 00  
32 oz. (all flavors) doz. .... 4 00  
Discount on application.

**CRESCENT MFG. CO.**  
Mapleine— Per doz.  
2 oz. bottle (retail at 50c) 4 50  
4 oz. bottle (retail at 90c) 6 80  
8 oz. bottles (retail at \$1.50) 12 50  
16 oz. bottles (retail at \$3) 24 00  
Gal. bottles (retail at \$20) 15 00

**GELATINE.**  
Knox Plain Gelatine (2 qt. size), per doz. .... 1 30  
Knox Acidulated Gelatine (2 qt. size), per doz. .... 1 30  
**CLARK'S PORK AND BEANS IN TOMATO SAUCE.**

Per doz.  
No. 1, 4 doz. in case ..... 0 40  
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, 1/2 doz. in case .... 6 50  
**LAPORTE, MARTIN & CO., MONTREAL, AGENCIES.**

These prices are F.O.B. Montreal. Imported Peas "Soleil"

Per case  
Sur Extra Fins, 1/2 facons, 40 bou. .... 11 00  
Sur Extra Fins, tins, 1/2 kilo, 100 tins ..... 15 50  
Extra Fins, tins, 1/2 kilo, 100 tins ..... 15 00  
Tres Fins, 1/2 kilo, 100 tins 14 00  
Fins, tins, 1/2 kilo, 100 tins 12 50  
Mi-Fins, tins, 1/2 kilo, 100 tins ..... 11 00  
Moyens No. 1, tins, 1/2 kilo, 100 tins ..... 10 00  
Moyens No. 2, tins, 1/2 kilo, 100 tins ..... 9 50  
Moyens No. 3 ..... 8 75  
Asparagus, Haricots, etc.

**MINERVA PURE OLIVE OIL.**  
Case—  
12 litres ..... 6 50  
12 quarts ..... 5 75  
24 pints ..... 6 25  
24 1/2-pints ..... 4 25  
Tins—  
5 gals. 2s ..... 23 00  
2 gals. 6s ..... 29 00  
1 gal. 10s ..... 25 00  
1/2-gal. 20s ..... 26 00  
1/4-gals. 20s ..... 13 50  
1/4-gal. 48s sq. .... 17 00  
1/4-gal. 48s rd. .... 15 50

**BASSIN DE VICHY WATERS.**  
La Capitale, 50 qts. .... 5 00  
La Neptune, 50 qts. .... 6 00  
St. Nicholas, 50 qts. .... 7 00  
La Sanitas Sparkling, 50 quarts ..... 8 00

La Sanitas Sparkling, 100 pints ..... 9 00  
La Sanitas Sparkling, 100 splits ..... 4 00  
Lemonade Savoureuse, 50's 7 50  
**CASTILE SOAP.**  
"Le Soleil," 72 p.c. olive oil.  
Case, 12 lbs. 2 1/2-lb. bars, lb 0 08 1/2  
Case 25 lbs., 11-lb. bars, lb 0 07 1/2  
Case 50 lbs. 5 1/2-lb. bars case 3 50  
Case 200 lbs. 3 1/2-oz., case. 3 75  
"La Lune," 65 p.c. olive oil.  
Case 25 lbs. 11-lb. bars, lb. 0 07  
Case 12 lbs. 2 1/2-lb. bars, lb 0 08  
Case 50 lbs., 5 1/2-lb. bars, case 3 25  
Case 100 lbs. 3 1/2-oz. bars, case ..... 1 80  
Case 200 lbs. 3 1/2-oz. bars, case ..... 3 40

**ALIMENTARY PASTES.**  
**BLANC & FILS.**  
Macaroni, Vermicelli, Animals, Small Pastes, etc.  
Box, 25 lbs., 1 lb. .... 0 07 1/2  
Box, 25 lbs., loose ..... 0 07

**DUFFY & CO. BRAND.**  
Grape Juice, 12 qts. .... 4 75  
Grape Juice, 24 pts. .... 5 15  
Grape Juice, 36 splits .... 4 75  
Apple Juice, 12 qts. .... 4 50  
Apple Juice, 24 qts. .... 4 75  
Champagne de Pomme, 12 q 5 00  
Champagne de Pomme, 24 p 5 50  
Matts Golden Russett—  
Sparkling Cider, 12 qts. .. 5 00  
Sparkling Cider, 24 pts. .. 5 50  
Apple Vinegar, 12 qts. .... 2 50

**CANNED HADDIES "THIS-TLE" BRAND.**  
A. P. TIPPET & CO., Agents.  
Cases 4 doz. each, flats, per case ..... 5 40  
Cases 4 doz. each, ovals, per case ..... 5 40

**INFANTS' FOOD.**  
Robinson's patent barley, 1/2-lb. tins, \$1.25; 1-lb. tins, \$2.25; Robinson's patent groats, 1/2-lb. tins, \$1.25; 1-lb. tins, \$2.25.

**LARD.**  
**N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.**  
Tierces ..... 11 1/2  
Tubs ..... 11 1/4  
Pails ..... 12  
Tins, 20 lbs. .... 11 1/2  
Cases, 3 lbs. .... 12 1/2  
Cases, 5 lbs. .... 12 3/4  
Cases, 10 lbs. .... 12 3/4  
F.O.B. Montreal.

**GUNN'S "EASIFIRST" SHORTENING.**  
Tierces ..... 0 10  
Tubs ..... 0 10 1/4  
20-lb. pails ..... 0 10 1/2  
20-lb. tins ..... 0 10  
10-lb. tins ..... 0 10 1/4  
5-lb. tins ..... 0 11  
3-lb. tins ..... 0 11  
1-lb. cartons ..... 0 11 1/2

**MARMALADE.**  
**SHIRRIFF BRAND.**  
"SHREDDED."  
1 lb. glass (2 dz case) \$1.90 \$1.80  
2 lb. glass (1 dz case) 3.20 3.00  
4 lb. tin (1 dz case) ... 5.50 5.35  
7 lb. tin (1/2 dz case) ... 8.60 8.35  
"IMPERIAL SCOTCH."  
1 lb. glass (2 dz case) \$1.60 \$1.55  
2 lb. glass (1 dz case) 2.80 2.70  
4 lb. tin (1 dz case) ... 4.80 4.65  
7 lb. tin (1/2 dz case) ... 7.75 7.50

**MUSTARD.**  
**COLMAN'S OR KEEN'S.**  
Per doz. tins  
D. S. F., 1/4-lb. .... 1 40  
D. S. F., 1/2-lb. .... 2 50

D. S. F., 1-lb. .... 5 00  
F. D., 1/4-lb. .... 0 80  
F. D., 1/2-lb. .... 1 45

Per jar  
Durham, 4-lb. jar ..... 0 75  
Durham, 1-lb. jar ..... 0 25  
**MACLAREN'S IMPERIAL PREPARED MUSTARD.**

Ontario Prices.  
Small case 4 doz., per doz. 0 45  
Medium, cases 2 doz., doz. 0 90  
Large, cases, 1 doz., doz. 1 35  
**VERMICELLI AND MACARONI**  
D. SPINELLI C.Y., MONTREAL Fine.

