

# CANADIAN GROCER

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

Head Office: 75-77 Queen Street West, Toronto, Ont.

London, Eng.: 21 Fleet St., E.C.

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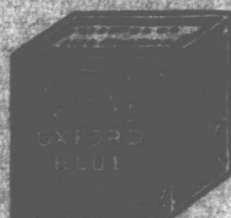
VOL. XXIV.

PUBLICATION OFFICE: TORONTO, SEPTEMBER 9, 1910

NO. 26.

There's no disputing the fact that

KEEN'S



OXFORD

BLUE

holds pride of place for quality and economy in use. Housewives the wide world over use Keen's and nothing else. Lose no chance offering to strengthen your hold on the family trade; stock up with KEEN'S—it's always in demand.

For Sale by all the Canadian Jobbing Trade.

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

Agents for the Dominion of Canada

Benson's  
"Prepared" Corn Starch

Edwardsburg  
"Silver Gloss" Starch

The leading Laundry and Cooking Starches in Canada.

They are noted for their purity and ease in handling and leave a good profit for the dealer.

SEE TO YOUR STOCKS.

**EDWARDSBURG STARCH CO., LIMITED**

ESTABLISHED 1858

53 Front Street East, Toronto.

Works: Cardinal, Ont.

164 St. James Street, Montreal



THE CANADIAN GROCER

**YOUR CUSTOMERS**

ARE NOW

**HOME**

and it is to your advantage  
to see that



**MacLAREN'S**

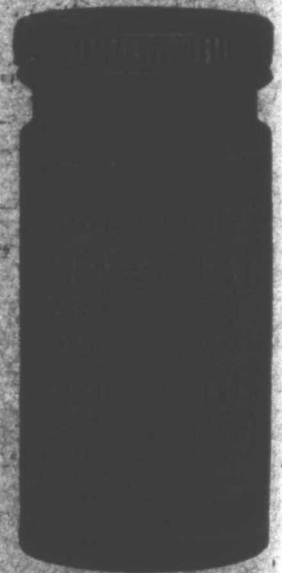
**IMPERIAL PRODUCTS**

are well represented on your  
shelves, as they are sure to  
be asked for, including



**MacLaren's  
Imperial Prepared Mustard**

**MacLaren's  
Imperial Olives (all kinds)**



FOR SALE BY ALL FIRST-CLASS JOBBERS

Manufactured and Guaranteed Pure by

**MacLaren Imperial Cheese Co., Ltd.**

Manufacturers and Importers Grocers' Specialties

**TORONTO**

**CANADA**



THE CANADIAN GROCER

# COCO FRUITINE:

An absolutely pure extract of Cocoanut. Can be used with great advantage in every species of cooking and pastry.

**Pure, - Nourishing, - Economical, - Palatable**

Superior to Lard—Equal to Butter.

ADDED TO THIS, IT IS MOST AGREEABLE TO THE TASTE.

## A PURE VEGETABLE BUTTER

Free  
Sample  
on  
application

TRADE



MARK

**COCO FRUITINE**

Free  
Sample  
on  
application

The QUALITY of COCO FRUITINE is quite remarkable.

First—It is superior to Butter, Oil or Lard, owing to its extremely delicate taste and flavor.

Second—It is peculiarly nourishing, being superior to any other similar product.

Third—It is extremely easily digested and assimilated by the most sensitive stomachs.

Fourth—Owing to its great richness and purity, it is more economical.

Packed in ½ kilo. tins, 1 kilo. tins, 5 kilo. tins, 25 kilo. tins.

ARTHUR P. TIPPET & CO.,

Sole Agents for Canada

TS

Ltd.

ANADA





Montreal Office

# Manufacturers' Agents and Brokers' Directory



Winnipeg Office

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

<p><b>R. B. Colwell</b> BROKER HALIFAX, N.S. REPRESENTING LEADING MANUFACTURERS, SUCH AS <b>E. D. Smith Lowneys Toblers</b></p>	<p><b>W. S. CLAWSON &amp; CO.</b> Manufacturers' Agents and Grocery Brokers. Warehousemen ST. JOHN, N.B. Open for a few more first-class lines.</p>	<p><b>W. G. PATRICK &amp; CO.</b> Manufacturers' Agents and Importers 77 York Street, Toronto</p>
<p><b>J. W. GORHAM &amp; CO.</b> JERUSALEM WAREHOUSE, HALIFAX, N.S. Manufacturers' Agents and Grocery Brokers WAREHOUSEMEN can give close attention to few more first-class agencies. Highest references.</p>	<p>Get our Prices for <b>IMPORT</b> <b>Raisins and Currants</b></p>	<p><b>MacLaren Imperial Cheese Co.</b> Limited AGENCY DEPARTMENT Agents for Grocers' Specialties and Wholesale Grocery Brokers TORONTO, Ont. DETROIT, Mich.</p>
<p><b>FOR SALE</b> Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order. <b>J. T. ADAMSON &amp; CO.</b> Customs Brokers and Warehousemen 27 St. Sacrament Street, Montreal TEL. MAIN 778 BOND 28</p>		<p><b>W. H. Millman &amp; Sons</b> Wholesale Grocery Brokers TORONTO NEWFOUNDLAND <b>T. A. MACNAB &amp; CO.</b> ST. JOHN'S, NEWFOUNDLAND MANUFACTURERS' AGENTS and COMMISSION MERCHANTS Importers and exporters. Prompt and careful at- tention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A, B, C, 5th edition, and private.</p>
<p><b>ROBERT ALLAN &amp; CO.</b> MONTREAL General Commission Merchants Representing Morris Packing Co. Pork and Lard—Finest Quality</p>	<p><b>G. C. WARREN</b> Box 1036, Regina IMPORTER, WHOLESALE BROKER, and MANUFACTURERS' AGENT Trade Established 12 Years. Domestic and Foreign Agencies Solicited</p>	<p><b>WATSON &amp; TRUESDALE</b> (Successors to Stuart, Watson &amp; Co.) Wholesale Commission Brokers and Manufacturers' Agents. WINNIPEG, MAN. Domestic and Foreign Agencies Solicited.</p>
<p><b>WESTERN DISTRIBUTORS LIMITED</b> Wholesale Commission Merchants, Customs Brokers and Manufacturers' Agents. Cars Dis- tributed, Warehoused and Forwarded. Warehouse on Transfer Trask. Business solicited. Our posi- tion is your opportunity. SASKATOON, - WESTERN CANADA</p>	<p><b>W. G. A. LAMBE &amp; CO.</b> TORONTO Grocery Brokers and Agents. Established 1885</p>	<p><b>—WINNIPEG—</b> <b>H. G. SPURGEON</b> Wholesale Broker and Manufacturers' Agent United Kingdom and Foreign Agencies Solicited. 236 Chambers of Commerce. P.O. Box 1812</p>
<p><b>BUCHANAN &amp; AHERN</b> Wholesale Commission Merchants and Importers QUEBEC, P.Q. Groceries, Provisions, Sugars, Molasses, Dried Fruit and Nuts, Grains, Mill Feed, Fish, Fish Oil, Etc. Correspondence Solicited. P.O. Box 29</p>	<p>If you are looking for trade with Irish merchants there is one paper that can put you in touch with buyers, and that is <b>The Irish Grocer, Drug, Provi- sion and General Trades' Journal.</b> 10, Garfield Chambers, Belfast, Ireland</p>	<p>DO YOU WANT REPRESENTATION IN <b>WINNIPEG</b> Where Business is Booming? <b>BAWLf, DAVEY &amp; CO.</b> Wholesale Grocery Brokers.</p>
<p>TRY A CONDENSED AD. IN THE CANADIAN GROCER.</p>	<p>When writing advertisers kindly men- tion having seen the advertisement in this paper.</p>	<p><b>DISTRIBUTORS, LIMITED</b> P. O. Drawer 99 EDMONTON, ALBERTA Manufacturers' Agents, Commission Mer- chants, Warehousemen. We sell direct from the Manufacturer to the Track connections with all Railroads.</p>



J. F. Eby,  
President.

Hugh Blain,  
Vice-Pres.

