

THIS IS THE 1,350th ISSUE OF

# CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVII.

PUBLICATION OFFICE: TORONTO, OCTOBER 24, 1913

No. 43

## Remember, Mr. Grocer— Grape-Nuts

Is in a class by itself.

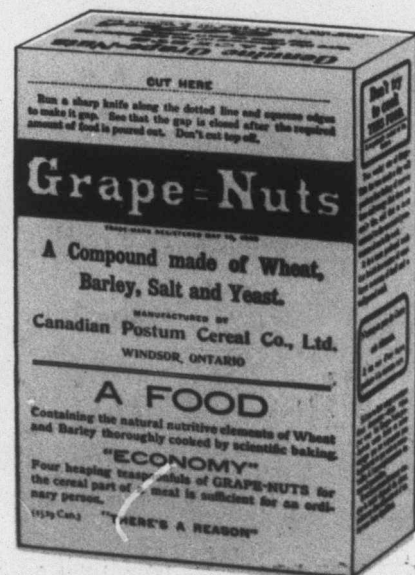
Its users are the families considered your best trade—thinking people who **know what they want.**

When a Grocer introduces a package of Grape-Nuts into a family, he starts a line of trade which is little disturbed by competition—a line of trade that will insure continued profit from the steady trade of that family.

The profit is good. There's no risk, because the **sale of every package is guaranteed.**

**“There's a Reason”  
for pushing Grape-Nuts**

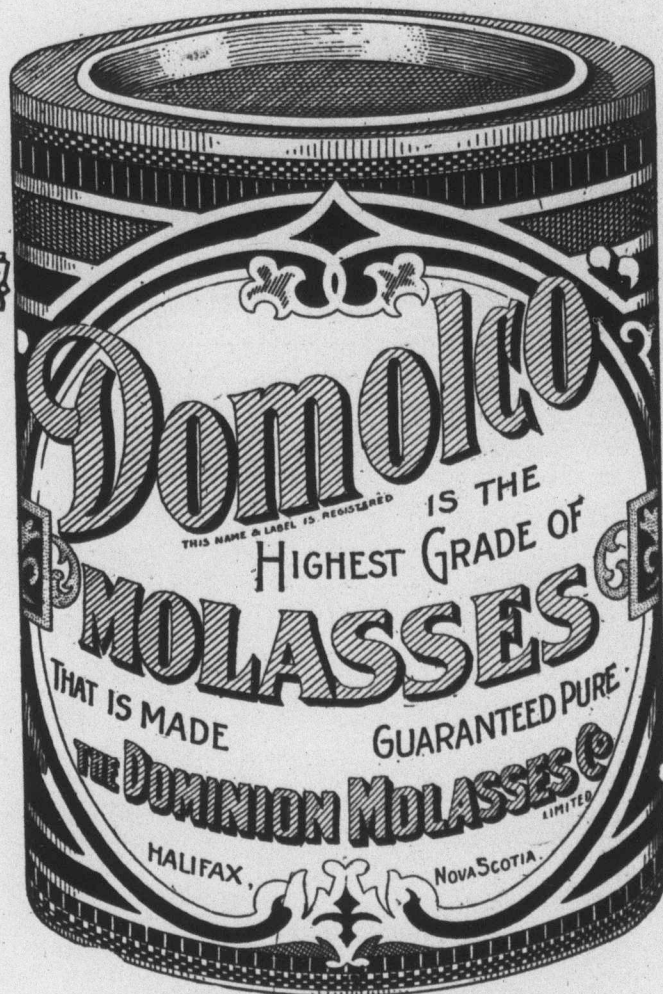
CANADIAN POSTUM CEREAL CO., LTD.,  
WINDSOR, ONT.





Delicious  
Pure and  
Wholesome

A High  
Grade  
Molasses



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Note the  
registered  
label

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The people  
will ask  
for it

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## THE TASTE THAT GROWS

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

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

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

Write to-day for prices, etc.

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### The Dominion Molasses Co., Limited

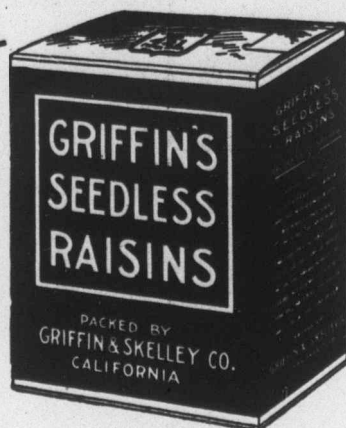
HALIFAX, N.S.



## “Griffin & Skelley” Sterilized Prunes

Griffin & Skelley pack **only** Sterilized Prunes — Sterilized with hot steam — Not dipped — No abnormal shrinkage — No living animal matter—No bacteria or germs—when “Sterilized” in this way. If seeking highest quality in Canned Fruits, be guided by the reputable name of “Griffin & Skelley,” and you’ll be absolutely safe.

**The Best Only  
Always the Best**



## Seedless not Seeded

A distinct fancy variety of **Absolutely Seedless Raisins** cured in the sun. Most highly flavored, most wholesome and the cleanest. The Griffin & Skelley line of dried fruits and vegetables are known as the standard for evenness of quality and packing. Your customers will appreciate it if you sell them this pack.

## “Griffin & Skelley’s” Canned Fruits

Canned Apricots, Canned Peaches, Canned Grapes, Pears, White Cherries, Black Cherries, Blackberries, Damson Plums, Egg Plums, Golden Drop Plums, Greengages, Raspberries, Strawberries and Pineapples—fruits of recognized canned excellence. By the name “Griffin & Skelley,” you shall know these products as safe canned fruits to buy and sell.

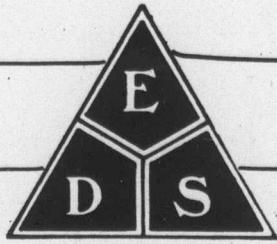
*We sell only the best of its kind*

# Arthur P. Tippet & Co.

AGENTS

MONTREAL - TORONTO





Everybody  
knows E.D.S.  
Jams and Jellies  
by Reputation



These quality fruit products are extensively advertised to the consumers throughout Canada. This, together with the high quality of these prepared fruits ensures big sales for the dealer.

E.D.S. Jams, Jellies, Marmalades, Catsups, etc., are absolutely pure. The Government Inspector has stamped his approval.

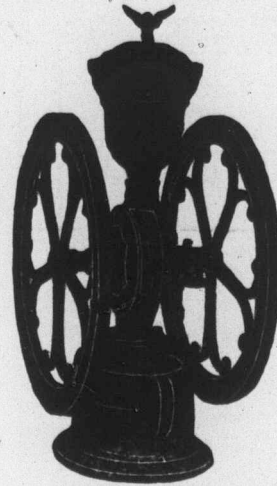
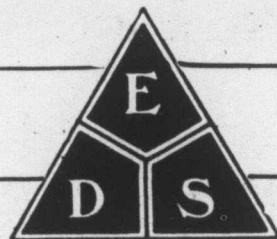
Send in your order now for new season's fruits for your holiday and Winter trade.

Made only by

**E. D. Smith & Son**  
Limited  
WINONA ONTARIO

AGENTS:

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

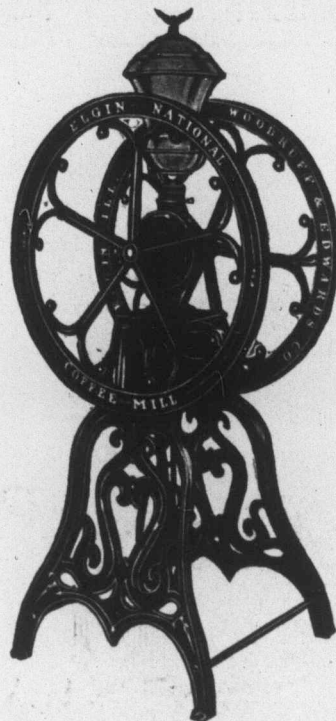


**3¼ pounds of Coffee  
ground in 1 minute**

This is what the larger Elgin National Coffee Mills will do—smaller sizes in proportion. Dealers certainly appreciate this speed and those who have taken the trouble to investigate this and the many other exclusive features of the "Elgin" know for a certainty that it cannot be beat and that is why so many have the "Elgin." Elgin National Coffee Mills are fitted with special adjuster and new force feed STEEL CUTTING grinders.

Write to any of these jobbers for illustrated catalog containing prices. Don't delay—Act to-day!  
MONTREAL—The Canadian Fairbanks Co. (and branches).  
TORONTO—Eby, Blain, Ltd.; R. B. Hayhoe & Co.  
HAMILTON—James Turner & Co.; Balfour, Simye & Co.; McPherson, Glasco & Co.  
LONDON—Gorman, Eckert & Co.  
ST. JOHN, N.B.—G. E. Barbour & Co.; Dearborn & Co.  
WINNIPEG—Blue Ribbon, Limited (and branches); the Codville Co. (and branches).  
REGINA, Sask.—Campbell, Wilson & Strathdee, Ltd.  
SASKATOON—Campbell, Wilson & Adams, Ltd.  
EDMONTON, Alta.—The A. MacDonald Co.  
CALGARY—Campbell, Wilson & Home, Ltd., and P. D. McLaren, Ltd.  
VANCOUVER—The W. H. Malkin Co., Ltd.; Wm. Braid & Co.; Kelly, Douglas Co.; Ltd.; Empress Manufacturing Co.

Made by **Woodruff & Edwards Co.,** Elgin, Ill., U.S.A.







### Banner Brand Jams

Genuine goodness in jams and jellies is the quality that induces customers to come back again and again.

If the deliciousness is there the dealer need not worry about the sales and profits.

**Banner Brand Jams** are as pure as fresh ripe fruit, pure apple jelly and the best granulated sugar can make them.

Put up in 2, 5 and 7-lb. gold lacquered tin pails, 30-lb. wood pails and 12-oz. glass jars.

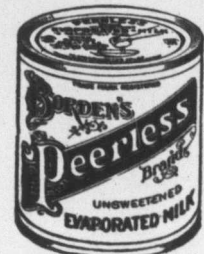
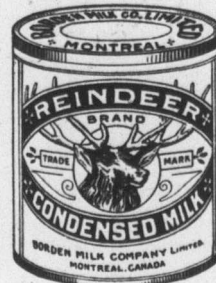
New season's fruits now ready. Write us or get in touch with our nearest representative.

#### LINDNERS LIMITED

340 Dufferin St., TORONTO  
Phone Parkdale 2985

#### REPRESENTATIVES:

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



The best that science can produce.

You will please your customers by recommending

# BORDEN'S

Milk Products

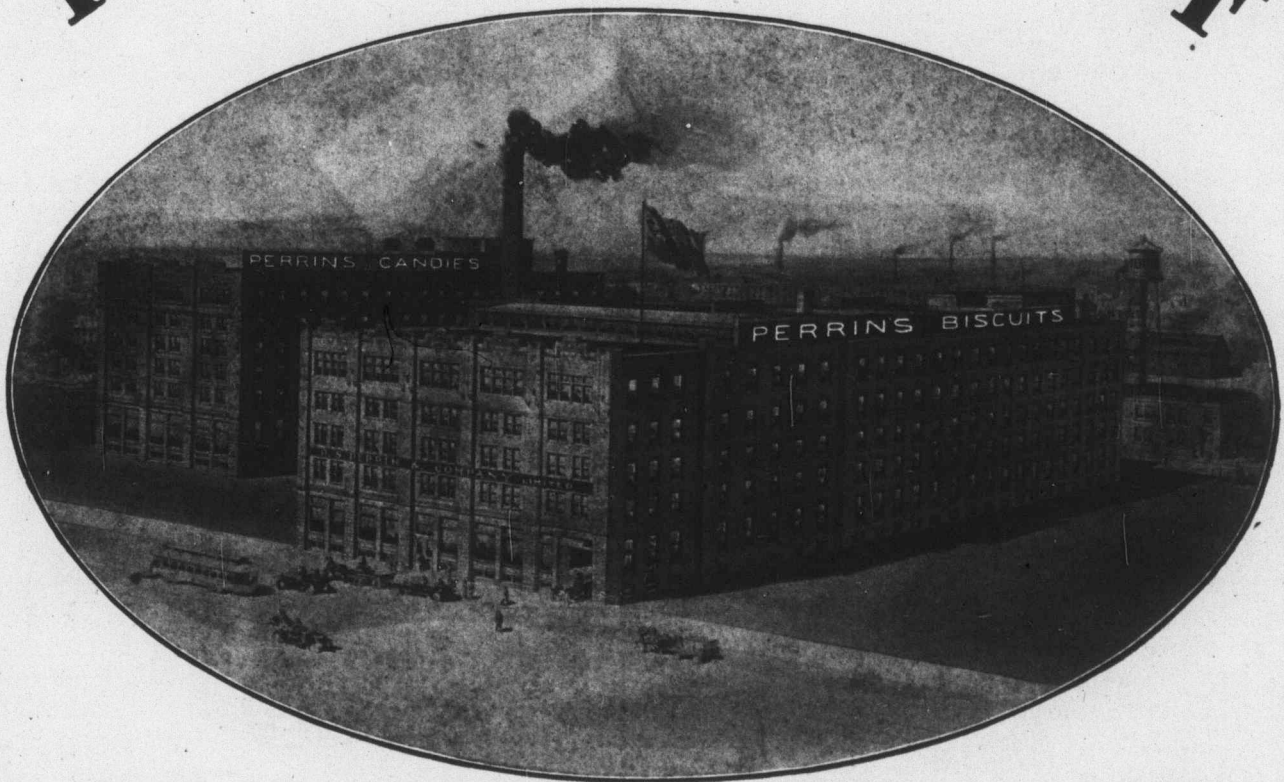
THE LEADERS OF QUALITY

Borden Milk Co., Limited  
"Leaders of Quality"  
MONTREAL  
Branch office: No. 2 Arcade Building  
Vancouver, B.C.



THE CANADIAN GROCER

THE NEW HOME OF



PERRIN'S BISCUITS

LONDON

CANADA



Simcoe Brand Baked Beans in their different styles—plain with chili or tomato sauce is the standard bean food of Canada.

The Simcoe Brand is very widely known from East to West, from North to South and everywhere known is the prime favorite. It is the family food, perfectly cooked and carefully prepared, by the most scientific process.

Few people appreciate the true-to-Boston bean flavor of the Simcoe Baked Beans as much as those who really know the flavor of the original Boston Baked Beans.

It is this appetizing flavor that makes the Simcoe Brand the most profitable for you to handle—that insures you quick, profitable turn-over.

***Order Your Winter's Supply Now.***

**Dominion Cannery, Ltd.**

HAMILTON, ONT.



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

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

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

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

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

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

**BALFOUR, SMYE & CO.,**

Wholesale and  
 Manufacturing Grocers

**HAMILTON**

**OLD  
 CALABAR**

DOG AND PUPPY BISCUITS

Agent—KENNETH H. MUNRO, Montreal

**ZIP HAND CLEANER**



Cleaned Hands before the other preparations were known. Manufactured long ago from a formula resulting from years of study. ZIP to-day holds premier place amongst hand soaps.

**ZIP ZIP ZIP**

Get that little word. "Zip" up your sales to high gear. Zip does just what the others do, but a great deal better.

Ask us about our premium plan. It increases sales all along.

**The Zip Mfg. Company, - Sutton, P. Q.**

AGENTS—R. E. Boyd & Co., Montreal; The Harry Home Co., Toronto; Leadley & Company, Winnipeg; A. Francis Turcot, Quebec, Que.; C. O. Genest & Fils, Sherbrooke, Que.

**B. CANNON & Co., Ltd.**  
 LINCOLN, ENGLAND

**PURE GELATINES**

Stocks:-Toronto, Montreal,  
 New York.

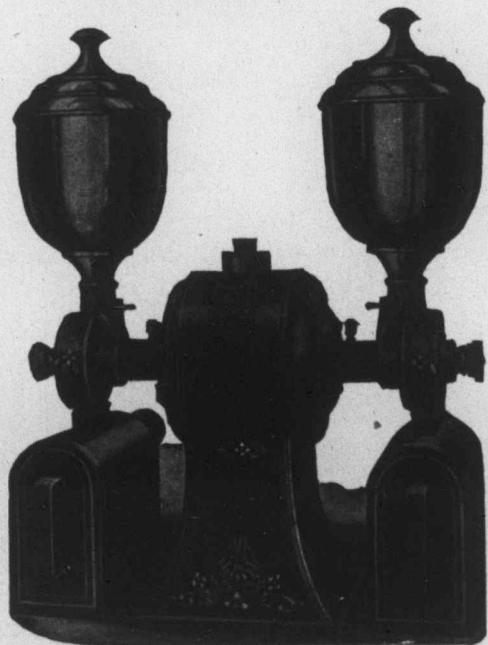
SOLE AGENTS

**FINEGAN & ELLIS**  
 506 Board of Trade Bldg.  
 TORONTO

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

One of our 12 new models. Wouldn't it be a good idea then to look into the Coles? It ranks with the best and meets your price.

26 models of electric machines. Makers of Hand Coffee Mills for twenty-five years.



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

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



"LE PHENIX BRAND" (Imported)

# ROQUEFORT CHEESE

FINEST FLAVOUR      HIGHEST QUALITY  
A PROFITABLE LINE TO HANDLE

## Our Fall Consignment Just Landed

WRITE FOR PRICES, STATING QUANTITY REQUIRED  
REQUIRED

**KIRKWOOD & SONS,** 176 Dupont St.  
TORONTO  
CANADIAN AGENTS

## CLEAVE'S <sup>Devonshire</sup> Cream CHOCOLATE Unrivalled!

The Cleave line of chocolates are necessary to your confectionery department if you wish to swell both sales and profits

### ATTRACTIVE 5 cent LINES

Devonshire Cream Chocolate (Plain)  
" " " Hazel-nut  
" " " Macaroon

Superb Lunch Chocolate (Plain)  
Chocolate Ice Wafer Biscuits

and other popular sellers made by

**JOHN CLEAVE & SON, LIMITED**  
CREDITON, DEVON, ENGLAND

Write for Prices to Wholesale Agents  
**FRANK DAVY & CO., 6 St. Sacrament St., Montreal**



## SYMINGTON'S SOUPS

One packet of any of the eleven varieties makes a quart of rich, nourishing, and wholesome soup.

The flavours are distinctive and delightful. Let any home-cook try these fine soups—just once!

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

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

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

If it's **BUSINESS** you want, Sir, H.P. Sauce will surely bring it along—

H.P. is no shelf-warmer, it's no sooner on than it's off again—  
off again to good purpose, too, to your customers and to you.

Don't **TRY** to do without

W. G. Patrick & Co., Limited, Toronto, Mont-  
real, Winnipeg and Vancouver.  
R. B. Seaton & Co., Halifax, N.S.  
The Midland Vinegar Co., Limited, Birming-  
ham, Eng.

# H.P. SAUCE



## “Rideau Hall” Coffee

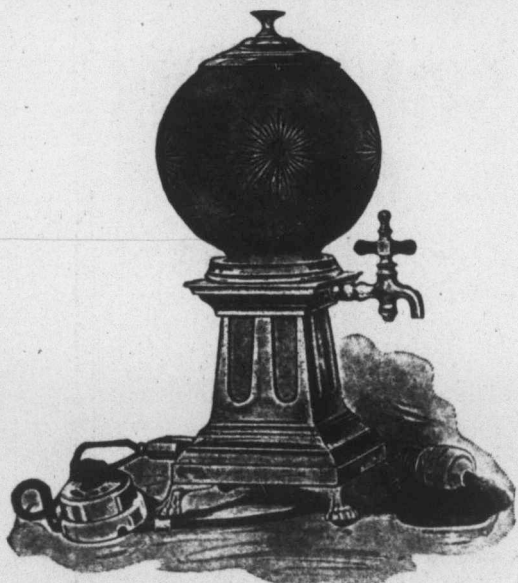
Old coffee drinkers will soon tell you that “Rideau Hall” coffee is the finest they have ever tasted. Send for trial order and get some of your coffee-drinking friends to pass judgment on it. It is the result of long experience in coffee blending—it is the coffee triumph of an expert.

Comes in one-pound and 25c tins.

**Gorman, Eckert & Co., Limited**  
LONDON, ONTARIO

Western Selling Agents, Mason & Hickey, Winnipeg

## NO EXPENSE BETWEEN DRINKS



Instantaneous Electric Water-Heater.

A money-maker for Small Stores, Restau-  
rants, Lunch Counters or Hotels, where  
drinks are dispensed.

Can be attached to any electric light socket.

Much cheaper to operate than old style urns.

Water boils in 45 seconds.

Capacity 3 quarts.

**J. J. McLaughlin Limited**

**Toronto**

**Edmonton**



# "SOVEREIGN"

QUALITY

BRAND

QUALITY



## SALMON

QUALITY—NOT PRICE THAT SELLS

IT IS IMPORTANT THAT  
RETAIL GROCERS  
SHOULD STOCK

### "SOVEREIGN" SALMON

Thereby assuring a strong and  
healthy competition among  
first class standard brands.



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

"FINEST GRADE OF SOCKEYE SALMON."



## Royal Shield Specialties

Behind the **Royal Shield** label is a quality of goods that is appreciated by the better trade—unparalleled service for the grocer. Our offices and warehouses are situated at central distributing points as mentioned below.

Among our lines are: Royal Shield Tea, Royal Shield Coffee, Royal Shield Jelly Powders, Shield Baking Powder, Royal Shield Extracts.

Drop a card to-day for trial order. It will pay you to get in touch with us.



**Campbell Bros. & Wilson, Ltd.**

WINNIPEG

**Campbell, Wilson & Adams, Ltd.**

SASKATOON

**Campbell, Wilson & Horne, Ltd.**

CALGARY, EDMONTON & LETHBRIDGE

**Campbell, Wilson & Strathdee, Ltd.**

REGINA

**WHOLESALE GROCERS and IMPORTERS**

## MODERN GROCERY EQUIPMENT

Adds an air of distinction to your store  
—and

**ATTRACTS TRADE.**

### The "Walker Bin" System

will save 25% of your floor space and  
also of your expense for skilled sales-  
men.

Is this worth your consideration?

We manufacture the best in show  
cases and refrigerator counters.

Write now for illustrated catalogue  
and estimates.

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



Berlin,

Ontario



**REPRESENTATIVES:**

Manitoba: Watson & Truesdale, Winnipeg, Man.  
Northern Sask.: North-West Specialty Co., Saskatoon, Sask.  
Southern Sask. and Alta.: J. N. Smith, Box 695, Regina, Sask.  
Vancouver: Western Plate Glass Co., 318 Water St.  
Montreal: W. G. Slocok, 33 St. Nicholas Street.  
Maritime Provinces: R. R. Rankine, 4 Wright St., St. John, N.B.



# TWO CENTS PER WORD

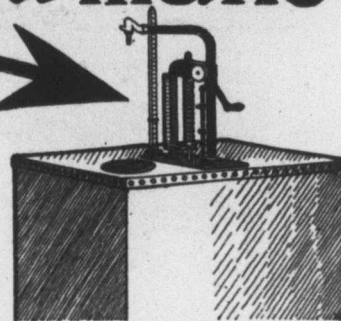
with a Want Ad. in this paper.

You can talk across the continent for two cents per word



## How much do you make

# on OIL ?



There's a good margin of profit in oil. It's a steady staple and you sell a lot of it. How much do you make? You can't tell unless you have a BOWSER SELF-MEASURING OIL TANK. The old style wastes oil by dripping, and that reduces your profits. The BOWSER has an automatic cut-off that prevents dripping and waste, and PROTECTS YOUR PROFIT. It pays for itself in a few months' savings. It not only saves oil, but it saves other goods from being damaged by it. With a BOWSER you hang the customer's can on the nozzle and pump. There's no oily measure and funnel to bother with. When the can is full the BOWSER Computer shows at a glance how much to charge, just like your computing scales—no guesswork! Find out about it. Write for our catalogue and full information. Let us show you how to MAKE MONEY on oil.

## S. F. BOWSER & COMPANY, Inc.

66-68 Frazer Avenue

Toronto, Ont., Canada

Made by Canadian Workmen and Sold by Canadian Salesmen.

Sales Offices in all Centres and Representatives Everywhere.

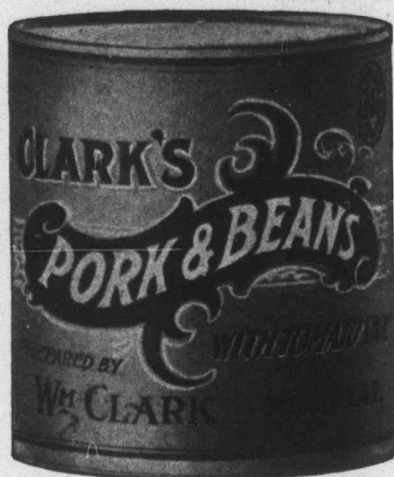
Original patentees and manufacturers of standard, self-measuring hand and power driven pumps, large and small tanks, gasoline and oil storage and distributing systems, oil filtering and circulating systems, dry cleaner's systems, etc.

Established 1885.

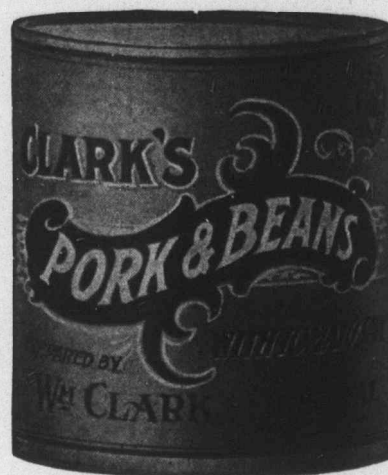


# Clark's Pork and Beans

Plain Sauce, Chili Sauce, Tomato Sauce



Where  
**CLARK'S**  
EXCEL  
IS IN



# QUALITY

The essential feature of all foodstuffs and the most powerful selling factor.

High quality, reasonable selling price, fair margin assisted by extensive and judicious advertising, make

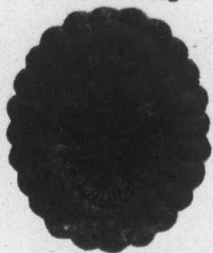
## Clark's Pork and Beans

the easiest and most profitable line for you to handle.

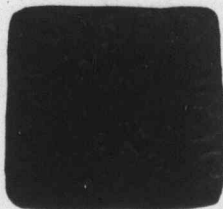
STOCK THE GOODS THAT SELL.

**W. CLARK, - MONTREAL**

The Connaught

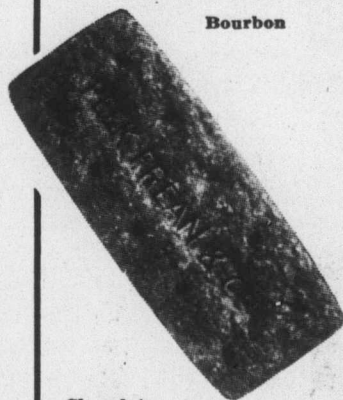


A Princely Biscuit



Pat-a-Cake

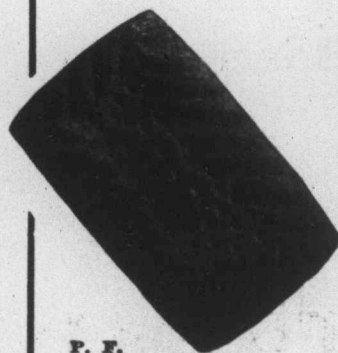
Bourbon



Chocolate Sandwich



Ye Milliken



P. F. Short Cake

*biscuits from  
across the "brine"*

Peek, Fren **P.F.** London

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

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

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

## The Connaught

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

**PEEK, FREAN & CO., Limited**

Biscuit Manufacturers

LONDON, ENG.

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



## TEA SPECIAL !!

TEAS.—The market in teas show an advance, and market firm. We managed to pick up a few lines at a price considerably less than they are actually worth, and intend giving our friends the benefit of our purchase. We offer:—

CEYLON GREEN YOUNG HYSON. — This is good style and draw and well worth 3 cents per lb. more than we ask.  
60 lb. boxes ..... .20

JAPAN.—We have secured a few hundred boxes of this line below its actual market value to-day, and while it lasts you may have it at appended price. This line is good style and good in the cup.

JAPAN SPECIAL No. 1. 80 lb. boxes ..... .16

We have also secured a special line of a good drawing and good style Japan which we offer:

JAPAN SPECIAL No. 2 80 lb. boxes ..... .20

**Fenwick, Hendry & CO.**

Importers and Manufacturing  
Wholesale Grocers

KINGSTON, ONTARIO, CANADA

## '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.



For a century and a half

## PURNELL'S

Finest English  
PICKLES



have been noted for their purity and excellence of flavor.

Only the finest vegetables, spices and vinegars are used in their making and they appeal with force to the discriminating buyer.

Agents everywhere.

**Purnell & Panter Limited**  
BRISTOL, ENGLAND

## John Gray & Co., Limited

Glasgow Scotland

### 1 lb. Floral Glass

Samples and Prices from

Maritime Provinces, Quebec, Manitoba, Saskatchewan and Alberta, W. H. Dunn, 396 St. Paul Street, Montreal; Toronto, Lind Brokerage Co., 47 Wellington St. East; Ottawa, E. M. Lerner & Sons, 11 York Street; British Columbia and Yukon, Kirkland & Rose, 312 Water Street, Vancouver.



# Manufacturers' Agents and Brokers' Directory

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

**ONTARIO.**

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

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

—

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

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

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

The  
**Condensed Ad.**  
page  
will interest you

**WESTERN PROVINCES.**

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

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

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

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

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

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

**WESTERN PROVINCES—Continued.**

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

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

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

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

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

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

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



# Manufacturers' Agents and Brokers' Directory

(Continued.)

**BRITISH COLUMBIA.**

**McLEOD & CLARKSON**

Manufacturers' Agents and Wholesale Commission Agents  
 323-4 Cambie St., Vancouver, B.C.  
 Can give strict attention to a few first-class Grocery Agencies. Highest References.

**O'Loane, Kiely & Co., Ltd.**

WHOLESALE GROCERY BROKERS  
 CANNED GOODS, DRIED FRUITS, ETC.  
 CANNED SALMON A SPECIALTY  
 We cover British Columbia and Alberta  
 Head Office - - Vancouver, B.C.  
 Reference: The Bank of Montreal.

**The CAMPBELL BROKERAGE CO.**

Manufacturers' Agents and Commission Brokers.  
 We have our own warehouse and trackage. Shipments stored and distributed. Can give special attention to a few good agencies.  
 857 Beatty Street . Vancouver B. C.



**STUHR'S**  
**GENUINE CAVIARE,**  
**ANCHOVIES IN BRINE**  
*(Salted Sardels).*

In Tins and Glasses.  
 "Please ask for our offer"  
**C. F. STUHR & CO., HAMBURG.**



**OKEY'S**

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

**'WELLINGTON'**  
**KNIFE POLISH**

**JOHN OKEY & SONS, Limited**  
 Manufacturers of  
 Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.  
 Wellington Mills, London, England

**NEWFOUNDLAND.**

**The CHAMBERLAIN-DOWNEY Company, Limited.**

Wholesale Jobbers & Manufacturers' Agents.  
 Grocery, Confectionery and Tobacco Specialties.  
 Correspondence solicited on Domestic and Foreign Lines.  
**TRACAGE AND WAREHOUSE,**  
 1214 Homer Street, Vancouver, B. C.