4-lb. box "Special" per box 0 22  
8-lb. box "Special," box.. 0 44  
5-lb. box "Standard" box 0 27 1/2  
10-lb. box "Standard," box 0 55  
60-lb. cases or 75-lb. bbls. per lb. .... 0 06  
25-lb. cases, 1-lb. pkgs. (Vermicelli) per lb. .... 0 06

Globe Brand.  
5-lb. box "Standard" box 0 30  
10-lb. box "Standard," box 0 60  
25-lb. cases (loose) per lb. 0 08  
25-lb. cases, 1-lb. pkgs., lb 0 08 1/2

**JELLY POWDERS.**  
**JELL-O.**

Assorted case, contains 2 doz. .... 1 80  
Straight  
Lemon contains 2 doz. .... 1 50  
Orange contains 2 doz. .... 1 80  
Raspberry contains 2 doz. 1 80  
Strawberry contains 2 doz. 1 50  
Chocolate contains 2 doz. 1 80  
Cherry contains 2 doz. .... 1 80  
Peach contains 2 doz. .... 1 80  
Weight 8 lbs. to case. Freight rate, 2nd class.

**JELL-O ICE CREAM POWDER.**  
Assorted case, contains 2 dozen ..... 2 50  
Straight

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

**IMPERIAL DESSERT JELLY.**  
Ontario Prices.

Assorted flavors, \$10.75 per gross. Imperial Sterilized Gelatine.  
Cartons, 1 doz., 90c per dozen.  
**SOAP AND WASHING POWDERS.**

A. P. TIPPET & CO., AGENTS  
Cricle soap, per gross ....\$10 20  
Floriola soap, per gross. 12 90  
Straw hat polish, per gr. 18 20  
**SNAP HAND CLEANER.**  
3 dozen to box ..... \$ 3 00  
6 dozen to box ..... 7 00  
30 days.

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

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

**FELS NAPHTHA.**  
Prices—Ontario and Quebec:  
Less than 5 cases ..... \$ 5 00  
Five cases or more ..... 4 95  
**SAPHO MFG. CO., LTD. MONTREAL "SAPHO" INSECTICIDE**  
1-16 gall., doz. .... \$ 2 00  
1/4-gall., doz. .... 6 00  
1/2-gall., doz. .... 10 00  
1 gall., doz. .... 18 20  
1-16 gall. gross lot ..... 20 00

THE CANADIAN GROCER

"ANTI-DUST" SWEEPING POWDER.  
 Size No. 1, 3 doz. crates, per doz. \$ 1 50  
 No. 2, 1 and 2 doz. crates, per doz. 3 00

**STARCH.**  
 EDWARDSBURG STARCH CO.  
 Boxes Cents  
 Laundry Starches—  
 40 lbs., Canada Laundry. .05½  
 40 lbs., Canada white gloss, 1 lb. pkgs. .06½  
 48 lbs., No. 1 white or blue, 4 lb. cartons .07  
 48 lbs., No. 1, white or blue, 3 lb. cartons .07  
 100 lbs., kegs, No. 1 white .06½  
 200 lbs., bbls., No. 1 white .06½  
 30 lbs., Edwardsburg silver gloss, 1 lb. chromo pkgs. .07½  
 48 lbs., silver gloss, in 6-lb. tin canisters .08  
 36 lbs., silver gloss, 6-lb. draw lid boxes. .08  
 100 lbs., kegs, silver gloss, large crystals .07  
 28 lbs. Benson's satin, 1-lb. cartons, chromo label .07½  
 40 lbs., Benson's Enamel (cold water) per case. 3 00  
 20 lbs. Benson's Enamel (cold water) per case. 1 50  
 Celluloid—boxes containing 45 cartons, per case. 3 60  
 Culininary Starch.  
 40 lbs. W. T. Benson & Co.'s prepared corn .07½  
 40 lbs. Canada pure corn starch .05½  
 (20-lb. boxes ¼c higher.)

**BRANTFORD STARCH**  
 Ontario and Quebec.  
 Laundry Starches—  
 Canada Laundry—  
 Boxes about 40 lbs. .05½  
 Acme Gloss Starch—  
 1-lb. cartons, boxes of 40 lbs. .06½  
 First Quality White Laundry—  
 3 lb. canisters, cs of 48 lbs. .07½  
 Barrels, 200 lbs. .06½  
 Kegs, 100 lbs. .06½  
 Lily White Gloss—  
 1 lb. fancy cartons, cases 30 lbs. .07½  
 6 lb. toy trunks, lock and key, 8 in case. .08½  
 6 lb. toy drums, with drumsticks, 2 in case. .08  
 Kegs, extra large crystals, 100 lbs. .07½  
 Canadian Electric Starch—  
 Boxes containing 40 fancy pkgs., per case. 3 00  
 Celluloid Starch—  
 Boxes containing 45 cartons, per case. 3 75  
 Culininary Starches—  
 Challenge Prepared Corn—  
 1-lb. pkts, boxes of 40 lbs. .06  
 Brantford Prepared Corn—  
 1-lb. pkts, boxes of 40 lbs. .07½  
 "Crystal Maize" Corn Starch.  
 1 lb. pkts., boxes 40 lbs. .07½  
 (20 lb. boxes ¼c higher than 40's.)

**OCEAN MILLS, MONTREAL.**  
 Chinese starch, 48 1 lb., per case, \$4; Ocean Baking Powder 3-oz. tins, 4 doz. per case, \$1.60; 4-oz. tins, 4 doz. per case, \$3.00; 8-oz. tins, 5 doz. per case, \$6.50; 16-oz. tins, 3 doz. per case, \$8.75; 5-lb. tins, 10 tins a case, \$7.50; 1-lb. bulk, per 25, 50 and 250 lbs. at 15c per lb. Ocean blanc mange 48 8-oz., \$4; Ocean borax, 48 8-

oz., \$1.60; Ocean cough syrup, 36 6-oz., \$6.00; 36 8-oz., \$7.20; Ocean corn starch, 48 1-lb., \$3.60.

**SOUPS—CONCENTRATED CHATEAU BRAND.**  
 Vegetable, Mutton Broth, Mulligataway, Chicken, Ox Tail, Pea, Scotch Broth, Julienne, Mock Turtle, Vermicelli, Tomato, Consomme, Tomato.  
 No. 1's, 95c per dozen.  
 Individuals, 45c per dozen.  
 Packed 4 dozen in a case.

**SYMINGTON'S SOUPS.**  
 Quart packets, 9 varieties, doz. 0 90  
 Clear soups in stone jars, 5 varieties, doz. 1 40

**SODA—COW BRAND.**  
 Case of 1-lb., containing 60 packages, per box, \$3.00.  
 Case of ½-lb., containing 120 packages, per box, \$3.00.  
 Case of 1-lb. and ½-lb., containing 30 1-lb. and 60 ½-lb. packages, per box, \$3. Case of 6c packages, containing 96 packages, per box, \$3.00.

**SYRUP.**  
 EDWARDSBURG STARCH CO.  
 CROWN BRAND CORN SYRUP  
 2 lb. tins, 2 doz. in case. 2 55  
 5 lb. tins, 1 doz. in case. 2 90  
 10 lb. tins, ½ doz. in case 2 80  
 20 lb. tins, ¼ doz. in case 2 75  
 Barrels, 700 lbs. 3¼  
 Half Barrels, 350 3¼  
 Quarter Barrels, 175 4  
 Pails, 38½ 1 90  
 " 25 lbs. each 1 35

**LILY WHITE CORN SYRUP.**  
 2 lb. tins, 2 doz. in case. 2 90  
 5 lb. tins, 1 doz. in case. 3 25  
 10 lb. tins, ½ doz. in case 3 15  
 20 lb. tins, ¼ doz. in case 3 10  
 (5, 10 and 20 lb. tins have wire handles.)