## TALKING ABOUT SPICES

We are showing two lines "SELECT" and "FANCY"

# Mixed Pickling Spice

Conceded by all who have seen them to be  
superior to anything else offered

Our "ANCHOR" Brand Mixed Pickling Spice

in 5c and 10c cartons are the best value on the market

## EBY-BLAIN, LIMITED

Wholesale Grocers

TORONTO

WRITE US FOR SAMPLES AND QUOTATIONS

Here is a  
complete circle  
of merchandising value in  
handling

### "Blue Ribbon Tea"

Gives a good profit,  
is an easy seller  
and  
satisfies the consumer.

BLUE RIBBON TEA CO., Limited

MONTREAL, CANADA

Winnipeg Office

& CO.

Agents

Toronto

Cheese Co.

AGENT  
and Wholesale

ROIT, Mich.

SPOT

Jamaica  
Crystals

Company  
Toronto

and Goods, Etc.

RNE CO.

and  
Agents. Toronto

uting facilities.

ESDALE

son & Co.)

Brokers and  
Agents.

MAN.

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PEG—

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ufacturers' Agent  
Agencies Solicited.

P.O. Box 1812

ENTATION IN

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Booming?

Y & CO.

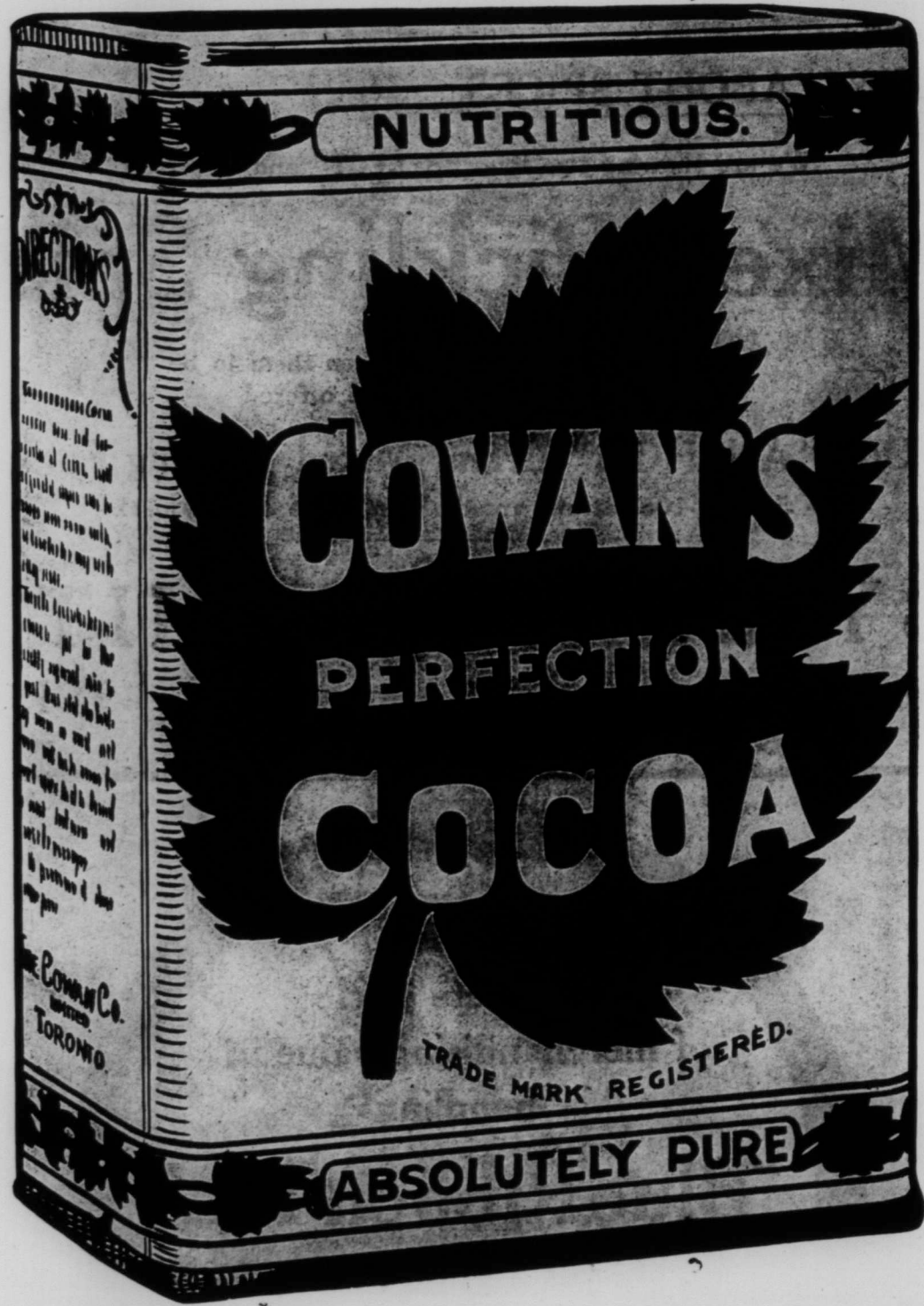
Brokers.

LIMITED

BERTA  
Commission Mer-  
chants.

Manufacturer to the  
Great Northern  
Railroads.





Every grocer knows that Cowan's Perfection Cocoa is a distinctly profitable article to sell. You can increase your sales by telling your customers of the many different ways in which it can be used.

For Chocolate Ice Cream, for Chocolate Fudge, Puddings, Cakes, etc., Cowan's Perfection Cocoa is unsurpassed.

**THE COWAN CO., LTD., TORONTO, ONT.**



**Sweet  
Wrinkle  
Peas**



HE Sulphate of Copper used in producing that vivid green color you have observed in some lines of Imported French Peas is distinctly injurious to health and kills the flavor of the peas. That's why we never use it.

You will find our Sweet Wrinkle Extra Sifted Peas more tender and better in flavor than the best imported French Peas you ever tasted.

This is one of our finer grades upon which you can make a much better profit than on our lower-priced lines.

A little judicious promotion of our better quality peas among your good customers will increase your profits considerably and add greatly to your customers' satisfaction. Try it.

**Dominion Cannery, Limited**  
Hamilton, - - - Ontario

# Good Currants

mean

# Good Profits

If you buy cheap currants of poor quality, you will be obliged to sell them cheap, or perhaps cheaper, and your margin will be a problem rather than a profit.

An indication of quality, and your protection is the name

# MEYER

on the case. Our good name we value before anything. We pack currants from all districts, but only the very best sound fruit from any district, **and on all** we are proud to put our name, because we know that money can buy no better.