**E. O. CORNISH**

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

**MCCANN & LANGFORD**

Winch Building Victoria, B.C.  
 Manufacturers' Agents and Commission Brokers.  
 We can give special attention to a few good agencies. Anything we handle we push  
 References: Bradstreets, Royal Bank, Union Bank.

**T. A. MACNAB & CO.**

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

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

## A Few Dollars More a Week

makes a big difference in your yearly income.

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

Will you let us solve this problem for you?

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

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

This is genuine.

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

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

Every Merchant who handles—

## Mathieu's Nervine Powders



knows that they sell themselves. So effective are they in all cases of headaches that when one tried they are immediately recommended. Every merchant can with perfect safety recommend Mathieu's Nervine Powders as a perfectly safe and harmless remedy in all cases of headaches. Any merchant may try Mathieu's Nervine Powders at our expense, as per coupon attached. *Mathieu's* knows that they sell themselves. So effective are they in all cases of headaches that when one tried they are immediately recommended. Every merchant can with perfect safety recommend Mathieu's Nervine Powders as a perfectly safe and harmless remedy in all cases of headaches. Any merchant may try Mathieu's Nervine 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.....

# JAPAN TEAS

## FURUYA & NISHIMURA



### The Test of Time

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

For Sale By All First-Class  
Jobbers in Canada.

Manufactured only by John Diamond, 458 North Third St., Philadelphia, U.S.A.



— they smack of the fresh-from-tree, bush and vine flavor. Cairns' Jams, Jellies, Marmalades are True British in quality and have satisfied the demands of the better trade, including the Royal Household for many years.

## Genuine "Old Country" Quality

They are guaranteed absolutely to be as pure and of as fine flavor as the best known facilities and careful handling can make them. They please the better trade.

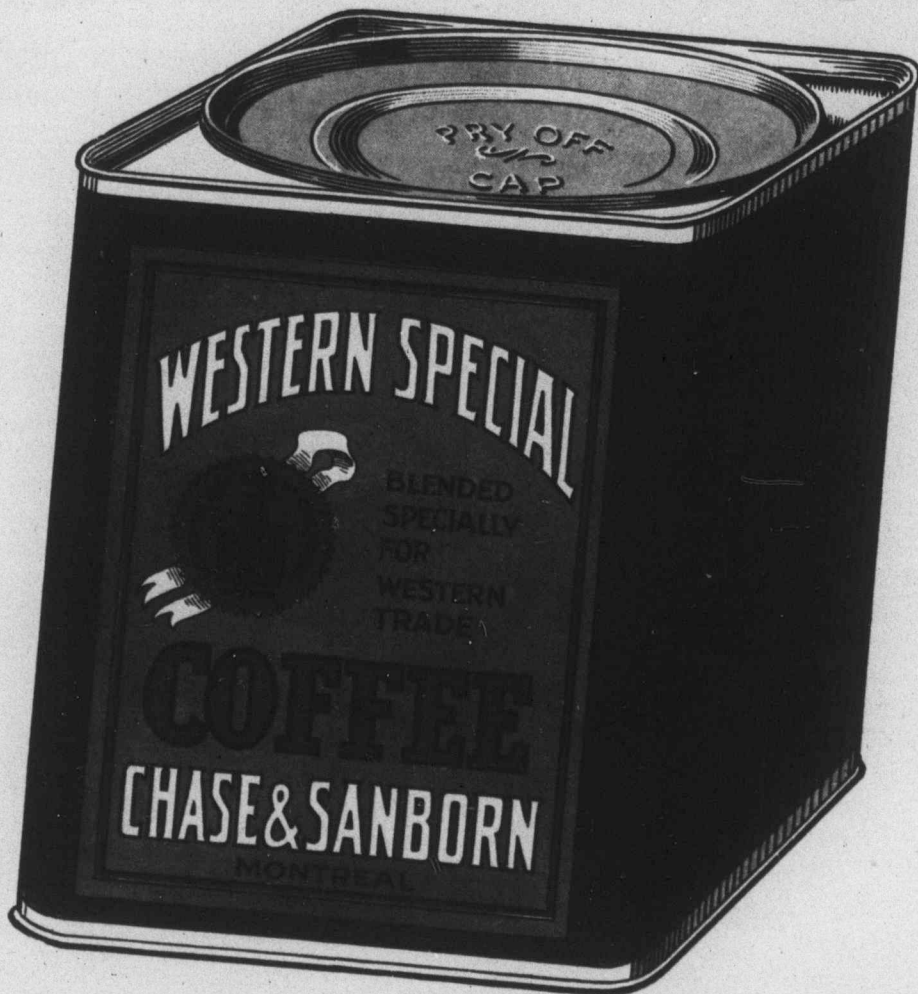
**Alexander Cairns & Sons**  
Paisley, Scotland

Canadian Agents:  
SNOWDON & EBBITT, Montreal, Quebec  
Agents for British Columbia  
NELSON, SHAKESPEARE, WATKINS, LTD.,  
Vancouver, B.C.





# WESTERN SPECIAL COFFEE



---

Packed only in  
one and five  
pound  
CANISTERS

---

30-lb. to the case.

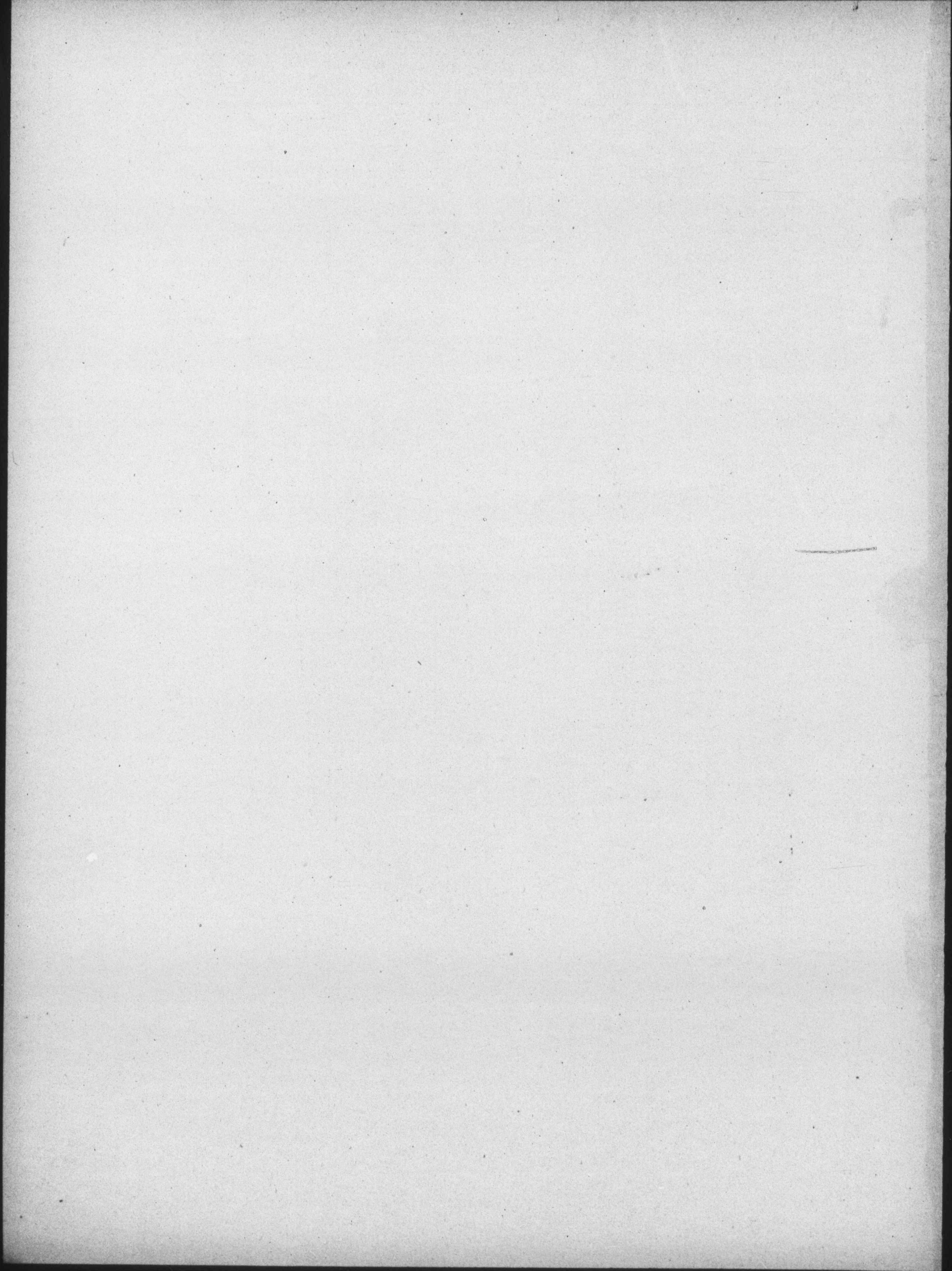
6-5 lb. to the case.

---

When you know what this canister means, you have solved the problem of serving a high-grade coffee to your customer at a moderate price.

There is additional satisfaction in knowing that you also enjoy a comfortable profit.

## CHASE & SANBORN, MONTREAL





# *The taste that did it*

Written by this Grocer's son.

**“F**OR years a Red Rose traveller had called on us, (Messrs. \_\_\_\_\_ & Sons, prominent grocers, Niagara Peninsula), but had not sold us.

We had worked up a nice tea trade with as good a 25c tea as we could procure. Our customers did not seem to be enthusiastic about the quality of the tea we were selling.

Finally the Red Rose Tea traveller became very anxious to sell us, and got us to promise to use a few pounds of Red Rose ourselves, which he kindly gave us, stating that he wished to prove to us that we were making a mistake in selling cheap tea.

## *Satisfied Dealer-- Satisfied Customers*

Well, the next trip we gave him a small order. We then introduced 40c Red Rose Tea to our customers, and they in turn became not only users of Red Rose, but began to talk about it and advertise us as selling really good tea.

## *A Growing Taste-- A Growing Profit*

The Red Rose taste has grown in this town, and we sell practically nothing else but Red Rose Tea at 40c, with a profit of 10c per pound instead of 6c, as formerly.

This has been a lesson to us in other lines, and we have since made strong efforts to sell the better class of goods.”

The Red Rose taste—rich full flavor has done it for others. It will do the same for you. Why not ask your customers to try 40c Red Rose Tea?

# **Red Rose Tea**

“Is Good Tea”

**T. H. Estabrooks Co., Limited**

Head Office:— ST. JOHN, N.B.

7 Front Street East

Western Branches:

Winnipeg, 156 Lombard St.  
Calgary, 322-326 Ninth Ave. W.

**TORONTO, Ont.**

THE CANADIAN GROCER

The Canadian Standard of Quality

*St. Lawrence*

Extra Standard Granulated  
100% Pure Cane Sugar.

John Duncan & Co.  
Montreal

**TEAS**

of all grades from every tea producing  
country in the world.

*Ask us for Samples.*

**STORE MANAGEMENT—COMPLETE**

16 Full-Page  
Illustrations



272 Pages  
Bound in Cloth

ANOTHER NEW BOOK  
By FRANK FARRINGTON

A Companion book to *Retail Advertising Complete*  
**\$1.00 POSTPAID**

"Store Management—Complete" tells all about the  
management of a store so that not only the greatest sales  
but the largest profit may be realized.

**THIRTEEN CHAPTERS**

Here is a sample:

CHAPTER V.—*The Store Policy*—What it should be  
to hold trade. The money-back plan. Taking back goods.  
Meeting cut rates. Selling remnants. Delivering goods.  
Substitution. Handling telephone calls. Rebating railroad  
fare. Courtesy to customers.

**ABSOLUTELY NEW JUST PUBLISHED**

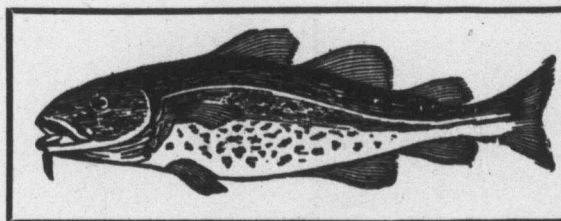
Send us \$1.00. Keep the book ten days and if it isn't  
worth the price return it and get your money back.

Technical Book Dept., MacLean Publishing Co.  
TORONTO

Are You Getting Your Supply of

**"Ocean Brand"**

Haddies,  
Kippers,  
Bloaters,  
Fillets?



**THEIR QUALITY IS THE CAUSE OF  
THEIR SUCCESS**

For All Kinds of Fish, especially  
North Atlantic Sea Products,  
Ask \_\_\_\_\_

**North Atlantic Fisheries Limited, Montreal**



THE CANADIAN GROCER

# THE VERY FINEST CEYLON TEA

IS USED TO UPHOLD THE UNEXCELLED REPUTATION ENJOYED BY



To fully satisfy your customers give them "SALADA." Each grade contains the finest tea possible and is of absolutely uniform quality. Remember the sale is guaranteed.

## "SALADA"

LONDON, ENG. BUFFALO NEW YORK TORONTO MONTREAL BOSTON CHICAGO DETROIT  
41 Eastcheap 78 W. Genesee 100 Hudson St. 32 Yonge St. St. Paul St. 34-35 S. Market St. 361 N. River St. Shelby Block  
Branches also in Pittsburg and Philadelphia



## Two Satisfactions

Every time you sell a box of White Swan Yeast Cakes or Baking Powder you produce double satisfaction. You satisfy the customer because White Swan Specialties produce the better results, and you win for yourself both profit and the good-will of your patron—the business satisfaction.



"Surity  
of  
Purity"

Order from your wholesaler or direct.

White Swan Spices & Cereals Limited, Toronto



# KEEN'S OXFORD BLUE

## KEEN'S OXFORD BLUE

The New Bride will appreciate your thoughtfulness in sending her Keen's Oxford Blue. It is the favorite of the modern housewife who takes a womanly pride in her lily white washing.

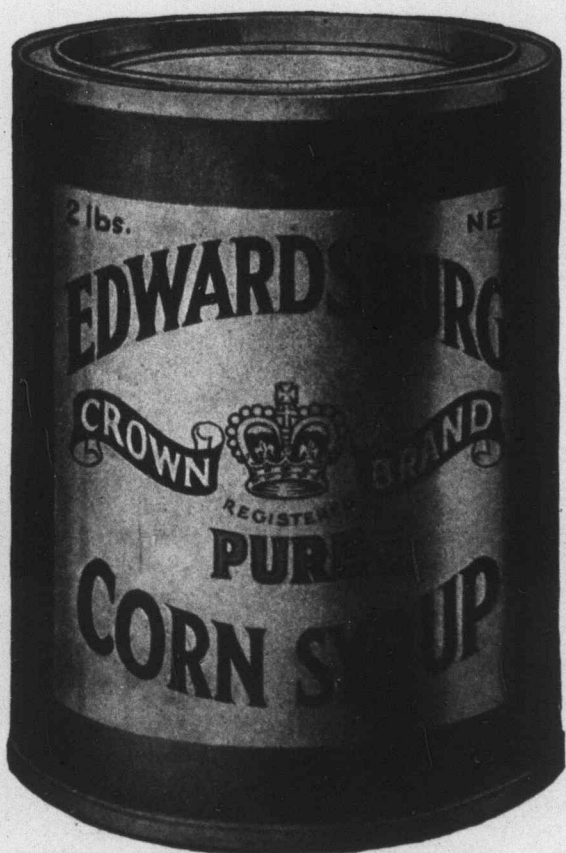
FOR SALE BY ALL THE CANADIAN JOBBING TRADE

### MAGOR, SON & COMPANY, Limited

403 St. Paul Street, Montreal

30 Church Street, Toronto

Agents for the Dominion of Canada



## Successful Sales

are those which are backed up with the right goods.

## Crown Brand Corn Syrup

once sold to a Customer means repeat orders. You can particularly recommend CROWN BRAND to those of your customers who have growing boys and girls. Have you enough "CROWN BRAND" on your shelves?

### THE CANADA STARCH CO. LIMITED

MANUFACTURERS OF THE

### EDWARDSBURG BRANDS

Cardinal and Brantford

Montreal, Toronto, Calgary, Vancouver



# Running Clear of the Long Arm of the Law

Letter From Canadian Grocer Reader Which Shows That Law Has Little Respect for Good Intentions — Is Fined for Selling Adulterated Pepper Which He Purchased as Pure—Question as to Extent of Fine—What the Warranty Does.

Editor Canadian Grocer.—Being a subscriber of the Canadian Grocer and having read that you answer questions submitted by subscribers to you, we have the following to submit:

We bought some white pepper from a reliable wholesale firm with good faith that we were buying pure genuine pepper and sold same as we bought it, purely with the intention of giving first class goods to the buyer.

An inspector came round and bought a sample of our white pepper and after going through analysis by Inland Revenue it was found to be adulterated.

Seeing in their bulletin that our pepper was adulterated we were expecting to hear from them all the while but there was nothing done by them in sending us information.

The very first thing we were informed in an hour's warning was to appear before the magistrate to arrange matters. Unprepared for this event we were left in the hands of the law to give us justice and were charged with the following:

Fine .....	\$ 5.00
Inspector's Fees .....	5.70
Counsel's Fee .....	20.00
Analysis Fee .....	12.00
Court Fees .....	2.50

In reading over your Canadian Grocer found that different ones were fined on similar cases but the amount being so much inferior that we think we have had no justice and have been "stung." If so, in your opinion, what steps are we to take to readjust the matter?

SUBSCRIBER.

## Fines in Other Cases.

On looking up past files of Canadian Grocer it is noticed that in some cases the fines and costs levied were about the same as those referred to in above letter. For instance, in the issue of July 18 there was a report to the effect that some Hamilton grocers were fined "\$40 including costs" and a couple of Newmarket dealers "\$30 including costs." In the following issue it was stated that a number of Montreal grocers were fined \$5 and costs but the report did not mention the extent of the latter. The costs, of course, usually amount to much beyond the fine. While it does seem that \$40.20 is a particularly high "costs" item alone as in this case, it must be remembered that the law is an expensive affair. In fact one manufacturer tells of a case where fine and costs amounted to some \$60.

## THE PROTECTION OF THE WARRANTY.

*The clause in the Adulteration Act referring to the protection the dealer has in the Warranty is as follows:—*

*"If the person accused proves to the court before which any prosecution is brought for selling, offering or exposing for sale any article of food or drug that has been adulterated, that he purchased the article in question for and as an article of the same nature, substance and quality as that demanded of him by the purchaser or inspector, with a warranty to that effect according to the form in the third schedule to this Act, and produces the said warranty at the trial had on such prosecution, and also proves that he sold it in the same state as when he purchased it, and that he could not, with reasonable diligence, have obtained knowledge of its adulteration, he shall be discharged from such prosecution, but shall be liable to pay the costs incurred by the prosecutor, unless he has given due notice to him that he will rely on the above defence and has called the party from whom he purchased the said article into the case as provided for in this Act, in which case the Minister (Inland Revenue) may, as hereinbefore authorized, declare such article or so much thereof as the Chief Analyst reports as being adulterated to be forfeited to the Crown."*

## What the Act Says.

The Adulteration Act referring to this item of costs reads:—

"Any expenses incurred in procuring and analysing any food, drug or agricultural fertilizer, in pursuance of this Act, shall, if the person from whom the sample is taken is convicted of having in his possession, selling, offering or exposing for sale, adulterated food, drugs or agricultural fertilizers, in violation

of this Act, be deemed to be a portion of the costs of the proceedings against him, and shall be paid by him accordingly; and in all other cases such expenses shall be paid as part of the expenses of the officer, or by the person who procured the sample, as the case may be.

"Such expenses of prosecution shall also include a reasonable counsel fee, in the discretion of the judge; and in the case of a private prosecutor, if the prosecution is dismissed as being instituted without reasonable and probable cause, the costs of defence shall be taxed against such prosecutor."

## Maximum Fine is \$200.

So far as the penalty is concerned the Act says that if the adulterant used in the food is not injurious to health, it shall not exceed \$100 and costs and not less than \$5 and costs. In the case of the majority of those retailers fined the penalty was \$5 and costs—the minimum. If the adulteration is injurious to health the maximum fine is \$200 and not less than \$50.

## Would Put Onus on Manufacturer.

While discussing this matter recently with one manufacturer of spices, the opinion was expressed that the manufacturer was the man the law should get after and not the retailer.

"The present method," he said, "is a hardship to the retail dealer and particularly the one unacquainted with spices. Such a man could easily be held to believe that a spice was pure when it was not. In fact, few apart from manufacturers themselves would have any idea about the matter.

"It seems to me that the most effective way to prevent adulterated goods being sold as pure is to appoint a Government inspector-chemist for spice factories. This would insure the purity of every article that left the factory labelled as pure."

This manufacturer pointed out that such an arrangement would be similar to the Government inspection of abattoirs where every good carcass is labelled sound and every bad one as unfit for food.

## The Retailer's Protection.

As the law stands at the present time the retail trade should either deal with houses of known reputation or demand a warranty that the goods are pure. No retailer in a permanent business can afford to risk his good name by running the chance of a fine.



## Canned Tomatoes Drop Below Opening Prices

Fine Weather Prolonged Canning Operations, and Full Pack is Likely in Case of Dominion Cannery — Never a Better Season in Western Ontario, but There is Shortage in Prince Edward County—No. 3 Tomatoes Now 37½ Cents Below 1912.

During the past week the trade was somewhat surprised to learn of the reduction from opening prices in canned tomatoes. In our issue of October 4 (Fall Number) it was announced that tomatoes 3's, Group A, had opened this year at \$1.15, as compared with \$1.37½ a year ago. This meant a reduction of 22½ cents on the dozen.

This week, however, this paper has received notice of a reduction from the opening price of 15 cents per dozen, bringing the quotation on 3's down to \$1.00 per dozen and 2's down to 87½c. Previously 2's were 97½c. The reduction on 2½'s is from \$1.05 to 95 cents, and of gallons from \$3.32½ to \$2.92½, Group A considered in each case.

The reason given by the Dominion Cannery for this reduction is the fine weather, which extended so long into the fall. This allowed tomatoes to ripen on the vines right up to a short time ago, and enabled the packing of tomatoes to be considerably prolonged. In the issue of October 4 of Canadian Grocer it was stated that delivery of tomatoes was not expected to be more than 60 per cent. It is, however, now likely that practically full delivery will be made.

Dominion Cannery, in writing The Canadian Grocer re the lowering of prices, say:—

"We beg to advise that we have notified our customers that owing to the pack of tomatoes exceeding earlier estimates, due to exceptionally favorable weather conditions, we have revised our opening prices for tomatoes to as follows:

3's tomatoes, Group B, 97½ cents per doz.

2½'s tomatoes, Group B, 92½c per doz.

2's tomatoes, Group B, 85c per doz.

Gallons tomatoes, Group B, \$2.90 per doz.

"We may say that these prices are along the lines of our policy for years back, viz.—that our prices would be in proportion to our pack, i.e.—the larger the pack the lower the price within limits. Earlier in the season there was every indication of a small pack of tomatoes; in fact, in the territory east of Toronto, especially in Prince Edward County, the pack was not 50 per cent.

of an average. Fortunately packs in the West have been the most favorable in years, and up to the time of writing factories are still packing tomatoes.

"Your readers will, of course, appreciate that the overhead expenses—that is, the cost of labor and wages, also the expense of carrying over supplies, such as labels, cases, tins, etc., from one year to the other, being largely reduced this year, owing to a full pack, enables us to

make the prices so attractive that the consumption will be enormous. It is many years since prices were as favorable on all lines of fruits and vegetables as this year, and we shall be disappointed if towards spring we are not able to make a material advance in our prices on any balance of canned goods that we carry over.

"We may also say that the quality this year is excellent, the weather conditions being most favorable; but, of course, it is impossible to pack fine quality if Nature does not do her share. However, this year Nature has done her duty, and we believe that we have done ours."

Editorial Note.—No. 3's, Group B, costing 97½ cents a dozen, will produce a margin of about 19 per cent. when sold at 10 cents straight. At 11 cents each the margin would be around 26 per cent.

## Can Outside Canvassing Reach a Limit?

Interviews With London, Ont., Dealers Indicate That It Is Being Carried on on an Extensive Scale There—Consumers Look for It and the Rule Would be Difficult to Break.

Canvassing for orders exists in the city of London, Ont., with all its glories and all its disadvantages (according to the affirmations of different dealers), probably to as great an extent as any place in Canada.

It has reached a point where some merchants are almost in despair, and cry out loudly against it, while they recognize their helplessness to stay it, except so far as abolishing the system in their own business.

Even this is difficult where habit has bound customer as well as merchant for so many years.

A few days ago a woman 'phoned a grocer prominent in association circles there: "I'd like you to call around for my order every morning"—she lived pretty well on the outskirts.

The grocer demurred at a daily call—the household was quite small—and suggested a weekly.

"Well if you won't come every day I'll go to a man who will"—and the 'phone, mark you, was hung up. Why could she not have 'phoned in? But, no. She was used to the daily call, and did not consider the waste of the grocer's time.

A partner of a leading grocer remarked: "You can just tell them things are about in this way in London: We will go to a house and say: 'Lady, if you give us your order, we'll take out your ashes all winter.' And to the next one we meet, as like as not we'll coax her

thus: 'Madam, if you have any parcels you want taken any place in the city our delivery boy will be only too pleased to take them. Now what is it you want us to send you to-day?'"

At an incredulous look of Canadian Grocer, he added, "Not literally that bad, you know; but not much better."

In another store the partners were discussing a new arrival in the neighborhood.

"When our man got there he found Mr. — had been there before him, but I think we landed her."

A third grocer said he spent Mondays, Wednesdays and Fridays—the whole morning—going around taking orders.

"I have to do it, for if I didn't someone else will, and take away my customers," he explained.

In a fourth store an extreme case was met. The proprietor spends every hour of five days of the week canvassing for orders, and it matters not whether it be north, east, south or west, he covers the city. More than that: one of his clerks spends nearly one day besides taking orders. The only day spent in the store is Saturday. In this last case a special horse and rig is required.

A fifth grocery reported that the custom had been followed while in the east end, but since moving nearer the market, and securing this kind of trade, canvassing had been abolished. This store does a cash business now, except with a few of the older customers, who usually order by 'phone.





Christmas window shown in the store of B. S. McMurtry, Eglinton, prior to Christmas of 1912.

## Attractiveness Exemplified in Xmas Window

Trim in the B. S. McMurtry Store, Eglinton, That Was Pleasing to the Eye—More Than One Display Used to Get the Trade — Getting a Good Photograph—Value of Filing Displays.

Attractiveness is a strong feature of the above Christmas window which was shown last December in the store of B. S. McMurtry, Eglinton, North Toronto. It was trimmed by H. A. Hall, one of the clerks. This was not the only Christmas display used. In the McMurtry store the aim is to get as

much of the holiday trade as possible so more than one Christmas trim was used. This was the second. The first showed dried fruits, canned fruits, etc., and was taken out to make this display with the exception of the bottom row. This included raisins, currants and peels with "A Merry Christmas" written in loaf sugar. As the floor of the window is flat this row does not show up in the picture.

### Varieties of Goods Shown.

This was backed up with grape-fruit, oranges and apples, with Christmas confectionery and nuts across the top. The glass shade in the centre contained crystalized fruits, the colors of which made a pretty centrepiece. Above this was hung two wreaths made from one large and one small hoop covered with red, white and blue fringed tissue paper. The largest hoop hung two feet above the other, holly and mistletoe covering the cords connecting the two. A large bell hung in the centre and several bunches of grapes were suspended from the lower hoop.

To the right and left of the jar of confectionery, figs in long boxes, fancy biscuits and preserved fruits.

To add to the attractiveness, ever-

greens were placed around the edges of the window and fine excelsior strewn among the boxes of handsome fruits. The edges of the boxes themselves were covered with tissue paper.

### THE TIME TO PLAN.

*The all-important window of the year is the Christmas window. We are fast approaching the time when it must again make its appearance. What preparations are being made to surpass former efforts? Because last year's sold considerable goods will it be duplicated or will there be something new.*

*Now is the time to plan the Christmas window. The busy season is rapidly coming near when there will be little time for plans. But by anticipating it and meeting it half way one is relieved of considerable work and worry.*

### A FILE FOR DISPLAYS.

*Herewith is given an attractive Christmas display. In the Fall Number and in last week's issue, others were shown and there are more to follow. Why not use these as a basis for the coming display if it has not already been planned? The best method of utilizing the trims Canadian Grocer has shown is by getting them all together. Have a file containing nothing but Christmas windows. As this paper is received each week, clip out the window displays and file them. It will be found an easy matter to arrange a good display using best points from all. Next week two handsome trims will be shown.*

# How Other Grocers Do Things



## AFTER "LOOKING AROUND" CUSTOMER.

John McKerchar, a Winnipeg grocer, places great faith in display. He believes in showing as many goods attractively as possible.

"A customer should be able to look round and see what he is after. After a visit or two he should be able to go straight to the salesman handling any particular line. It is well to keep all departments from overlapping as much as is possible. In window dressing we always have a display of choice fruits in season on one side and vary the other window with displays suitable to the season," said Mr. McKerchar.

On entering the store it is observed that a counter extends the full length of the left side, the shelves being stacked with bottled goods and then canned goods right to the back. On the right side are fruits, confectionery and show cases for fancy biscuits, candies, etc. Farther back is the provision counter.

The office is at the back in a gallery over-looking the whole floor. A staff of twenty salesmen and others carry on the business.

How has John McKerchar built up this splendid business and come to the front rank among Western grocers? In two words that may be answered: by "energy and adaptability."

As he himself says, great changes in tastes and requirements have come about even in the last decade. The cost of living is partly the cost of high living. The old-fashioned oatmeal is out of date to-day as breakfast food. A score of lines have taken its place. This is but an example that will be found to hold true in nearly all lines.

Asked what lay behind so many failures among retail grocers, Mr. McKerchar said: "Grocers' profits are not large. They have to carry much stuff that is perishable. No business requires as careful watching. Then allowing too much credit proves the undoing of many. Waste or bad debts, often both, must eventually destroy any business."

## WHY CROCKERY IS SEPARATE.

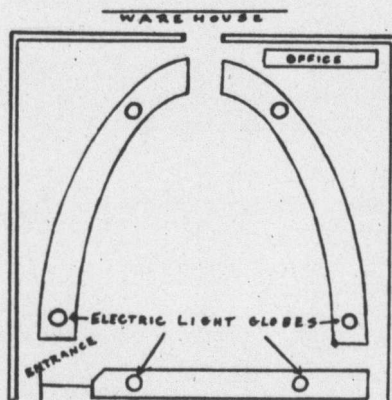
It is almost a boast of A. L. Vanstone, whose grocery and crockery acti-

vities in Brantford, Ont., have extended over a generation, that there are people who buy crockery from "Vanstone's" who have never heard of "Vanstone's" grocery. The two stores are side by side, but have separate entrances, and are connected towards the rear only by a small door.