**BEAVER BRAND MAPLE SYRUP.**  
 2-lb. tins, 2 doz. in case. \$3.50  
 5-lb. tins, 1 doz. in case. 4.00  
 10-lb. tins, ½ doz. in case. 3.95  
 20-lb. tins, ¼ doz. in case. 3.90  
 (5, 10 and 20 lb. tins have wire handles.)

Terms: 30 days net. No discount for prepayment.  
 Freight prepaid on 5 case lots, to all stations in Quebec and Ontario (east of North Bay), and during navigation to ports as far as Sault Ste. Marie inclusive.  
 To points beyond North Bay we prepay freight to North Bay only.

**MOLASSES.**  
 DOMINION MOLASSES CO.  
 Gingerbread Brand (Toronto)  
 2's—2 doz. to case, per doz. 83  
 3's—2 doz. to case 1 45  
 Winnipeg.  
 2's—Tins, 2 doz. cases, per doz. 1 20  
 3's—Tins, 2 doz. cases, per doz. 1 75  
 5's—Tins, 1 doz. cases, per doz. 3 20  
 10's—Tins, ½ doz. cases, per doz. 5 30  
 20's—Tins, ¼ doz. cases, per doz. 19 4c  
 Pails—1's each 0 65  
 Pails—2's each 1 12  
 Pails, 5's, each 2 55

**DOMOLCO BRAND.**  
 Maritime Provinces and Ontario:  
 2's, 2 doz. case, per doz. 1 85  
 3's, 2 doz case, per doz. 1 95

5's, 1 doz. case, per doz. 3 75  
 10's, ½ doz. case, per case. 3 40  
 20's, ¼ doz. case, per case. 3 05

Western Prices—Sudbury to Victoria.  
 2's, 2 doz. case, per doz. 1 60  
 3's, 2 doz. case, per doz. 2 35  
 5's, 1 doz. case, per doz. 4 00  
 10's, ½ doz. case, per case. 4 15  
 20's, ¼ doz. case, per case 3 80

**SAUCES.**  
 PATERSON'S WORCESTER SAUCE.  
 ½-pint bottles 3 and 6 doz. cases, doz. \$0 90  
 Pint bottles, 3 doz. cases, doz. 1 75

**H. P.**  
 H. P. Sauce— Per doz.  
 Cases of 3 dozen \$1 90  
 H. P. Pickles—  
 Cases of 2 doz. pints. \$3 35  
 Cases of 3 doz. ½-pints. 2 25

**HOLBROOK'S IMPORTED PUNCH SAUCE.**  
 Per doz.  
 Large, packed in 3-doz. case \$2 25  
 Medium, packed in 3-doz. case 1 40

**HOLBROOK'S IMP. WORCESTERSHIRE SAUCE.**  
 Per doz.  
 Rep. ½ pints, packed in 6-doz. case \$2 25  
 Imp. ½-pints, packed in 4-doz. case 3 15  
 Rep. qts. packed in 2-doz. case 6 50

**STOVE POLISH.**  
**JAMES DOME BLACK LEAD.**  
 6a size, gross \$2 40  
 2a size, gross 2 50

**NUGGET POLISHES.**  
 Dozen.  
 Polish, Black and Tan 0 85  
 Metal Outfits, Black and Tan 3 65  
 Card Outfits, Black and Tan 3 25  
 Creams and White Cleaner 1 10

**TOBACCO.**  
**IMPERIAL TOBACCO COMPANY OF CANADA.**  
 Chewing—Black Watch 6s 44  
 Black Watch, 12s 45  
 Bobs, 6s and 12s 46  
 Bully, 6s 44  
 Currency, 6½s and 12s 46  
 Stag, 5 1-3 to lb. 38  
 Old Fox, 12s 44  
 Pay Roll Bars, 7½s 56  
 Pay Roll, 7s 58  
 War Horse, 6s 42

Plug Smoking—Shamrock, 6s, plug or bar 54  
 Rosebud Bars, 6s 54  
 Empire, 6s and 12s 44  
 Ivy, 7s 50  
 Starlight, 7s 50  
 Cut Smoking—Great West  
 Pouches, 8s 53  
 Regal Cube Cut, 9s 70

**TEAS.**  
**THE "SALADA" TEA CO.**  
 East of Winnipeg.  
 Wholesale R't'l  
 Brown Label 1's and ½'s 25 30  
 Green Label, 1's and ½'s 27 35  
 Blue Label, 1's, ½'s, ¼'s and ⅓'s 30 40  
 Red Label, 1's and ½'s 36 50  
 Gold Label, ½'s 44 60  
 Red-Gold Label, ½'s 55 80

**LUDELLA CEYLON TEA.**  
 Orange Label, ½'s 24 30  
 Brown Label, ¼'s & 1's 28 40

Brown Label, ¼'s 30 40  
 Green Label, ½'s & 1's 35 50  
 Red Label, ½'s 40 60

**MELAGAMA TEA.**  
**MINTO BROS.**  
 45 Front St. East.  
 We pack in 60 and 100-lb. cases. All delivered prices.

Wholesale R't'l  
 Brown Label, 1-lb. or ½ 25 30  
 Red Label, 1-lb. or ½ 27 35  
 Green Label, 1's, ½ or ¼ 30 40  
 Blue Label, 1's, ½ or ¼ 35 50  
 Yellow Label, 1s, ½ or ¼ 40 60  
 Purple Label, ¼ only 55 80  
 Gold Label, ¼ only 70 100

**"KOLONA" TEA.**  
 Ceylon Tea, in 1 and ½-lb. lead packages—black or mixed.  
 Orange Label, 1's 23 30  
 Black Label, 1-lb., retail at 25c 20  
 Black Label, ½-lb. retail at 25c 21  
 Blue Label, retail at 30c 24  
 Green Label, retail at 40c 30  
 Red Label, retail at 50c 35  
 Brown Label, retail at 60c 42  
 Gold Label, retail at 80c 55

**JAMS AND JELLIES.**  
**T. UPTON & CO.**  
 Compound Jams—Red Raspberry, strawberry, peach, plum red currant, black currant, cherry, gooseberry, blueberry, apricot, huckleberry, 12-oz. glass jars, 2 doz. in case, \$1 per doz.; No. 2 tin, 2 doz. in case, \$1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 tin pails, 6 pails in crate, 52½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; 30-lb. wood pails, 7¼c per lb. Packed in assorted cases or crates if desired.

Compound Jellies—Raspberry, strawberry, black currant, red currant, pineapple, 9 oz. glass tumblers, 2-doz. in case, 95c per doz.; 12-oz. glass jars, 2 doz. in case, \$1.00 per doz.; No. 2 tin, 2 doz. in case, \$1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; 30-lb. wood pails, 7¼c per lb. Packed in assorted cases or crates if desired.

Pure Orange Marmalade—Guaranteed finest quality. 12-oz. glass jars, 2 doz. in case, \$1.10 per doz.; 16-oz. glass jars, 2 doz. in case, \$1.50 per doz.; pint sealers, 1 doz. in case, \$2.25 per doz.; No. 2 tins, 2 doz. in case, \$2 per doz.; No. 4 tins, 2 doz. in case, 35c per tin; No. 5 tins, 9 in crate, 42½c per tin; No. 7 tins, 12 in case, 57½c per tin; No. 7 wood pails, 6 in crate, 57½c per pail; 30-lb. wood pails, 8c per lb.

**JELLY POWDERS.**  
**WHITE SWAN SPICE AND CEREALS, LTD.**  
 White Swan, 15 flavors, 1 doz. in handsome counter carton, per dozen \$0 90  
 List Price.  
 "Shirriff's" (all flavors), per doz. 0 90  
 Discounts on application.