A great many wholesale grocers in Canada import Meyer's currants, some import them to the exclusion of all others. There is a reason for this—a good reason. Ask for them. When you get them see that the name is on the case.

## W. Meyer & Co.,

Limited

Patras

- -

Greece





# The Demand Keeps Growing



TO some people the success of PURITY flour seems phenomenal. When it was put on the market three years ago few believed it would ever enjoy its present enormous demand. But Canadian housewives soon discovered that

# PURITY FLOUR

was far above the average in quality. They found that they could make "*More Bread and Better Bread*" with it than they ever did before. They found it absolutely reliable. They proved it the best value for their money. That is the secret of the success of PURITY flour. That is why such a huge demand exists today—why grocers find it such a big seller.



SEND YOUR ORDERS TO

**Western Canada Flour  
Mills Company, Limited**

Toronto Montreal Winnipeg St. John, N.B. Goderich Brandon



THE CANADIAN GROCER

# PERRIN'S BISCUITS

**THREE**



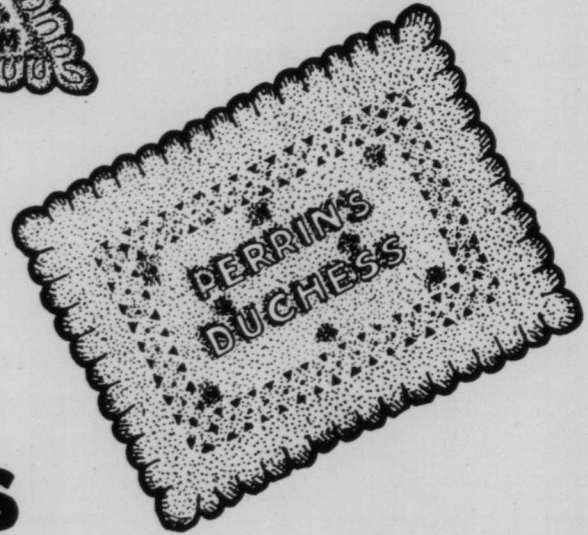
**SELLERS**

**AND**

**ALL**

**TRADE**

**KEEPERS**



**SATISFIED CUSTOMERS**

**OUR BIGGEST ASSET**

Give your customers

## Balaklava Brand Baked Beans

And you can rest assured that the merits of these goods  
will bring repeats and satisfied customers.

*Write us for Information and Prices. Your Interests are Ours.*

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

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



**"KOOTENAY"  
BRAND**

## Your Profit and Reputation

alike demand that you should handle "quality" goods, and

## "KOOTENAY" BRAND Jams and Jellies

will fill every requirement of your best class customers. They are made solely from the freshest, luscious Kootenay Fruits and Pure Cane Sugar, and are handled in a factory that is scrupulously clean and right up-to-date in its methods. Feature our STRAW-BERRY JAM with whole berries, and the real natural fruit flavor. Write us to-day for details.

Our 5-lb. tins are extra rapid sellers. Try a few cases.

**Donnelly, Watson & Brown, Limited**

AGENTS

CALGARY

and

VANCOUVER

**JAMS  
AND  
JELLIES**  
IN TINS AND  
BOTTLES

**"50 Years of Satisfaction"**

IS THE PEDIGREE OF

## **COOK'S FRIEND BAKING POWDER**

**Buy  
the Powder  
with a  
Pedigree**



When you handle Cook's Friend you take no chances with the Pure Food Laws, and are sure of perfect satisfaction to your customer.

Stock up NOW

**W. D. McLAREN, Limited**

MONTREAL

# Gossages' Magical Soap

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

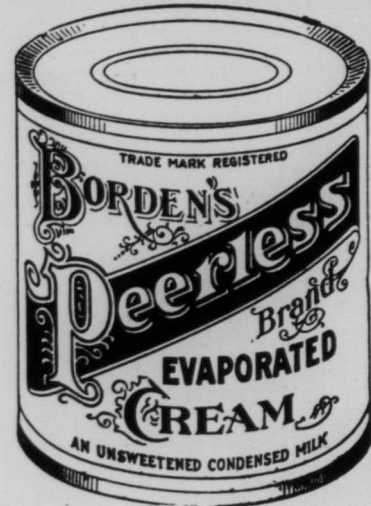
GUARANTEED GENUINE

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

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



Put these lines out  
where everyone who  
goes into your store  
will see them. It will  
help your trade.



Borden's Eagle Brand Condensed Milk  
and Peerless Brand Evaporated Cream

WILLIAM H. DUNN, Montreal and Toronto

Mason & Hickey, Winnipeg, Man.

Shallcross, Macaulay & Co., Vancouver, Victoria, Nelson and Calgary



# Century Salt

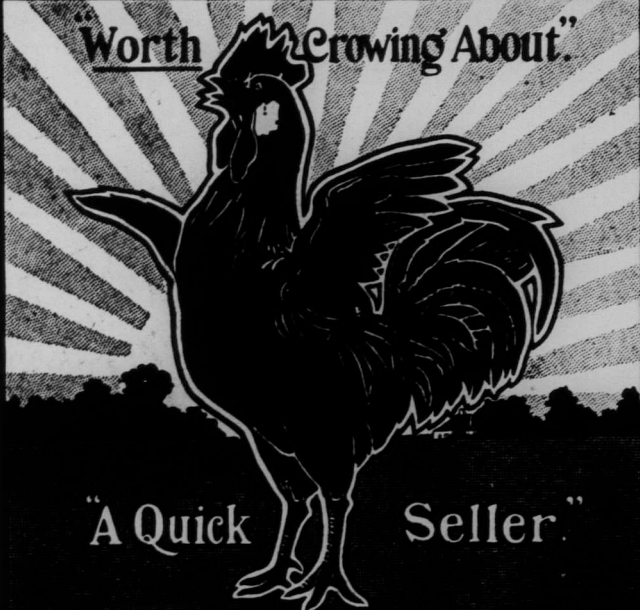
**IT SELLS!**

It's being brightly advertised in Ontario's best dailies. It's got the quality to back up everything we say for it. Just stock "Century Salt"—best for table, best for dairy—and your customers will keep it moving. We deliver quickly.

Write off to-night for our Price List

**Dominion Salt Company, Limited**  
Manufacturers and Shippers, SARNIA, ONTARIO

"Worth Crowing About"



"A Quick Seller"

## BAIRD'S SAUCE

SOLE PROPRIETORS  
JOHNSTON, BAIRD & CO., GLASGOW, Scotland.

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



## Fairbank's Famous Five

Your stock is not complete without Fairbank's Famous Five Products, viz.:

- Fairbank's Gold Dust Washing Powder
- " Fairy Soap (for Toilet and Bath)
- " Glycerine Tar Soap
- " Sunny Monday Laundry Soap (contains no rosin)
- " Pummo Soap

Half Box Gold Dust free with each 5 box purchase.

WRITE FOR PRICES

**THE N. K. FAIRBANK COMPANY**  
MONTREAL, CANADA

Handle  
Satisfaction-Givers!  
SELL



Here's the full line of Richards Profitable Soaps

Richards Pure Soap — Quick Naptha Soap — Snowflake  
Soap Chips—

Ammonia Powder — 100% Pure Lye — Toilet Soaps

*They will increase your business and hold the best class of trade for you.*

Agent for Hamilton and Toronto:

A. HUTCHINSON, Omand Mfg. Co.

76 Colborne Street  
TORONTO

Cut this out for Reference

## BRITISH COLUMBIA COMPANIES ACT 1910

We are prepared to act as principals for companies desiring to do business in British Columbia without such companies assuming the responsibilities and obligations imposed by the above Act.