"It pays me to keep them separate in this way," Mr. Vanstone told Canadian Grocer. "I find that many other grocers who do not keep a large assortment of crockery are in the habit of recommending their customers to go to 'Vanstone's Crockery Store.'" They know that these people will not likely go into my grocery store and so there is no harm done."

## THE CIRCULAR COUNTER.

The drawing herewith shows the counter arrangement in the retail grocery store of Harry Horne, 309 King St.



Arrangement of the counters in the Harry Horne grocery store on King Street, Toronto.

W., Toronto. Note the circular shape. This assists the salesmen in moving about from one side of the store to the other and also allows the maximum counter space. Attractive electric light globes stand on pedestals on the counter and in the window.

## THANKSGIVING DISPLAYS.

Regina, Sask., retail grocers made a splendid showing Thanksgiving week in the matter of choice window dressing. Practically all the stores in the city catered to the special Thanksgiving

trade, and great preparations were made for the occasion. Grains, fowl and fruit were the choice articles used in the decorations, while some of the more patriotic merchants presented a great profusion of flags and bunting, which, entwined and interwoven with the articles on display, created a striking effect.

Among the most noteworthy window displays was that prepared by the Capital Grocery people on Scarth Street, where the proprietors were successful in using wheat, oats, flax, apples, oranges, bunting and flags to the greatest possible advantage, the effect being one of exceptional beauty and design. At night rich tones of light were thrown on the display, creating a pleasing impression to passers-by.

## PRESENT GOOD SELLERS.

Fred Millman, of Woodstock, Ont., believes in pushing canned meats and sardines as well as salmon and vegetables these days. His main window last week was given up to a display of sardines and show cases inside the door were used for bringing canned meats prominently before his customers. He does not believe in shelving in his store but piles up his goods, canned and in bottles, in pyramid style along both walls.

One of his show cases is devoted to a cocoa display. Instead of showing only tins, Mr. Millman dumped out the contents of a couple and set the tins in a circle around the pile—as a protective association. Probably all who saw it will agree that there is more "life" in that pile of rich-looking cocoa than in the sealed tins. This idea of showing the "insides" might be extended in many directions in tinned goods.

A good many employers value a clerk according to his ability to carry out the orders of the managers without questioning or quibbling.

The clerk who knows that another clerk is defrauding the boss in some way should bear in mind that it is a fraud to conceal a fraud.

No employer or employee ever lost anything by making it a habit to be on hand early in the morning.



# Auto Delivery Praised After Three Years' Trial

Dealer Who Has Three Cars on the Road Gives Comparisons of Maintenance with Horses — Since Delivery Was Properly Systematized Cost is Much Less, He Maintains—Sticks to Published Schedule.

By Henry Johnson, Jr.\*

The following letter is on a live subject:

October 18, 1913.

Henry Johnson, Jr.

Dear Sir:—We are about to instal an automobile delivery system in our grocery business and would like to have you advise us as thoroughly as possible how to systematize our deliveries and how to make it a paying proposition.

We are doing around \$60,000 business a year and have a modern store, in the way of fixtures, and have a 5-ton ice machine for cooling box and display counter, but our delivery system is much below par, and now we are about to dispose of our horse and instal motor delivery.

Thanking you for any information you may give us, I am,

Yours respectfully,

W. T. E.

It is over two years—nearly three years—since I put in the first motor car. That car is still in service, though it went through all our experimental stages and was badly mishandled by ignorant and indifferent drivers and consequently had to be overhauled at the end of the first year.

Car No. 2 has been nearly two years in continuous service and has never been overhauled.

Car No. 3 has seen about fourteen months of steady work and is what we might call "new" to-day.

## Cost of Up-Keep.

These facts may indicate part of the cost of keeping up the equipment in good working order; but aside from that, I may say that the repair and replacement bills on our cars have run to an average of \$12.00 per month and the fuel and lubricating bills have averaged \$20 per month. That makes \$32 per month for three cars—two in continuous service and one running probably one-third time.

In our town it costs, nowadays, \$20.00 per month to keep a horse in a livery stable and one cannot keep the horse himself for less than about \$14 or \$15 even if he supervises the work. So it should seem that the cost of keeping one

horse is in excess of that of keeping an auto; and there is certainly no possible comparison between the character and quantity of the work which can be got out of a horse and an auto respectively.

## Not Learned in a Day.

Of course, all of this was not learned in a day. We passed through our trials and tribulations to such an extent that we sometimes thought we should have been better off with horses and troubles to which we were accustomed. The new troubles often seemed interminable and insurmountable. Even while realizing that the difficulties hit hard because they were of a kind new in our experience and that we should probably cope with them successfully once we knew their nature better, we yet sometimes almost lost heart.

For one thing—and it was a big thing—there were few "drivers" to be had. That meant that the few could demand, and they did demand, big pay for little work. Moreover, they were too good for lots of the needful work and demanded helpers—boys to get down from the car and deliver while they confined their efforts to "driving" and giving the car "expert" attention. Thus our delivery-man expense jumped immediately from \$8 and \$10 per week to about \$20 per week per car. For a considerable time we felt that all we could do was hope for such improvement in our business as would take care of the additional expense.

## Inevitable Decline in Wages.

One thing I clearly foresaw and the event has justified my prescience. I knew that the high wages prevailing would soon result in the education of great numbers of drivers; that such result would entail reduction of wages and greater willingness to work; that therefore, we should soon be relieved of one great trouble. That has already happened, so that we are now paying from \$9 to \$12 for drivers who not only drive but make all deliveries—which you might say is "some change" for former conditions.

No horse and wagon that I know of can be safely depreciated less than 20 per cent. annually and it now looks as if our motors need not be more heavily depreciated—which is a big point in their favor.

So far as comfort and efficiency go—comfort in not having to force horses in the hot summer weather; efficiency in the matter of getting your goods out speedily over a wide range of territory—the motors we have installed really leave nothing to be desired.

## System in Deliveries.

No man can hope to organize an efficient delivery service without system. My friend mentions his intention to sell his horse. If he is doing \$60,000 business and uses but one horse, surely he is at the gates of paradise so far as local conditions are concerned. I used four and five horses and ran three and sometimes four wagons to do \$60,000; and now I run two motors continually and sometimes three, and use one single horse rig (moderately) all the time.

But I know his dear little town very well indeed; one of the neatest, most compact, most simple living of communities; and maybe he can get along with one motor for quite a time. I caution him not to get busy and spoil his people; for it costs money to pamper customers.

## Sticking to Schedule.

Our delivery service is exacting and complex. We have worked on something like system for years and years. During the past year we have lived more closely than ever to schedule. For the past few weeks we have lived almost on the dot to the schedule which I hereto append. The cards were printed only after we had worked on this system for several months. They were sent out with bills and are handed out to buyers daily. The idea seems to have worked into the minds of our customers and I believe we are about fixed.

Of course, the localities will mean nothing to you; but perhaps you can glean something from the general outline.

The main point is to stick to schedule at least so far as your customer is concerned. Let the times on the card be the times beyond which you decline to render service. If your customer calls for service after the schedule time, no matter if the wagon has not left the store, decline, saying "that delivery has gone." In this way, your schedule will really come to mean something and your customers will get to respect your hours and rules.

(Continued on page 41.)

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



# The CANADIAN GROCER

Established 1886.

Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING CO., LIMITED

John Bayne MacLean - - President

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PUBLISHED EVERY FRIDAY.

TORONTO, OCTOBER 24, 1913

## DECLINE IN CANNED TOMATOES.

The most interesting market news of the week is the decline in canned tomatoes from the opening prices of a couple of weeks ago. The canners claim this is due to the prolonging of the packing season in Western Ontario on account of the warm weather up to a week or so ago.

The price on 3's per dozen group A is now \$1.00 as opposed to \$1.15 two weeks ago and \$1.37½ in 1912. Prices on other sizes are proportionately lower as will be seen from our market reports.

Those who had already bought at opening prices will be anxious to know how the present decline affects them. They will, however, be glad to find out that they will only have to pay the new prices as the decline is retroactive to the trade.

In cases where canned tomatoes were contracted for at a straight flat rate from factories which sell some of their product on such a basis, there will not likely be any reduction.

## ATTEND ASSOCIATION MEETINGS.

Autumn and winter are generally conceded to be the best "Association" seasons of the year. Already announcements of many meetings of merchants have been made and the programmes of many others are being laid out for the coming six months.

In this regard we would urge upon association members the necessity of attending meetings. Too often the work of carrying on the business is left in the hands of a few while the others simply pay their fees and think that is all that is required of them. This is a great mistake. Active support is worth a great deal more than financial support. Simply setting a few dollars apart for association work is of no use unless effort is made to turn that money into benefits for the association.

Some are inclined to take the stand that "there is not likely to be much doing to-night, I don't think I'll go; anyway it doesn't do me much good."

This is entirely erroneous. Attending the association meetings is undoubtedly not going to do anyone any harm; therefore it must do some good. Conferring with

fellow merchants once or twice a month is going to broaden any man's conception of his work, whether or not he adopts any of the suggestions. Let everybody lend his active as well as financial aid to the work this winter. Attend the meetings, take part in the discussion, ask questions or stir up a debate, and you will find that next spring there is more in association work than you had ever dreamed of.

## RESULTS OF FOOD ANALYSIS.

Out of thirty-six samples of olive oil purchased this year from Canadian dealers, only two, or a percentage of six, were found to be adulterated. In 1911 the percentage of adulteration was 8; in 1908 it was 19; in 1905, 15, and in 1889 it was 40. This indicates gradual improvement. Olive oil according to the government standard must be entirely a product of the fruit of the olive tree. This is Bulletin No. 256.

As regards lime juice, government analysis shows that standards are not lived up to very well. Bulletin No. 262 gives the details. Out of 30 analyzed only 5 fully met the requirements. At least 30 per cent. of the collection showed evidence of being reduced by the addition of water. The chief analyst maintains that dilution of lime juice is clearly unfair to the consumer and to the honest manufacturer when it is sold as genuine.

## PENALTY AND PROTECTION.

In this issue Canadian Grocer gives a couple of the most prominent extracts from the Adulteration Act. These deal with the penalty attached when a conviction is made, and the protection the retailer has in the government warranty.

No retailer should lay himself open to a fine for selling adulterated goods so long as he is made liable in case of conviction after analysis. It is not so much the fine which counts, but more particularly the dealer's reputation. No honest retailer will buy adulterated spices or anything else and sell them as pure. Neither can a retailer be called dishonest who receives adulterated spices under the impression that they were pure. Nevertheless, this law makes him responsible, whether rightly or wrongly, and while such is the case he should make it a point to see that he is getting what he pays for.

Generally, when one house quotes a price much lower than another, there is some reason for it. The retailer should get to the bottom of it and find the cause. That is the time when he should demand the warranty and if he doesn't get it, he should drop the line like a piece of hot iron.

Food inspectors have been following up their work with more vigor lately than usual and no honest man who intends to remain permanently in business can afford to suffer a loss in reputation.

## SPECIAL OPPORTUNITIES FOR PROFITS.

Probably at no time in the past six years has it been possible for dealers to make more actual profit by reading the advertisements in Canadian Grocer, than at the present time.

As a natural result of the money stringency many jobbers and manufacturers are bending every effort to turning an overplus of stock, into cash. They are prepared, in



some cases to offer good inducements which will help the retailer to make unusual profits in the turnover.

In this very issue, there are no doubt many special propositions set forth, which it would pay every reader to investigate. The dealer who prides himself on his good buying, knows the importance of studying Canadian Grocer advertisements, at all times, but there were never so many profit-making opportunities shown, as right now.

## Watching and Waiting

How to get money from a "dead-beat" has worried many a grocer and has probably turned him grey earlier than nature intended. Letters and threats galore, court cases, garnishee, pleadings and everything else on the calendar have been resorted to with more or less effect. But how many have ever employed a waiting game? That is waiting on the front door step, not by the minute or hour, but by the day.

### ADEQUATE PROTECTION FROM FIRE.

The season of the year is again around when the fire must be kept burning. This increases the danger from fire considerably. With the big selling autumn and Christmas season rapidly advancing no dealer can afford to take chances on having a fire.

Like the horse race, however it is uncertain. Dealers should, therefore, be well protected. Now is the time to have another look at the fire insurance policy to see that everything is adequately covered.

What about the new stock of canned goods? Has it been included yet in the amount of the risk? If your store were burned to-morrow (and we all hope that it will not) would you be safe or would you lose money?

Canadian Grocer does not wish to appear as an alarmist in any way, but this matter of adequate fire insurance should be considered from a straight business standpoint. By playing safely, a great deal of worry is always obviated and occasionally financial losses are prevented. Fires occur at inopportune and unexpected times. Have a look at the policy again.

Down in St. Louis, Mo., a grocer was owed a bill for \$65 by a lawyer who had everything in his wife's name and was generally conceded to be proof against all debt suits. This grocer, however, had a cousin weighing some 200—principally bone and muscle. He was 'phoned for.

"You are out of a job," the dealer said to him, "and I want you to take that old buggy horse of mine and that wagon I discarded some time ago and drive over to So-and-So's and ring the bell and ask his wife to pay that bill. If she doesn't do it, why just sit down on the steps and wait.

"You don't have to do anything but wait. Let the horse and rig stand in front of the house and wait. When night comes go home and be there early next morning and wait. If she doesn't pay that day, go there the next morning and wait. Just keep waiting and I bet her husband pays."

John followed instructions. He rang the bell and Mr. So-and-So's wife put him off, saying her husband would send the check. John went down the stone steps leading up to the house and sat down. He waited. Meanwhile, Mrs. So-and-So, seeing him there, telephoned for the police.

A big policeman arrived in due course of time and questioned John. John told him he was waiting to collect a bill for groceries. Children, and a few adults, attracted by the arrival of the policeman, heard the news. The policeman told John he couldn't sit on the steps. John moved to the curb, rested his bulk comfortably thereon—and waited.

The next morning the performance was repeated. By this time, neighbors began to get interested. Some of them raised the window and had a look. Others peeped from behind curtains.

Mrs. So-and-So again 'phoned the police and John again moved to the curb—and waited. Mrs. So-and-So began to get nervous. She didn't care to leave the house and face a battery of curious eyes.

That afternoon the lawyer telephoned to the grocer and threatened to sue him. The grocer demanded to know on what grounds. The lawyer couldn't think of any and he began to fume.

"See here, this has got to stop!" he shouted over the 'phone. "My wife is hysterical over this."

"Can't help it," said the grocer. "You got the groceries and I want my money."

"I'll come out there this evening and thrash that fellow good," rejoined the professional man.

"Come on out," was the invitation he got.

He did come out. He saw John and he sized up his proportions. He didn't fight. He went into the house. John waited. He waited until dark and then he turned in his rig.

The first mail the following day brought the grocer a check in full from Mr. So-and-So.

### EDITORIAL COMMENTS.

There is a grocer in Toronto by the name of Bookless. No doubt he sells for cash.

This is Oyster-Week. Don't let it slip by without making a strong bid for new trade.

The most efficient clerk is the one who creates sales by studying the seasonableness of goods.

As predicted last week, turkey for Thanksgiving was a rarity. Something better is expected for Christmas.

The man who lends his active support to association work as well as financial always gets the worth of his money.

When a 200-lb. bone and muscle collector camps permanently on the front step of a delinquent, what is there to do but give him the money?

"Going hunting?" is a familiar question in many a Canadian town to-day. Most hunters are big eaters. Why not get after this trade stronger than ever?

Reports from Western Ontario indicate that while the sugar beet crop is not such a large crop as last year, owing to dry weather, the beets contain a greater percentage of sugar.



# Getting More Money From the Fish Department

Illuminating Conversation With Fish Man Who Gives Splendid Suggestions for Building up This Side of the Grocery Business—  
Display Tops List of Methods — Varieties to Push — Price Stability.

WE approached the Fish Man. He had a keen eye, inward as well as outward. He observed, then pondered. Likewise, his experience had been wholesale as well as retail.

We asked him, "How can fish sales be increased?"

We threw the question at him, unawares, and were curious to know what point of the salesmanship of fish he would throw back at us the first.

It turned out to be "Display."

"Yes, 'Display,'" he repeated. That is the outstanding feature in working up a fish business, whether you start from nothing or a dribble-drabble demand that doesn't satisfy.

"If people see the fish in your store and it looks nice, they'll buy, same as in anything. You're the tempter and if your temptation is strong enough, most of them will yield. That's human nature. Good thing it is, for most of us, isn't it? You can't lock a thing up in the cellar or hide it at the back of the store and expect customers to have Second Sight enough to find out it's there. Grocery businesses are not built up on Seventh Daughter of a Seventh Daughter lines, among the customers.

"Next; if that fish proves nice and appetising when it reaches the table, ten to one customer will come back and get some again, and that's one link more forged in a big chain of customers. It hardly ever fails. All know this, but sometimes some don't apply the general knowledge to particular cases."

"WHAT kind of fish would you advise retailers to carry?" was our next interrogation.

"Keep a variety," was his answer. "Just put yourself in the place of the public and figure it out that what you are aiming at is a sale of fish to a family more than once a week; you want them to buy often. It is only an exceptional person who will want the same kind of fish twice a week. He wants variety, and if he cannot get it he will be only a once-a-weeker. You will have a little loss at first, but your trade will soon overtake that."

"WHAT varieties would you advise?"

"I won't advise, but I will run over a few good sellers," he answered. "Halibut and sea salmon are pretty safe lines; practically boneless, and almost without loss. No scales, and beau-

## GOOD MONEY IN THIS —FOR YOU, TOO—

*The following record was furnished Canadian Grocer by a Toronto wholesale fish dealer from his own books:*

*"Among our grocer customers in Toronto, fifteen do a yearly business in fish running between \$1,500 and \$8,000.*

*"Over 30 average more than \$1,000 a year.*

*"Over 150 exceed \$500 a year.*

*"Do they sell it at cost, or take the trouble for their health? You serve as many customers as some of these men. You can sell as much fish."—From a wholesaler's circular.*

tiful tasting fish. Salmon trout is good, and so is whitefish, and others will suggest themselves when one gets well into the business.

"Talking about variety of fish; did it ever occur to one how fish prices contrast with fresh meat prices? No! Well, this way.

"In fresh meat we talk of round steak and porterhouse; of coarser and finer cuts. You pay the price if you want the quality. But how different in fish! What a range of prices for the choicest of 'cuts!' You can get sea herring at 4 cents; or frozen haddock at 6, cod at 7, haddie 7½ to 8, Lake Erie herring 6 to 8, trout and halibut 11, red salmon and mackerel 12, and so on. Quality is not graded according to price in the least. The poor man and the millionaire may prefer the 6-cent fish, and you know in selling it you are giving first-class quality."

YOU talk of keeping a variety of fish, but aren't they perishable? Isn't there a big loss if you don't sell out at once?" was asked the Fish Man.

"Not nearly as much so as you seem to infer;" he returned, after taking down a 'phone order. "Fish ordinarily will keep a week, and surely you would want to dispose of them in that time. Of course, be sure to separate them from butter and other groceries that might be tainted easily. You don't need

to use the refrigerator; put some ice around them, or under, and a touch of parsley or lettuce to make them look inviting, and set them in your window with a runway to drain the water from the melted ice. Or they can be kept in a bin,—a poorer method of display.

"You will soon find you won't need to keep them even a week, when sales pick up. A fish dealer will deliver them almost any time you order, so keep them fresh, getting them two or three times a week if possible.

"Take a chance at first; you won't sell them right off the bat, but you will soon. Try to get your customers in the way of giving you a regular order, say so much on Thursdays, or Saturdays, and with these fixed, you can time your wholesale ordering to suit.

"Just another point about fish prices. They seldom vary. They are almost as steady as staples. Sometimes shortness in supply through overdue boats will shade the market higher, but not often. Your customers know from week to week just what it will cost.

"The uniformity in price will surprise one. A few days ago I picked up a list of our prices sent out nearly six years ago and footed up ten of them. They made 84½ cents. I added up the identical list for 1913 and got not only the 84 cents, but the 84½! Wasn't it almost uncanny?"

HOW would you get over the cooking question with such a variety. Most people know about handling only two or three or often none, properly?" was the final query; now quite convinced, and beginning to be active along constructionist lines.

"A very important point, and quite often overlooked," was his answer. He turned to a pigeon hole, and drew out a publication issued by the Dominion Department of Marine and Fisheries, entitled, "Fish and How to Cook It," and read:

"There are three ways of preparing fish for frying, viz., firstly dipping in milk and flour; secondly, coating it with prepared batter; and, thirdly, egging and crumbing. The last is considered the nicest, but is also the most expensive.

"The pan used for frying should contain sufficient fat to cover the fish thoroughly, Dripping, lard or oil can be used for frying purposes.

(Continued on page 42.)



## ASSOCIATION NEWS

Collingwood, Ont., merchants have organized and formed a branch of the Retail Merchants' Association of Canada. Two enthusiastic meetings have been held recently. At the first it was decided to get together and a start was made with a Membership Committee to see the balance of the merchants. At the next meeting there was a large attendance, one of the chief topics being the new system of collecting slow and bad accounts and the credit reporting department of the head office of the association. The system was highly commended.

The officers elected were:—President, M. Patterson (Dry Goods); 1st Vice-Pres., Chas. E. Begg; 2nd. Vice-Pres., John Orr; Treasurer, John Darrack; Secretary, Chas. McDonald (Grocer).

It was decided to hold a retail merchants' picnic next summer.

### SHELBURNE RETAILERS GET TOGETHER.

A most enthusiastic meeting of Shelburne, Ont., retailers was held recently when addresses were given by representatives of the Retail Merchants' Association, and replies were made by many of the merchants present.

Mr. Best, M.P. for Dufferin County, was present and stated his views very strongly in favor of the merchants getting together and forming a branch of the big organization. He says "organize and you can get everything you want." He also spoke very strongly against the peddling system, saying that the Government should put a stop to all peddlars, as they were a nuisance as well as a danger to any community. The officers elected for the coming year are: President, R. A. Rickey (general merchant); 1st vice-president, S. M. O'Flynn (flour and feed); 2nd vice-pres., Mr. Chalmers, of Chalmers & Puckering (general merchants); treasurer, G. Bretz (fancy goods). The position of secretary was left open for the executive to appoint later.

The meeting was also unanimous in praising the adoption of the Collecting and Credit Reporting Department of the Association.

### GRAND VALLEY MERCHANTS UNITE.

An organized meeting was held in Grand Valley, Ont., when, by unanimous resolution the merchants present decided to form a branch of the Retail Merchants' Association of Canada.

A Membership Committee was ap-

pointed to see the merchants who were not present at the meeting, and R. C. Doyle, a representative of the Retail Merchants' Association, was asked to stay over for a day with the result that nearly every merchant in Grand Valley is now a member. The officers elected are:—President, Thos. Watson (grocer); 1st vice-pres., M. H. Mutrie (druggist); 2nd vice-pres., M. A. Britton (furniture dealer); treasurer, Geo. Gough (tailor); secretary, W. R. Hamilton (jeweller).

### EXECUTIVE MEETING.

There was an executive meeting last Friday night of the executive of the Toronto Retail Grocers' Association at which the excursion affairs were finally disposed of.

### OFFICERS OF MIDLAND BRANCH.

A branch of Retail Merchants' Association has been formed in Midland,

Ont., with the following officers elected:—

President,—M. A. Simpson, (Butcher); 1st Vice-Pres.,—E. H. Piggott, (Grocer); 2nd Vice-Pres.,—A. E. Copland, (Grain and Seeds); Treasurer; J. P. Wilson, (Clothing, etc.).

A resolution was unanimously passed condemning the present system of the merchants having to pay the cartage at both ends, and asking the Provincial Board to deal with that matter.

### MEMBERSHIP OF 25.

A branch of the Retail Merchants' Association was recently formed in Meaford, Ont., with the following officers elected:—

President, M. M. Stephens, (Dry Goods); 1st Vice-Pres., C. F. Rumsey, (Men's Wear); 2nd Vice-Pres., M. C. Boyers, (Coal); Treasurer, E. E. Ellis, (Grocer); Secretary, J. C. Jay, (Merchant).

The branch starts off with a membership of 25 which practically takes in every merchant in the town.

## RAPID FINANCIAL SUCCESS IN WESTERN "MUSHROOM" TOWN

F. A. Creasy has sold his general store in Sutherland, Sask., and has gone with his family on a trip to his old home at Plymouth, England. After Christmas they will return to New York and take a trip through the Southern States. The winter will be spent in Los Angeles, and in the spring Mr. Creasy and family will return to Sutherland.

Mr. Creasy is one of the many who have gone West and made a success of business, and is now financially well fixed.

He went West twenty-two years ago to Saskatoon, long before the now busy city was thought of. He was then what he has been ever since, trying his best to make a success, and he took any kind of work he could get. He worked on the farm, in a creamery and many other ways to make an honest living until something more in his line was in sight.

After several years at different kinds of work, he secured a position in Jas. Clinkskill's departmental store. He worked for Mr. Clinkskill for ten years, during which time he had the management of every department in the store.

Five years ago Mr. Creasy left to start in business in Sutherland. As a pioneer merchant he has seen Sutherland grow from the raw prairie to the thriving town it is to-day. He has kept abreast with the onward march of the town,

and last year erected a fine brick block there.

In five years he has become well to do, and it is the result of giving his business every attention, as well as making some successful real estate deals.

## Catalogues and Booklets

A most attractive book on window dressing has just been received from the National Cash Register Co., of Dayton, Ohio. It is entitled "There's Money in Your Show Window," and while particularly designed from the standpoint of a general merchant, contains many illustrations of displays from which every dealer will be able to secure suggestions. Each engraving showing a display, is printed on yellow tinted paper with description in brief at the bottom.

This book is gotten up very elaborately and will prove of interest to every reader of this paper. It may be secured free of charge by dropping a line to the National Cash Register, Dayton, Ohio, U.S.A. Canadian Grocer would recommend every reader to write for it.

# The Clerks' Page

By the Cub Reporter

## WANTS HALF HOLIDAY.

"A Grocery Clerk" has written to the Mayor of Toronto calling attention to the hours of work and suggesting the necessity of an early closing by-law. "Life is hardly worth living with the hours we have at present," he writes. "Just think of us poor east end fellows." From Monday to Thursday inclusive, he points out, the grocery clerks work from 7.30 o'clock in the morning to 9 o'clock at night, on Friday to 10 p.m., and until midnight Saturday.

"Do you think this is justice to us? I hope the time is not far distant when you will compel them to close at a much earlier hour, and a weekly half holiday, and give us some time to spend with our wives and families. I hope you will try and do your best to relieve us of so much night work."

## AN ENTHUSIASTIC TRIMMER.

T. W. Yocom, a salesman in the J. W. Bowman grocery store, Hamilton, Ont., is an enthusiastic window trimmer. No matter when one passes this store he is always greeted by a display that holds the eye. A sample of this young man's work appears below. This is an attrac-

## HELPING ONE ANOTHER.

Clerks can be of invaluable service to one another by answering this question.

"What goods do you aim to push particularly at this season of the year, and what methods do you use?"

Let every clerk who is a reader of this page sit right down now and send us the answer to this question. There are certain autumn and winter lines which, while they may sell a little throughout the summer, can be sold in extensive quantities from now on if properly attended to.

Write the editor with your suggestions. They will prove of immense value to others. They will create a better knowledge of the goods in stock and assist in making each young man and woman behind the counter better salesmen and salesladies. Write to-day. Replies will be published on this page. Address: The Editor, Canadian Grocer, 143-149 University Avenue, Toronto.

tive fall goods window which bore good fruit from a selling standpoint. Note the symmetrical arrangement. There are the "mountain ranges" of canned vegetables, tomato and meat sauces, the palms for decorative purposes, the four fancy baskets delicately laden with fruits, etc., the comb honey on either side, condensed milk, and the pyramid of preserved fruits in the centre.

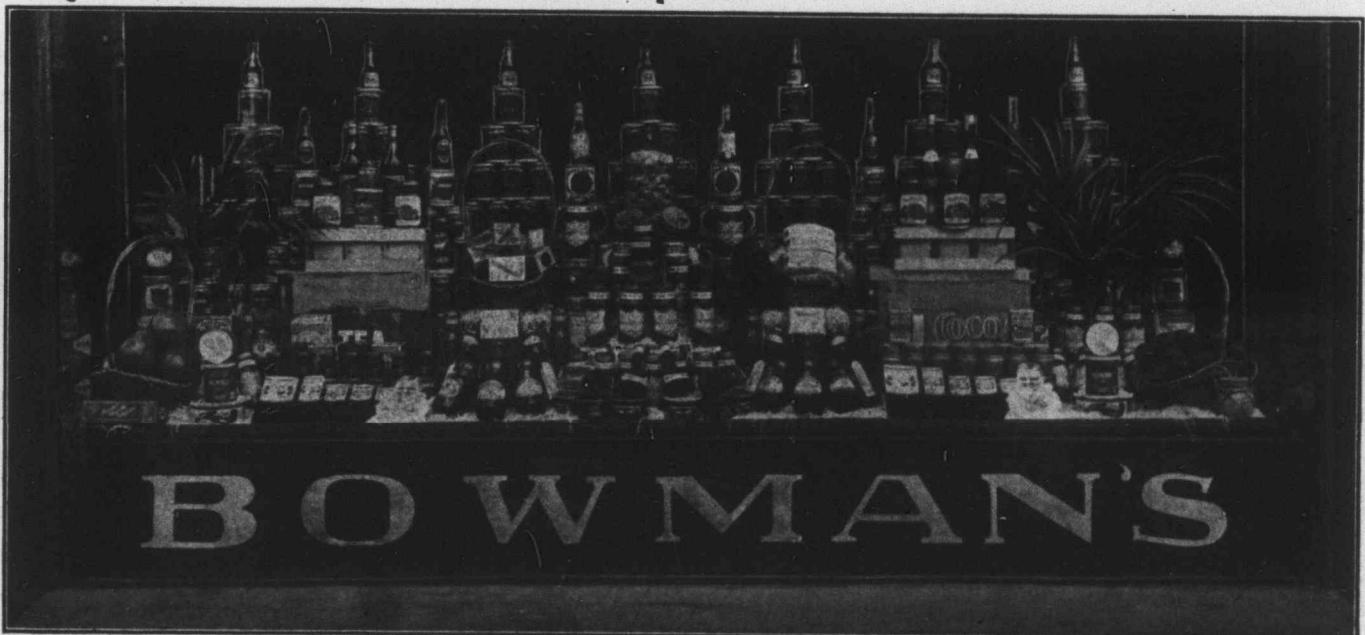
Mr. Yocom, as above stated, puts enthusiasm into his windows. He is not satisfied with merely piling in goods; they must be regularly arranged, with labels doing their most effective work. The introduction of a little decoration helps considerably from an attractive standpoint, and the fancy baskets catch the feminine shopper's eye every time.