**YEAST.**  
 White Swan Yeast Cakes, per case, 3 doz. 5c packages 1 15





## Western Canada Representation

United States, European and Eastern Canada manufacturers have found it particularly profitable to have their accounts in Western Canada handled by a reliable firm on the ground.

### **"Come out of the Dark"**

You can do a big selling business in Western Canada if you have organized representation. The people in this centre of activity are liberal buyers and profit payers, and our connection with this trade makes us the proper representatives for you.

We have warehouses in five great distributing centres, and our representatives are in constant touch with the trade at all times. We will be pleased to handle your account.

**NICHOLSON & BAIN,** Wholesale Commission Merchants  
and Brokers

HEAD OFFICE, - - WINNIPEG, MAN.  
WINNIPEG REGINA SASKATOON EDMONTON CALGARY

## MEADOW CREAM SODAS

"AS SMOOTH AS THE NAME IMPLIES"

There are FIFTY to the pound, being the **LIGHTEST**, and **MOST CRISP** cracker made.

That means we have the largest package on the market and the best value.

Manufactured by the

**W. J. CROTHERS Co. Ltd.**  
KINGSTON - - ONTARIO

## Every Grocer Knows

—that the faster his stock moves, the more money he makes—

—that well advertised goods not only move faster than others, but that they are also easier to sell.

## HEINZ 57 VARIETIES

Pure Food Products

are always well advertised.

Millions of people already know their goodness—others are learning about them every day.

Need we offer you any better reason for keeping an eye on your stock to see that you never run out of these good sellers.

**H. J. HEINZ COMPANY**



THE WORLD-FAMOUS  
**Georgian Bay Apples**  
(Beaver Brand)

Every barrel we put our Brand on the quality goes in before it is branded, and it is worth the money. We are now packing Fall Apples, and can quote right prices on car lots or less.

Winter Apples, good % of Spies and 60 to 75% No. 1 in a car. Full Government Standard. We can now quote prices for future shipment.

We are also handlers of Potatoes, Live and Dressed Fowl, Butter, Eggs and all farm produce.

Beaver Brand Evaporated Apples. We can now quote prices on cars or less. Good, bright, prime, well cured stock. Write or wire us when in need of any of the above.

**ELLIS BROS.**

MEAFORD, - ONTARIO

PHONES:

Nights and Holidays. 175  
Shipping Office. 79  
Evaporator. 177

**Georgian Bay Apples**

We will be packing 10,000 barrels for fall delivery. The quality in this district is fine this year.

Prompt attention and first-class service.

WRITE AT ONCE

**LEMON BROS.**

Owen Sound, Ontario

**It affects your "pocket"**

The Pocketbook is the Barometer of all successful business men—so the superior quality of

**"St. Nicholas"**

Lemons is the "Something Different" that appeals to you, because it affects your Barometer.

**J. J. McCABE**

Agent

Toronto, - Canada

*Thorne's*  
**CONFECTIONERY**

Plain Chocolates, Chocolate Creams, Milk and Nut-Milk Chocolate, Clear Gums, Fruit Pastilles, Bright Gums, Crystallized Gums, Toffee and Caramels are all as good as Thorne's "Health" Cocoa, and that's one of the best Cocos made.

Thorne's candies are appreciated by the kiddies—"grown ups" too. You will appreciate the profit on these lines.

Prices and samples on application to

**HENRY THORNE & CO., Ltd.**  
The Cocoa Works  
LEEDS, ENGLAND



**Every Box a Trade Bringer**

Prevail upon your customers to take a box of

**White Dove Coconut**

as a trial. Its genuinely good quality will make it exceedingly popular, and serve you as a good trade bringer.

The demand is great—the profit is good—Order NOW.

**W. P. Downey**  
MONTREAL, QUE.

**NATION'S CUSTARD POWDER**

The dainty, delicious dessert sold by leading grocers from coast to coast, and always in season.

**Nation's Egg Powder**



AGENTS:

C. Gyde, St. Xaviour St., Montreal  
F. Coward, Toronto  
(For Ontario.)  
The W. H. Escott Co.,  
Winnipeg, Man.  
McKelvie, Cardell, Ltd.,  
Calgary, Alta.  
Distributors, Ltd.  
Edmonton, Alta.

Samples free by post.

**Finest Bright  
Sweet Potatoes**

Packed in New Jersey, under the "WHITCO BRAND," in hampers about 50 lbs. net. The only kind and style of package that give satisfaction.

**CAPE COD CRANBERRIES**

First of new crop. Genuine Cape Cods. Fine dark color.

Don't forget us when you order oysters.

**WHITE & CO., LTD.**

Wholesale suppliers to the trade in  
FRUIT, FISH AND PRODUCE

TORONTO and HAMILTON

**GRAPES**

Although about three weeks later than usual, the quality of the grapes this year is excellent. Let us have your order for what you need for your Fall Fair.

**CARLOAD LOTS A SPECIALTY.**

Special prices in lots of 100 to 1,000 Baskets.

We ship direct from vineyard.

**THE HOUSE OF QUALITY.**

**HUGH WALKER & SON**

Established 1861

GUELPH and NORTH BAY

**LAURENTIA MILK**

Always pure and sweet

U should sell it

Result of scientific research

Everybody will want it

Nutritious and wholesome

Tastes like cream

It is homogenized

A boon to invalids

Milk only—no ingredients

Infantile mortality is reduced

Let us prove our claims

Keeps indefinitely.

Send for prices and descriptive literature

**LAURENTIA MILK CO., Limited**

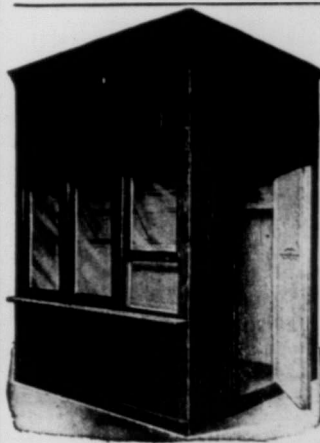
371 Queen Street West, Toronto, Ont.



**Eureka Canada's Sanitary Refrigerator**

**THE GREATEST**

Dry air circulating Refrigerator of the age.



This is the Refrigerator that has become famous from Coast to Coast.

More of them are used by Butchers than all other patented Refrigerators combined in Canada.

Made all sizes and prices for every purpose.

WRITE FOR CATALOGUE AND PRICES

**Eureka Refrigerator Co., Ltd.** 54 NOBLE STREET TORONTO

Montreal Representative

JAMES RUTLEDGE - Telephone St. Louis 3076

Distributing Agents, WALTER WOODS & CO., Winnipeg

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

**"BABBITT'S"**  
IS A  
**CONCENTRATED  
SOAP POWDER**  
OF WONDERFUL  
CLEANSING POWER



It pleases the housewife because of its efficiency and economy. This makes it a steady, regular seller—an active package that never stops earning profits for the grocer. PUSH ITS SALE and tell your customers about our Premium Store, 396 St. Paul Street, Montreal, Canada.

**B. T. BABBITT, INC.**  
NEW YORK



**Century  
SALT**  
EAGER HANDS POINT

to Century Salt because the quality backs up everything we claim for it. Century Salt is well advertised and has won the attention and favor of the public. Just stock "Century Salt"—the best for table and dairy—and your customers will keep it moving. We ship promptly.

**THE DOMINION SALT CO.**  
LIMITED  
SARNIA, ONT.



Within the next few weeks every dealer will be interested in securing a supply of good Brooms. Let us suggest that you try the

## KEYSTONE BRAND

this season. They are always reliable, always uniform in quality and always reasonable in price.