This Act, which came into force July 1st, 1910, requires the registration or licensing of extra-provincial companies doing business in British Columbia, the payment of fees set forth in the Act and the filing of statements, together with particulars of all mortgages and charges created by an extra-provincial company.

**Shallcross, Macaulay & Co., Ltd.**

Branches at Victoria, Vancouver, Nelson, B. C.,  
and Calgary, Alberta



Any Broom bearing the Keystone trade-mark can be relied upon to give satisfaction, and you can place it in the hands of a customer with an assurance that there will be no complaint about its wearing qualities. If, however, you desire to handle the very best that can be produced, select the

**“Klondike” and “Jubilee”**

Manufactured by

**Stevens-Hepner Co., Limited**

Port Elgin, Ontario, Canada





Branch: Sault Ste. Marie

**BIGGER AND BIGGER SALES**

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

**AURORA COFFEE**

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

**W. H. GILLARD & CO., :: Hamilton, Ont.**

Do You Use

*Redpath*

Extra Granulated and other grades of Refined Sugar? They represent perfection in Sugar Refining.

Manufactured by

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

**COUNTER CHECK BOOKS**

Write for samples and prices; we are now in a position to give better service, with no advance in price.

**F. N. BURT CO., Ltd.**

TORONTO - MONTREAL

Phone Main 2511

Phone Uptown 5962

**JAPAN TEAS**

We can accept a few more import orders for low grade at reasonable price. Jobbers, who have not yet given us their order, please write for samples at once.

**S. T. NISHIMURA & COMPANY**

MONTREAL and JAPAN

## Grocers

of Northern Ontario!

Freight Rates eat up your legitimate profits.

Avoid this  
Unnecessary  
Expense



Our Customers  
are doing so;

**Why not you?**

The Young Company  
LIMITED  
North Bay and Sudbury

## A FOOD LUXURY

IS BOUGHT FOR  
ITS QUALITY

Flour, meat, sugar and salt are staple necessities, but pickles, condiments and sauces are luxuries.

No one buys these luxuries except to make food taste better and add zest to appetite. Hence, if the quality does not please, there will be no repeat orders.

HEINZ 57 VARIETIES  
PURE FOOD PRODUCTS

have been approved by the public for forty years and their popularity is growing. Superior quality is the reason.

Heinz Products are free from Benzoate of Soda and all other drugs. They are safe to sell and guaranteed to please your customers, or money back.

H. J. HEINZ COMPANY

Members of American Association for the  
Promotion of Purity in Food Products

**BE WISE IN TIME!**

Your pickle trade can be made a large and profitable one if your pickle quality is right! Be wise and handle pickles of proved worth—

Sterling Pickles

The  
T. A. Lytle  
Company  
Limited



STERLING ROAD  
TORONTO  
ONT.

Sterling Pickles

are made by a process which is one long tale of care, cleanliness and skill in manufacture, and are a line you can recommend without hesitation.

STOCK UP WITH "STERLING" BRAND

**PUSH**

**Shirriff's Flavouring Essences**

**WHY?**

Because they have every quality an essence should possess —STRENGTH, PURITY, FLAVOR. If your Jobber cannot supply you, write us direct.

Imperial Extract Co., 8-10-12 Matilda Street, TORONTO





The kind that is different!



There's a "something" distinctive about the flavor of our RED LABEL SODA CRACKERS that commends them to your particular customer. No soda biscuit is at once so crisp, fresh and appetizing.

We are also makers of all kinds of dainty and high-grade biscuits.

**TELFER BBOS., LIMITED, - COLLINGWOOD, ONT.**

Branches: - Toronto, - Winnipeg, - Hamilton, - Fort William

THREE THINGS ARE REQUIRED OF  
**COUNTER CHECK BOOKS**

<p>They must be <b>Convenient,</b> <b>Speedy</b> and <b>Safe</b></p>	<p>By Convenient, we mean they must be of such style as to be handled easily. They must permit of fast work on the part of the clerk. They must produce good copies.</p>
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The most Convenient, the Speediest and the Safest Counter Check Book is made of

**Surety Non-Smut Paper**

We make Surety Books in duplicate and triplicate. In the duplicate book the original is of white paper, coated on the back with a non-smutting carbon, the duplicate is of yellow. In the triplicate both the original and duplicate are white, coated on the back, the triplicate being of yellow.

**Every Copy is 100 Per Cent. Perfect**

There are no loose carbons to become wrinkled or torn or to give poor copies. We make many other varieties of Counter Check Books, and will be glad to quote prices upon application.

**Dominion Register Co., Limited**

Manufacturers of  
The McCaskey Account Register System  
Toronto, Ontario

**To Sell or Not To Sell**  
THAT IS THE QUESTION

you are always "up against" when ordering! Are you selling

**ASEPTO**

**(SOAP POWDER)**

(The enemy of dirt).

It is positively unequalled for every kind of cleaning work, and the economical wife likes its price as well! A 5-cent packet makes two gallons of soft soap, or four gallons of liquid soap. Try a case.

*Order from your jobber*

**Asepto Manufacturing Co.**  
ST. JOHN, N.B.

Agents—Rose & Laflamme, Ltd., Montreal

Agents for Ontario:  
Messrs. W. B. Bayley & Co., Toronto  
Agents for Quebec:  
Messrs. F. L. Benedict & Co., Montreal

**SYMINGTON'S**  
**COFFEE ESSENCE**

**ALWAYS READY!**  
**ALWAYS PURE!**  
**ONE STANDARD**  
**QUALITY!**

**UNQUESTIONABLY THE VERY BEST**  
**THOMAS SYMINGTON & CO. EDINBURGH**

TO BE HAD OF ALL  
WHOLESALE

**Tartan**  
**BRAND**

We have Specials in—  
Salmon, Canned Goods  
and other lines

See our travelers or phone at our expense

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

*St. Lawrence*

**GRANULATED**

and

**GOLDEN YELLOWS**

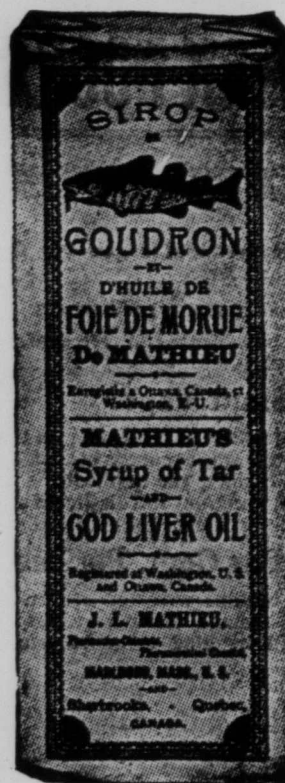
Made only from Pure Cane Sugar

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

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

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

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



**MATHIEU'S SYRUP**

of Tar and Cod Liver Oil

**MATHIEU'S NERVINE POWDERS**

are the safest sellers amongst all the cold cure and cough remedies on the market.