## OBSERVATIONS OF THE CUB REPORTER.

Think twice before you speak, then talk to yourself.

Men wanting jobs are usually as thick as swamp mosquitos. But a young man who is master of his work may never go idle.

Ask yourself this question: "Am I a vending machine or do I sell?"



Attractive Fall goods display recently shown in the J. W. Bowman store, Hamilton, Ont. T. W. Yocom, one of the clerks, is responsible for the trim.



# Current News of the Week

## Quebec and Maritime Provinces.

Fred. Lytle, of the T. A. Lytle Co., Ltd., Toronto, was in Montreal during the Pure Food Show at the 65th Armory.

Burns & Hall, general merchants, Bathurst Mines, N.B., have dissolved; Amos Hall continuing.

Chase & Sanborn, Montreal, have placed a new coffee-maker on the market named The Colo Coffee-Maker. This is claimed to be a simple but efficient device for producing a perfect infusion of coffee.

The Shemogue Oyster Co., Limited, has been formed at Moncton, N.B., to carry on the culture of oysters at Shemogue, Westmoreland County. The company is capitalized at \$99,000, and the officers are Richard O'Leary, president; William F. Humphrey, vice president; Matthew Lodge, secretary and manager and M. G. Siddall, treasurer.

## Ontario.

H. C. McIlmoyle, grocer, Toronto, has sold to J. R. Thorne.

A. St. Jules, grocer, Lafavre, Ont., is succeeded by W. A. Brunet.

A. L. Riendeau, grocer, Warkworth, Ont., has sold his business.

F. W. Fay, general merchant, Port Burwell, Ont., is selling out.

Eddy & Wade, grocers, Sault Ste. Marie, Ont., have sold their business.

W. H. May has opened a grocery store in St. Thomas, Ont., in Southern's old stand.

Thos. Holohan, Strathroy, Ont., has sold his grocery business to Justus McCollum.

H. Bradley, of Bentham & Bradley, grocers, St. Catharines, Ont., passed away last week.

Kilborn & Co., general merchants, Frankville, Ont., are succeeded by A. J. Leacock & Co.

Ciderie Francaise, a French cider manufacturing firm, have opened an office at 62½ King St. West, Toronto.

The Laurentia Milk Co., Toronto, have appointed Rutherford Marshall, Limited, their sole distributing agents for Toronto.

T. B. Greening, of T. B. Greening & Co., Toronto, is spending a couple of weeks hunting at Mud Creek Club, St. Clair Flats. Col. Michie is with him.

Ed. Carr, assistant in sales department, Quaker Oats, Peterborough, returns this week from his honeymoon

trip to Rochester, Buffalo, and other cities.

E. E. Cousins of Cousins Bros., Wallaceburg, Ont., was married on October 14 to Miss Jessie McLean. Mr. and Mrs. Cousins spent the honeymoon in Toronto, Niagara and other points.

Wm. C. Miller, grocer, at 632 Yonge St., Toronto, is opening a new store at 526 St. Clair Ave. This is considered to be a good location in view of the fact that it will be the only grocery store between Yonge and Bathurst Streets. Mr. Miller will also operate his present business on Yonge Street. He opens the store on St. Clair on November 1. This street is surrounded by a high class residential district and civic car lines have recently been established on it.

A happy party of Toronto grocers and travelers spent the week-end and Thanksgiving holidays at Trent River, near Havelock, Ont., on a fishing expedition. Among them were David Bell, Robt. Matthews and W. C. Miller, grocers, and J. Mortimer, with Christie, Brown Co., Thos. Wilson, with Todhunter & Mitchell, and Alex. Hutchison, of Hutchison & Omand. Just what luck they had has not yet leaked out but more will likely be known a week hence.

Though the tobacco crop this year in south-western Ontario is a good one, there have been detected by Government experts evidences of the tobacco disease known as "burley sick soils," due to the continuous cropping of the white burley variety of tobacco. Investigation by an American pathologist has revealed the activity of organisms which cause tobacco root rot. The Department of Agriculture at Ottawa is planning to help the tobacco growers fight the disease, but urges as a precaution that other crops be grown in rotation with tobacco.

## Western Canada.

Waddell & Co., general merchant, Humboldt, Sask., has sold to R. Barm.

The Caledonian Store, Edmonton, Alta., are closing out their grocery department.

In last week's issue the new store of MacMillan's in Saskatoon, Sask., was referred to as having opened. J. A. Hambleton has charge of the grocery department and M. H. Denton the produce and delivery. H. Daniels is manager of the window trimming department.

The Health Department of Regina, Sask., made 333 inspections of hotels, restaurants, groceries, bakeries, butcher, fruit stores, ice cream parlors and boarding houses in September and condemned over two tons of food as unfit. This included 20 lbs. of candy and 42 quarts of cream.

Ernest Glover, president of Clover-Hill Co., wholesale fruit importers, Liverpool, Eng., accompanied by Mrs. Glover, has just returned home after spending a week in Winnipeg with W. H. Escott Co., Ltd., who represent his firm in Manitoba, Saskatchewan and Alberta. Mr. Glover was very much impressed with this country, especially the tremendous crops.

The annual statement of the Western Canada Flour Mills, Limited, for the fiscal year ending August 31 last shows that the net profits for the year before deducting bond interest, amounted to \$283,293, as compared with \$264,539 in the previous year, indicating that this company in common with other milling companies in Canada enjoyed favorable business this year.

Thanksgiving turkeys in the West this year were rather a scarce article if strictly fresh goods were those desired, but the cold storages were well supplied with last season's goods, and considerable of these were sold for the Thanksgiving trade. Fresh turkeys sold in Regina for 35 cents per pound, while the storage goods were considerably less. Fresh geese and chickens were nearly as scarce, while there was a good supply of nice fresh lamb and other choice meats for the holiday trade.

Stocks of tea in New York have fallen to the lowest on record and are 90,000 packages less than at the corresponding date last year.

### BEST EVER PUBLISHED.

The Canadian Grocer:  
Gentlemen.—You have sent out a good many interesting special issues of The Canadian Grocer, but in our opinion the one we received from you this week is the best you have ever published.

Yours truly,  
WOODMAN & MCKEE,

Coaticook, Que.

### CREDIT TO PUBLISHERS.

The Canadian Grocer:  
Gentlemen.—The fall number just to hand, and we wish to take advantage of this opportunity of congratulating you on its appearance. It is a credit to its publishers. In appearance and whole get-up it is equal to any similar number we have received of a trade paper.  
FENWICK, HENDRY & CO.,  
Kingston, Ont.



# Drop of 15c. in Canned Tomatoes from Opening

Due to Unexpectedly Long Season—Prices Retroactive to Those Who Have Already Bought—Those Who Bought at Flat Rates Above a Dollar for 3's Hit Hard — Washing Soda and Resin Decline in Montreal—Shelled Almonds up 2 to 3 Cents—Scarcity of Apples Helps Syrups.

## MARKETS IN BRIEF

### QUEBEC.

#### PRODUCE AND PROVISIONS—

Creamery prints  $\frac{1}{2}$ c higher.  
Slump in egg supply caused firming in prices, new lays advancing 2c, and in cartons 2c also.  
Lumber camps creating a market for barreled pork.

#### FISH AND OYSTERS—

Gaspé salmon advanced 2c.  
Bluefish up 3c.  
B.C. salmon 3c higher.  
Close season for brook and lake trout.  
Frozen haddock up  $\frac{1}{2}$ c.

#### FRUIT AND VEGETABLES—

Apples very firm and selling up to \$8 for choice hand picked.  
Canadian peaches and plums done for season.  
Cranberries advancing with short crop.

#### FLOUR AND CEREALS—

Flour market dull, even after holiday, and slight decline required to stimulate trade.  
Decline in cereals is looked for soon.  
Dullness in cereals reflected in mill-feeds.

#### GENERAL GROCERIES—

Canned tomatoes have declined below opening prices on account of late warm weather extending packing season.  
Washing soda easier.  
Sugar still somewhat weak.  
New shipment of molasses on the way.  
Fig market reported stronger.  
Lima beans advanced.  
Decline in resin.

### ONTARIO.

#### PRODUCE AND PROVISIONS—

New laid eggs from 35 to 40c; very scarce. Storage also very firm at 28 to 30c.

Creamery up  $\frac{1}{2}$  to 1c.  
Cheese  $\frac{1}{4}$ c off on local boards.  
Stocks of chickens on hand from Thanksgiving.  
Hogs advance 15c; backs  $\frac{1}{2}$ c lower.

#### FRUIT AND VEGETABLES—

Apples sell up to \$5 a bbl.; advance in every line.  
Grapes up 5c; peaches and plums done.  
Cranberries advance 50c a bbl.  
Late vegetables higher.  
Sweet potatoes drop 50c barrel.

#### FISH AND OYSTERS—

Fresh whitefish and halibut give place to frozen stock owing to high prices.  
Orders for special Oyster Week beyond expectations.

#### FLOUR AND CEREALS—

All buyers waiting for definite indication of flour market.  
Cornmeal firm owing to shortness in supply rather than price.  
Rolled oats easier.

#### GENERAL GROCERIES—

Canned tomatoes dropped from \$1.15 to \$1.00 for 3's, grade A.  
Shelled almonds advance 2c.  
Better demand for syrups owing to apple scarcity.  
Canadian beans supplant Austrian.

### QUEBEC MARKETS.

Montreal, Oct. 22.—The wholesaler remarked this week: "Yes, we all are busy. Deliveries of seasonable goods are keeping us on the go, while there is a demand for general lines, which cannot be filled properly without some little exertion."

The chief feature of the week was the drop in canned tomatoes. A spell of good warm weather, which made growing conditions ideal, was responsible for increasing crop to record proportions, so that there has been a very heavy pack, and canners have a surplus to boot. Prices prevailing now are:—Group A, \$1.00; Group B, 97 $\frac{1}{2}$ c; Group C, 95c; gallon tomatoes—Group A, \$2.92 $\frac{1}{2}$ ; Group B, \$2.90.

Dry Lima beans are up  $\frac{1}{2}$  cent owing to crop turning out smaller than anticipated, while resin has lost its "stick," as far as the market is concerned, prices having dropped  $\frac{1}{8}$  cent.

Another line showing a decline is washing soda, quotations being 2 $\frac{1}{2}$  cents easier.

Tarragona almonds have advanced  $\frac{1}{2}$  cent per pound, being now quoted at 17 $\frac{1}{2}$ -18 $\frac{1}{2}$ c.

SUGAR.—Situation is in a doubtful condition at present, for, while it is agreed that it has recovered to some extent from recent weak turn, still the arrival of foreign beets on the market may alter the whole complexion. Some dealers look for a decline, as trade are now only buying from hand to mouth, and with the country bare, this change would create an avalanche of trade.

Extra Granulated Sugars—	Per 100 lbs.
100 lb. bags .....	4 40
20-lb. bags .....	4 50
2 and 5-lb. cartons .....	4 70
Second grade, in 100-lb. bags .....	4 25
Extra Ground Sugars—	
Barrels .....	4 80
50-lb. boxes .....	5 10
20-lb. boxes .....	5 20
Powdered Sugars—	
Barrels .....	4 80
50-lb. boxes .....	5 00
25-lb. boxes .....	5 00
Paris Lump—	
100-lb. boxes .....	5 15
50-lb. boxes .....	5 35
25-lb. boxes .....	5 45
Crystal Diamonds—	
Barrels .....	5 20
100-lb. boxes .....	5 35
50-lb. boxes .....	5 45
5-lb. cartons .....	6 20
Crystal Dominoes, cartons .....	7 10
Yellow Sugars—	
No. 3 .....	4 45
No. 2 .....	4 45
No. 1 .....	4 05
Barrels granulated and yellow may be had at 5c per cwt. above bag prices.	

MOLASSES.—Contrary to expectations, there is another cargo of molasses on the way to Montreal. The S.S. Sorana, one of the sugar boats, called

at Demerara and left on 18th inst. with a heavy amount of molasses, much of which has been bought by dealers here. It is just a question what effect this will have on market locally. If it goes into store with the attendant expenses, well, that means it will rank with present holdings, and effect will be but slight; if not, it will, according to some, help materially in keeping prices down. Again, it must not be forgotten that there has been a speculative element in Montreal since the beginning of the year. However, very shortly we will have something further to say.

Barbados Molasses—	Prices for Island of Montreal.
	Extra Fancy. Fancy. Choice
Punchcoons .....	.44 .41 .39
Barrels .....	.47 .44 .42
Half Barrels .....	.49 .46 .44
For outside territories prices range about 2 cents lower per gallon than for delivery, Island of Montreal.	
Carload lots of 20 punchcoons or its equivalent in barrels or half barrels, to one buyer, may be sold at "open prices." No discounts will be given.	
Corn Syrups—	
Barrels, per lb., 3 $\frac{1}{4}$ c; $\frac{1}{2}$ bbls., 3 $\frac{1}{2}$ c; $\frac{1}{4}$ bbls. .....	0 94
Pails, 30 $\frac{1}{2}$ lbs., \$1.85; 25 lbs. ....	1 25
Cases, 2 lb. tins, 1 doz. in case .....	2 30
Cases, 1 lb. tins, 1 doz. in case .....	2 85
Cases, 10 lb. tins, $\frac{1}{4}$ doz. in case .....	2 75
Cases, 20 lb. tins, $\frac{1}{4}$ doz. in case .....	2 70
Maple Syrups—	
Pure, per $\frac{3}{4}$ lb. tin .....	0 75
Pure, in 15 gal. kegs, 8c. per lb., or per gal .....	1 00
Maple Sugar, pure, per lb. ....	0 10 0 11

TEA.—The tea market remains generally firm, with nothing new in the situation.

Japans—		
Choicest .....	0 40	0 80
Choice .....	0 35	0 40
Fine .....	0 30	0 35
Medium .....	0 25	0 30
Good common .....	0 15	0 25
Common .....	0 15	0 15
Yamashiro .....	0 75	1 00
Ceylon—		
Broken Orange Pekoe .....	0 30	0 40
Pekoe .....	0 20	0 22
Pekoe Souchong .....	0 20	0 22
Garden grown .....	0 75	1 00
India—		
Pekoe Souchong .....	0 19	0 20
Ceylon Greens—		
Young Hysons .....	0 24	0 25
Hyson .....	0 22	0 23
Spanish No. 1 .....	0 13 $\frac{1}{4}$	0 13 $\frac{1}{4}$
Virginia No. 1 .....	0 15	0 15 $\frac{1}{4}$
Gunpowders .....	0 19	0 25
China Greens—		
Pingsuey gunpowder, low grade .....	0 14	0 18
Pingsuey gunpowder, pea leaf .....	0 20	0 20
Pingsuey, gunpowder, pinhead .....	0 30	0 30

COFFEE.—The market seems to be zig-zagging at present, as one time the bulls seem to be able to get away with a little forcing game, while the bears just now seem to be in the ascendancy. However, leaving primary market matters quietly aside, Canadian trade is good, and there seems to be a growing demand all along for the better grades.

Coffee, Roasted—	Per lb.
Jamaica .....	0 21 $\frac{1}{2}$ 0 23 $\frac{1}{2}$
Java .....	0 20 0 25
Maracabo .....	0 21 0 23
Mexican .....	0 25 0 28
Mocha .....	0 25 0 29
Rio .....	0 19 $\frac{1}{4}$ 0 21 $\frac{1}{4}$
Santos .....	0 20 $\frac{1}{4}$ 0 23

SPICES AND CONDIMENTS.—There is no change to report in this market. Fall trade in both spices and salt have been generally good this year.



THE CANADIAN GROCER

	Compound, per lb.	Pure, per lb.
<b>Spices—</b>		
Allspices, ground	0 10	0 13-0 15
Allspices, whole		0 20-0 25
Cinnamon, whole		0 20-0 25
Cinnamon, ground	0 17-0 18	0 25-0 35
Cinnamon, Batavia		0 25-0 30
Cloves, whole		0 25-0 30
Cloves, ground	0 18-0 22	0 25-0 30
Cream of tartar	0 15-0 21	0 27-0 30
Curry powder		0 25-0 25
Ginger, Cochlin	0 12-0 15	0 15-0 21
Ginger, Jamaica, ground	0 15-0 18	0 22-0 25
Ginger, Jamaica, whole		0 15-0 20
Ginger, African, ground		0 15-0 18
Mace		0 15-0 18
Nutmegs, brown, 64s, 56s;		0 15-0 18
80s, 40s; 100s		0 15-0 18
Nutmegs, ground, bulk, 40s;		0 15-0 18
1 lb. tins		0 15-0 18
Pastry spice		0 15-0 18
Peppers, black, ground	0 10-0 14	0 17-0 20
Peppers, black, whole		0 15-0 20
Peppers, white, ground		0 27-0 30
Peppers, white, whole		0 25-0 28
Pickling spice		0 15-0 15
Tumeric		0 25-0 35
<b>Salt, bulk—</b>		
Bbls., fine		1 55
200s, per cwt.		1 10
50's, fine or coarse		0 45
<b>Salt, bags—</b>		
100 3s		3 00
60 5s		3 00
42 7s		2 80
30 10s		2 80
15 20s		2 70

**DRIED FRUITS.**—There has not been as much activity in this market of late as one would expect. As before stated, new crop Persian dates are on the way; and as market is bare, it is evident that there will be little time wasted in finding an outlet for entire shipment.

California prune situation has not improved much, though greater firmness is evident in market for medium grades.

Fig market, on the other hand, is healthy owing to supplies and unlimited demand. Reports from Smyrna go to show that the crop has played a little false with anticipations, and that prices are advancing.

Currants are steady enough at the moment, no alarming cables having been received lately from Greece.

Owing to approach of heavy buying season, citron is firm, decidedly so, and an advance in price may be scored.

EVAPORATED FRUITS.		Per lb.
Apples, 50-lb. boxes	0 07½	0 08
Nectarines, choice		0 11
Peaches, choice		0 09½
Pears, choice		0 12½

DRIED FRUITS.		Per lb.
<b>Candied Peels—</b>		
Citron		0 17
Lemon		0 11
Orange		0 12
<b>Caramels—</b>		
Amalfas, loose	0 07½	0 08
Amalfas, 1-lb. pkgs.	0 07½	0 08½
Filifratras, fine, loose	0 05½	0 07

<b>Dates—</b>		
Dromedary, package stock, per pkg.		0 07½
Fards, choicest		0 11
Hallowes, loose		0 05
Hallowes, 1-lb. pkgs.		0 06½
<b>Figs—</b>		
Finest, 6 crown, about 12 pounds.		0 15
Same fruit, 5 and 4 crown, 1 and 2 cents less.		

<b>Prunes—</b>		
40 to 50, in 25-lb. boxes, faced		0 14
50 to 60, in 25-lb. boxes, faced		0 13
60 to 70, in 25-lb. boxes, faced		0 12
70 to 80, in 25-lb. boxes, faced		0 08½
80 to 90, in 25-lb. boxes, faced		0 08
90 to 100, in 25-lb. boxes, faced		0 07½

<b>Raisins—</b>		
Malaga table, box of 22 lbs., according to quality	2 80	5 25
Muscata, loose, 3 crown, lb.		0 07½
Sultans, loose		0 10
Sultans, 1 lb. pkgs.		0 11½
Valencia, old stock		0 04
Seeded, fancy		0 09½
Seeded, choice		0 09
Prices quoted on all lines of fruits liable to be shaded for quantities, according to the state of the market.		

**RICE AND TAPIOCA.**—The rice market has been quite active from a selling standpoint, with no changes in quotations. There is nothing new in tapioca or sago.

<b>Rangoon Rice—</b>		Per cwt.
"B," bags 50, 100 and 250 lbs.		3 30
"B," pockets, 25 lbs.		3 40
"B," pockets 12½ lbs.		3 50
"C.C.," bags 50, 100 and 250 lbs.		3 20
"C.C.," pockets 25 lbs.		3 30
"C.C.," pockets 12½ lbs.		3 40
India bright		3 45
Lustre		3 55
<b>Fancy Rices—</b>		Per cwt.
Polished Patna		4 60
Pearl Patna		4 60
Imperial Glace		4 90
Sparkle		5 10
Snow, Japan		5 30
Ice drips, Japan		5 45
Crystal, Japan		5 10
Carolina head		7 10
<b>Imported Patna—</b>		Per lb.
Bags, 224 lbs.	0 05½	0 05½
Half bags, 112 lbs.	0 05½	0 05½
Quarter bags, 56 lbs.	0 05½	0 05½
Velvet head Carolina	0 09	0 10
Sago, brown	0 04½	0 05
<b>Tapioca—</b>		Per lb.
Singapore, medium pearl	0 04½	0 05
Singapore, seed	0 04½	0 05
Penang	0 04½	0 05

ONTARIO MARKETS.

Toronto, Oct. 23.—Drop in opening prices of canned tomatoes caused quite a flurry in wholesale circles this week, as move was unusual one. Several wholesalers who bought at flat rate from independents will be hit hard, as prices paid will be at least 10 cents above present revised rates of Dominion Cannery.

**SUGAR.**—Following on quiet September, as retailers stocked up during August, October business is reported as quite satisfactory. Heavy preserving season cleaned out stocks, and business from now on is expected to be fairly brisk. Situation, as reported last week, in raws is unchanged.

<b>Extra Granulated Sugars—</b>		Per 100 lbs.
100 lb. bags		4 50
20 lb. bags		4 60
2 and 5 lb. cartons		4 80
Beaver granulated, in 100 lb. bags		4 35
<b>Extra Ground Sugars—</b>		
Barrels		4 35
50 lb. boxes		5 10
25 lb. boxes		5 30
<b>Powdered Sugars—</b>		
Barrels		4 70
50 lb. boxes		4 90
25 lb. boxes		5 10
<b>Paris Lump—</b>		
100 lb. boxes		5 25
50 lb. boxes		5 35
25 lb. boxes		5 55
<b>Crystal Diamonds—</b>		
Barrels		5 30
100 lb. boxes		5 25
50 lb. boxes		5 35
5 lb. cartons		7 40
Crystal Dominoes, cartons		7 50
<b>Yellow Sugars—</b>		
No. 3		4 45
No. 2		4 35
No. 1		4 05
Barrels granulated and yellow may be had at 50 per cwt. above bid prices.		

**SYRUPS AND MOLLASSES.**—Syrup dealers report active demand last couple of weeks. This is expected, but conditions this year are more favorable than usual, as shortage of apples results in general demand, especially in country districts for syrup as substitute.

<b>Syrups—</b>		Per case.
2 lb. tins, 2 doz. in case		2 50
5 lb. tins, 1 doz. in case		2 85
10 lb. tins, ½ doz. in case		2 75
20 lb. tins, ¼ doz. in case		2 70
Barrels, per lb.		0 05½
Half barrels, lb.		0 03½
Quarter barrels, lb.		0 04
Falls, 38½ lbs. each		1 85
Falls, 25 lbs. each		1 35
<b>Mollasses, per gallon—</b>		
New Orleans, barrels	0 27	0 29
West Indies, half barrels	0 29	0 31
West Indies, barrels		0 28
West Indies, half barrels		0 30
Barbados, fancy, barrels	0 45	0 47
Barbados, fancy, half barrels	0 49	0 50
<b>Maple Syrup—Compound—</b>		
Gallons, 5 to case		4 80
¼ gals., 12 to case		5 40
½ gals., 24 to case		4 80
Pints, 24 to case		2 70

<b>Maple Syrup—Pure—</b>		
5 gallon cans, 1 to case		1 25
Gallons, 6 to case		6 60
½ gallons, 12 to case		7 25
Quarts, 24 to case		7 25
Pints, 24 to case		4 70
<b>Maple Sugar—</b>		
Pure, per lb.		0 14
<b>Maple Cream Sugar—</b>		
24 twin bars		1 80
40 and 48 twin bars		3 00
Maple butter, lb. tins, dozen		1 90

**SPICES.**—Firm feeling in cream of tartar and caraway and another drop in celery are chief changes this week. Celery, new crop, has arrived, and is selling at half price of three weeks ago; in fact, old stock is being disposed of by jobbers at heavy losses.

New York importer reports that "Cloves are lower for all deliveries, and while each week will probably bring lower spot prices, there is no indication of any further declines in futures, which are now on pretty low basis, and evidently already discount estimated heavy yield."

Cables from Europe as well as primary sources report fractionally lower prices on black pepper. Shipments of white pepper due by end of month will relieve spot scarcity, and reduce present range of values.

	5 and 10 lb. Tins, pkgs.	¼ lb. doz.	½ lb. doz.
Allspice	14-17	60-0 70	70-0 80
Cassia	22-27	72-0 90	80-0 90
Cayenne pepper	23-28	72-0 90	90-1 15
Cloves	30-35	1 08-0 95	1-1 08
Cream tartar	30-33		
Curry powder	35		
Ginger	22-27	65-0 85	75-0 95
Mace	75-1 00		2-75
Nutmegs	25-30	90-0 00	1 60-2 50
Peppers, black	18-20	67-0 75	80-0 90
Peppers, white	28-29	95-1 10	1 10-1 20
Pastry spice	20-27	65-0 85	75-1 10
Pickling spice	14-18	75-0 00	75-0 00
Tumeric	18-18		

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

**DRIED FRUITS.**—Telegram from San Francisco on Wednesday stated new crop fancy seeded raisins (Associated) had advanced ½ cent.

A California packer has prepared an estimate of the production of dried fruits last year with the present as follows:

	1913	1912
Apricots, tons	9,000	19,000
Peaches, tons	18,000	30,000
Prunes, tons	40,000	110,000

Report from California on raisins says—Weather conditions for harvesting crop have been perfect, and shortage not as great, therefore, as expected.

Letter from Patras, Greece, states that prices of currants should have reached bottom, as crop turns out less than anticipated. Vostizzas are 25 per cent. short of last year's.

Much of Sultana raisin crop was destroyed by rain or rotted, and damage is estimated at 30 to 35 per cent. Prices accordingly in primary markets have advanced.

Apples, evaporated, new, per lb.	0 09	0 09½
Apples, evaporated, old, per lb.		0 08½
<b>Apricots—</b>		
Standard, 25 lb. boxes	0 16	0 18
Choice, 25-lb. boxes	0 18	0 20
Fancy	0 22	0 24



# THE CANADIAN GROCER

<b>Candied Peels—</b>		
Lemon	0 11	
Orange	0 12	
Citron	0 15	
<b>Currants—</b>		
Filigras, per lb.	0 06 3/4	
Amalras, choicest, per lb.	0 07	
Patras, per lb.	0 07 1/2	
Vostizas, choice	0 08	
Vostizas, shade dried	0 10 1/4	0 11
Cleaned, 1/2 cent more.		
<b>Dates—</b>		
Fards, choicest, 12-lb. boxes	0 08 1/2	0 09 1/4
Fards, choicest, 60-lb. boxes	0 07	0 07 1/2
Package dates, per pkg.	0 06 1/2	0 07 1/2
<b>Figs—</b>		
Table figs, new, 3 and 4 crown	0 12	0 12 1/4
Natural figs, in bags, lb.	0 05	0 07
Comadre figs, in taps, per lb.	0 04	0 04 1/4
Elemas, figs, in boxes, according to size, lb.		0 08
<b>Peaches—</b>		
Standard, 50-lb. boxes	0 09 1/4	0 09 1/4
Choice, 25-lb. boxes	0 08 1/2	0 08 1/2
Choice, 50-lb. boxes	0 08 1/2	0 08 1/2
<b>Raisins—</b>		
Sultana, choice	0 10	0 12
Sultana, fancy	0 12	0 14
Valencia, new stock		0 08
Seeded, fancy, 1 lb. packets		0 09
Seeded, choice, 1 lb. packets		0 08 1/2

**RICE AND TAPIOCA.**—Rice situation is causing some concern, as result of reports of severe damage owing to heavy rains. However as crops started out better, quantity probably will equal last year's, although quality will be affected.

United States crop report on rice says—Condition 80 per cent. of normal compared with 89.2 per cent. in October last year, and 87.5 per cent. for ten-year average in October, leaving this year's crop 7.5 per cent. below normal.

Shipments to Canada and United States of tapioca are falling off, reflecting inactivity in article this fall. With increased demand prices are likely to work higher.

Tapioca is looking firmer.

<b>Rangoon, per lb.</b>	0 03 1/2	0 04
Rangoon, fancy, per lb.	0 05 1/4	0 05 1/4
Patna, per lb.	0 06 1/2	0 06 1/2
Japan, per lb.	0 06 1/2	0 08
Java, per lb.	0 06 1/2	0 07
Carolina, per lb.	0 08	0 10
<b>Sago—</b>		
Brown, per lb.	0 04 1/2	0 06
White, per lb.	0 05 1/2	0 05 1/2
<b>Tapioca—</b>		
Bullet, double goat	0 09 1/4	0 09 1/4
Medium pearl	0 05	0 05
Seed pearl	0 05 1/4	0 05 1/4
Flake	0 09 1/4	0 09 1/4

**NUTS.**—An advance of 2 1/2 to 3 cents on shelled almonds did not take effect in all quotations this week, but will very soon. Most jobbers kept to old prices for immediate orders, but are likely to advance lists in few days.

<b>In shell—</b>		
Almonds, Formigetta	0 15	0 16
Almonds, Tarragona		0 17
Brazils	0 20	0 20
Filberts, Sicily		0 15 1/4
Filberts, Barcelona		0 09 1/2
Peanuts, green, per lb.	0 10 1/4	0 11
Peanuts, roasted	0 12 1/2	0 14
Pecans	0 14	0 16
Walnuts, Bordeaux	0 13	0 13 1/2
Walnuts, Grenoble	0 16	0 16 1/2
Walnuts, Marbots	0 15	0 15 1/2
Walnuts, Cornes	0 13	0 14
<b>Shelled—</b>		
Almonds	0 40	0 41
Filberts		0 27
Peanuts	0 60	0 10
Pecans		0 16
Walnuts	0 32	0 35

**COFFEES.**—Mild coffees in sympathy with Brazils have advanced shade, and there is every indication of higher prices locally within couple of months. Some still look to Brazils to drop, but most regard this as forlorn hope.

<b>Coffee, Roasted—</b>		
Bogotas	0 27	0 28
Guatemala	0 26	0 28
Jamaica	0 24	0 25
Java	0 32	0 35
Maricao	0 25	0 26
Mexican	0 27	0 28
Mocha	0 30	0 32
Rio	0 18	0 20

Santos	0 22	0 23
Chicory, per lb.	0 10	0 12

**TEA.**—Primary markets continue strong. Report from Japan says—Natives mixed old teas, which had been colored, with teas of present season, but Japanese law stepped in and condemned mixture, and present crop shortage was accentuated. In China greens, small offerings at very high prices. Locally market is steady, especially in' flavory teas.

**DRIED VEGETABLES.**—Canadian beans are turning out so well that "primes" are missing; all can classify as "extra H.P." At present quality and prices of Canadian there are no Austrian contracted for, nor will there be.