We guarantee that you will have no kick from your customers if you sell our Brooms.

**STEVENS-HEPNER CO., Ltd.**

Port Elgin, Ont.,

Canada



### AN ATTRACTIVE DISPLAY

The above photographic interior view of a modern grocery gives a fair idea of the attractive appearance of a nicely arranged stock of goods—the appearance is half the battle. This shelving is supported by our

### Patent Adjustable Brackets

Convenience and the elimination of unsightly obstructions—one long, uninterrupted stretch of space for the display of goods—are a few of the features of these brackets.

Write for information, prices, etc., stating whether your building is brick or frame.

**THE PIQUA BRACKET CO.** Sole  
Manufacturers  
PIQUA, OHIO.

**FIS**

**Ca**

Canada Table  
Canada Crate  
Canada Strip

**LARGE DRIE**

Fish are fis  
with the wor  
unequaled.

**THE**

Selling Bra

**FISH**



**FISH**

**Orders Now Being Rushed Everywhere  
for**

**Canada Pure Boneless Cod**

THE LEADER

WHAT THEY ALL WANT

GET IT IN NOW

BONELESS FISH.

Canada Tablet .....20 1 lb. Tablets.

Canada Crate .....12 2 lb. Boxes.

Canada Strip .....30 lb. Boxes, Whole Strips

Atlantic Special .....20 lbs., 1 lb. and 2 lb. Blocks

Mariner Brand .....25 lbs. Bulk.

Cod Bits .....25 lbs. Bulk.

SKINLESS FISH.

Eastern Fifties .....50 lb. Boxes.

Eastern Hundreds .....100 lb. Boxes.

Wholesalers:—We can supply

LARGE DRIED CODFISH BY THE QUINTAL. LARGE FAT JULY SALT HERRING BY CAR LOAD.

Fish are fish the world over, but the quality of prepared fish depends entirely on the skill of those entrusted with the work. Years of experience on our part have resulted in our being able to offer you goods **absolutely unequalled. WE HAVE THE SKILL.**

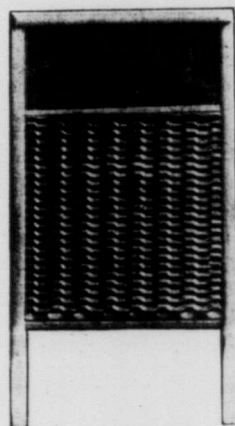
Ask Your Wholesaler

**THE NORTH ATLANTIC FISHERIES LIMITED**

SUCCESSORS TO THE HALIFAX COLD STORAGE CO., LIMITED

Selling Branch : 47 WILLIAM STREET,

MONTREAL



**Let Us Demonstrate**

the selling qualities of

**CANE'S  
WASHBOARDS**

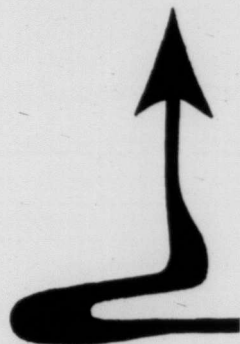
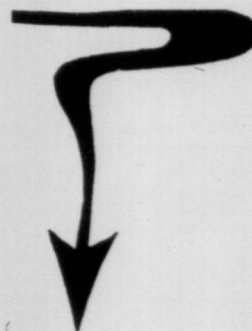
by sending you an order on trial. Place these beside any other make and see which one your customer will choose. Experience has proven that "Cane's" is invariably the choice, especially of those who are acquainted with the service-giving qualities.

**NOT HIGH-PRICED**

but are superior in quality to most expensive ones. We have a board at a price to suit every prospective buyer.

*Write for complete catalogue at once.*

**The Wm. Cane & Sons Co. Ltd.  
Newmarket, Ontario**





**Stuhr's  
DELICACIES.**

**Genuine Caviare,  
Anchovies in Brine,  
IN TINS AND GLASSES.**

Sold by all High-class Provision Dealers.

C. F. STUHR & CO., HAMBURG

**You Want  
A Genuine  
Business**

and your customers want genuine Fels-Naptha. You can only make an imitation of a business by selling imitation articles. If your customers can't depend on your goods and your word, you can't depend on holding them.



**THE COCOA OF HIGHEST FOOD VALUE**

THE IDEAL BREAKFAST AND SUPPER BEVERAGE FOR ALL WEATHERS.

**EPPS'S**

Agrees with everybody forming one of the most digestible and nourishing articles of diet known.

GRATEFUL AND COMFORTING CHILDREN THRIVE ON EPPS'S

**Epps's Milk Chocolate** melts in the mouth with a delightful smoothness and a lingering delicacy of flavor.

Special Agents: WILLSON & WARDEN, Toronto. Manitoba: BUCHANAN & GORDON, Winnipeg  
FORBES & NADEAU, Montreal J. W. GORHAM & CO. Halifax, N.S. C. A. MUNRO, St. John, N.B.

**ANCHOR BRAND FLOUR**

is pure, wholesome and reliable at all times. It is quite different from ordinary flour and will make the most of your baking.

Manfd. by Leitch Brothers Flour Mills, Oak Lake, Man.

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

Nature has solved the problem of distribution. It uses a multitude of agents to effect the distribution of its products. Nature does not expect every seed to fall upon fallow ground and to take root. But, it achieves a profitable percentage upon its distribution. This is all that an advertiser has to do to reap a profitable harvest on his outlay.

**Frequency of Sailings**

Every eleventh day a Pickford & Black steamer leaves Halifax for Bermuda, St. Kitts, Antigua, Barbados, Trinidad and Demerara; the round trip occupying thirty days. For further particulars apply to

**PICKFORD & BLACK, LIMITED**  
HALIFAX, N.S. Agents

**OAKEY'S**

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

**'WELLINGTON'**  
**KNIFE POLISH**

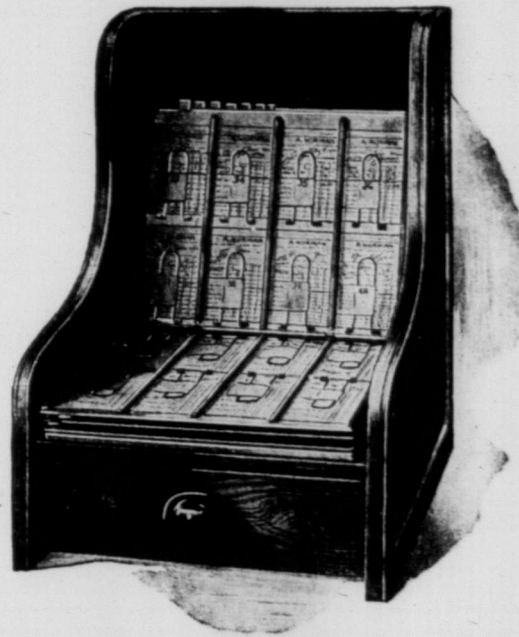
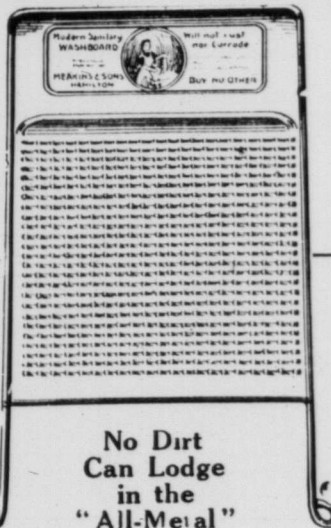
**JOHN OAKEY & SONS, Limited**  
Manufacturers of  
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.  
**Wellington Mills, London, England**



### When In Doubt

as to the kind of washboards you will next order, you will make no mistake if you specify Meakin's Sanitary Washboards. It is the modern all-metal board that does not rust or corrode, and will outwear the old-fashioned wooden kind many times. If the dealer makes this talking point the economy will appeal to the housewife, and sales certain.