The sale has increased enormously—

Thousands of testimonials attest their wonderful value—

They never become dead stock—

They afford dealers a good profit—

Those who once use them make them a household remedy—

Dealers who do not carry them simply lose sales that go elsewhere.

As the demand will be continuous for some months order a good supply now.

Sold by all wholesale dealers.

AND

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

Distributors for Western Canada:

Foley Bros, Larson & Co., Wholesale Grocers and Confectioners,  
Winnipeg, Edmonton, Vancouver.

L. Chaput, Fils & Cie, Wholesale Depot, Montreal.

**CANADA FIRST EVAPORATED CREAM**

**THE RICHEST**

BY GOVERNMENT TEST

See Bulletin No. 208, Dept. of Inland Revenue

Manufactured and Guaranteed by Canadians

**THE AYLMER CONDENSED MILK CO., Limited,**

**AYLMER, ONT.**





If it's PROFITS you want, Sir—  
Don't overlook the claims of H.P. SAUCE

A reliable article, an ever widening demand, and most generous margin for YOU. Get H.P. into stock—quick!

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

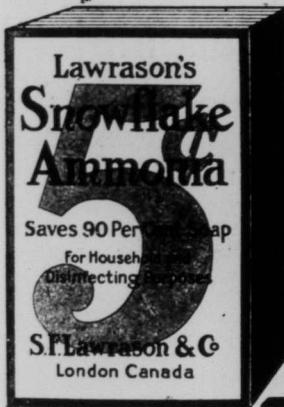


**An Exceptionally Good Thing--  
Widely Advertised--Low Priced**

This is the kind of merchandise that means big, continuous sales. And that is why you should push

**"Snowflake"  
Powdered Ammonia**

It is the only 5-cent package of Ammonia on the market. And we are showing your customers, by a particularly vigorous advertising campaign, how it does save soap and make housework easy. By delaying your orders for Snowflake you are handing business over to your competitors. Better send in your order now.



**S. F. LAWRASON  
& CO.**  
London, - - Ontario

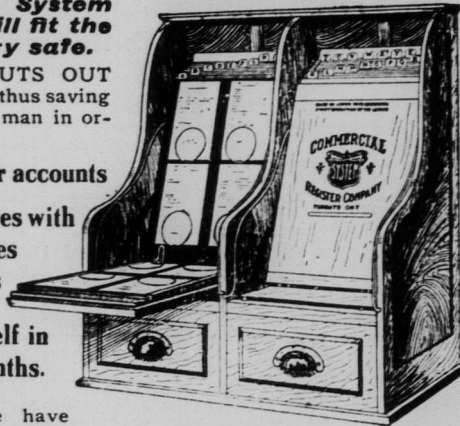
**The Commercial Account Register**

*The Only System that will fit the ordinary safe.*

Besides CUTS OUT bookkeeping, thus saving work of one man in ordinary store.

Collects your accounts  
Saves disputes with and pleases customers

Pays for itself in a few months.



YES! We have imitators, but **without our patents and patent improvements** some of the so-called systems are of little value.

**THE COMMERCIAL**

has stood the test for years, with frequent scientific improvements. It has no equal on the market.

Drop us a postal for catalogue and testimonials of Canadian merchants.

**COMMERCIAL REGISTER CO.**  
178-180 Victoria Street - - Toronto, Ont.

We would be glad to quote any merchant low prices for Counter Check Books.

**The West India Co., Ltd.**

The Canadian house of

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

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

**WEST INDIAN PRODUCE**

of all descriptions.

WRITE US FOR PARTICULARS, PRICES, ETC.

**305 St. Nicholas Building,**

**MONTREAL**



THE COFFEE THAT HAS A REPUTATION TO BE PROUD OF

WON

SIMPLY ON MERIT

EVERY GROCER WHO HANDLES IT KNOWS ITS WORTH

**"Pansy" and "Daphne"**

(FANCY)

(CHOICE)

SEEDED RAISINS and EVAPORATED FRUITS



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

**GUGGENHIME & CO.**  
California

Agents:—Rose & Lafamme, Ltd., Montreal; E. D. Adams, Halifax, N.S.; W. S. Clawson & Co., St. John, N.B.; H. D. Marshall, Ottawa, Ont.; C. L. Marshall, Toronto, Ont.; Geo. H. Gillespie, London, Ont.; G. B. Thompson, Winnipeg, Man.; Shalleross, Macaulay & Co., Calgary, Alberta; Dominion Brokerage Co., Edmonton, Alta.; H. Donkin & Co., Vancouver, B.C.; H. Donkin & Co., Victoria, B.C.

Durability

Finish

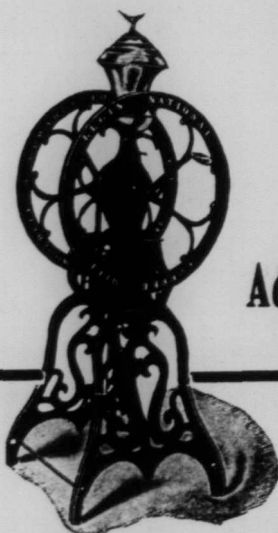


Fast

Easy

Grinding

Adjustment



These are some which recom-

mend the

**ELGIN NATIONAL COFFEE MILL**

to a place of prominence in your store. The "Elgin" is equipped with the new style force feed steel grinders, and has special adjuster device for regulating the grinding. An ornament and attraction to any store.

Ask any of the following jobbers for Descriptive Catalogue:

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

**WOODRUFF & EDWARDS CO., Elgin, Illinois**

**Your Business Barometer**

will stand at "SET FAIR" if you are handling goods which bear the stamp of quality!

In no department is this of such vital importance as in your sardines.

You will have no anxiety on this score if you handle

**King Oscar**

BRAND

**SARDINES**

the purest, sweetest and best packed fish on the market.

Canadian Agents

**J. W. BICKLE & GREENING**

(J. A. Henderson)

HAMILTON - ONTARIO



By Special Royal Permission



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CO.

Halifax, N.S.; W. S.  
; C. L. Marshall, To-  
on, Winnipeg, Man.;  
erage Co., Edmonton,  
Victoria, B. C.

ometer

are hand-  
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vital im-  
score if



yal Permission

Sell  
Twining's  
Teas!

FROM PALACE TO COTTAGE

the palates of particular people are being delighted  
by drinking

TWINING'S TEAS

(in packages only)

They are the most reliable of all package teas, as  
witness the bona fide warrants granted to Twining's  
by the Crowned Heads of Europe. A line to recom-  
mend and sell to your particular customers.

CANADIAN AGENT

HAROLD RITCHIE

8 Matilda Street, - TORONTO

GINGERBREAD

BRAND

MOLASSES

A Molasses that increases your sales.

THREE reasons for it:

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

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

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

**THE BEST THERE IS**

Be convinced now.

**The Dominion Molasses  
Co., Limited**

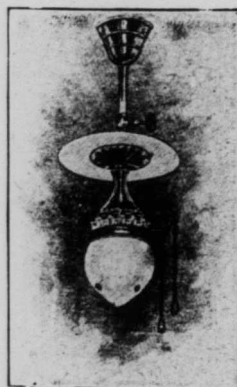
HALIFAX - NOVA SCOTIA

McLean's

"The Name"

AND THE PACKAGE  
TO THE RIGHT

The Canadian Coconut Co.  
Sole Makers  
MONTREAL



MORE LIGHT MEANS  
MORE BUSINESS

If you are looking for a steady, bril-  
liant white light in your home, store,  
hotel or church, get in touch with us.