<b>Beans—</b>		<b>Per bushel.</b>
Austrian H. P.	2 25	
Canadian, extra H. P.	2 15	
Canadian, extra H. P.	2 15	
Yellow eyes	3 25	
Brown	2 75	
Peas, Canadian, per bushel	2 60	
Green, imported, bush.	2 60	
Barley, pot	3 10	
Barley, pearl	4 75	

## CANNED GOODS.

Toronto, Oct. 22.—Great as was demand for tomatoes at \$1.15, it will be increased considerably at new price of \$1.00 for 3's, grade A, in opinion of jobbers and wholesalers. At old rate sales were being made retail at 2 for quarter; but new prices may permit 10 cents flat, very favorable price from consumers' standpoint. Jobbers report "huge sales" in Ontario, even at old prices, but trade in West still backward, but showing marked signs of improvement. "Market for all canned goods is very healthy, and consumption in country will easily take care of all stocks this year, however large," said jobber to Canadian Grocer.

While final price comes thus late, it is understood it will apply to whole season, and canners will give rebates on all orders already filled. This will mean 15 cents per dozen cans. Speculation as to cause of sudden drop is rife, and effects will be far-reaching. Some wholesalers, it is known, bought up independent goods at flat rates, and such will be hit hard with considerable loss. Others, again, contracted for goods at "opening prices, less 5 cents," which would mean reduction from \$1.00 to 95 cents, a very low price for tomatoes. All contracts made at "opening prices," less so-and-so, must, it is believed, conform to this drop by Dominion Canners, which with discounts, freight, etc., will bring net price at factory to little above 70 cents.

## VEGETABLES.

Ontario and Quebec Prices.

		<b>Group A, per doz.</b>
2's Asparagus Tips		2 27 1/2
2's Asparagus butts		1 42 1/2
2's Beets, sliced, Blood Red, Simcoe		0 97 1/2
2's Beets, whole, Blood Red, Simcoe		0 97 1/2
2's Beets, whole, Blood Red, Rosebud		1 27 1/2
3's Beets, sliced, Blood Red, Simcoe		1 32 1/2
3's Beets, whole, Blood Red, Simcoe		1 37 1/2
3's Beets, whole, Blood Red, Rosebud		1 62 1/2

<b>Beans—</b>		<b>Group A</b>
2s, golden wax, midget, Arctic brand		1 15
2s, golden wax		0 85
3s, golden wax		1 22 1/2
Gallon, golden wax		3 52 1/2
2s, Refugee or Valentine (green)		0 85
3s, Refugee (green)		1 22 1/2
2s, Refugee, midget, Auto brand		1 15
Gallons, Refugee		3 52 1/2
(Group B is 2 1/2 doz. less in each case.)		
<b>Beans—</b>		
2's Crystal wax		\$ 95
2's Lima		1 17 1/4
2's Red kidney		0 97 1/2
3's Cabbage		0 97 1/2
2's Carrots		0 97 1/2
3's Carrots		1 27 1/2
<b>Cauliflower—</b>		
2's		1 37 1/2
3's		1 77 1/2
<b>Corn—</b>		
2's		92 1/4
2's Fancy		1 02 1/4
Gals. on cob		4 52 1/2
2's Peas, standard, sieve 4		0 85 1/2
2's Peas, Early June, sieve 3		0 85
2's Peas, Sweet Wrinkles, sieve 2		0 87 1/2
2's Peas, extra fine sifted, sieve 1		1 27 1/2
Gals. Peas, standards		4 02 1/2
Gal. Peas, Early June		4 12 1/2
Gal. Peas, Sweet Wrinkles		4 27 1/2
<b>Farnips—</b>		
2's		97 1/4
3's		1 17 1/4
<b>Pumpkin—</b>		
2's		50
2 1/2's		72 1/2
3's		82 1/2
Gals.		2 27 1/2
2's Spinach		1 27 1/2
3's Spinach		1 77 1/2
Gals. Spinach		5 30
<b>Sauerkraut—</b>		
2 1/2's, Simcoe		92 1/4
3's, Simcoe		97 1/4
Gals., Simcoe		2 77 1/4
<b>Squash—</b>		
3's		97 1/4
Gals.		2 77 1/4
2's Succotash		97 1/4
<b>Tomatoes—</b>		
2's		85 1/2
2 1/2's		95
3's		1 00
Gals.		2 92 1/2
Turnips, 3's		97 1/4

## FRUITS.

<b>Apples—</b>		
3's, Standard		97 1/4
3's, Preserved		1 47 1/2
Gals., Standard		2 42 1/2
Gals., Preserved		4 02 1/2
<b>Blueberries—</b>		
2's (Huckleberries) standard		1 47 1/4
2's (Huckleberries) preserved		1 77 1/4
Gals. (Huckleberries) standard		6 52 1/2
2's Black Cherries, pitted H.S.		1 92 1/4
2's Black Cherries, not pitted H.S.		1 52 1/4
2's Red, Ptd, Cherries, H.S.		1 92 1/4
2's Not ptd., Red Cherries, H.S.		1 52 1/4
Gals., Ptd., Cherries		8 52 1/2
Gals., Not Ptd., Cherries		8 02 1/2
2's Cherries, White Ptd., H.S.		1 92 1/4
2's Cherries, White, Not Ptd., H.S.		1 52 1/4
2's Black Currants, H.S.		1 92 1/4
2's Preserved, Black Currants		5 27 1/2
Gals. Black Currants, standard		5 27 1/2
Gals. Black Currants, solid pack		8 27 1/2
2's Red Currants, H.S.		1 92 1/4
2's Red Preserved Currants		2 27 1/2
Gal. Red Currants, standard		5 27 1/2
Gals. Red Currants, solid pack		8 27 1/2
2's Gooseberries, H.S.		1 77 1/4
2's Gooseberries, Preserved		2 02 1/2
Gals. Gooseberries, standard		7 02 1/2
Gals. Gooseberries, solid pack		8 77 1/2
<b>Grapes—</b>		
2's, white, Niagara, preserved		1 37 1/4
Gals., white, Niagara, standard		3 27 1/4
<b>Lawtonberries, gals., standard</b>		7 02 1/2
2's Pineapple, sliced, H.S. White Bahama		1 92 1/4
2's Pineapple, grated, H.S. White Bahama		1 47 1/2
2's Pineapple, whole, H.S. White Bahama		1 92 1/4
3's Pineapple, whole, H.S. White Bahama		2 47 1/2
<b>Peaches—</b>		
2's white, heavy syrup		1 27 1/4
2's white, heavy syrup		1 87 1/4
3's white, heavy syrup		97 1/4
1 1/2's yellow, fats, heavy syrup		1 27 1/4
2's yellow, heavy syrup		1 27 1/4
2 1/2's yellow, heavy syrup		1 77 1/4
3's yellow, heavy syrup		1 87 1/4
3's yellow, whole, heavy syrup		1 52 1/4
3's pie, not peeled		97 1/4
3's pie, peeled		1 27 1/4
Gals., pie, not peeled		2 52 1/4
Gals., pie, peeled		3 77 1/4
Pie fruits, assorted, gals. (add 5 per cent.)		
<b>Pears—</b>		
2's Bartlett, heavy syrup		1 52 1/4
2 1/2's Bartlett, heavy syrup		1 77 1/4
3's Bartlett, heavy syrup		2 02 1/4
2's Flemish beauty, heavy syrup		1 47 1/4
2 1/2's Flemish beauty, heavy syrup		1 72 1/4
3's Flemish beauty, heavy syrup		1 97 1/4
2's Keiffers, heavy syrup		1 27 1/4
2 1/2's Keiffers, heavy syrup		1 52 1/4
3's Keiffers, heavy syrup		1 77 1/4
2's light syrup, globe		1 37 1/4
3's light syrup, globe		1 37 1/4
3's pie, not peeled		97 1/4
3's pie, peeled		1 27 1/4
Gals., pie, not peeled		2 52 1/4
Gals., pie, peeled		3 77 1/4
Pineapple, sliced, 2's		2 00
<b>Plums—</b>		
2's, Damson, light syrup		87 1/4
3's, Damson, light syrup		1 27 1/4
2's, Damson, heavy syrup		97 1/4
3's, Damson, heavy syrup		1 37 1/4
Gals., Damson, standard		2 77 1/4
2's, egg, heavy syrup		1 07 1/4



2½'s, egg, heavy syrup	1 37½
3's, egg, heavy syrup	1 47½
2's, green gage, light syrup	1 07½
2's, green gage, heavy syrup	1 07½
3's, green gage, light syrup	1 37½
3's, green gage, heavy syrup	1 47½
Gals., green gage, standard	3 02½
2's, Lombard, light syrup	87½
2½'s, Lombard, light syrup	1 07½
3's, Lombard, light syrup	1 27½
2's, Lombard, heavy syrup	97½
2½'s, Lombard, heavy syrup	1 27½
3's, Lombard, heavy syrup	1 37½
Gals., Lombard, standard	2 77½
2's Rhubarb, preserved	1 52½
3's Rhubarb, preserved	2 27½
Gals. Rhubarb, standard	3 52½
2's Strawberries, H.S.	1 92½
2's Strawberries, preserved	2 27½
Gals. Strawberries, standard	7 52½
Gals. Strawberries, solid pack	9 77½
Lawtonberries—	
2's Blackberries, H.S.	1 92½
2's preserved	2 12½
Raspberries—	
2's black, H.S.	1 92½
2's black, preserved	2 12½
Gals., black, standard	7 02½
Gals., black, solid pack	9 27½
2's red, H.S.	1 92½
2's red, preserved	2 12½
Gals., red, standard	7 27½
Gals., red, solid pack	9 27½
Group B, 2½ cents less per dozen.	
Salmon—	
Fraser River Sockeyes—	
1 lb. talls, dozen	1 90 1 95
1 lb. flats, dozen	2 02½ 2 07½
¼ lb. flats, dozen	1 22½ 1 27½
Northern River Sockeyes, dozen	1 90
Red Springs, dozen	1 80
Cohoos, dozen	1 45
Pinks, dozen	1 00

MANITOBA MARKETS.

SUGAR.—A further reduction in sugar prices seems to be in order although at the time of writing no change has been announced. There is yet a very satisfactory consumptive demand.

Sugar, Eastern—		Per cwt. in bbls.
Extra standard granulated	4 95	
Extra ground or icing	5 55	
Powdered	5 35	
Lumps, hard	5 35	
Montreal yellow	4 55	
Sugar, Western—		
Extra standard granulated	4 95	
Yellow sugar, No. 1	4 55	
Yellow sugar, No. 2	4 40	
Yellow sugar, No. 3	4 30	
Bar sugar	5 10	
Icing sugar	5 30	
Powdered sugar	5 10	
H. P. lumps	5 80	
Sugar packed in 100 lb. sacks 5c per 100 lbs. less.		

SYRUPS.—Syrups are in better demand. They are to a certain extent a winter commodity here and worth special featuring considering the steady rise in butter prices.

Corn Syrups—		
Barrels, per 100 lbs.	4 25	
Cases, 20-lb. tins, ¼ doz. in case	2 77	
Cases, 10-lb. tins, ¼ doz. in case	2 76	
Cases, 5-lb. tins, ¼ doz. in case	2 88	
Cases, 2-lb. tins, 2 doz. in case	2 45	
Molasses—		Per gal.
Barbadoes	0 45	0 50
New Orleans	0 33	0 38
Maple Syrups—		Per case.
Imperial quarts, case 2 doz.	5 20	
Imperial ½ gals., 1 doz.	4 75	

DRIED FRUITS.—The market is a little brisker as is usual at this time of the year. California reports light crop and probability of scarcity. Prunes, especially, are very firm.

Apricots—		Per lb.
Choice	0 16½	
Standard	0 16	
Slab	0 11½	
Currants—		
Dry clean	0 07½	
Washed	0 07½	
1 lb. package	0 08½	
2 lb. package	0 17½	
Figs, Cooking—		
Choice, boxes	0 05½	
Half boxes	0 05½	
Half bags	0 05½	
Nectarines	0 11½	
Prunes, in 25-lb. boxes—		
90 to 100	0 06½	
80 to 90	0 06½	
70 to 80	0 07½	
60 to 70	0 08½	
50 to 60	0 10½	
40 to 50	0 12	
Raisins, Valencia—		
Fancy, off stalk, 2s, per box	2 20	
4 crown layers, 2s, box	2 40	

STRONGER SALMON SITUATION.

Vancouver, B.C., Oct. 21—(Special).—The pack of canned salmon for this year is now practically finished, and has gone into history.

The catch was good on the Fraser River, but was quite unsatisfactory in the northern rivers of British Columbia.

From a profit standpoint to the packers, the season is said to have been rather a disappointment. In the first place, on account of the lack of fish, not more than half of the season's equipment, such as cans, cases, and other supplies, was used at the northern canneries.

In the early part of the season the fishermen on the Fraser River were paid 25c each for sockeye salmon, while the price paid to the American fishermen by the American packers was only 15c each for the same fish.

When the price of the fish to the Canadian fishermen was finally brought down to a parity with the American prices for the same fish, the Canadian fishermen on the Fraser River struck right in the midst of a big run of fish; the inside cannery workers also struck in sympathy, resulting in the loss of several thousand cases of the finest sockeye salmon. This strike of the fishermen, however, lasted only a few days when they accepted the new scale of prices.

A summary of the present market condition on canned salmon is as follows:—

SOCKEYE. — Many canners have entirely sold out, flats and halves are almost cleaned up, and what few are left are in strong hands. The market for best grade has advanced.

SPRINGS.—Not many canned: this grade goes mostly into mild pickle for smoking. There are unsold a few choice lots of Red Springs obtainable at attractive prices. Medium Red and White Springs are good fish, and are offering at low prices on account of light color.

COHOES (also described as "Medium Red").—About one-half unsold and no change in price.

PINKS (also described Humpback)—Selling freely and prices firm.

CHUMS (also described Dog Salmon).—Stocks light.

4 crown layers, 14s, box	1 25
4 crown layers, 7s, box	0 65
Raisins, Sultanas—	
California	0 09½
Smyrnas	0 14

SASKATCHEWAN MARKETS.

By Wire.

Regina, Oct. 22.—Whole roasted Rio coffee advanced 1 cent, with prospects of another cent advance. Sugar market is weak. Gallon apples are advancing, with peaches and pears on down grade. Business generally is picking up with the marketing of grain, and prospects in the grocery trade are promising.

Produce and Provisions—		
Bacon, breakfast, per lb.	0 22	0 23
Butter, creamery, per lb.	0 30	0 31
Corn, standard, per 2 dozen	2 05	2 10
Cheese, per lb.	0 16	0 16½
Eggs, per dozen	0 30	0 31
Lard, 3's, per case	8 25	8 33
Lard, 5's, per case	8 15	8 23
Lard, 10's, per case	8 05	8 15
Cornmeal, 24s, 67½c; 25s, \$1.20-\$1.25; 10-10s, \$2.55-\$2.75; 49s, \$1.35; 98s	2 44	
Flour, 24s, \$2.85-\$3; 49s, \$2.80-\$2.95; 98s	2 75	2 90
Rollad oats, 10-8s, \$2.35-\$2.36; 20s, 55-56c; 40s, 99c-\$1.00; 80s	2 05	2 10
General—		
Lard, 20's, each	2 65	2 85
Flour and Cereals—		
Apricots, choice	0 19	
Coffee, whole, roasted, Rio	0 19	
Currants, gulf cleaned	0 08½	
Dried apples, 50s	0 09	
Dried apples, 25s	0 09½	
Evaporated apples, per lb.	0 09	
Dried peaches, 25s	0 09	
Dried peaches, choice	0 09	0 09½
Raisins, muscatels, 50s	0 08	
Raisins, muscatels, 25s	0 08½	
Raisins, Valencias, select, 25s	2 65	
Raisins, seeded, choice	0 09½	
Nuts—		
Almonds, whole	0 17½	
Brazil	0 21	
Filberts	0 14½	
Walnuts	0 15½	
Potatoes, per bushel	0 60	
Prunes, 70-80, 25s	0 08½	
Beans, Ontario, per bushel	2 00	2 10
Beans, Hungarian, per bushel	2 45	2 65
Rice, per cwt.	4 35	4 40
Sugar, standard, gran., per cwt.	5 27	
Sugar, yellow, per cwt.	4 87	
Starch, standard, per case	2 80	
Canned Goods—		
Corn, standard, per 2 dozen	2 25	
Peas, standard, per 2 dozen	2 00	2 05
Plums, Lombard	2 21	
Peaches	2 91	
Strawberries and raspberries	4 20	
Tomatoes, standard, per dozen	2 85	2 86
Salmon, Sockeye, 4 doz. case, 1s.	7 80	
Sockeye, ½s	6 70	
Red springs, 1s.	6 70	
Cohoos, 1s	5 40	
Humpback, 1s	3 50	
Starch—		
Laundry, 1s	0 08½	
Corn, 1s	0 07	0 08½

NEW BRUNSWICK MARKETS.

By Wire.

St. John, Oct. 22.—Principal changes in market quotations since last week are found in canned goods. An advance of 5 cents is noted in corn and peas, and of 2½ cents in peaches. Tomatoes are still uncertain until new stock begins to come in, but crop assures marked reduction from last year's prices. Ontario shows decline of more than 15 cents per dozen changes.

Produce and Provisions—		
Bacon, breakfast, per lb.	0 20	0 22
Bacon, roll, per lb.	0 16	0 16½
Bacon, American clear, per bbl.	25 50	27 50
Pork, domestic, mess, per bbl.	29 50	
Butter, dairy, per lb.	0 25	0 25
Butter, creamery, per lb.	0 26	0 28
Cheese, new, per lb.	0 14½	0 15
Eggs, in case, 29-30c; henery	0 33	0 34
Lard, compound, per lb.	0 11½	0 11½
Lard, pure, per lb.	0 15½	0 15½
Flour and Cereals—		
Buckwheat, W., grey, per bag	2 75	2 85
Cornmeal, gran., \$5.50; bbls., \$3.85; bags	1 85	
Flour, Manitoba, per bbl.	6 25	
Flour, Ontario, per bbl.	5 45	
Rollad oats, per bbl.	5 40	
Oatmeal, standard, per bbl.	5 95	
Fresh Fruits and Vegetables—		
Lemons, Messina, box	3 50	4 00
Potatoes, barrel		1 50

(Continued on page 41.)



# FLOUR and CEREALS

## Demand for Flour Quiet; Cornmeal Very Scarce

Export Offers Below Market Quotations—Cutting Cornmeal and Rolled Oats in Toronto—Dull in Mill Feeds.

Situation of wheat and flour have been in sharp contrast this week. On Tuesday last, Manitoba wheat recovered after its long downward movement and was 1/2 cent. to good in sympathy with futures at 86 1/2 for No. 1 Northern. December wheat in Winnipeg closed at 78 5/8c, an advance of 7/8c, but 7/8c below last year at this time. Export orders have been coming liberally and altogether market has better tone. Price is so low that demand for Ontario wheat has lessened.

Flour, on other hand, is weaker. Up to end of last week exports from Montreal were heavy, 137,840 sacks in six days compared with 70,595 one year ago; heaviest this season. Some mills have sold output to end of season, and some sales have been made for China and Japan markets. Present week, however, finds export demand dull, quite out of line, awaiting rock bottom in wheat market and possibly second decline in flour.

### MONTREAL.

**FLOUR AND CEREALS.**—Market following on holiday should have presented certain amount of activity, but instead, very pronounced weakness prevailed, neither demand for domestic nor foreign account being up to mark. Millers agree that slight change in price would brighten things up but make no definite statement as to likelihood of change.

	Car lots, in bags,
<b>Manitoba Wheat Flour—</b>	per bbl.
First patents	5 40
Second patents	4 90
Strong bakers'	4 70
Flour in cotton sacks, 10 cents per barrel more.	
<b>Winter Wheat Flour—</b>	
Fancy patents	5 00
90 per cent.	4 90
Straight roller	4 70
Blended flour	4 90 5 00

**CEREALS.**—There is no change in market quotations at present moment, but trade is far from active and as millers have strong supplies it would not surprise many to see decline within next three weeks. Of course, things may change, but if they don't, well, we look for decline to stimulate buying.

	Per 90-lb. sack
<b>Cornmeal—</b>	
Kiln dried	2 60
Softer grades	2 90
<b>Rolled Oats—</b>	90s. in jute.
Small lots	2 25%
25 bags or more	2 15%
Rolled oats in cotton sacks, 5 cents more.	
<b>Oatmeal—</b> Fine, standard and granulated, 10 per cent. over rolled oats in 90s. in jute.	
<b>Rolled wheat—</b>	100-lb. bbls.
Small lots	2 85
Homeiny, per 90-lb. sack	2 40 2 75

**MILL FEEDS.**—There is no very great trade passing, same dullness which prevails in flour and cereal markets being reflected here.

	Car lots, per ton
<b>Mill Feeds—</b>	
Bran	22 00
Shorts	24 00
Middlings	26 00
Wheat moulee	26 00
Feed flour	34 00
Feed cornmeal, per cwt.	1 85

### TORONTO.

**FLOUR.**—Toronto broker in commenting on situation to Canadian Grocer on Wednesday morning of this week said: "Great trouble is too much wheat is coming in. Money pressure has forced Western farmers to rush whole output in and market cannot digest it and elevators are jammed on lakes and at seaboard. But on other hand, quality is so fine and with some uncertainty about outside production, market is in position to jump 5 cents in single week. If wheat should be forced out of country on consignment position would be bad. However, weather may interfere with deliveries from West and restore good feeling. Cable bids on flour are out of line but offers are being made below market in order to take advantage of counter offers at bottom whenever price drops. But, generally, no one wants to buy at present until situation clears.

Meanwhile, prices remain unchanged.

	Small lots, in jute bags	per bbl.
<b>Manitoba Wheat Flour—</b>		
First patent	5 30	
Second patent	4 70	
Strong bakers'	4 60	
Flour in cotton sacks, 10c per bbl. more.		
<b>Winter Wheat Flour—</b>		
Fancy patents	4 70	4 90
90 per cent.	4 60	4 50
Straight roller	4 50	4 60
Blended flour	4 70	4 85

**CEREALS.**—Situation is even worse than week ago in cornmeal so far as supply is concerned. Seems impossible to get supplies across border as mills there are weeks behind orders. This, and not present prices of corn, which have been fully discounted, keeps price firm and may result even in advance. Cutting is taking place in Toronto through local conditions and sales are being made at \$2.10. In rolled oats demand is increasing and as oat market holds firm no drop is looked for immediately. Prices are being cut by one firm to \$2.05 for 25 bag lots.

Canadian split peas are splendid quality this year, "clean as a whistle," and will keep out German, millers think.

<b>Cornmeal, per 90 lb. bag—</b>		
Kiln dried, 25 bag lots	2 30	2 30
<b>Rolled oats, per 90 lb. sack, in jute—</b>		
Small lots	2 25%	2 25
25 bags to car lots	2 15%	2 17%
Rolled oats in cotton sacks, 5 cents more.		
<b>Oatmeal, standard and granulated, 10 per cent. over rolled oats in 90 S. in jute.</b>		
<b>Rolled Wheat—</b>		
50 lb. boxes	1 45	
100 lb. barrels, small lots	2 80	2 90
100 lb. barrels, 5 bbl. to car lots	2 70	2 80
Split peas, 98 lb. bags		3 25

**MILL FEEDS.**—Demand is dull and sales are made below quoted prices.

	Car lots, per ton.
<b>Mill Feeds—</b>	
Bran	22 00
Shorts	24 00
Middlings	26 00
Wheat moulee	26 00
Feed flour, per bag	1 70

### WINNIPEG.

**FLOUR AND CEREALS.**—Flour prices are steady at the reduction recently reported. There is good domestic trade but export business is dull.

	Per bbl.
<b>Flour, Manitoba Wheat—</b>	
Best patents	5 30
Second patents	4 60
First clears	4 20
Low grade	2 90 3 10
Jute bags, 10 cents less.	
<b>Cornmeal, 90s</b>	1 85
<b>Rolled oats, 90s</b>	1 85
<b>Oatmeal, granulated, 90s</b>	2 15
<b>Wheat granules, bale, 16-60</b>	3 25

### WORKS FOR HIMSELF FOR NOTHING.

Here's a story told of vintage a little old, but of moral ever new and true.

"My costs of doing business last year were only 10 per cent.," said A.

"Impossible," said B. "How much do you charge up for rent for instance?"

"Not a cent," responded A. "I own my own store."

"And how much do you charge for your salary?" asked B.

"Nothing," responded A. "I'm working for myself."

### TALK ON LEGISLATIVE MATTERS.

Some twenty-five retail merchants of Edmonton, Alta., decided to amalgamate their local association with the Dominion body as a result of an address by J. A. Bucknall, secretary of the Provincial Board of the Retail Merchants' Association of Canada. Mr. Bucknall spoke of the steps taken to prevent objectionable legislation, and told of the stand in regard to co-operative societies.



# FRUIT & VEGETABLES

## Apples Advance Sharply; Grapes Up 5 Cents

Snows Sold as High as \$5 a Barrel — Cranberries Advance 25 Cents, and Fruit Generally Higher—Sweet Potatoes Lower — Commission Men Close Fruit Market This Week.

### MONTREAL.

**GREEN FRUITS.**—Peaches and plums have made final appearance here, and pears will soon be done. Grapes advanced for late shipments, and apples became even firmer, No. 1 packed selling up to \$6. Cranberries are also firmer.

Apples, Canadian, per bbl.—		
Alexanders and other Falls, No. 1.....	5 00	6 00
No. 2s, all grades, 75-81 less than No. 1s.		
Bananas, crate	2 00	2 75
Cranberries, Cape Cod, bbl.	3 50	9 00
Grapes, Tokay, 25-lb. box	2 25	2 60
Grapes, Niagara, 6-qt. bkt.		0 30
Grapes, Red Rogers, 6 qt. bkt.		0 30
Grapefruit, Jamaica, 5/8s, per case		5 00
Lemons, Verdelli, case		3 50
Oranges—		
Jamaicas, 12s to 25s		3 00
Late Valencias		7 00
Pears, Gifford, Canadian, 11-qt. bkt.		0 50
Pears, Gifford, Canadian, 8-qt. bkt.		0 30
Pears, Gifford, Can., per bbl.		5 00
Pears, Oregon, box		3 25
Pears, Bartlett, Can., per bbl.		6 00
Pears, Winter, 11-qt. bkt.		0 50
Peaches, Crawford and Elberta, California, box		1 25

**VEGETABLES.**—Canadian potatoes continue of good quality at unchanged prices. Sweet potatoes dropped with good supply. Corn and cucumbers are nearly over for season, and shipments of tomatoes will cease in few days.

Cabbage, per doz.	0 35	0 50
Celery, per doz. heads	0 35	1 00
Corn, per dozen ears		0 60
Cucumbers, per dozen		0 15
Egg plant, basket of 12		0 75
Garlic, per lb.		0 10
Onions—		
Spanish, per case	3 25	3 50
Spanish, half case		1 75
Red Danvers, 75-lb. bag	2 00	2 25
Peppers, green, 11-qt. bkt.		1 00
Peppers, red, 11-qt. bkt.		1 50
Potatoes—		
Green Mountains and Quebecs, per lb.	0 01	4 25
Potatoes, sweet, per bbl.		1 50
Potatoes, sweet, Jersey, hpt.		1 25
Turnips, Quebec, bag		1 25
Tomatoes, 11-qt. bkt.		0 35
Tomatoes, box 33 lbs.		1 00

### TORONTO.

**GREEN FRUITS.**—Our good friend the peach has been out delivering its P.P.C. cards as a farewell this week. Likewise the plum and cantaloupe. The grape is making preparations; so, forsaken by nearly all Canadian products, commission men will move from market by end of week; some earlier.

Grapes were only reasonable excuse for remaining this week. Blue were up to 25c; green to 27½c, and Red Rogers to 30-35c. Nearly everything was higher, apples particularly so. Snows were up \$1, selling from \$4 to \$5 for hand-picked; and others high in proportion. Spies when they come in will be \$6 at least and will go higher, so small is crop. Cranberries were up to \$8.50 straight, with boxes firm at \$3.25. Cali-

fornia goods, except oranges, had firmer tendency with removal of Canadian. Some pomegranates from Italy attracted attention, and few pineapples were on hand. Pears were very high, 50 and 65 cents.

### CANADIAN.

Apples—		
Snows, hand picked, bbl.	4 00	5 00
St. Lawrence, bbl.	3 00	4 00
Wealthy, bbl.	3 00	3 75
Cooking, bbl.	2 25	3 00
Snows, St. Lawrence, etc., bkt.	0 35	0 50
Wagners, No. 1, \$3.50; No. 2, bbl.		3 50
Talman Sweets, bbl.	2 00	3 00
Grapes—		
Concord, basket, 6-qt.		0 25
Niagara, basket, 6-qt.		0 27½
Red Rogers, basket, 6-qt.		0 30
Peaches, large basket		0 60
Pears, Clays, 6-qt. bkt.		0 65
Pears, Sheldon		0 60

### IMPORTED.

Apples, Jonathans, case, fancy, \$2.50; extra		2 75
Bananas, per bunch	1 75	1 90
Cranberries, bbl.		8 50
Cranberries, box		3 25
Grapefruit, Jamaica, case	4 00	4 50
Grapes, Tokay, case	2 25	2 50
Grapefruit, Florida, case	5 00	5 50
Grapes, Malaga, bbl.	5 00	6 00
Oranges, California Valencias	5 50	6 00
Limes, box of 100	0 75	1 25
Lemons, Verdelli	4 00	4 50
Peaches, California		1 50
Pears, California, ½ case, \$2.25; case		4 00
Pineapples, case	3 50	4 00
Plums, California		1 75
Pomegranates, case	4 00	4 25
Quinces, California		2 50

**VEGETABLES.**—Late vegetables were rather higher this week, such as corn, cucumbers, onions and cauliflowers, which soon will be off market. Cauliflower sold from 75 cents dozen for small to \$1.75 for fine large sizes. Tomatoes are nearly over; in fact, only few baskets were on hand. Ontario and New Brunswick potatoes were no firmer, but sold around 85 and 90 cents respectively. Ontario continue to be best quality in years, but soon will be over, and New Brunswick will be in control. Sweet potatoes, very plentiful, were easier; barrels down 50 cents, and hampers 25 cents. Pickling onions and watercress had vanished.

Beets, Canadian, per bag		0 90
Cabbage, case		1 00
Carrots, Canadian, bag		0 90
Cauliflower, dozen, large	1 50	1 75
Squash, bbl.		1 50
Potatoes, Ontario, per bag		0 85
Potatoes, New Brunswick, bag		0 90
Sweet potatoes, hamper		1 25
Sweet potatoes, bbl.		3 75
Parsley, bkt.	0 30	0 40
Green peppers	0 25	0 30
Red peppers	0 30	0 40
Citron, bkt. 20 to 25c; crate, each	0 06	0 07
Corn, dozen		0 18
Cucumbers, Canadian, basket		0 60
Egg plant, basket of 12		0 30
Gherkins, 6-qt. basket	0 75	1 25
Mushrooms, per lb.		0 75
Onions—		
Spanish, crate	3 00	3 25
Large cooking, bag	1 75	2 00
Celery, domestic, doz.	0 30	0 35
Tomatoes, Canadian, basket	0 25	0 30
Tomatoes, bushel		0 45
Tomatoes, green, basket		0 20
Turnips, bag		0 75
Vegetable marrow	0 15	0 25

### WINNIPEG.

**FRUITS AND VEGETABLES.**—Apples are not very plentiful and high in price. Peaches, plums and Ontario blue grapes are practically off the market. Grape fruit is plentiful; celery scarce.