## Meakins & Sons Hamilton - Ontario



With the proper system of account keeping you can put an end to accounting worries and know the amount of accounts outstanding at a glance.

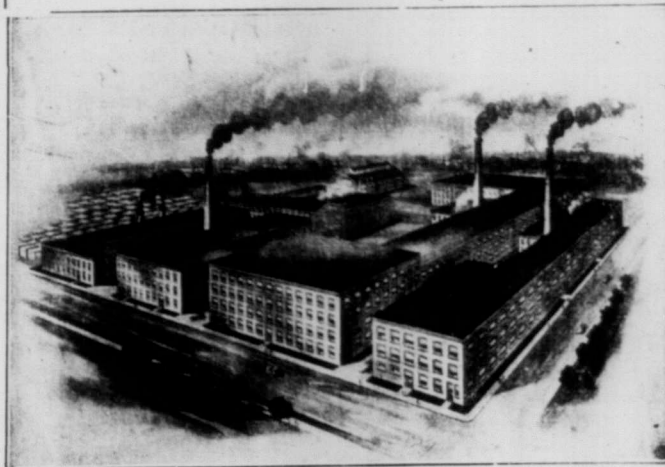
## The ULLMAN Account Register

is the safest, simplest, quickest, surest to charge and most satisfactory of any system on the market. It satisfies the customer as well as the merchant. There is a decided advantage to the grocer who uses an Ullman Account Register. The customer knows, every time he makes a purchase, how much he owes, and naturally tries to keep it as low as possible. Put in an Ullman Account Register and stop the incessant night work and worry of retail book-keeping.

Send for illustrated booklet or ask for demonstration.

We want dealers to handle the Ullman Account Register in some localities.

## The Hamilton Incubator Co., Ltd. Hamilton, Ontario



FACTORY AT HAMILTON



### Why Don't You do Like Him?

H. J. Buckley, of Moberly, Mo., who bought a No. 84 Kingery Corn Popper with Peanut cylinder extra for \$94.00.

He writes that the machine is doing fine. I pay \$40.00 per month rent and have four people employed, and machine pays rent and help.

Now to get at his profits in this little, big business, let's do a little figuring. Rent \$480 per year. Four clerks at \$5.00 per week each, \$1,040, total \$1,520, or 15 times the cost of his machine. Did you ever add anything to your business that beats it? In some cases they have earned more net profit than that of the business of the entire store. Furthermore, its attractiveness turns the eyes of passersby upon your store. Often it is the agent of sending them in. It helps the business in the store. The Kingery Peanut Roasters and Corn Poppers are of many kinds and styles—Steam, Electric, Spring and Hand Power. Ranging in price from \$8.50 to \$350.00. Sold on liberal instalments.

You should have Kingery's Book of Possibilities and Catalog No. 39. They are free.

**KINGERY MFG. CO.**  
Cincinnati, Ohio



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

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

St. George Evaporated Milk, 4 dozen in case	-	\$3.50
Princess Condensed Milk, 4 dozen in case	-	\$4.20
Banner Condensed Milk, 4 dozen in case	-	\$5.00

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

**J. MALCOLM & SON**  
St. George Ontario



is the ideal chocolate for cooking and drinking purposes. Is especially suitable for icing cakes, making fudge, etc. Your customers want and should be given only the best—MOTT'S

**JOHN P. MOTT & CO.**

MANUFACTURERS

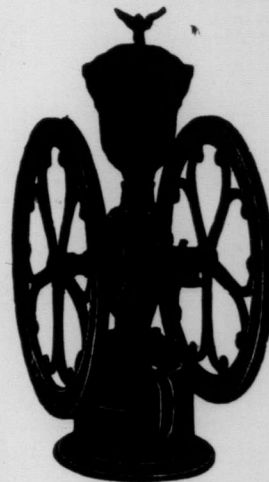
HALIFAX, NOVA SCOTIA

### YOU ARE THE MAN WE WANT

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

### ELGIN National Coffee Mill

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



Ask any of the following jobbers for our illustrated catalogue  
WINNIPEG—G. F. & J. Galt (and branches); The Cudville Co. (and branches)  
VANCOUVER—The W. H. Malkin Co., Ltd.; Wm Braid & Co.; Kelly, Douglas & Co., Ltd.  
HAMILTON—James Turner & Co.; Balfour, Smye & Co.; McPherson, Glassco & Co.  
TORONTO—Eby, Blain, Ltd.; R. B. Hayhoe & Co.  
LONDON—Gorman, Eckert & Co.  
ST. JOHN, N.B.—G. E. Barbeur & Co.; Dearborn & Co.  
REGINA, Sask.—Campbell, Wilson & Smith.  
MONTREAL—The Canadian Fairbanks Co. (and branches).  
EDMONTON, Alta.—The A. MacDonald Co.

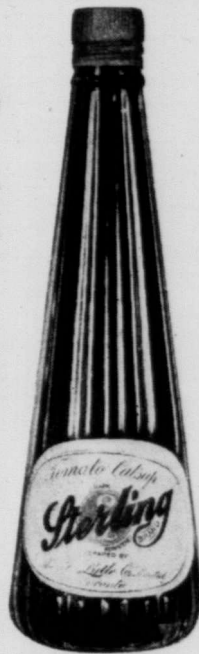
**Woodruff & Edwards**  
CO.

ELGIN, U.L., U.S.A.





Make a  
Showing in  
Your  
Window or  
on Counter  
of  
**Sterling  
Brand  
Pickles  
and  
Catsups**



they will attract the custom of the best class of people in your community. It will pay to keep "Sterling" Brand goods always in front. Their merit gives them a front position.

WRITE FOR PRICES.

**THE T. A. LYTLE CO. LIMITED**

Sterling Road, - Toronto

## Paterson's Worcestershire Sauce

sells quickly and repeatedly, pays good profit and satisfies the customers. It has that piquant deliciousness that adds zest to the appetite. Made in Scotland, under the best factory conditions.



**ROWAT & CO.**

GLASGOW, SCOTLAND

CANADIAN DISTRIBUTORS:

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



## OUR FAMOUS LEADER

Brunswick Brand Sardines in oil have been our leader for many years, and are holding the foremost place among Canadian packed sardines.

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

1/4 Oil Sardines	Kipperd Herring
3/4 Mustard Sardines	Herring in Tomato Sauce
Finnan Haddies	Clams
(oval and round tins) Scallops	

**CONNORS BROS., Limited**

Black's Harbor, N.B.

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



## Continental Germ Proof Paper Bags

The Superior Quality of Continental Paper Bags for Grocers and Confectioners' Use is the result of expert selection of Raw Materials and constant attention to all the minute details of Bag Craftsmanship.

Through all the varying conditions of the Trade, the Continental Bag and Paper Company, Limited, have maintained one Quality—the Best.

Ours are no Higher Than Others' Prices.

**THE CONTINENTAL BAG & PAPER COMPANY, LIMITED**

OTTAWA, ONTARIO

**DISTRIBUTORS:**

ONTARIO: The Victoria Paper & Twine Co., Ltd., Toronto; Walter Woods & Co., Hamilton; The Davidson & Hay, Ltd., Toronto; The Young Co., Ltd., North Bay and Sudbury.  
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**"LA VIERGE"**

**The Virgin Brand  
EXTRA SUPERIOR QUALITY**

The Standard Castile Soap of Marseille

Daily output about 100,000 lbs.