Our apparatus is absolutely safe, is  
better than electricity and city gas,  
and safer than coal oil or candles.

Write for circular and special price  
to merchant direct.

MacLAREN & CO.

Gasoline Lighting Systems

AGENTS WANTED MERRICKVILLE, - ONTARIO

Not an Enterprise  
for the "Quitter"

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

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

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

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



Many  
Kinds  
of  
Pickles

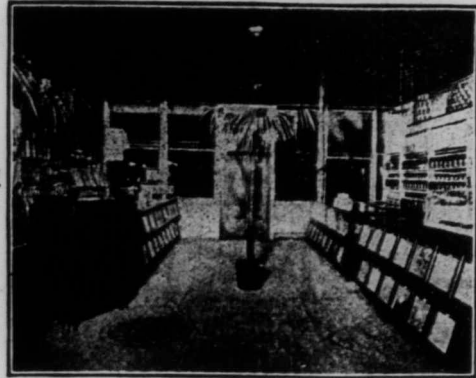
—but  
only one kind  
that makes you  
wish you could  
eat some more.

**ROWAT'S**  
Sauces and Pickles

The  
Connoisseur's  
Choice

**Rowat & Co.**  
Glasgow, Scotland

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



**A Strong Combination :**

UTILITY  
CLEANLINESS  
ATTRACTIVENESS

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

Write for Illustrated Catalogue  
"Modern Grocery Fixtures."

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

REPRESENTATIVES:—

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

Berlin, Ontario

**A QUICK SELLER  
AT A GOOD PROFIT**

Women prefer using **MINUTE TAPIOCA** be-  
cause of its obvious advantages as a summer  
dessert.

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

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

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

Ask your jobber for  
**MINUTE TAPIOCA**

**Minute Tapioca Co.**

Orange, - Mass.







**PROFIT  
FOR THE  
GROCER**

**QUALITY  
FOR HIS  
CUSTOMER**

## The Big Sale of Knox Gelatine

is easy to understand. Not only are its quality and purity sure to please the consumer, but it makes a pint to a quart more gelatine per package than other kinds. We have kept it extensively advertised to make it **easy** to sell. We've won the support of grocers everywhere by making it **profitable** to sell. There's a good margin for you between what it costs you and the 15c. per package you get for it. **KNOX GELATINE** means lots of profitable sales to pleased customers—**PUSH IT.**

**Charles B. Knox Co., Johnstown, N. Y.**



### Give the Tomato a Chance

Pack your Tomatoes in the Tomato Can made for Tomatoes.

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

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

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

Niagara Falls, Ont.

Max Amé Patents



# FACTS ABOUT ADVERTISING



## By The Advertising Manager

II.

It is admitted that as a "traveling sign," which would go into almost every store of any account, in every city, town and village in Canada, an advertisement in *The Canadian Grocer* would be a good investment.

• • •

Suppose you go farther than merely "Telling who you are and what you want to sell," by giving the people you want to sell to some *good sound reasons why they should buy from you.*

• • •

Without presenting a selling talk to the dealer you could not long continue in business.

• • •

If you had never presented a selling talk to the dealer you would never have made a start in business.

• • •

So long as you continue in business you must have a selling talk for the dealer.

• • •

Through *The Canadian Grocer* you can deliver this selling talk to almost every good grocer in Canada at a

cost of about 1 cent for every 20 of them that you reach.

• • •

Readers of *The Grocer* are dealers whose buying power makes their trade, individually or collectively, very desirable. They are the best merchants in every section of Canada. Their purchases amount to over \$200,000,000 annually.

• • •

These merchants read *The Grocer* every week, not for entertainment, but *because it pays them to do so.* The information they get from it has a real dollars and cents value to them. Get your travelers to ask them about it.

• • •

With a serious interest of this sort ready to be focused on your selling talk, the manufacturer or wholesaler who cannot make a space in *The Grocer* pay many times what it costs must have something lacking in his reasons for asking the dealer to buy his goods.

• • •

Next week we will go a little farther into the possibilities of advertising in *The Grocer.*

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As yet unrivalled  
**White Dove**  
**Cocoanut**



The friend of  
every cook.

**W. P. DOWNEY**  
MONTREAL



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

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

**FOR SALE**  
STANDARD CEDAR SHINGLES  
Extras ..... \$2 20 Clear ..... \$1.75  
2nd Clear ..... 1.40 Clear White.... 1.30  
Extra No. 1..... 65c.  
AND ALL LUMBER  
A. C. Landry, Ste. Flavie Station, Que.

**GEORGE & BRANDAY**  
Established 1879  
Shipping and Commission Agents  
Dealers in Coffee, Cocoa, Pimento, Hides, Honey  
Wax, Sugar, Rum, etc., etc.  
KINGSTON, JAMAICA

*Are you interested in any of the lines that are advertised?  
A Post Card will bring you price list and full information.  
Don't forget to mention this paper.*

THE PEOPLE OF  
**JAMAICA**

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

**KINGSTON**  
"GLENER"

might bring inquiries. Better write for rates to

**I. G. STEWART, Halifax**

**WARMINTON'S**

Shipping Specialties  
STRAPPING, CLUTCH NAILS, PAIL HOOKS, ETC.

Save expense to shipper

**J. N. WARMINTON**

207 St. James St., - MONTREAL

**QUIT LOSING!**

What's the use of sticking to anything that is continually causing you loss? If your credit customers are the source of the greatest loss to you, why not try the ONE way to make them a safe, profitable ASSET? You can do this by adopting the Allison Coupon Book System, which has proved its worth to hundreds of progressive merchants all over the country.

**Allison Coupon Books**

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

**HOW THEY WORK**



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

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

**Mr. Dealer**

When anybody mentions picnics or traveling



be sure they take a can of our

**Cold Spring**  
**Lemonade Powder**

along as it is

The Only Summer Drink.

**S. H. EWING & SONS**  
MONTREAL and TORONTO



**CHINESE**  
**STARCH**

Quick Sales.  
Satisfaction.  
Large Profit.  
No Dead Stock

Get Prices

**OCEAN MILLS**  
MONTREAL

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

# OUR GUESTS

**W**E cordially invite our customers and friends to pay us a visit during the Eucharistic Congress celebration in Montreal. We offer them the use of our offices where they will find facilities for their correspondence and the reception of their friends and acquaintances. **LAPORTE, MARTIN & Co., Ltd.**

## VICHY LEMONADES

have scored an immense success with consumers in Canada. The best brands are named "La Savoureuse" and "La St. Nicholas," and we can recommend them without restriction. During the hot weather there is nothing more pleasant than a glass of either of these two lemonades.