Florida grape fruit, case		7 00
Apples, box	2 25	2 50
Apples, Ontario, bbl.	5 00	5 25
Cranberries, Cape Cod, bbl.		10 00
Potatoes, loads		0 35
Potatoes, car lots	0 30	0 35
Tokay grapes, case		3 00
Cocoanuts, dozen		1 25
Washington pears, crate	3 75	4 25
Bananas, per bunch	2 50	3 00
Californian lemons, crate		10 00
Messina lemons		7 50
Valencia oranges	6 50	7 00
Evaporated cranberries		3 50
Imported honey, box		8 75
Ontario tomatoes, basket		0 75
Ontario pears, basket		0 75
Valencia onions, 140-lb. crate		3 75
Spanish onions, 40-lb. crate		1 75



A city retailer, who recently spent a few days in a nearby village gives the following contribution to our "Leaks" column:

One of the merchants of the village received a large box of bread from a baker at a distance. The box was brought over from the station and deposited on the sidewalk in front of the store. During the afternoon several sales of bread were made from the box, but all the time it was allowed to remain on the edge of the sidewalk with the lid open. This, while it might have suggested bread to someone, was not according to sanitary principles and all the time that the cover was off, the bread must certainly have been deteriorating.

By the end of October California will have harvested more than 10,000,000 bushels of rice, valued at over \$200,000. Experiments have proved very successful.



# PRODUCE & PROVISIONS

## Eggs Still Soaring; Butter Firmer; Cheese Easier

Strictly New Laid As High As 40 Cents in Toronto—Some Butter Shipments Out West—Backs Down ½ Cent, While Hogs Are Firmer.

Most interesting feature of provision business these days is movement of eggs. Strictly new laid are becoming more and more scarce, and on Tuesday morning of this week one firm moved carton stock up to 40 cents flat, and relative of wholesaler in ordering his special brand was asked 50 cents in retail store in Toronto. At this time last year new laid eggs were selling at 29 and 30 cents; so that present prices are from 8 to 10 cents higher. Fresh laid are very scarce and probably 98 per cent. of sales are storage.

What adds piquancy to unusually high prices at present, when storage are as high as 32 cents is remembrance of last spring when after winter of fairly high prices storage eggs slumped to 18 cents and under, for stock that originally cost, months before, over 20 cents. Wholesalers are wondering whether similar slump will come next year to present stocks. Meanwhile they are unloading them with good profit at present prices and likely will get rid of as many as they can safely.

While not yet affecting Canada appreciably new U.S. tariff reduction has set dealers experimenting in butter with several outside world markets. Some heavy purchases have been made in Siberia and Argentine Republic, over 15,000,000 lbs. being contracted for from former source. New York firm states that there is scarcity of all kinds of high grade butter in U.S. Siberian butter will have no effect on any but "manufacturing" grades, and Argentine samples are said to be lacking in flavor and of poor body. Danish butter will be only real high grade competitor and U.S. market must go up to permit imports. "Whether we will be able to secure any stock of consequence from Canada depends upon production over there in excess of wants. Our advice are that there is no surplus there."

Owing to holiday there was no meeting of Toronto Produce Exchange this week and last week-end prices ruled same as Exchange of earlier part of week.

### MONTREAL.

PROVISIONS.—Prices showed no change in hog products this week as late decline in hogs has been discounted fully. Demand has been stimulated

somewhat by lower prices last couple of weeks. Barreled pork is moving more freely with fair call from lumber camps. Both pure and compound lard are in good demand.

Hams—		Per lb.
Light, under 12 lbs.	.....	0 20
Medium, 12 to 20 lbs.	.....	0 19½
Large, 20 to 40 lbs.	.....	0 19
Bacon—		Per lb.
Plain, bone in	.....	0 23½
Boneless	.....	0 25
Peameal	.....	0 25
Bacon—		Per lb.
Breakfast	.....	0 20
Roll	.....	0 17
Shoulders, bone in	.....	0 16
Shoulders, boneless	.....	0 15½
Cooked Meats—		Per lb.
Hams, boiled	.....	0 30
Hams, roasted	.....	0 31
Shoulders, boiled	.....	0 27
Shoulders, roasted	.....	0 28
Dry Salt Meats—		Per lb.
Long clear bacon, 50-70 lbs.	.....	0 15½
Long clear bacon, 90-100 lbs.	.....	0 14½
Flanks, bone in, no. smoked	.....	0 15½
Barreled Pork—		Per bbl.
Heavy short cut mess	.....	30 00
Heavy short cut clear	.....	30 00
Clear fat pork	.....	28 00
Clear pork	.....	28 00
Lard, Pure—		Per lb.
Tierces, 375 lbs. net	.....	0 14½
Tubs, 50 lbs. net	.....	0 14½
Boxes, 50 lbs. net	.....	0 14½
Pails, wood, 20 lbs. net	.....	0 14½
Pails, tin, 20 lbs. gross	.....	0 14½
Cases, 10-lb. tins, 60 in case	.....	0 15
Cases, 5 and 5-lb. tins, 60 in case	.....	0 15½
Bricks, 1 lb. each	.....	0 15½
Lard, Compound—		Per lb.
Tierces, 375 lbs. net	.....	0 10½
Tubs, 50 lbs. net	.....	0 10½
Boxes, 50 lbs. net	.....	0 10½
Pails, wood, 20 lbs. net	.....	0 11
Pails, tin, 20 lbs. gross	.....	0 10½
Cases, 10-lb. tins, 60 in case	.....	0 11½
Cases, 5 and 5-lb. tins, 60 in case	.....	0 11½
Bricks, 1 lb. each	.....	0 12½
Hogs—		Per cwt.
Live, f.o.b.	.....	8 75
Live, fed and watered	.....	9 10
Dressed	.....	13 25

BUTTER.—Want of supplies is chief feature of butter market and of course this means upward tendency in price. Until beginning of year prices will be inclined to move upward, creamery prints having set ball rolling this week by advancing ½ cent per pound, separator variety also being dearer.

Receipts from first of May so far are 396,833 packages, an increase of 12,374 over last year.

Butter—		Per lb.
Creamery prints, fresh	.....	0 30
Creamery solids	.....	0 29½
Dairy, prints or solids	.....	0 23
Separator, prints or solids	.....	0 23½

EGGS.—While recent warm spell helped along offerings, yet slump is now noticeable and prices have firmed up and are likely to be maintained at least at present level.

Eggs, case lots—		Per dozen.
New laid	.....	0 40
Selects	.....	0 41
No. 1s	.....	0 32
No. 2s	.....	0 28
No. 3s	.....	0 24
Splits	.....	0 23
New laid eggs, in cartons	.....	0 42

CHEESE.—Receipts so far this year are 1,392,984 boxes as compared with 1,548,570 last year to date, a decrease of 155,586 boxes. Demand is very light for export and country markets are ¼ to ⅜

below last week's figures. It is not believed shipments of milk and cream to United States will have any marked effect on production at this late period. Exports of cheese are 168,081 boxes below last year to date.

Cheese, White or Colored—		
	New.	Old.
Large	0 12	0 10
Strong	.....	0 16-0 17
Twins	0 15½	0 15
20 lb. new	0 15-0 15½	.....
Stilton	.....	0 17

HONEY.—Prices continue same as last week with fall demand now steady. Supply seems over average.

White Clover Buckwheat		
	per lb.	per lb.
Honey—	.....	0 08
Barrels	.....	0 08
Tins, 60 lbs.	0 12½	0 09½
Tins, 30 lbs.	0 12½	0 09½
Comb, 13-14 oz. section	0 20	0 15-0 16
Tins, 5 and 10 lbs.	0 13	0 10

POULTRY.—Demand for turkeys, geese and chickens for Thanksgiving cleaned up surplus stock pretty well, and prices will keep same level for few days more.

Fresh stock—		
	Live.	Dressed.
Broilers, per lb.	0 22-0 24	.....
Broilers, per pair	.....	1 25
Ducks, milk fed	0 14-0 15	0 20-0 22
Ducks, old	0 12-0 13	0 14-0 15
Fowl	0 14-0 15	0 17-0 18

### TORONTO.

PROVISIONS.—While hogs since end of week have been up 15 cents to \$8.40, this is considered only temporary advance due to sharper competition. That such is case is fairly certain from easier feeling in backs, which declined ½ cent.

Hams—		Per lb.
Light, per lb.	.....	0 20
Medium, per lb.	.....	0 19½
Large, per lb.	.....	0 10
Bacon—		Per lb.
Plain, per lb.	.....	0 23
Boneless, per lb.	.....	0 25
Pea meal, per lb.	.....	0 24
Bacon—		Per lb.
Breakfast, per lb.	.....	0 20
Roll, per lb.	.....	0 18
Shoulders, per lb.	.....	0 14½
Pickled meats—le less than smoked.	.....	0 15
Dry Salt Meats—		Per lb.
Long clear bacon, light	.....	0 15½
Long clear bacon, heavy	.....	0 15
Cooked Meats—		Per lb.
Hams, boiled, per lb.	.....	0 29
Hams, roast, per lb.	.....	0 30
Shoulders, boiled, per lb.	.....	0 22½
Shoulders, roast, per lb.	.....	0 23½
Barreled Pork—		Per bbl.
Heavy mess pork	.....	24 00
Short cut, per bbl.	.....	28 00
Lard, Pure—		Per lb.
Tierces, 400 lbs., per lb.	.....	0 13½
Tubs, 50 lbs., per lb.	.....	0 14
Pails, 20 lbs., per lb.	.....	0 14½
Pails, 3 and 5 lbs., per lb.	.....	0 14½
Bricks, 1 lb., per lb.	.....	0 15½
Lard, Compound—		Per lb.
Tierces, 400 lbs., per lb.	.....	0 10
Tubs, 50 lbs., per lb.	.....	0 10½
Pails, 20 lbs., per lb.	.....	0 10½
Hogs—		Per cwt.
F.O.B., live, per cwt.	.....	8 40
Live, fed and watered, per cwt.	.....	8 75
Dressed, per cwt.	.....	12 00

BUTTER.—Creamery prints and solids each advanced one cent this week and prints are quoted at 28-30 cents. This is shade below prices of one year ago. Ruling price of prints was 29



THE CANADIAN GROCER

and solids 26½, with 26 for large lots. Supply is not so heavy as it was.

Butter—		
Creamery prints, fresh	0 28	0 30
Creamery solids	0 26	0 27
Dairy prints, choice	0 22	0 24
Dairy solids	0 20	0 22
Separator prints	0 23	0 26

EGGS.—Tables as presented this week are necessarily altered in form owing to exigencies of situation. "Strictly new laids" are quoted at 35 to 37, some of these being in cartons, but most not. Guaranteed and stamped cartons were advanced by some wholesalers to 40 cents this week, and as such are quoted at maximum figure. "Fresh eggs" are section of "strictly new laid" shipments that turn out to have rested in nests longer than farmers noticed and are not entitled to "strictly new laid" designation. These run about 32 cents wholesale.

Some wholesalers are taking these and mixing them with "select" storage eggs instead of selling them as "fresh" eggs, preferring not to have any division between "strictly" and "storage." As such they sell, with select storage at 30 and 31 cents.

Fourth class are usual brand of storage and are known variously as "just eggs;" "No. 1 stock," or "commercial variety." These are quoted at 28 and 29. Fifthly come "No. 2's" and sixthly "splits," at 24 or 25 cents. Some divisions are made by a few wholesalers in splits, such as "cracks," and "leaks," but usually only "cracks" are sold.

Jewish trade is credited with keeping up market for last two varieties for fortnight. More and more larger bakers who used to take all splits and No. 2's offered, are using Siberian, which come, "shelled," in cans at cheaper figure.

Eggs, case lots—	Per dozen.
Strictly new laid	0 35 0 37
Strictly new laid, in cartons	0 37 0 40
Fresh eggs	0 37 0 32
Storage, selects	0 30 0 31
Storage, No. 1 stock	0 28 0 29
No. 2s	0 24
Splits	0 24

CHEESE.— While outside markets are again lower than one week ago, Toronto quotations remain unchanged. Business is not active enough, nor is it affected immediately even by export demand. Compared with one year ago prices are ¾ to ½ cent lower.

Cheese—		
Old, large	0 14%	0 15
Old, twins	0 15	0 15½
New, large	0 14	0 14½
New, twins	0 14½	0 14½

HONEY.—Lower prices of last week hold firm again with no signs of an advance. In fact if anything easier feeling is expected and with prospect of abundant crop turning up throughout winter large buyers are tempted to turn over holdings as soon as possible at small profits so as not to be caught with stock purchased above ruling market price.

Clover, bbls., per lb.	0 09	0 09½
60, 30-lb. tins, per lb.	0 10	0 10
10, 5-lb. tins, per lb.	0 10	0 10½
Buckwheat	0 07	0 07½
Comb	2 25	2 75

POULTRY.— Turkeys, small stock there was on hand, were cleaned up for Thanksgiving and prices will remain high all this week, at about 18c alive and 22-23, and even 25 dressed. At this point even turkeys are luxury but with supply very small price hardly becomes real factor. Geese were also cleaned up at 15-15 cents dressed, but should be lower next week. Spring chicken supply was heavier than demand, partly owing to high prices,—up to 22 cents—and heavy stocks are on hand still. Prices are easier at 16-17 cents.

Frozen Stock—	Per lb.
Turkeys, dressed	0 24 0 25
Fresh Stock—	Live, Dressed.
Broilers, spring	0 13 0 15
Ducks, spring	0 12 0 15-0 16
Fowl	0 10 0 12
Chickens, lb.	0 13 0 15-0 17
Geese	0 10-0 11 0 13-0 15
Turkeys, spring	0 15 0 20
Turkeys, old Tom	0 14-0 18 0 16-0 18

WINNIPEG.

PRODUCE AND PROVISIONS.— Cured meats are steady but lard has made an advance. Creamery butter is up 2 cents per lb.; cheese and eggs unchanged.

Cured Meats—		
Hams, per lb.	0 19	0 21½
Shoulders, per lb.	0 15	0 15½
Bacon, per lb.	0 20½	0 22½
Long clear, D.S., per lb.	0 13½	0 14
Mess pork, bbl.	28 00	
Lard—		
Tierces, per lb.	0 13½	
50 lb. tubs	6 75	
30 lb. pails	2 75	
5 lb. tins, cases	8 55	
5 lb. tins, cases	8 47	
Butter—		
Creamery, per lb.	0 29	0 32
Dairy, per lb.	0 23	0 25
Cheese—		
Ontario, large, per lb.	0 16	
Ontario, twins, per lb.	0 16½	
Eggs—		
Good eggs	0 25	
Fresh gathered	0 35	

AUTO DELIVERY PRAISED AFTER THREE YEARS' TRIAL.

(Continued from page 27.)

DELIVERY SCHEDULE.

Showing hours at which deliveries leave the store. Proper allowance should be made for time consumed in intermediate stops between the store and your house.

- 8:00 a.m. Monona Ave. to Blount.
- 8:15 a.m. Carroll to Butler.
- 8:15 a.m. 1st and 5th wards to Park St.
- 9:00 a.m. So. Carroll to Monona Ave. 3rd and 6th wards; 7th ward.
- 9:15 a.m. 1st and 5th wards to Park St.
- 9:15 a.m. West Mifflin St. and 4th ward.
- 9:45 a.m. 1st, 5th, 8th and 10th wards.
- 10:00 a.m. 2nd ward to Blount Street.
- 10:30 a.m. West Mifflin St. and 4th ward.
- 10:30 a.m. 1st, 5th and 8th wards.
- 11:30 a.m. 2nd ward to Butler St.; 1st and 5th wards.

- 11:30 a.m. 1st and 4th wards.
- 2:30 p.m. 1st, 5th, 8th and 10th wards.
- 2:45 p.m. 2nd and 7th wards.
- 3:00 p.m. W. Mifflin St. and 4th ward.
- 3:30 p.m. 3rd and 6th wards.

Later deliveries according to exigencies of business.

We respectfully suggest that you keep this card for reference and check, or Underline, the deliveries which go your way. Orders can be handled up to ten minutes before leaving time.

JOHNSON & SON  
Grocers

NEW BRUNSWICK MARKETS.

(Continued from page 37.)

Sugar—		
Standard granulated	4 60	
United Empire	4 50	
Bright yellow	4 30	
No. 1 yellow	4 10	
Paris lumps	5 75	
Molasses, Barbados, fancy	0 38	0 39
Currants, ls, per lb.	0 07½	0 08
Raisins, California, seeded	0 08½	0 09½
Rice, per cwt.	3 60	3 70
Beans—	Per bushel.	
Canadian white	2 35	2 40
Austrian	2 55	2 65
Yellow eye	3 75	3 80
Canned Salmon—	Per 4 doz. case	
Pinks	4 25	4 75
Cohoos	7 40	7 60
Red spring	8 25	9 25
Salmon, Sockeye, 4 doz. case	7 00	
Canned Fruits and Vegetables—		
Beans, baked	1 30	1 35
Beans, string	0 85	0 87½
Corn, dozen	0 95	1 00
Peas, No. 4	0 85	0 90
Peas, No. 3	0 87½	0 90
Peas, No. 2	0 90	0 95
Peas, No. 1	1 30	1 35
Peaches, 2's, dozen	1 32½	1 45
Peaches, 3's, dozen	1 97½	2 00
Raspberries, dozen	1 97½	2 00
Strawberries	1 97½	2 00

NOVA SCOTIA MARKETS.

By Wire.

Halifax, N.S., Oct. 22.—Wholesale grocery trade is active, and travellers are sending in good orders. New Valencia raisins are selling at 7½ cents per pound. Canadian onions are in good demand at \$1.85 bag. Cheese is 16 cents, and not likely to go any lower. Standard granulated sugar is selling at \$4.60, and bright yellow \$4.40. Fancy Barbadoes molasses is 37 cents gallon. Beans are firmer at \$2.40 for hand-picked. Flour prices are easier and butter higher. Eggs little more plentiful, and prices are fractionally easier.

Apples—		
Gravensteins, No. 1, bbl.	3 00	5 00
Gravensteins, No. 2, bbl.	3 00	3 50
Beans, h.p., bush.	2 40	
Cheese, per lb.	0 16	
Eggs, new laid, per dozen	0 32	
Molasses, fancy Barbadoes, gal.	0 37	
Onions, Can., per bag	1 85	
Potatoes, bushel	0 65	
Raisins, new Valencia, per lb.	0 07½	
Sugar—		
Standard gran., cwt.	4 60	
Bright yellow, cwt.	4 40	

The new employee who waits to be told everything will find himself passed by the fellow who sets about finding out as much as he can for himself.

Customers do not like to buy from a man who does not know the stock. Make it your first business to learn where things are and what they are.



# FISH AND OYSTERS

## Heavier Oyster Sales Mark Oyster Week

Frozen Halibut and Whitefish Replace Fresh—Stormy Weather in Nova Scotia Held Fishermen in Port and Storage Stocks Were Called on.

### MONTREAL.

FISH.—Demand for all kinds of fish remains strong, and this seems to be one line on which dealers are concentrating. Both brook and lake trout will now have rest, as it is close season. Gaspe salmon have moved up couple of cents in price, while mackerel are somewhat easier. Bluefish are not as plentiful as might be, and price is up.

OYSTERS.—Dealers are reporting better demand in many quarters this week, sentiment created by Oyster Week undoubtedly having some effect, as well as cooler weather.

Fresh Fish—	
Bluefish, per lb.	0 15
Carp, 100 lb. boxes, per lb.	0 10
Cod, market, 250 lb. cases, per lb.	0 05
Doree, 100 and 150 lb. cases, per lb.	0 11
Flounders, per lb.	0 06
Frogs legs, large, per lb.	0 50
Frogs legs, small, per lb.	0 25
Haddock, per lb.	0 06
Halibut, per lb.	0 12
Herring, per 100 fish, large.	3 00
Mackerel, lb.	0 12
Perch, dressed, per lb.	0 09
Pike, dressed, per lb.	0 08
Salmon, B.C., per lb.	0 16
Salmon, Gaspe, per lb.	0 18
Steak cod, per lb.	0 07
Smelts, per lb.	0 12
Sword fish, per lb.	0 08
Turtles, small, per lb.	0 15
Whitefish, per lb.	0 12
Shell Fish, Fresh—	
Clams, per barrel	7 00
Crab meats, per gal.	2 50
Lobsters, live, per lb.	0 30
Lobsters, boiled, per lb.	0 30
Oysters, bulk, standards, per gal. \$1.50;	1 00
selects	2 00
Oysters, solid meat, standards, per	2 00
gal. \$1.00; selects	9 00
Oysters, Cape Cod, shell	10 00
Oysters, Malpeques, shell	2 50
Periwinkles, per bushel	2 00
Prawns, per gal.	2 75
Scallops, per gal.	2 00
Shrimps, per gal.	2 00
Frozen Fish—	
Haddock, per lb.	0 04 1/2
Herring, per 100 fish	1 00
Pike, per lb.	0 06
Smelts, fancy, per lb.	0 12
Smelts, No. 1, per lb.	0 08
Salmon, fancy, Spring, per lb.	0 14
Salmon, Gaspe, per lb.	0 15
Salmon, Qualla, per lb.	0 07 1/2
Whitefish, per lb.	0 07
Prepared Fish—	
Boneless fish, 20 lb. boxes	0 06
Cod, boneless, 20 lb. boxes, 2 lb. blocks	0 07
Cod, pure, 3 lb. box, per lb.	0 15
Cod, boneless strip, 30 lb. box, lb.	0 10
Cod, shredded, box of 2 doz.	1 00
Cod, skinless, per 100 lb. box	6 00
Cod, dried, per 100 lb. bundle.	6 50
Pollock, dried, per 100 lb. bundle.	6 00
Salted and Pickled Stock—	
Cod, green, ordinary, per 200-lb. bbl.	9 00
Cod, green, white naples, per 200-lb. bbl	10 00
Haddock, No. 1 green, per 200 lbs.	8 00
Herring, Gaspe, No. 1, 1/2 bbls., \$2.75; bbls.	5 00
Herring, N. E., per 1/2 bbl.	3 00
Herring, N. S., per bbl.	5 50
Herring, Holland, per keg, 75¢ per 1/2	9 00
bbl., \$5.00 to \$6.00; per bbl.	10 00
Herring, Labrador, 1/2 bbl., \$3.25, bbl.	6 75
Herring, Scotch, keg of 12 lbs. net,	7 50
\$1.25 to \$1.35; 1/2 bbl.	8 00
Mackerel, No. 1, 20 lb. kits, \$1.75, 1/2	12 00
bbl., \$7.00; bbl.	14 00
Salmon, Labrador, 1/2 bbl., \$5.00 to	15 00
\$6.00, bbl.	7 00
Trout, lake, kegs	7 00

### TORONTO.

OYSTERS.—Oyster men were agreeably surprised on Saturday last when unexpectedly large orders came in for Thanksgiving and rest of week. One

wholesaler was several hundred gallons short in spite of heavier supply than usual. Colder weather has put fresh life into business this week and there was marked improvement visible.

FISH.—Colder weather has allowed shipment of frozen fish this week and fresh halibut, which had become too high for ready sale, and whitefish also, gave way mostly to frozen stock. Fillets of haddie so far have been scarce as wholesalers found them hard to keep and finnan haddies are being taken much more plentifully. Among new frozen fish are Qualla salmon at 9 cents and Cohoe salmon at 12.

Frozen Fish—	
Roe shad, weight 3 lbs., each	1 00
Whitefish, per lb.	0 11
Halibut	0 10
Salmon, Qualla	0 09
Salmon, Cohoe	0 12
Fresh Caught—	
Blue fish, lb.	0 18
Frogs legs, lb.	0 65
Haddock, per lb.	0 07 1/2
Herring, per lb.	0 08
Lobster, live, lb.	0 45
Lobster, boiled, lb.	0 45
Mackerel, weighing 1 1/2-3 lbs., each	0 15
Pickarel, yellow, per lb.	0 12
Pike, per lb.	0 08
Salmon, B.C., per lb.	0 15
Steak, cod, per lb.	0 11
Trout, per lb.	0 12
Whitefish, per lb.	0 15
Flounders	0 08
Smoke-d—	
Fillets of haddie	0 12
Pinnan haddie, per lb.	0 06
Kippers, new, box of 40 and 50	1 30
Bloaters, box of 60	1 30
Digby herring, per bundle	0 90
Prepared—	
Cod, quail on toast	0 07 1/2
Cod, steak	0 08 1/2
Cod, Imperial, 25 lb. pck.	0 07
Salted and Pickled—	
Herring, Holland, new—	
Milkers	0 85
Mixed	0 80
Herring, Labrador, bbl.	6 50
Herring, sea, pails	1 25
Mackerel, pail	2 25
Oysters, bulk—	
New York counts, gal.	2 00
Extra selects, gal.	1 90
Straights, gal.	1 65
Oysters, Shell—	
Malpeques, bbl.	11 00
Rockaways	11 00
Blue Points	8 50
Oyster Bay counts	8 00

### HALIFAX.

FISH. — Markets were practically bare of fresh fish last week. Stormy weather along coast prevented fishermen from going out to grounds, and most fish sold came from cold storage. Unusually heavy demand for mackerel, and only a few could be obtained. Large fish sold at 30 cents each, and smaller ones at 15. Much better demand for salt fish, and stock offering is of excellent quality. Weather was dry and much more favorable for curing in earlier months, and as result fish is firm. Market is bare of halibut. Smoked salmon in good supply, and quality exceptionally fine.

### WINNIPEG.

FISH AND POULTRY.—Thanksgiving time has had a noticeable effect on poultry supplies, shipments from the country and Ontario being quite heavy. The demand is fair. An advance of 3 cents per keg on Holland herrings is the only change in fish prices.

Fish—	
Codfish	0 10
Halibut	0 12
Pickarel	0 08
Salmon	0 14
Trout	0 12 1/2
Whitefish	0 08 1/2
Oysters—	
Imperial gallon	2 25
Large tins, 4 1-6 gals.	10 50
Cured—	
Kipper herrings, box	1 75
Holland herrings, keg	0 75
Salt mackerel, kits	2 75
Poultry (live)—	
Chickens, per lb.	0 18
Turkeys	0 14
Geese	0 10
Ducks	0 10

### GETTING MORE MONEY FROM THE FISH DEPARTMENT.

(Continued from page 30.)

“The fat must be quite hot,—in fact, be smoking—before the fish is put in, so as to harden the outside, thus preventing the fat from entering into the fish, which would spoil the flavor and make it indigestible.

“Only a small quantity of fish should be fried at a time, and the fat should be allowed to get thoroughly hot before the next lot is put in.

“As soon as the fish is brown on both sides, drain it on paper or a cloth, so as to absorb all the fat. It should then be dish up on a folded paper and placed on a hot dish.

“When the frying is ended, allow the fat to cool a little, strain it to remove any loose crumbs or bits of batter, and the fat will then be quite fit for future use.”

The Fish Man stopped, almost breathless.

We nodded assent to his proposition. “Fish and how to cook it,” should be a grocer's text book, and it would not hurt to hand a few to his customers, real and prospective.

The Fish Man's eyes wandered instinctively to a pencilled sheet before him. It was his usual Fish Talks to Customers, in skeleton form, and we knew he wanted to get at it again.

“Good-bye, come again, and we'll talk it over from other standpoints.”

“Thanks, we will. Good-bye.”



# AN AGE OF SPECIALTIES

---

If you are convinced beyond question that to obtain any product that you were handling from a particular source would afford you that particular product at the minimum cost, quality considered, and that that source would ensure to you an unsurpassed service, under all conditions, and would also contribute to your prestige through that most effective of all mediums, "A satisfied customer," you would obtain that product from that particular source.

There was a time when Jobbing houses practically controlled the sale of many products to the Retailer that the Retailer is now supplied with almost exclusively by the Manufacturer or Houses confining their operations to that particular line.

It is an age of specialties. The Public have become so exacting that it is necessary that people specialize in respective lines that some one may be reliably informed. In turn the Retailer is called upon to assemble the results obtained by these specialists, and in that way deliver to his patrons the maximum of efficiency.

We are an exclusive oyster house, and the only one in Canada. We devote our entire time and attention to this one particular item of commerce.

We are sincere when we claim that we have the best proposition obtainable in this line.

Claims of superiority are common, and consequently prove nothing, but a trial shipment will either prove or disprove our claims.

• Let us have your enquiry.

---

## CONNECTICUT OYSTER COMPANY

"Canada's Exclusive Oyster House"

50 Jarvis Street

Toronto, Canada

# QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS \$56 PER INCH PER YEAR

**BAKING POWDER.**

**ROYAL BAKING POWDER.**

Sizes.	Per doz.
Royal-Dime .....	0 95
" ¼-lb. ....	1 40
" 6-oz. ....	1 95
" ½-lb. ....	2 55
" 12-oz. ....	3 85
" 1-lb. ....	4 90
" 3-lb. ....	13 60
" 5-lb. ....	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

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

White Swan Baking Powder—5-lb. size, \$3.25; 1-lb. tins, \$2; 12-oz. tins, \$1.60; 8-oz. tins, \$1.20; 6-oz. tins, 90c; 4-oz. tins, 65c; 5c tins, 40c.

**BORWICK'S BAKING POWDER**

Sizes.	Per doz. tins.
Borwick's ¼-lb. tins .....	1 35
Borwick's ½-lb. tins .....	2 35
Borwick's 1-lb. tins .....	4 85

**COOK'S FRIEND BAKING POWDER.**

Cartons—	Per doz.
No. 1, 1-lb., 4 dozen .....	2 40
No. 1, 1lb., 2 dozen .....	2 50
No. 2, 5-oz., 6 dozen .....	0 80
No. 2, 5-oz., 3 dozen .....	0 85
No. 3, 2½-oz., 4 dozen .....	0 45
No. 10, 12-oz., 4 dozen .....	2 10
No. 10, 12-oz., 2 dozen .....	2 20
No. 12, 4-oz., 6 dozen .....	0 70
No. 12, 4-oz., 3 dozen .....	0 75

**In Tin Boxes—**

No. 13, 1-lb., 2 dozen .....	3 00
No. 14, 8-oz., 3 dozen .....	1 75
No. 15, 4-oz., 4 dozen .....	1 10
No. 16, 2½-lbs. ....	7 25
No. 17, 5-lbs. ....	14 00

**FOREST CITY BAKING POWDER.**

6-oz. tins .....	0 75
12-oz. tins .....	1 25
16-oz. tins .....	1 75

**BLUE.**

Keen's Oxford, per lb. ....	0 17
In 10-lb. lots or case .....	0 16

**COUPON BOOKS—ALLISON'S.**

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal, \$2, \$3, \$5, \$10, \$15, and \$20. All same price, one size or assorted.