CAUTION:—Other castile soaps are offered on the market closely resembling the VIRGIN BRAND. Insist on the genuine, stamped: "LA VIERGE"—"FELIX EYDOUX"—Marseille.

**LAW, YOUNG & CO., Montreal**

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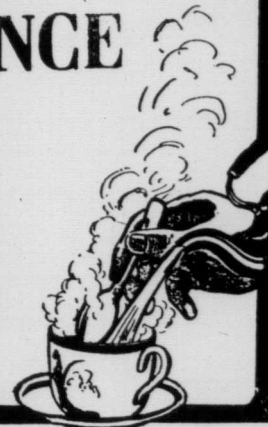
## SYMINGTON'S COFFEE ESSENCE



will satisfy your most discriminating customers. It is prepared from the choicest Coffee, and is the only Coffee Essence that retains the flavor and fragrance of the Coffee Bean. Its economy and handiness make it indispensable to every housewife.

**Thos. Symington & Co., Edinburgh and London**

AGENTS:—Ontario—Messrs. W. B. Bayley & Co., Toronto. Quebec—Messrs. F. L. Benedict & Co., Montreal. Vancouver and Winnipeg—Messrs. Shallcross, Macaulay & Co.



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

## AURORA COFFEE

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

**W. H. GILLARD & CO.,**

**Wholesalers**

**HAMILTON, ONT.**

**RA**

**No Odor**

It mumm simply DRY Will not Rat Corn out a doubt the only or or disagree: A trial v

**Retail Prices:**

15c Can  
25c Can  
50c Can  
1.00 Can

Window in assorted

**Canada**  
193 Adel

**Tu**  
**Orin**

**NO**

**A LIT**

**Ham**

# RAT CORN



**Kills Rats and Mice**  
**No Odors or Smells. No Poison**

It mummifies them. No matter where they die, they simply DRY UP. Positively do not smell.

Will not kill cats, dogs or man.

Rat Corn is a new and scientific discovery, and without a doubt the greatest rat destroyer in the world; the only one that kills rats without any bad, dangerous or disagreeable effects.

A trial will convince you—sells on sight.

Retail Prices	Wholesale Prices		
	Doz.	Gross	
15c Can	\$1.20	\$14.40	One dozen in box for counter
25c Can	2.00	24.00	Display.
50c Can	4.00	48.00	Half dozen in box for Counter
1.00 Can	8.00	96.00	Display.

Window display with each order. Write for special prices in assorted gross lots.

**Canadian Rat Corn Co., Limited**  
193 Adelaide St. W. TORONTO, ONT.

# TOBACCO DON'TS

**Don't** say "I haven't it" when a customer asks for tobacco, say "I'll get it."

**Don't** think you can't sell tobacco, because **you can**. You have the best of chances.

**Don't** wait for the man to ask you for it. Point it out to him. In short, tell the women to tell their husbands you are carrying tobacco.

**Don't** make any mistake about the names of the leaders. They are

**Master Mason - - Smoking**  
**King George's Navy - Chewing**  
**Maple Sugar - - - Chewing**

**The Rock City Tobacco Co.**  
Quebec Winnipeg

# Tuckett's Orinoco Tobacco

**NO BETTER  
JUST  
A LITTLE MILDER  
THAN**



## Tuckett's Myrtle Cut Tobacco

WHICH HAS THE LARGEST SALE IN CANADA.

**TUCKETT LIMITED**

**Hamilton.**

**Ont.**

**CLASSIFIED ADVERTISING**

**TO BISCUIT AND CANDY MANUFACTURERS**

A YOUNG AND PROGRESSIVE FIRM OF manufacturers' agents desires to represent a first-class line of Eastern Canadian biscuits and candies in the Edmonton territory. Cold storage and first-class connection with trade, selling direct to retail trade. Address Box 446, Canadian Grocer, Toronto.

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ESTABLISHED GROCERY BUSINESS FOR sale in growing city. Best location in the city. Enquire on premises or write. Frank Hutton, Windsor, Ontario.

**SITUATION WANTED**

ENGLISH COMMERCIAL TRAVELLER open for engagement Jan. 1, 1913, with good Canadian firm as travelling representative in England, South Africa, Australia, or Canada. Highest references. Reply Post Office Box 482, Toronto, Ontario.

F. E. R. CASTELBERG, 396 Boulevard Emile Bockstael, Brussels, is open to represent a high class firm in France and Belgium.

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

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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.

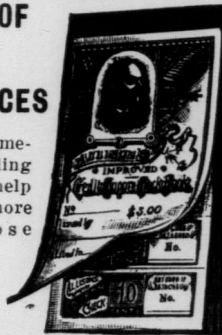
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THE "KALAMAZOO" LOOSE LEAF BINDER is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet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

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

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Let simplified methods of handling credit accounts help you to make more money and lose less.

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They make credit business practically same as cash.

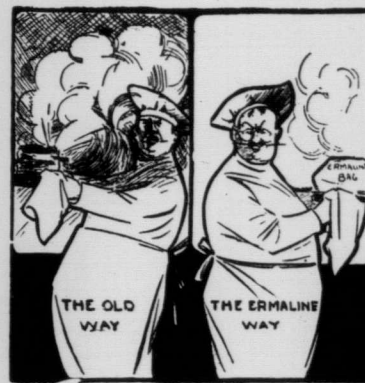
**Here's How They Work:**

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

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**Compare the Two Methods. Which Do You Prefer?**



The continued growth in the demand for the

**Ermaline Bag**

is simply proof that the Canadian housewife has "caught on" to this form of cooking and

**Is Pleased**

A little salesmanship is all that is necessary to make a nice profit from Ermaline Bags. If you are a salesman, write for samples, if not, you had better start to be, so write at any rate.

**Edward Lloyd**

LIMITED MONTREAL



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AGENTS:—C Sutherland, Mann, West



## Every Household Has Use for Arrowroot!

Day by day hundreds of people are learning the wonderful food properties of St. Vincent Arrowroot. Large manufacturers of biscuits and chocolates find that their products which contain this popular food are the choice of consumers.

### ST. VINCENT ARROWROOT

can be made up into so many and so delightful dishes that its popularity is easily explained. Medical science is loud in its praises of St. Vincent Arrowroot as a dish for infants and invalids, because it is so strengthening and easily digested.

You have but to acquaint your trade, Mr. Grocer, with the fact that you have St. Vincent Arrowroot and you can be sure of a steady sale. There's good money in it, too.

Write the Secretary for information and samples.

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KINGSTOWN, ST. VINCENT, B.W.I.

AGENTS: Wallace Anderson, 49 Wellington Street, Toronto. L. H. Millen, Hamilton, Canada



“GLOBE”

### Macaroni Vermicelli

are lines which you can hand to the customer without fear of complaint. In other words, you can stake your reputation on them.

Made in a spotlessly clean factory from the purest of ingredients.

Ask nearest agent or write direct.

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Registered

AGENTS:—Quebec: Boivin, Grenier & Cie., Ottawa: A. M. Sutherland, St. John: J. Hunter White, Toronto: C. C. Mann, Western Provinces: Tees & Persse Ltd., Winnipeg.

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Are a Healthy Food



By Special royal permission

MEDICAL science tells us that the sardine supplies an excellent proportion of nitrogenous material, so it becomes a real and economical food. With

### KING OSCAR BRAND SARDINES

on your shelves you have a sardine stock that will win and hold your best trade. The careful preservation in the cooked state in pure olive oil precludes contamination. Sell the best—“King Oscar.” There's satisfaction to customers and good profit to you in the sale.