**Laporte, Martin & Co., Limited**

568 ST. PAUL ST.  
**MONTREAL**

## THE LARGEST SAUCE FACTORY IN THE WORLD

Holbrook's

Worcestershire

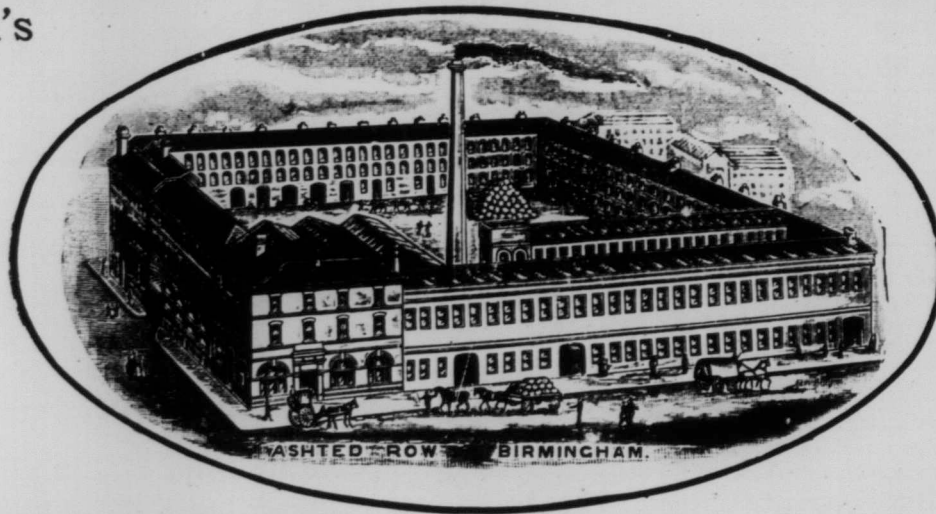
Sauce

Punch  
Sauce

Pure  
Malt  
Vinegar

Pure  
Pickles

**HOLBROOKS LIMITED**



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

Manager

**H. GILBERT NOBBS**

### Local Agents

Quebec  
J.R. Renaud & Co  
Montreal  
F. L. Benedict & Co.  
Winnipeg  
Richards & Brown  
Regina  
Campbell Bros. & Wilson  
Calgary  
Campbell, Wilson & Horn  
Vancouver  
Kelly, Douglas & Co.  
Victoria  
Wilson Bros.  
Halifax  
Bauld Bros.  
St. John, N.B.  
Barbour & Co.  
Fredericton, N.B.  
Randolph & Son  
Charlottetown,  
P.E.I.  
Carvell Bros.

The Condensed Ads. in Hardware and Metal bring results

**IT WILL PAY YOU** to watch our Condensed Ad. columns. There are many money-making positions there. You may find just what you want.

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Canad  
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Carr J  
Churo  
Clark,  
Claw  
Colm  
Comz  
Conne  
Conne  
Cowan  
Cros

Dalley  
Distri  
Domit  
Domit  
Domit  
Domit  
Dowan

Easter  
Eby-B  
Eckar



# THE ONLY WAY



Yes—positively, the only safe and lasting way to increase your Tea sales and earn actual profits, is to stock and push

# "SALADA"

The Tea that is always in demand, and the one and only brand that is never sold to Departmental price-cutters or Peddlers.

PUT IT RIGHT ON YOUR FRONT COUNTER  
AND GIVE IT A VIGOROUS PUSH. IT WILL  
PAY YOU BETTER THAN ANYTHING ELSE  
YOU ARE HANDLING.



Samples and wholesale terms on application "Salada," Toronto, Montreal.

11 ST. REAL

WORLD

Local Agents

Quebec  
 Renaud & Co  
 Montreal  
 L. Benedict & Co.  
 Winnipeg  
 Harbors & Brown  
 Regina  
 Campbell Bros. & Wilson  
 Calgary  
 Campbell, Wilson & Horn  
 Vancouver  
 Kelly, Douglas & Co.  
 Victoria  
 Wilson Bros.  
 Halifax  
 Bauld Bros.  
 St. John, N.B.  
 Harbour & Co.  
 Fredericton, N.B.  
 McDolph & Son  
 Charlottetown, P.E.I.  
 Harvell Bros.

RT NOBBS

Condensed There-making

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# Why One Merchant Figures Profits on His Sales

Henry Johnson, Jr., Gives His Opinions on the Much-Talked-of Method—To Base Gain on Cost and Expenses on Sales Makes Profits Look Large and Cost of Doing Business Small, he Says—This Dual Method of Figuring Fools the Merchant, he Maintains.

By Henry Johnson, Jr.

A firm in Alberta asks me why I figure cost of doing business and profits on the sales instead of on the cost? There are a number of excellent reasons, and I shall try to indicate some of them.

1. The fundamental thing in business is that we "know where we are at." If we figure profit on cost and expense on sales, we stand as the man with one foot in a boat and the other on the pier, and we are very liable to be "spilled in the drink." All of us figure our expenses on our sales, do we not? At the end of any year, when you have figured things up, if you are asked what your expenses were, you would arrive at your conclusion something like this:

"I did a forty-thousand-dollar business, and my expenses, all told, were \$14,800—twelve per cent!" You might be able to report that you had made some money—and you might not. If you could not so report, the chances are that your trouble was the dual standard of figuring. If you could report net gain, that might be an indication of good fortune—showing you had succeeded, in spite of your straddle; but more likely it would be because you figured rightly.

## Makes the Gain Look Big.

To figure profit on the cost is to fool ourselves by making our gain look big, while to figure expense on sales is to make expense look small. Let us take an example. Let us suppose your expense is actually 12 per cent.—which is moderate enough for any retail grocer—and let us say you have done a \$10,000 business. Let us say you have added 25 per cent. to cost. Surely it looks as if you should realize 13 per cent. net gain. But do you? In order to get \$10,000 by adding 25 per cent. to cost, your goods must have cost you \$8,000, because 25 per cent. of \$8,000 is \$2,000, making the total of \$10,000. All right. Twelve per cent. of \$10,000 is \$1,200. If you take \$1,200 from \$2,000 you will have \$800 left—not \$1,300, as you might have expected. It makes quite a difference, you see.

But let us suppose a case not so fortunate. Let us imagine that you, like so many other grocers, really had not kept very accurate account, but had allowed things to go along rather blindly, hoping that 12 per cent. would cover your expenses. And let us further suppose that your expense was actually 16 2-3 per cent. And let us still further suppose that you thought you would "content yourself" with a 20 per cent. margin, and so had added only 20 per cent. to cost. How would you then come

out? Let us see. Twenty per cent. of \$8,000 is one-fifth of \$8,000, or \$1,600, showing total sales of \$9,600; 16 2-3 per cent. of \$9,600 is one-sixth of \$9,600, or \$1,600—leaving you with \$8,000, and **without one cent of profit.** If this seems far-fetched, let me assure you that this is just what is happening in dozens of grocery stores throughout the country, and the owners thereof are wondering where the loose screw is located.

## How One Can be Easily Fooled.

2. You often hear men, on both sides of the counter, unfortunately, make the statement that a certain article makes 100 per cent., or 110 per cent. profit; and they think that surely they are "safe" with such figures. Let us see. Artificial vinegar costs 6 cents, and sells for 25 cents—that is surely pretty good, as it looks like 425 per cent. profit. But 12 per cent. on 25 cents is 3 cents, leaving a net margin of 16 cents, which is the money you actually get; whereas 12 per cent. on 6 cents would only be .72 cent, and you should show, according to your way of figuring, 18.18 cents net profit. Such figures lead one sadly astray, because you are **NOT** doing business on this gallon of vinegar for .72-cent, but for 3 cents—which is "some different." This is an extreme case, as you well know, but it will indicate to you how badly you would get fooled on any item on which the gross margin was less—as most gross margins are in the grocery business. I have before me an item from a trade journal, wherein an example is made of a vinegar which costs 17 cents and sells for 30 cents. The margin is stated to be 76½ per cent—figuring on cost, again. Twelve per cent. on 17 cents is 2.04 cents; but 12 per cent. on 30 cents is 3.60 cents; and it is 12 per cent. **on the selling price** with which you have to deal.