**UN-NUMBERED.**

Under 100 books ..each	0 04
100 books and over, each	0 03½
500 books to 1,000 books	0 03

For numbering cover and each coupon, extra per book, ½ cent.

**CEREALS.**

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

White Swan Breakfast Food, 2 doz. in case, per case, \$3.00.  
The King's Food, 2 doz. in case, per case, \$4.80.

White Swan Barley Crisps, per doz., \$1.

White Swan Self-rising Buckwheat Flour, per dozen, \$1.

White Swan Self-rising Pancake Flour per doz., \$1.

White Swan Wheat Kernels, per doz., \$1.50.

White Swan Flaked Rice, \$1.

White Swan Flaked Peas, per doz., \$1.

**DOMINION CANNERS.**

**Aylmer Jams.**

	Per doz.
Strawberry, 1912 pack .....	\$ 2 15
Raspberry, red, h'vy syrup .....	2 15
Black Currant .....	2 00
Red Currant .....	1 85
Peach, white, heavy syrup .....	1 50
Pear, Bart., heavy syrup .....	1 77½

**Jellies.**

Red currant .....	2 00
Black Currant .....	2 20
Crabapple .....	1 65
Raspberry and red currant .....	2 00
Raspberry and gooseberry .....	2 60
Plum jam .....	1 55
Green Gage plum, stoneless .....	1 65
Gooseberry .....	1 85
Grape .....	1 55

**Marmalade.**

Orange jelly .....	1 55
Green fig .....	2 25
Lemon .....	1 60
Pineapple .....	2 00
Ginger .....	2 25

**Pure Preserves—Bulk.**

	5 lbs.	7 lbs.
Strawberry .....	0 60	0 95
Black currant .....	0 60	0 95
Raspberry .....	0 60	0 95

**14's and 30's per lb.**

Strawberry .....	0 13
Black currant .....	0 13
Raspberry .....	0 13

Freight allowed up to 25c per 100 lbs.

**COCOA AND CHOCOLATE THE COWAN CO., LTD.**

**Cocoa—**

Perfection, 1-lb. tins, doz..	4 60
Perfection, ½-lb. tins, doz.	2 40
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz..	0 90
Perfection, 5-lb. tins, per lb.	0 35
Soluble, bulk, No. 1, lb. ..	0 20
Soluble, bulk, No. 2, lb. ..	0 18
London Pearl, per lb. ....	0 22

Special quotations for Cocoa in barrels, kegs, etc.

**Unsweetened Chocolate—**

Supreme chocolate, ½'s 12-lb. boxes, per lb. .... 0 35

Perfection chocolate, 20c size, 2 doz. in box, doz... 1 80

Perfection chocolate, 10c size, 2 and 4 doz. in box per doz. .... 0 90

Sweet Chocolate— Per lb.

Queen's Dessert, ¼'s and ½'s, 12-lb. boxes. .... 0 40

Queen's Dessert, 6's, 12-lb. boxes .....
 0 40 |

Vanilla, ¼-lb., 6 and 12-lb. boxes .....
 0 35 |

Diamond, 6's 6 and 12-lb. boxes .....
 0 29 |

Diamond, 6's and 7's, 6 and 12-lb. boxes .....
 0 23 |

Diamond, ¼'s, 6 and 12-lb. boxes .....
 0 26 |

Icings for Cake—

Chocolate, white, pink, lemon orange, maple, almond, coconut, cream, in ½-lb. packages. 2 doz. in box, per doz... 0 90

Chocolate Confections—per lb.

Maple buds, 5-lb. boxes .. 0 37

Milk medallions, 5-lb. bxs. 0 37

Chocolate wafers, No. 1, 5-lb. boxes .....
 0 31 |

Chocolate wafers, No. 2, 5-lb. boxes .....
 0 26 |

Nonparell wafers, No. 1, 5-lb. boxes .....
 0 31 |

Nonparell Wafers, No. 2, 5-lb. boxes .....
 0 26 |

Chocolate ginger, 5-lb. bxs. 0 31

Milk chocolate wafers, 5-lb. boxes .....
 0 37 |

Coffee drops, 5-lb. boxes .. 0 37

Lunch bars, 5-lb. boxes .. 0 37

Milk chocolate, 5c bundles, 3 doz. in box, per box. .. 1 36

Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box .....
 0 85 |

Nut milk chocolate, ½'s, 6-lb. boxes, lb. .... 0 37

Nut milk chocolate, ¼'s, 6-lb. boxes, lb. .... 0 37

Nut milk chocolate, 5c bars, 24 bars, per box .... 0 85

Almond nut bars, 4 bars, per box .... 0 85

**HPFS.**

Agents—F. E. Rebson & Co., Toronto; Forbes & Nadeau, Montreal; J. W. Gorham & Co., Halifax, N. S.; Buchanan & Gordon, Winnipeg.

In ¼, ½ and 1-lb tins, 14-lb. boxes, per lb. .... 0 35

Smaller quantities .... 0 37

**JOHN P. MOTT & CO'S.**

G. J. Estabrook, St. John, N.B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; J. H. Huxley & Co., Winnipeg, Man.; Tees & Perras, Calgary, Alta.; Johnson & Yockney, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

Elite, 10c size (for cooking) dozen .....
 0 90 |

Mott's breakfast cocoa, 2-doz. 10c size, per doz. .... 0 85

Nut milk bars, 2 dozen in box .....
 0 40 |

" breakfast cocoa, ¼'s and ½'s .....
 0 36 |

" No. 1 chocolate .....
 0 30 |

" Navy chocolate, ¼'s .....
 0 28 |

" Vanilla sticks, per grs. 1 00

" Diamond chocolate, ¼'s. 0 24

" Plain choice chocolate liquors .....
 20 30 |

" Sweet chocolate coatings .....
 0 20 |

**WALTER BAKER & CO., LTD.**

Premium No. 1, chocolate, ¼ and ½-lb. cakes, 34c lb.; Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins, 39c lb.; German's sweet chocolate, ¼, and ½-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, ¼, and ½-lb. cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-6 lb. cakes, 6-lb. boxes, 32c lb.; Cinqueme sweet chocolate, 1-5-lb. cakes, 6-lb. boxes, 21c lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, ½-lb. pkgs., 6-lb. bags, 31c lb.; Caracas tablets, 5c cartons, 40 cartons to box, \$1.25 per box.

The above quotations are f.o.b. Montreal.

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# A MONEY-MAKING CHANCE IN CANNED GOODS

WE ARE HEADQUARTERS FOR INDEPENDENT PACKS

We guarantee the quality of every tin we offer to be exactly as represented. You run no risk as we stand back of every case.

## Look Over This List—

900 Cases	CRAWFORD PEACHES, 2s, Heavy Syrup, .	\$1.20	doz.
300 "	PEARS, 2s, Light Syrup . . . . .	.90	"
200 "	LOMBARD PLUMS, 2s, Heavy Syrup . . . .	.80	"
200 "	BLUE PLUMS, 2s, Heavy Syrup . . . . .	.75	"
200 "	GREEN GAGE PLUMS, 2s, Heavy Syrup . . .	.85	"
300 "	REFUGEE BEANS, 3s, . . . . .	.97½	"
300 "	WAX BEANS, 3s, . . . . .	.97½	"

These are exceptional value.—Can be retailed at the same price as 2-lb. cans.—A TRADE WINNER.

500 "	NEW PACK TOMATOES, 3s, . . . . .	.95	"
	A chance to make a profit on a 10c. retailer.		

100 "	GALLON PIE PLUMS . . . . .	2.25	"
	These are cheaper than gallon apples.		

300 "	ALASKA RED SOCK-EYE SALMON . . . .	1.75	"
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## NORWEGIAN SARDINES ARE SCARCE

Here is an opportunity to get in right before prices advance.

200 Cases	DINING CAR SARDINES ¼s . . . . .	7.75	case
	Small fish—smoked.		

We offer the above subject to being unsold.

GET BUSY—SEND IN YOUR ORDERS *NOW*.

# EBY-BLAIN, LIMITED

WHOLESALE IMPORTING & MANUFACTURING GROCERS  
Coffee Roasters, Spice Millers and Tea Blenders to the Trade

CORNER FRONT and SCOTT STS.

TORONTO, CANADA

# THE CANADIAN GROCER

## CONDENSED AND EVAPORATED MILK.

### BORDEN MILK CO., LTD.

East of Fort William, Ont.

Preserved—	Per Case.
Eagle Brand, ea. 4 doz.	\$6 00
Reindeer Brand, ea. 4 doz.	6 00
Silver Cow Brand, ea. 4 doz.	5 40
Gold Seal Brand, ea. 4 doz.	5 25
Mayflower Brand, ea. 4 doz.	5 25
Purity Brand, ea. 4 doz.	5 25
Challenge Brand, ea. 4 doz.	4 75
Clover Brand, ea. 4 doz.	4 75

### Evaporated (Unsweetened)—

St. Charles Brand, small, ea. 4 dozen	2 00
Peerless Brand, small, ea. 4 doz.	2 00
St. Charles Brand, Family, ea. 4 doz.	3 90
Peerless Brand, Family, ea. 4 doz.	3 90
Jersey Brand, Family, ea. 4 doz.	3 90
St. Charles Brand, tall, ea. 4 doz.	4 50
Peerless Brand, tall, ea. 4 doz.	4 50
Jersey Brand, tall, ea. 4 dozen	4 50
St. Charles Brand, Hotel, ea. 2 doz.	4 25
Peerless Brand, Hotel, ea. 2 doz.	4 25
Jersey Brand, Hotel, ea. 2 doz.	4 25
St. Charles Brand, gallons, ea. ½ doz.	4 75
"Reindeer" Coffee & Milk, ea. 2 doz.	5 00
"Regal" Coffee and Milk, ea. 2 doz.	4 50
"Reindeer" Cocoa & Milk, ea. 2 doz.	4 80

## WHITE SWAN SPICES AND CEREALS, LTD.

### WHITE SWAN BLEND.

1-lb. decorated tins, lb.	0 36
Mo-Ja, ½-lb. tins, lb.	0 32
Mo-Ja, 1-lb. tins, lb.	0 30
Mo-Ja, 2-lb. tins, lb.	0 30

Presentation (with tumblers) 28c per lb.

### MINTO BIOS.

### MELAGAMA BLEND.

Ground or bean—	W.S.P.	R.P.
1 and ½	0 25	0 30
1 and ½	0 32	0 40
1 and ½	0 37	0 50

Packed in 30's and 50lb. case. Terms—Net 30 days prepaid.

## FLAVORING EXTRACTS. SHIRRIFF'S

### Quintessential.

1 oz. (all flavors) doz.	1 05
2 oz. (all flavors) doz.	2 00
2½ oz. (all flavors) doz.	2 30
4 oz. (all flavors) doz.	3 50

5 oz. (all flavors) doz.	4 50
8 oz. (all flavors) doz.	6 50
16 oz. (all flavors) doz.	12 00
22 oz. (all flavors) doz.	22 00

Discount on application.

## CRESCENT MFG. CO.

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

## GELATINE.

Knox Plain Gelatine (2 qt. size), per doz.	1 30
Knox Acidulated Gelatine (2 qt. size), per doz.	1 30

## CLARK'S PORK AND BEANS

### IN TOMATO SAUCE.

	Per doz.
No. 1, 4 doz. in case	0 60
No. 2, 2 doz. in case	0 95
No. 3, flats, 2 doz. in case	1 15
No. 3, talls, 2 doz. in case	1 35
No. 6, 1 doz. in case	4 00
No. 12, ½ doz. in case	6 50

## LAPORTE, MARTIN, LIMITEE. Montreal Agencies.

## BASIN DE VICHY WATERS.

L'Admirable, 50 qts., cs. 5 00

## VICHY LEMONADES.

La Savoureuse Champenoise Cork 50 qts., cs.	8 00
50 pts., cs.	5 00
La Savoureuse "Claret Brown." 100 pts., cs.	9 00
St. Nicholas Champenoise Corks. 50 qts., cs.	7 50

## CASTILE SOAP.

"Le Soleil," 72 p.c. Olive Oil.	
Cs. 25 11 lb. bars, lb.	0 08½
Cs. 200 3½ lb. pieces, cs.	4 00
Cs. 12 3 lb. bars, lb.	0 10½
Cs. 50 ¼ lb. pieces, cs.	3 75
Cs. 50 1 lb. sq. pieces, cs.	4 50
Cs. 50 1 lb. long pieces, cs.	4 50
Cs. 200 300 grs. pieces, cs.	12 00
Cs. 100 300 grs. pieces, cs.	6 00
Cs. 200 200 grs. pieces, cs.	7 50

## ALIMENTARY PASTES.

### BLANC & FILS.

Macaroni, Vermicelli, Animals. Small Pastes, etc.	
Box, 25 lbs., 1 lb.	0 07½
Box, 25 lbs., loose	0 07

## DUFFY & CO. BRAND.

Grape Juice, 12 qts.	4 75
Grape Juice, 24 pts.	5 00
Grape Juice, 36 splits	4 75
Apple Juice, 12 qts.	3 75
Apple Juice, 24 pts.	4 50
Champagne de Pomme, 24 p	5 90

## Motts Golden Russett—

Sparkling Cider, 12 qts.	4 50
Sparkling Cider, 24 pts.	4 75
Sparkling Cider, 36 sp.	4 90
Extra Fins, 100½	16 00
Apple Vinegar, 12 qts.	2 40

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

	Per case
Sur Extra Fins, 40 Flacons, cs.	\$10 00
Sur Extra Fins, 100 ¼ kilo, cs.	15 50
Extra Fins, 50 1 kilo, cs.	14 50
Extra Fins, 100 ½ kilo, cs.	15 00
Tres Fins, 100 ½ kilo, cs.	13 50
Fins, 100 ½ kilo, cs.	11 50
MI Fins, 100 ½ kilo, cs.	11 00
Moyens No. 1, 100 ½ kilo, cs.	10 00
Moyens No. 2, 100 ½ kilo, cs.	9 50
Moyens No. 3, 100 ½ kilo, cs.	9 00

## MINERVA PURE OLIVE OIL.

Case—	
12 litres	8 00
12 quarts	6 00
24 pints	6 50
24 ½-pints	4 25
Tins—	Gall.
5 gals. 2s	2 00
2 gals. 6s	2 05
1 gal. 10s	2 10
20s, ½ gal.	2 60

## CANNED HADDIES "THISTLE" BRAND.

A. P. TIPPET & CO., Agents.	
Cases, 4 doz. each, flats, per case	5 40
Cases, 4 doz each, ovals, per case	5 40

## INFANTS' FOOD.

Robinson's patent barley, ½lb. tins, \$1.25; 1-lb. tins, \$2.25; Robinson's patent groats, ¼-lb. tins, \$1.25; 1-lb. tins, \$2.25.

## BOAR'S HEAD LARD

### COMPOUND.

N. K. FAIRBANK CO., LTD.	
Tierces	0 10½
Tubs, 60 lbs.	0 10½
Palls, 20 lbs.	0 10½
Tins, 20 lbs.	0 10½
Cases, 3 lbs., 20 to case.	0 11½
Cases, 5 lbs., 12 to case.	0 11½
Cases, 10 lbs., 6 to case.	0 11

F.O.B. Montreal.

## MARMALADE.

## SHIRRIFF BRAND.

### "SHREDDED."

1 lb. glass (2 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 (½ 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 (½ dz case)	7.75	7.50

## MUSTARD.

## COLMAN'S OR KEEN'S.

	Per doz. tins
D. S. F., ¼-lb.	1 40
D. S. F., ½-lb.	2 50
D. S. F., 1-lb.	5 00
F. D., ¼-lb.	0 95
F. D., ½-lb.	1 45
	Per jar
Durham, 4-lb. jar	0 75
Durham, 1-lb. jar	0 25

## VERMICELLI AND MACARONI C. I. CATELLI CO., LIMITED.

Hirondelle Brand	1 lb. pkgs. Loose
Vermicelli, Macaroni, Spaghetti, Macaroni (short cut), Animals, Stars, Alphabets, Small Paste Assorted, 30 lbs. cases.	7 6½
Egg noodles, case 10 lbs. loose; case 60 pkgs., ½ lb. each.	7½ 7
Marguerite Brand.	
Same assortment as above	6½ 6
Egg noodles in 10 lb. cases, loose, in 60 pkgs., ½ lb. each.	7 6½
Catelli Brand.	
Vermicelli, Macaroni, Spaghetti, 5, 10, 30 lbs. (loose)	5½
30 lb. cases, 1 lb. packages	6
Terms, Net 30 days.	

## D. SPINELLI CO., Registered. Globe Brand.

Vermicelli, Macaroni, Spaghetti, Macaroni (short cut), Alphabets 30 lb. case	7 6½
Spinelli Brand.	
Vermicelli, Macaroni, Spaghetti, 5, 10, 30 lb. cases (loose)	5½
30 lb. cases, 1 lb. pkgs.	6
Terms—Net, 30 days.	

## JELLY POWDERS.

### JELL-O.

Assorted case, contains 2 doz.	1 90
Straight.	
Lemon contains 2 doz.	1 80
Orange contains 2 doz.	1 80
Raspberry contains 2 doz.	1 80
Strawberry contains 2 doz.	1 80
Chocolate contains 2 doz.	1 80
Cherry contains 2 doz.	1 80
Peach contains 2 doz.	1 80
Weight 8 lbs. to case. Freight rate, 2nd class.	

## JELL-O ICE CREAM POWDER

Assorted case, contains 2 doz.	2 50
Straight.	

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

## SOAP AND WASHING POWDERS.

### SNAP HAND CLEANER.

3 dozen to box	3 60
6 dozen to box	7 20
30 days.	

### RICHARDS PURE SOAP.

5-case lots (delivered), \$4.15 each with 20 bars of Quick Naptha as a free premium. Richards Quick Naptha Soap. GENUINE. Packed 100 bars to case.

### FELS NAPTHA.

Prices—Ontario and Quebec:	
Less than 5 cases	\$ 5.00
Five cases or more	4 95
SAPHO MFG. CO., LTD., MONTREAL "SAPHO" INSECTICIDE.	
1-16 gall., doz.	\$ 2 00
¼-gall., doz.	6 00
½-gall., doz.	10 00
1 gall., doz.	19 20
1-16 gall., gross lot	20 00



# To the Grocery Trade

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We are now established in our new warehouse situated on the corner of Church St. and the Esplanade, and with improved facilities and larger space, we feel confident that we can serve you better than it was possible to do in our old building, where we were very much crowded for room. We solicit business, which will have our very best attention.

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## H. P. ECKARDT & CO.

WHOLESALE GROCERS

Church Street and Esplanade

T O R O N T O

# THE CANADIAN GROCER

## "SOCLEAN," THE DUSTLESS SWEEPING COMPOUND.

25c Pail, 2 doz. in case (4½ lbs.) enlarged size .....\$4 50  
40c Pail, formerly 50c, 2 doz. in case (8 lbs.) ..... 7 20  
75c Pail, formerly \$1.00, 1 doz. in case (17 lbs.).... 6 75

## "ANTI-DUST" SWEEPING POWDER.

2 lb. tins, 3 doz. crates, doz. 1 40  
5 lb. tins, 1 and 2 doz., crates, per doz. .... 3 90

## STARCH.

### THE CANADA STARCH CO., LTD.

#### EDWARDSBURG BRANDS and BRANTFORD BRANDS.

Boxes.	Cents
Laundry Starches—	
40 lbs. Canada Laundry....	.06
40 lbs., Boxes 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
Culinary Starch.	
40 lbs. W. T. Benson & Co.'s prepared corn ....	.07½
40 lbs. Canada pure corn starch .....	.06
(20-lb. boxes ¼c higher.)	
Casco Potato Flour, 20-lb. boxes, per lb. ....	.10

#### BRANTFORD STARCH. Ontario and Quebec.

Laundry Starches—	
Canada Laundry—	
Boxes about 40 lbs. ....	.06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lbs. ....	.06½
First Quality White Laundry—	
3-lb. canisters, cs. of 48 lbs.	.07
Barrels, 200 lbs. ....	.06½
Kegs, 100 lbs. ....	.06½
Lilly White Gloss—	
1-lb. fancy cartons, cases 30 lbs. ....	.07½
6-lb. toy trunks, lock and key, 3 in case .....	.08
6-lb. toy drum, with drumsticks, 2 in case.....	.07½
Kegs, extra large crystals, 100 lbs. ....	.07
Canadian Electric Starch—	
Boxes containing 40 fancy pkgs., per case .....	3 60
Celluloid Starch—	

Boxes containing 45 cartons, per case ..... 3 60

#### Culinary 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 of 40 lbs. .07½  
(20-lb. boxes ¼c higher than (40's.)

#### OCEAN MILLS, MONTREAL.

Chinese starch, 48, 1 lb., per cs., \$4.80; Ocean Baking Powder, 3-oz. tins, 4 doz. per case, \$1.60; 4-oz. tins, 4 doz. per case, \$3.00; 8-oz. tins, 5 doz., per case, \$6.50; 16-oz. tins, 3 doz. per case, \$6.75; 5-lb. tins, 10 tins a case, \$7.50; 1-lb. bulk, per 25, 50 and 250 lbs., at 15c per lb. Ocean blanc mange 48 8-oz., \$4; Ocean borax, 48 8-oz., \$1.60; Ocean cough syrup, 36 6-oz., \$6.00; 36 8-oz., \$7.20; Ocean corn starch, 48 1-lb., \$3.60.

#### SOUPS—CONCENTRATED.

##### CHATEAU BRAND.

Vegetable, Mutton Broth, Mulligatawny, 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 5c packages, containing 96 packages, per box, \$3.00.

#### SYRUP.

#### THE CANADA STARCH CO., LTD.

CROWN BRAND CORN SYRUP.  
2-lb. tins, 2 doz. in case... 2 50  
5-lb. tins, 1 doz. in case... 2 85  
10-lb. tins, ½ doz. in case. 2 75  
20-lb. tins, ¼ doz. in case. 2 70  
Barrels, 700 lbs. .... 3½  
Half barrels, 350 ..... 3¾  
Quarter barrels, 175 ..... 4  
Pails, 38½ ..... 1 85  
Pails, 25 lbs. each ..... 1 35

#### LILY WHITE CORN SYRUP.

2-lb. tins, 2 doz. in case... 2 85  
5-lb. tins, 1 doz. in case... 3 20  
10-lb. tins, ½ doz. in case. 3 10  
20-lb. tins, ¼ doz. in case. 3 05  
(5, 10 and 20-lb. tins have wire handles.)

#### BEAVER BRAND CORN AND MAPLE SYRUP.

Quart tins (wine measure)  
2 doz. in case, per case.. 4 70

#### MOLASSES.

### THE DOMINION MOLASSES COMPANY, LTD.

#### Gingerbread Brand.

2s., Tins, 2 doz. to case.  
Quebec, per case .....\$ 1 85  
Ontario, per case ..... 1 90  
Manitoba, per case ..... 2 30  
Saskatchewan, per case.... 2 60  
Alberta, per case ..... 2 70  
British Columbia, per case 2 40

#### DOMOLCO BRAND.

2s., Tins, 2 doz. to case.  
Quebec & Ontario, per case 2 60  
Manitoba, per case ..... 3 00  
Saskatchewan, per case ... 3 20  
Alberta, per case ..... 3 30  
British Columbia, per case. 3 10

#### SAUCES.

#### PATERSON'S WORCESTER

##### SAUCE.

¼-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

#### STOVE POLISH.

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

#### NUGGET POLISHES. Doz.

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 COM- PANY OF CANADA.

Chewing—Black Watch, 6s... 45  
Black Watch, 12s ..... 45  
Bobs, 5's and 10's ..... 39  
Bully, 6s ..... 44  
Currency, 6½s and 12s .... 39  
Stag, 5 1-3 to lb..... 39  
Old Fox, 6 lb. boxes .... 40  
Pay Roll Bars, 7½s ..... 59  
Pay Roll, 7s ..... 59  
War Horse, 6s ..... 42  
Plug Smoking, Shamrock, 6s, plug or bar ..... 45  
Rosebud Plug, 7s ..... 50  
Empire, 6s and 12s..... 44  
Ivy, 7s ..... 50  
Starlight, 7s ..... 50  
Cut Smoking — Great West  
Pouches, 6s ..... 59  
Regal Cube Cut, 9s ..... 70

#### TEAS.

#### THE "SALADA" TEA CO. East of Winn'peg.

	Wholesale R't'l
Brown Label, 1s and ½s	.25 .30
Green Label, 1s and ½s	.27 .35
Blue Label, 1s, ½s, ¼s, and ⅛s	.30 .40
Red Label, 1s and ½s ..	.36 .50
Gold Label, ½s .....	.44 .60
Red-Gold Label, ½s ....	.55 .80

#### LUDELLA.

In 30, 60 and 80 lb. cases.

Black, Green or Mixed.	
Blue Label 1s .....	0 20
Blue Label ½s .....	0 21
Orange Label 1s .....	0 23
Orange Label ½s .....	0 24
Brown Label 1s and ½s...	0 28
Brown Label ½s .....	0 30
Green Label 1s and ½s...	0 35
Red Label ½s .....	0 40

#### 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, 1s, ½ or ¼	.30 .40
Blue Label, 1s, ½ or ¼	.35 .50
Yellow Label, 1s, ½ or ¼	.40 .60
Purple Label, ¼ only....	.55 .80
Gold Label, ¼ only ....	.70 1.00

#### JAMS AND JELLIES. T. UPTON & CO.

Pure Fruit Jams—Raspberry & apple, Strawberry and apple, peach and apple, plum and apple, red currant and apple, black currant and apple, cherry and apple, apricot and apple, gooseberry and apple, huckleberry and apple, fig and apple, 12 oz. glass jars, 2 dozen in case \$1.00 per doz.; No. 2 tins, 2 dozen in case, \$1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37 1-2c. per pail; No. 7 tin pails, 6 pails in crate, 52 1-2c. per pail; No. 7 wood pails, 6 pails in crate, 52 1-2c. per pail; 30 lb. wood pails, 7 1-4c. per lb.  
Packed in assorted cases or crates if desired.

Pure Fruit Jellies — Rasp- berry, strawberry, black cur- rant, red currant and pineap- ple flavors, 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; No. 7, tin pails 6 in. crate, 52½c; 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 SFICE 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 pack- ages ..... 1 15





# Western Dollars

do not grow on trees

Some people apparently imagine Western Dollars grow on trees and can be shaken off as easy as apples. Business is here in abundance, but it has to be gone after. You must know where to get it. We know. With our sales force on the ground all the time, we know the strings and can get business for you. We have five warehouses at the most central points of distribution and guarantee first class service. *Let us market your lines in the West.*

**Nicholson & Bain**  
WHOLESALE COMMISSION  
MERCHANTS and BROKERS



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**Winnipeg, Man.**

Branches at:  
REGINA  
SASKATOON  
EDMONTON  
CALGARY  
and  
LETHBRIDGE

# Fresh Pork Sausages

September marks the opening of the Sausage Season. Cooler weather and renewed work demand something tasty for breakfast.

Nothing can be more so or more economical than Fearman's Star Brand Fresh Pork Sausages.

Let us book you for a regular daily or weekly shipment.

**F. W. FEARMAN CO.**  
LIMITED  
HAMILTON  
Established 1854

# 30 Years' Experience In Mince Meat Is At Your Service.

We guarantee you the best goods on earth at the money.

**Insist on Wethey's Always**

*Ask your jobber or write us*

**J. H. WETHEY, Limited**  
St. Catharines



German Eagle Brand  
Products

### Schneider's Bologna

put up in rings at 11c. per pound

Is made of Fresh, Clean Meat  
under sanitary conditions.

Send for a Trial Order.

**J.M. Schneider & Sons  
Limited.**

HIGH GRADE GERMAN SAUSAGE  
PORK PACKERS

Berlin

Ontario

# APPLES

Before purchasing write  
for our quotations on the  
famous **Georgian Bay**  
apples. We will be pack-  
ing from five to ten thous-  
and barrels.

## LEMON BROS.

Owen Sound, Ontario

# Remember

when ordering your  
Lemons that

St. Nicholas  
Home Guard  
Puck  
Queen City  
Kicking

are the brands that al-  
ways give the best sat-  
isfaction.

## J. J. McCABE

Agent

Toronto, Ont.



— it has  
delighted  
the fastid-  
ious coffee  
tastes of

Great Britain for  
over a quarter of a  
century, and is  
now being offered  
to the coffee drink-  
ing public of Can-  
ada.

# DISTIL

Coffee Essence

imparts a true Mocha and Java flavor and  
makes a hit wherever introduced. It will  
make a hit in your neighborhood. Mr.  
Dealer. Get a stock now. Price, \$5.80 per  
case of 4 doz. 5 oz. bottles.

Order direct from  
The Harry Horne Co., Toronto  
OR  
Leadley Limited, Winnipeg  
Agents wanted for Vancouver, Montreal and St. John.  
Correspond with The Harry Horne Co.

**THE DISTIL MFG. Co. Limited** London  
Eng.

# ADS AND SALES

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

By Herbert N. Casson.

An Invaluable Book for the Manufacturers,  
Sales Managers, Salesmen, Etc.

This is the first book which has attempt-  
ed to apply the principles of Scientific  
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## First New Figs

Direct from Turkey. Beautiful quality and pack. Boxes with hinged lids and parchment wrapped, in all sizes and grades.

Our prices are the lowest in the trade, being *direct importers*, saving middlemen's profits. Place your fig business with us.

**White & Co., Limited**

TORONTO and HAMILTON  
Wholesale Fruit and Fish

## Malaga Grapes

Our first consignment just received. The quality is very fine and prices reasonable. Get some of these.

## CRANBERRIES

Fancy Early Blacks from Cape Cod. Good, hard, bright berries. Prices now are lowest for this season.

## NEW CROP FIGS

Just In

**Extra Fancy Camel Brand**

THE HOUSE OF QUALITY

**HUGH WALKER & SON**

Established 1861

Guelph and North Bay



## EPPS COCOA

"THE BEST EVER SINCE 1839"

**EPPS COCOA** IS MADE FROM THE FINEST SELECTED COCOA BEANS AND BY OUR SPECIAL PROCESS THE HIGHLY NUTRITIOUS BUTTER OR OIL CONTAINED IN THE NATURAL COCOA IS MADE SOLUBLE AND EASY FOR DIGESTION.

We have just received a supply of most attractive advertising matter and samples.

Write to-day—for YOUR share.

**SAMPLES AND SPECIAL ADVERTISING FREE**

**JAMES EPPS & CO., Limited, LONDON, ENG.**

25 East Front Street Toronto

PURE *Elgin Brand* LEAF

## Kettle Rendered Lard

*has an A1 record that's hard to beat*

Everything Elgin Brand is good, and we manufacture all lines of Pork and Pork products.

We are making a specialty this season of Old Canadian Cheese. The cheese with the flavor.

We solicit your consignments for Cold Storage. You will find our facilities are unexcelled.