CANADIAN AGENTS

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(J. A. Henderson)

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THE BEST



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Special Advertising and Samples  
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This is a  
Positive  
Fact:



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Baking Powder**

Is what good  
baking powder  
ought to be.

No Acids  
No harmful  
ingredients.

**A. W. HUGMAN, Limited, Montreal**

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**JAM "King" Compound JAM**

The purest of ingredients only used, and the utmost care taken in their preparation—these are two of the main features of the manufacture.

Give us a Trial. Ask Agents or Write.

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The Original Stock Food.

Has been awarded  
three diplomas.

Packed in artisti-  
cally finished tins.

Can't spoil.

We want one dealer  
in each town to  
handle this high-  
class line. Make  
this a lever towards  
securing all the  
farmer's trade.

50 Per Cent. Profit Guaranteed.

**Quinquinol Stock Food Co.**

69 St. Timothee St., Montreal

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## NOTHING ELSE WILL DO

They got the habit early in life, and it lasts—as youngsters they are told to get

## WINDSOR TABLE SALT

—and they get it—any other salt is refused—then, and when they are “grown ups.” Cultivate this habit and retain the good will from first to last by offering Windsor Salt first.

**THE CANADIAN SALT CO.,**  
LIMITED  
WINDSOR - - ONTARIO



## What More Can Any Dealer Wish

than a line or an article that sells well, pays well, and satisfies the buyer. Such an article is SOCLEAN (the original dustless sweeping compound). The housewife who has once used it and gets acquainted with its

dust-laying, cleaning and labor-saving qualities, is enthusiastic and tells her friends about it.

You should introduce it widely just at this time—fall housecleaning is or will soon be in full progress—it is an opportunity for you.

Mention the enlarged 25c pails and the reduction of the price of the 50c and \$1.00 pails to 40c and 75c respectively. The quality could not be improved so we improved the quantity.

## SOCLEAN LIMITED

“The Originators of Dustless Sweeping”

TORONTO

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## AGENTS

### Here's A Winner



## Auto-Roach Killer

The surest exterminator of the detestable roach and all other insects. Positively guaranteed to kill.

Put up in neat tin with funnel attached, through which powder can be shot into crevices where insects abound.

*Big Profit All Round.  
Write for Territory.*

**AUTO-ROACH KILLER Company**  
Montreal

We have cleared the largest factories in the city here of all insects, and can produce testimonials.

## THERE IS

a regular and certain way for grocers to obtain steady profits and give consumers satisfaction.

It is by recommending and selling standard goods.

In matches you want a line where every match is a sure light — no broken stems, etc., such a line is the DOMINION SILENT MATCH. Have you it?

**DOMINION MATCH CO., LIMITED**  
DESERONTO, ONTARIO

Or The Canada Brokerage Company, Limited, Toronto, Ont.;  
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Montreal, Que.; J. B. Renaud & Co., Quebec, Que.; J. A. Tilton,  
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**F** you are looking for a good Jam, a reasonably priced line, one that contains all the freshness and deliciousness of the ripe luscious fruit, a line that is uniform in quality and will satisfy your customers—THEN get the *L. & B. Banner Brand* high quality Jams & Jellies.

The profits are good and your customers come back for more.

**LINDNER & BENNER**

Phone Park 2985

291 Arthur St., Toronto

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**LAING BROTHERS**

Wholesale Grocers

WINNIPEG, - MANITOBA



With  
**SELECT VALENCIAS**

Costing 8 Cents

**THE WISE ONES**

Are Getting In Their

**ORDERS NOW**

For Californias

**MATHEWSON'S SONS**  
Montreal

# How is Your Wine Stock?

Below are a few leading lines which you should undoubtedly feature if you want to serve your customers best and have them count you as one of the up-to-date dealers.

- Bacchus Wines ..... King of Appetizers
- Banyuls Bartissol Wines .Famous Digestive
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**Piper Heidsieck**

**THE LEADER**

**Piper Heidsieck**

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Alimentary Preserves.

"F. Lecourt" Mushrooms are high-class lines worth asking about.

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Bickle, J. W., & Co.  
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Brantford Oven &  
Brown Mfg. Co. .

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Canadian Coconut  
Canadian Rat Cor  
Canadian Salt Co  
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Chivers & Sons, Lt  
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Comte's Coffee ...  
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Downey, W. P. .

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THE CANADIAN GROCER

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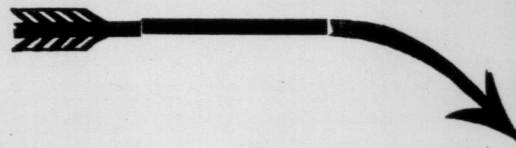


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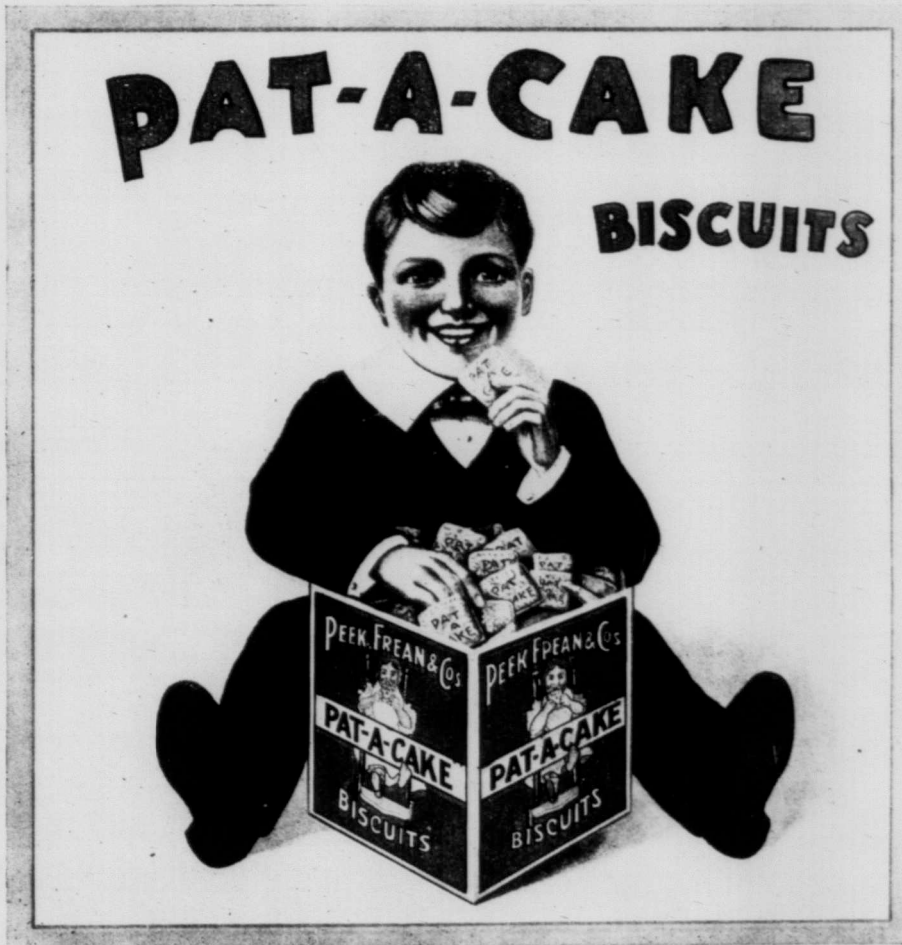
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