Send for a Post Card Order Book.

**The St. Thomas Packing Co.**

LIMITED

Pork Packers and Provision Merchants, Pork, Pork Products and Beef, Butter, Eggs and Cheese.

**ST. THOMAS, ONT.**

Wholesale Branches at Windsor and London, Ont.  
Let us send you one of our Post Card Order Books.



EVERY POUND OF  
**ANCHOR BRAND FLOUR**

has character in every ounce

because extreme care, watchfulness, ability, integrity, the most modern equipment and only the choicest Western Spring Wheats form the complement that obtains the highest possible quality every day in the year.

The most searching analysis and tests make uniformity certain.

As rapidly as people learn all the facts about Anchor Brand Flour, they are satisfied only with this Brand.

Anchor Brand Flour is better because the trouble and expense are taken to make it better.

Standard Prices—Worth More.

Free samples for Missourians will be sent to Dealers and Bakers for distribution.

**Leitch Brothers' Flour Mills, Ltd.**

Oak Lake,, Manitoba



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

**Sodafied  
Deliciousness**

When deliciousness is applied to Meadow Cream Sodas you at once think of crisp, flaky rich creamy—flavored sodas, not tough and hard. This is the exact description of these popular Sodas—delicious in every sense of the word.

They stand without a rival in the biscuit world. Fifty biscuits in every package and weighing one pound (the largest pound package on the market for the price).

Quality is the permanent feature of all Crothers' Goods.

Send for samples and prices of Crothers' Fancy Biscuits and Confectionery as well as Meadow Cream Sodas.

Stock these lines.—You will find a ready sale for them.

The  
**W. J. Crothers Co.**  
Kingston, Ontario

**The Tasty Sauce**

The most piquant of appetizers, needs no recommendation to the grocer who handles the best. If you have not stocked it you will find

**PATERSON'S  
Worcestershire  
SAUCE**

a winning item on your list for deliciousness, profitableness and quick selling.

**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.





**James'  
Dome**



**Black  
Lead**

**FOR STOVES**

has had a steady sale in Canada for **FIFTY YEARS**, and is still in popular demand. Beware of imitations, there is only one "DOME" Lead. The word "Dome" is a registered Trade Mark. No other make can therefore be sold as "DOME."

**We pay  
the freight**

**We guarantee  
the sale**

**Melagama**

**TEA and COFFEE**

And every  
pound sold  
means a sat-  
isfied cus-  
tomer

Packed by  
**Minto Bros.**  
Toronto

Established 40 Years

Phone, wire  
or mail an  
order at our  
expense

*No grocery store can afford to  
be without a refrigerator*

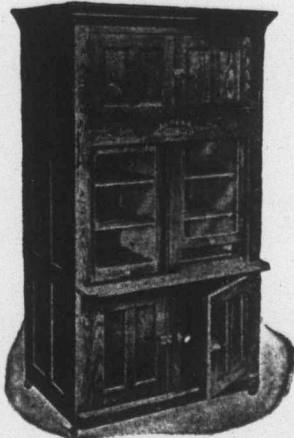
—the spoilage of one year would, in many cases, more than pay the cost of a refrigerator.

# EUREKA

REFRIGERATORS

are backed with over twenty-seven years of manufacturing experience, which serves to make this line the standard on the Canadian market.

The Eureka contains no zinc or galvanized iron to rust and corrode. It is the sanitary dry cold circulating air way that makes perfect refrigeration possible with minimum ice expense.



Catalog and prices sent on request.

**Eureka Refrigerator Co.,  
Limited**  
54 Noble Street TORONTO

Montreal Representative  
**JAMES RUTLEDGE, Tel. St. Louis 3076**

Distributing Agents, **Walter Woods  
& Co., Winnipeg**

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

## Stock of Special "Class"

gives dignity to the entire stock of a grocery. Even though you use only moderate quantity of quality goods, there is no wiser selection for you than

### CARR'S BISCUITS



With such stock on hand you invite a trade that will advertise you and make you successful. Carr's Biscuits are packed for export in air-tight tins.

Write for  
Prices.

## CARR & CO. CARLISLE ENGLAND

AGENTS—Wm. H. Dunn Montreal and Toronto; Hamblin & Brereton, Limited, Winnipeg, Man., and Vancouver, B.C.; T. A. MacNab & Co., St. John's, Newfoundland.



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

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

St. George Evaporated Milk, 4 doz. in case	\$3.60
Princess Condensed Milk, 4 doz. in case	\$4.50
Banner Condensed Milk, 4 doz. in case	\$5.25

Order them from your wholesaler or direct from the factory. Delivered in 5-case lots to any point in Ontario or East or Halifax. We will prepay freight up to 50c. per 100 lbs.

**J. MALCOLM & SON**  
St. George, Ontario

## TO THE COFFEE & TEA TRADE



Use Fancy Paper Bags  
*Adolph Kraut Co.*  
57 Warren St. New York.



# Imported Biscuits

There are **THREE ESSENTIALS** in purchasing imported biscuits;—

**Quality  
Freshness  
Service**

Our quality is the finest.  
Our tins are hermetically sealed.  
Our agents are progressive and obliging.

**McVitie & Price, Limited**  
Biscuit Manufacturers  
EDINBURGH (SCOTLAND)

**AGENTS:**

Manitoba and Saskatchewan.  
**RICHARDS & BROWN, James Street, WINNIPEG**

Alberta  
**CAMPBELL, WILSON & HORNE, Limited, Calgary,  
Edmonton and Lethbridge.**

British Columbia and Yukon  
**KELLY, DOUGLAS & CO., Ltd., Water St.,  
VANCOUVER.**



## Litster Goods

are made good enough to guarantee. They recommend themselves and sell themselves wherever introduced. Is the best any too good for your trade?

**Litster Pure Food Co.,**  
Limited  
TORONTO

# The Easiest Way in The World

## To Handle BANANAS

Save your back and your boy. Don't abuse either when you can shift the lifting to this immensely practical and economical device. It pulls up the bananas like any small block and tackle. But unlike them all, it locks the load in mid-air the instant you let up on pull rope.



See that  
Lock



## Banana Hoist

Hoist and Hanger Combined

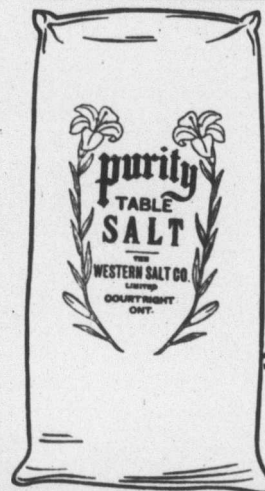
Nearly a quarter of a million Hall Safety Self-Locking Hoists are used by farmers and others. The simplicity of the patent lock has given this Hoist supremacy over all. Now we have nicely adapted it to the needs of the average fruit man. Every fruit man ought to have several. No device has ever been offered which will so simplify his heavy work or so quickly earn its cost in time and trouble saved.

**Satisfaction Guaranteed or Money Refunded**

If your wholesale grocer or hardware dealer cannot supply Hall Banana Hoists, send us fifty cents for sample and we will ship by parcel post under "Money Back" Guarantee."

**Hall Manufacturing Co.**  
Monticello, Iowa

Heavier the Bunch the  
Tighter the Grip.



## SALT, SALT, SALT,

All SALT and nothing but SALT

—positively not adulterated in any way. The best brine is pumped from our salt wells after which it is evaporated and dried by the most up-to-the-minute processes, ensuring for your patrons fine, dry, even crystals. Purity Salt is the salt for all household purposes. Purity Salt should be handled by all quality dealers.

**The WESTERN SALT CO., Limited**  
COURTRIGHT, ONTARIO



# King Oscar Brand

The Famous Norwegian Sardines packed by Chr. Bjelland & Co., Stavenger, Norway.

By Special Royal Permission

**Bjelland & Co., Stavenger, Norway.**

The quality and deliciousness of these sardines is well known to consumers everywhere. The demand is already established and a widespread publicity campaign is making more sales for the dealer.

King Oscar Sardines are an all-year-round seller. Are you prepared to supply the demand?

**J. W. Bickle & Greening**

(J. A. Henderson, Canadian Agents)

**Hamilton, - Canada**

## EXTRACTS

The **STERLING BRAND** is the acme of perfection in extracts. You make no mistake in recommending it to your customers.



Every dealer should have a complete list of the Sterling products. They appeal to the tastes of the majority, thereby bringing customers and increasing pro-

The  
**T. A. Lytle Co.,**  
Limited  
Sterling Rd., Toronto

## MINCEMEAT

Now is the time to place your order for this popular Fall and Winter delicacy. **STERLING BRAND** is known for its exceptionally high quality.

# MASON'S 'O.K.' SAUCE

THE ORIGINAL



As purveyed by appointment to the House of Lords. As supplied to the House of Commons, H.M. Navy & Army, Government Offices and the Leading Hotels and Caterers throughout the World.

CAUTION—No connection with any firm or company trading in a similar name.



THE MARK OF QUALITY

An introductory size and a certain leader to the larger size. Price

# 10cts.

Sole Manufacturers:  
**GEORGE MASON & CO. LIMITED,**  
LONDON, ENGLAND.

Represented by:—

The Lind Brokerage Co., 49 Wellington St. E., Toronto.  
G. H. Gillespie, 437 Richmond Street, London, Ont.  
J. T. McBride, 62 Canadian Life Chambers, Montreal.  
Nelson Shakespeare Watkins, Limited, 860-864 Cambie Street, Vancouver.  
David Brown, 328 Smith St., Winnipeg, Man.  
W. C. Mullins & Co., 25 King St., St. John, N.B.  
Fenwick Hendry & Co., Wholesale Distributors, Kingston and District.

## D. & J. McCALLUM PERFECTION SCOTCH WHISKEY

is known throughout the Canadian trade as the finest flavored Scotch on the market. It hasn't that smoky flavor of most Scotch Whiskies. It represents customer satisfaction and good profits.

**Wm. E. McIntyre, Limited**  
23 Water Street, St. John, N.B.  
GENERAL AGENT



# Pacific Coast Halibut and Salmon

FRESH AND FROZEN

Order your Pacific Coast Frozen Halibut and Salmon for next Winter's requirements from

**The Canadian Fishing  
Company, Limited**

VANCOUVER, BRITISH COLUMBIA

Write for prices and information.

We produce and ship all kinds of Pacific Coast Fish—Fresh—Frozen—Salt—and Smoked.

**Quality and Service Unsurpassed**

## We have them

*Giant*

*Prince*

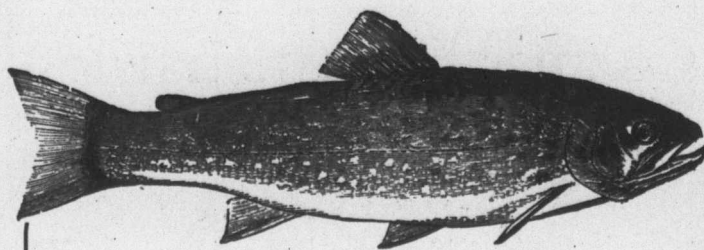
*Globe*

*Beaver*

**Fruit Jar Rings**

Quality Guaranteed

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



## A Fish 5 Minutes From the Water

cannot have a more real sea flavor than do the Brunswick Brand Sea Foods. The flavor is retained by the employment of the latest and most modern methods of preparing and packing—immediately after the fish comes from the water.



Brunswick Brand Sardines in oil, one of our leaders, is holding the foremost place among Canadian packed sardines. They sell at a moderate price and pay a good profit.

Our years of experience and large modern factories enable us to turn out sea foods as nearly perfect as can be made.

Our supplies are the choice of fishermen's catches, caught in the neighborhood of our factories.

Known and appreciated all over Canada.

### OUR CHIEF SELLERS

¼ Oil Sardines	Kipperd Herring
⅓ 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. L. Lovitt, Yarmouth, N.S.; Buchanan & Ahern, Québec, P.Q.; Leonard Bros., Montreal, P.Q.; A. W. Huband, Ottawa, Ont.; A. E. Richards & Co., Hamilton, Ont.; J. Harley Brown, London, Ont.; C. de Carteret, Kingston, Ont.; James Haywood, Toronto, Ont.; Chas. Duncan, Winnipeg, Man.; Shallcross, Macaulay Co., Calgary, Alta.; Johnston & Yockney, Edmonton, Alta.; Shallcross, Macaulay Co., Vancouver and Victoria, B.C.

Cleans alike, the hardest  
and most delicate skin



Snap is the friend of the horny hand of the laborer, and the delicately soft hand of the pretty miss.

It removes soil and stain without injuring the skin or irritating it in any way. Snap is antiseptic, healing.

Replenish your Fall stock.

**SNAP COMPANY, Limited**  
MONTREAL

**Wonderfully Good Value!**



**WONDERFUL SOAP**  
AND  
**SOAP CHIPS**

Wonderful Soap is remarkably pure and hard, and will do more work to the bar than any other soap you ever handled. As for Soap Chips—their equal in efficiency and economy for large washings has yet to be discovered.

We Pay Freight on Five Case Lots.

Write us for quotations.

**The Guelph Soap Co.**  
Guelph, Ontario

**A SLIGHT DIFFERENCE**

in price on a cheap article like

**SAL SODA**

should not count when quality is considered

**BRUNNER, MOND & CO.'S**

**ENGLISH SAL SODA**

is the PUREST, contains LEAST MOISTURE and  
therefore GOES FURTHEST of any  
Washing Soda Sold.

**WINN & HOLLAND, LIMITED**

SOLE AGENTS  
MONTREAL

**THREE TOBACCOS**  
WITH A TREMENDOUS SALE

<b>"Master Mason"</b>	<b>"King George's Navy"</b>	<b>"Rose Quesnel"</b>
SMOKING	CHEWING PLUG	SMOKING

Place Mining and Lumber Camp Orders  
as early as possible

The sale of these tobaccos is remarkably large throughout the mining and lumbering territories, and for this reason we advise early ordering to ensure good service in delivery when desired. Order "Rose Quesnel" and "King George's Navy" for this trade. They are quick sellers.

**The Rock City Tobacco Co.**

QUEBEC

Limited

WINNIPEG



Finest  
Quality

*Whittemore's*  
Shoe Polishes

Largest  
Variety



**Oldest and Largest Manufacturers of Shoe Polishes in the World**

- “GILT EDGE” Oil Polish. The only Ladies’ Shoe Dressing that positively contains oil. Softens and preserves. Imparts a beautiful Black lustre. Always ready to use. Largest quantity. Finest quality. Polishes without rubbing. Retail 25c.
- “BULLY SHINE.” A waterproof paste polish for all kinds of black shoes and old rubbers. Blacks, polishes, softens and preserves. Contains oil and waxes to polish and preserve the leather. Also Russet Bully Shine for tan leathers. Large tin boxes. Boxes open with a key. Retail 10c.
- “SUPERB” (a paste) for polishing Patent and Shiny Leather Boots and all Shiny Leather Articles. Boxes open with a coin. Retail 10c.
- “DANDY” COMBINATION. For cleansing and polishing all kinds of russet, brown or yellow boots, shoes, saddles, bridles, etc. Retail 25c. “Star” russet combination (10c size). Russet, Brown and Ox Blood Pastes (5 sizes of each color).
- “ELITE” COMBINATION. For those who take pride in having their shoes look A1. Restores color and lustre to all black shoes. Retail 25c. “BABY ELITE” COMBINATION (10c size). “ELITE” PASTE in 5 sizes.
- “BOSTON” WATERPROOF POLISH. A black liquid for men’s and boys’ shoes. Produces a patent leather shine without brushing. Retail 25c.

Send for circulars giving full particulars of our other Polishes to WHITTEMORE BROS. & CO., Boston, Mass., U.S.A. For sale by the Shoe Findings and Shoe Jobbing Trades of all Canada.

BUY  
“Redona” and “Matador”  
SHELLED  
**ALMONDS**

The most popular amongst the Grocery and Confectionery Trades

**COSMELLI & COMPANY**

Packers and Shippers of the well-known Red “C” and Red “B” Fruit Pulp.

Monument Buildings, London, England



THE MCGREGOR PAPER BAG HOLDER.

**HOLDS EVERY SIZE BAG  
FROM ¼ TO 10 LBS.**

hangs right above the counter ready for use. Saves time, space and waste in bags. No hole punching or any extra trouble whatsoever, simply lay the bags in their respective compartments. Quicker service a certainty. No up-to-date store should be without one.

Selling Agents for Canada:  
**KILGOUR BROS.**  
21-3 Wellington St. W., Toronto

**O. P. MCGREGOR**  
Patentee and Manufacturer  
411 Spadina Ave., Toronto



**Have No Hesitation**

in recommending to your best customer

**‘Bluenose’ Butter**

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

SOLE PACKERS

SMITH & PROCTOR, - HALIFAX, N.S.

**SMITH  
AND  
PROCTOR**

SOLE PACKERS

Halifax, - N.S.

# A Thing of Beauty —A Joy Forever

¶ Around Christmas every good Canadian grocer excels all past year's efforts in window display. The Christmas window must be the best on the street and if possible in the town. It becomes a "thing of beauty."

¶ Why not have the Christmas window photographed? Each year for a good many in the past Canadian Grocer has offered \$20 in prizes to the best dressed windows sent it. There are always six fortunate winners. If you have never yet done so, come in this year on the contest.

¶ The contest is divided into two classes, A and B. Class A includes cities with population over 10,000, and Class B, all places under 10,000. The first three winners in each class receive prizes of \$5, \$3, and \$2, respectively, making a total of \$20.

¶ The only conditions are that the windows be dressed with Christmas goods, by dealers or clerks and that photographs be mailed before December 31. A description in brief of each window entered is required. This may be written on back of photo or on separate sheet. Mounted picture not necessary.

¶ Windows will be judged from standpoints of Selling Power, Attractiveness and Originality.

¶ See that you get the Christmas window photographed this year and make it "a joy forever."

Address:

**The Editor, The Canadian Grocer**

143-149 University Avenue, Toronto



If you are looking for  
quality in spices

Order

**Hugman's**

Sure

**RED** BAKING POWDER  
**ROSE** EXTRACTS  
JELLY POWDERS

are also top-notchers.

Orr & McLain, Winnipeg  
are our Western Agents

**A. W. Hugman,**  
Limited  
MONTREAL

## HIRONDELLE

(Swallow Brand)

The brand of Canadian Macaroni, Vermicelli, Spaghetti, etc., that is unsurpassed by any imported.

All dealers should satisfy themselves on this point by asking their wholesalers.

The price for both dealer and customer is right, while the profits are excellent.

**C. H. Catelli Company, Limited**  
MONTREAL, CANADA

Mr. C. C. Mann, 517 Board of Trade Bldg  
Toronto, Can., Agent for Province of Ontario

## "Young - Tom" Washing Powder

*Maximum Service  
Minimum Labor*

You can lighten your housewife patron's labors and increase her joy and interest in her daily housework by selling her YOUNG-TOM washing Powder.

It will pay you to stock this efficient Washing powder, also Purity Laundry Soap, Uncle Tom Tar Soap, Glycerine Pumice, and Olive Oil Soaps. They are all high quality, and are excellent sellers.

**Young-Thomas Soap Co., Limited**  
Regina, Canada

## Raise your profits by keep- ing down the dust

Sell your customers the leading sweeping compound, that disinfects, lays dust and does a host of other things that make sanitation possible in the home as well as in the store.

## ANTI-DUST

DOES THE WORK



Try it in your store and see how nicely it works, then tell your customers about it.

For Attractiveness of  
Tin and Quality of  
Powder You Can't Beat  
ANTI-DUST.

**Sapho Mfg. Co., Limited**  
MONTREAL

## CLASSIFIED ADVERTISING

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

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

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

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

### TO LET

TO LET—ABOUT 1,000 SQUARE FEET in warehouse with railway siding; bright private office, two phones; in centre wholesale district. Apply Postoffice Box 566, Winnipeg.

### WANTED

AGENT WANTED IN EVERY TOWN IN Canada. Make money spare time and evenings. Write now. Lock Box 120, Davenport, Iowa.

WANTED — INFORMATION REGARDING good grocery or meat market for sale. Send description and price. Northwestern Business Agency, Minneapolis, Minn.

### FOR SALE

FOR SALE—ONE TAYLOR'S SAFE, FIVE months in use; size of outside measurements 34 x 28 x 45. Thirty-six feet of quarter-cut oak grocery fixtures, also thirty-six feet of counters, made by the Arnet Furniture Co., Souris; in good order. One showcase; thirty-two feet of quarter-cut oak grocery fixtures; one sixteen foot counter, practically new; one Gipe carrier system, four stations, complete; will sell cheap. Two electric coffee mills, guaranteed to be in good running order. One set of Toledo scale, with or without electric attachment; 2 set of Dayton scale. Will sell any of the above on very easy terms, with no interest. Apply Box 223, Moose Jaw.

### MISCELLANEOUS

BUCKWHEAT FLOUR GUARANTEED pure and unsurpassed by any mill in the province. T. H. Squire, Queensboro, Ont., solicits your orders.

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

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

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

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

COUNTER CHECK BOOKS—WRITE US to-day for samples. We are manufacturers of the famous Surety Non-Smut duplicating and tripling counter check books, and single carbon pads in all varieties. Dominion Register Co., Ltd., Toronto.

PENS—THE VERY BEST PENS MADE ARE those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c. assorted box of Mitchell's Pens and find the pen to suit you.

THE "KALAMAZOO" LOOSE LEAF BINDER is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto.

FIRE INSURANCE, INSURE IN THE HARTFORD. Agencies everywhere in Canada. THE NATIONAL CASH REGISTER COMPANY guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge St., Toronto.

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott-Fisher, Ltd., Room 184, Stair Building, Toronto.

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt and which we will sell at \$10.00, \$15.00 and \$20.00 each. We have also a large stock of better reprints at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. W., Toronto, Canada.

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

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

BUSINESS-GETTING TYPEWRITEN LETTERS and real printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letter-forms, real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. American Multigraph Sales Co., Limited, 129 Bay St., Toronto.

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

MOORE'S NON - LEAKABLE FOUNTAIN pens. If you have fountain pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction, and it costs no more than you pay for one not as good. Price \$2.50 and upwards. W. J. Gage & Co., Limited, Toronto, sole agents for Canada. WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

## IT'S PURE

Tell the Trade

### MAPLEINE

is listed in Westfield's Book of Pure Foods.

Order of Your Jobber, or Frederick E. Robson & Co., 25 Front St. E., Toronto, Ontario. Mason & Hickey, 287 Stanley St., Winnipeg, Man.

The Crescent Mfg. Co. SEATTLE. - WASH.



## Coffee, Its History, Classification and Description

By Joseph M. Walsh

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

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

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

**\$2.00**

IT WILL PAY YOU TO SEND AT ONCE.

MacLean Publishing Co.

Technical Book Department

143-149 University Avenue, Toronto

## Grocery Advertising

By Wm. Borsodi

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

PRICE \$2.00

ALL ORDERS PAYABLE IN ADVANCE.

MacLean Publishing Co.

143-149 University Ave., Toronto



# Buyers' Guide

**O. E. Robinson & Co.**  
 Manufacturers and Buyers of Dried, Evaporated and Canned Apples.  
 Ingersoll, - - - - - Ontario  
 Established 1886.

**FRUIT PULPS**  
 Bitter Oranges and Peels  
**F. KESSELL & CO. 7-8, The Approach**  
 London Bridge, London Eng.


**APPLES FOR SALE**  
 in car lots or any quantity. Best winter varieties. Mostly Spies and Baldwins. Write for prices.  
 A. W. IDLE, Clarksburg, Ontario.

**COMTE'S COFFEES**  
 The profits please the dealer. The quality pleases the customers. We want more agents. Write.  
**Augustin Comte & Co., Limited**  
 P.O. Box 2963, MONTREAL

**SUCHARD'S COCOA**  
 The Highest Quality Most Reasonably Priced "Quality" Cocoa. On Sale Anywhere.  
**FRANK L. BENEDICT & CO.**  
 Agents Montreal

**Credit Selling and Getting the MONEY!**  
 Credit business is as good as cash trade if you can get your money promptly. The customer who is slow in paying can be put on what is practically a cash basis through the use of

**ALLISON'S COUPON BOOKS**  
 Just give him a \$10.00 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with \$10.00; no trouble. When he buys a dime's worth, tear out a ten-cent coupon, and so on until the book is used up. Then he pays the \$10.00 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best.



Manufactured by  
**ALLISON COUPON CO.,**  
 Indianapolis, Indiana U.S.A.

**GRATTAN & CO., LIMITED**  
 ESTD. 1825  
 The Original Makers of **BELFAST GINGER ALE**  
 Agents in Western Canada  
**EMERSON, BAMFORD CO.**  
 842 Cambie Street VANCOUVER, B.C.

Write us for New Price List of  
**WINDSOR SALT**  
**TORONTO SALT WORKS**  
 TORONTO, ONT. GEO. J. CLIFF, Manager

**COCO-BUTTER**  
 At last the proper article discovered 100% pure. No odor. Never goes rancid. Vegetable Fat. More economical than Butter or Lard for all Cooking Purposes. Agents Wanted.  
**Colonia' Coco-Butters, Limited, Montreal**

WRITE TO  
 10 Garfield Chambers, Belfast, Ireland,  
 for Sample Copy of the  
**Irish Grocer, Drug, Provision and General Trades' Journal**  
 If you are interested in Irish trade.

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

**EGG FILLERS**  
 12-DOZ. EGG CASES  
**The Trent Mfg. Co., Limited**  
 Trenton, Ontario, Canada

## HOLLAND RUSK

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

Holland Rusk is a perfect toast, ready to serve. Suggest it to your customers and thus increase your sales and profits  
**HOLLAND RUSK COMPANY**  
 HOLLAND, MICH.



**BLACK JACK**

**QUICK CLEAN HANDY**



**TRY IT**

**SOLD BY ALL JOBBERS**

1/2-lb. tin—  
 3 doz. in case

**Wonder-Shine Cleans Without Rubbing**

Cut Glass as well as Silver, Gold, Plated Ware

Absolutely guaranteed non-injurious, and saves much disagreeable labor in a home.

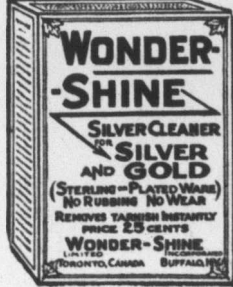
The new popular 10c package is a seller.

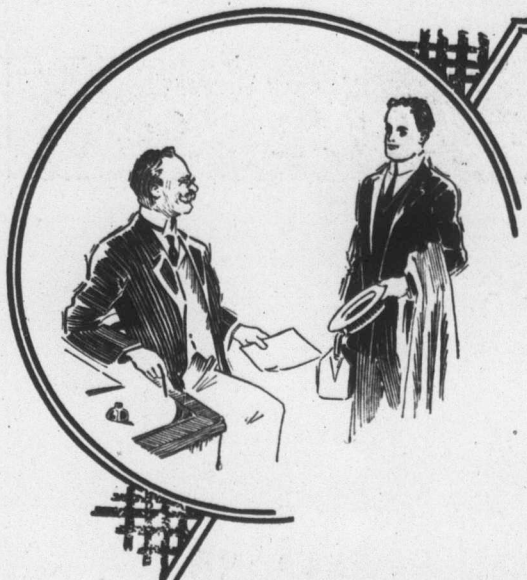
3 and 6 doz. cases, doz. ....	.80c
25c size, 1 and 3 doz. cases, doz....	2.00

In counter display boxes, with show cards.

Now is cleaning time. Counter display boxes are silent salesmen. All wholesalers, or direct to

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“Well, Mr. Smith says since we are using

### Thompson & Norris Corrugated Boxes

our shipments have been coming to hand without break-ages, the freight charges have been less, and he says he is going to give the firm his business who take care of them in the little things.”

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C.G. ....

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**W.D. McLaren, Limited, Montreal**



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# Declaration of Principles

## By the Business Press of America

**T**HE Federation of Trade Press Associations in the United States in Eighth Annual Convention assembled at the Hotel Astor, New York, September the 19th, 1913, made the following Declaration of Principles:

1. We believe the basic principle on which every trade paper should build is SERVICE—service to readers and service to advertisers, in a way to promote the welfare of the general public.
2. We believe in TRUTH as applied to the editorial, news and advertising columns.
3. We believe in the utmost frankness regarding circulation.
4. We believe the highest efficiency of the Business Press of America can be secured through CIRCULATIONS OF QUALITY rather than of Quantity—that character, and not mere numbers, should be the criterion by which the value of a publication should be judged.
5. We believe in CO-OPERATION with all those movements in the advertising, printing, publishing and merchandising fields which make for business and social betterment.
6. We believe that the best interests of manufacturers, the Business Press and consumers can be advanced through a greater interchange of facts regarding merchandise and merchandising and to this end invite co-operation by manufacturers and consumers.
7. We believe that the logical medium to carry the message of the manufacturer directly to the distributor and the user is the Business Press.
8. We believe that while many advertising campaigns may profitably employ newspapers, magazines, outdoor display, etc., no well rounded campaign seeking to interest the consumer or user is complete without the Business Press.
9. We believe in co-operating with all interests which are engaged in creative advertising work.
10. We believe that business papers can best serve their trades, industries or professions by being leaders of thought; by keeping their editorial columns independent of the counting room, unbiased and unafraid; by keeping their news columns free from paid reading notices and puffery of all kinds; by refusing to print any advertisement which is mis-leading or which does not measure up to the highest standards of business integrity.

• • • • •  
These principles, lofty though they may seem, have constituted our platform for years. We preach them and try to practice them.

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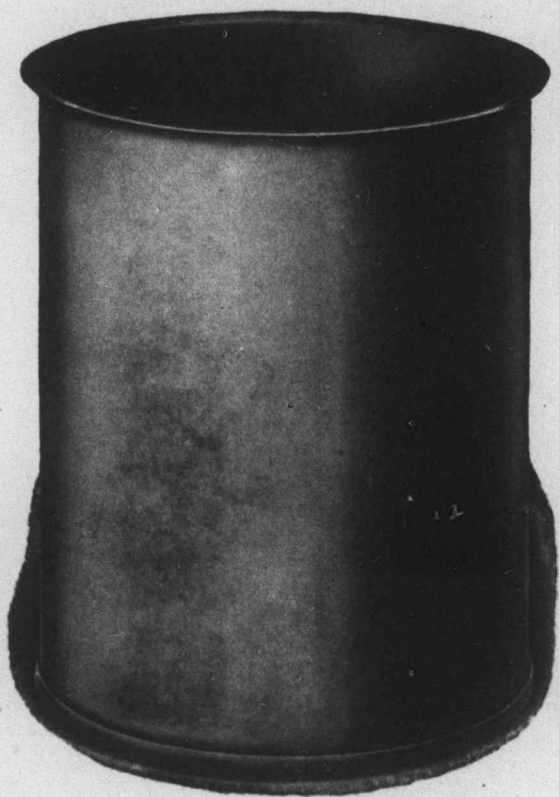
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Not Bleached



Not Blended

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