Some time ago I saw a circular which guaranteed to "save 200 per cent. of your ice" through a certain refrigerating device. My question was, "Does that device **make ice**? If not, how can you make such a statement? You cannot **save** out of a given quantity of ice **more than the total.**" I found that out of 100 pounds of ice, this device saved 66 2-3 pounds, so the saving was actually 66 2-3 per cent.

## The Risk That is Run.

In merchandising the total is the amount for which the goods are sold. The total of anything is 100 per cent. of that thing. Therefore, 100 per cent. of anything you handle is **all of it.** When you sell a dollar's worth of goods,

a certain proportion of that dollar—the selling price—is gross profit; of that gross profit a certain proportion is expense; and the remainder is net profit. The only "safe and sane" method is to figure **both expense and profit** from the **same end of the problem.** To do otherwise is to fool yourself and run the risk of going to the bad.

By my method—which is the method of every wholesale grocer and every big merchant from Marshall Field downward—you can know what you are doing; and you cannot know by any other method. And by this plan I find that the vinegar costing 6 cents and selling for 25 cents, pays a gross margin of 64 per cent.; the other, costing 17 cents and selling for 30 cents, pays a gross margin of 43 1-3 per cent. You can see how much less likely I am to fool myself on these conservative figures than is the man who works his profits on cost.

You may feel that this knowledge is of little use to you since you "have to handle" a good many things as you are handling them now, whether there is any margin in them or not. But do you?

## What the Salesman Says.

If your expense of doing business is 16 2-3 per cent.—and that is honestly and truly the expense-ratio of unnumbered grocers who are not altogether aware of it—and a salesman offers you an article at \$1.50 per dozen which is to be sold at 15c. a package, what will happen? He says that this item pays you 20 per cent. profit, which means that you sell for \$1.80 per dozen. If you figure the old fashioned way, you will listen to his story, stock this article and push it—because "it pays you such a nice margin over your expenses."

If you figure my way, you may feel compelled to stock the article, but you will hide it as much as possible and push the sale of something on which you really do get 20 per cent., or better. For, on this basis of cost, this article pays you exactly 16 2-3 per cent., which equals your expense, and leaves you nothing over—and if enough of you tell the salesman this fact, you will make an impression after a while.

An article which sells for 15 cents cannot cost you more than \$1.44 per dozen, laid down in your store, if it is to pay you 20 per cent. And, as a matter of fact, such an article should pay you 25 per cent., so should cost not to exceed \$1.35 laid down. Then it would pay you to push it, and such an article as I referred to—would have been a bet-



ter seller all along had this policy been adopted or been forced on the makers by the retailers.

**They Demanded 25 Per Cent.**

It is such careful study that results in the demand from the retailers for better margins. A well-known manufacturer entered St. Paul and Minneapolis some time ago, where the grocers are well or-

ganized. He had to make his proposition to the president of the Retail Grocers' Association. And he was puzzled by the insistent demand that "we must have 25 per cent. on the selling price before we will push your goods." But the deal was made on that basis, through the accurate knowledge of that progressive band of retail grocers. Truly, education "helps some!"

duced here scarcely does justice to the work of the artist. The general appearance and efficiency of the window, however, might have been improved had the baskets and boxes of fruit and vegetables not been placed on the sidewalk in front. The one detracts from the other and divided attention results.

**An Attractive Front.**

The attractive front of the Henderson store also deserves notice. The cut only shows a little more than half of it but indicates to advantage the big plate glass windows and the high-class sign. The emblem above is suggested and the part shown illustrates that it is a handsome one.

The public generally want to deal in a store which first of all has a good appearance from the outside. Then if the interior is clean and attractive, the service adequate and the quality of the goods high, there is little chance of losing customers.

A Bermuda onion grower wants to prevent Texas growers from using the term Texas Bermuda onions. He claims that while they are grown in Texas and from Bermuda seed, still they are not Bermuda onions. He says he will take the matter to the courts.

**Window Designed to Attract the Campers' Trade**

**The Henderson Store, Kingston, Recently Showed a Country Scene, Which Attracted Attention — Tent, Water, Sailing Yacht, Bridge and Trees Used by the Artist—Value of a Store With a Handsome Front.**

Kingston, Ont., Sept. 8.—In dressing his window recently J. S. Henderson, whose grocery and liquor store is known as the "Italian Warehouse," paid particular attention to the season.

As the Limestone City is located in proximity to a large summer resort, Mr. Henderson conceived the idea that a camping scene would be a good drawing card. He therefore had his window transformed into a miniature country

scene as shown by the illustration herewith.

To the left is a tent in front of which is a small body of water floating a toy sailing yacht. Farther along is a bridge across the stream and in the background are evergreens making the whole a realistic scene. Of course since the photograph of the window could not very well show up the floor as well as the sides and top, the picture repro-



A Window Dressed to Attract the Trade of Campers, Cottagers and Tourists.

# Practical Methods Used in Retail Grocery Stores

An Edmonton Retailer Tells Why He Opposes Quantity Price—How St. John Retail Firm Advertise Their Coffee Grinder—A Widespread Business Built Up In Quebec—Vancouver Commission Men Want to Sell Grocers Butter in Advance.

## Against the Quantity Price.

Edmonton, Alta., Sept 8.—Referring to an item which appeared on the "Practical Methods" page of The Grocer last week from Summerside, P.E.I., regarding quantity price, a local grocer expressed his opposition to it.

He claims that the quantity price is the cause of many failures in the retail trade to-day.

"For instance," he says, "a traveler comes along and sells me 5 cases of this or that allowing me a shade better price or some other inducement. I probably buy 3 cases more than I actually need; another comes along and sells me 10 cases at the favored price. I buy more than I need of that and several other articles: Within 30 days the bills arrive and I have to meet them, yet I may not have turned over an eighth of the goods bought. I have dead stock on my hands for a long time and I have to meet these payments with money received from other goods, if I have any. If I haven't the banks press me for payment; I worry, lose sleep and do not put the proper spirit into my work. This leads to worse and finally I have to make an assignment.

"The quantity price I think should be left alone by most grocers unless they are positive that the market is going up," he added, "and then too much money should not be put into one article—better get a better assortment."

## Advertise Their Coffee Grinder.

St. John, N. B., Sept. 8.—No doubt many readers of The Canadian Grocer know of cases where customers have gone into a grocery store and asked for a pound of "fresh ground" coffee and the clerk has received the order with a look as much as to say:—"Why can't you take what is already ground and save me the trouble of grinding," or he has gone after it grumbling audibly that some customers were a nuisance. This attitude is not pleasant for the customer or is it likely to result in an increase in that merchant's coffee trade. Possibly it was some such thought that inspired the F. E. Williams Co., local retail dealers, to send out to customers and prospective customers the following circular printed in neat form:

Our clerks "smile" when you ask them to grind your coffee!

We have installed the latest electric coffee mill, which makes it possible for us to grind your coffee just like you want it, and the pleasure is ours. Two things are most important for the making of a good cup of coffee. Quality—and proper granulation. We carry the very best grades of coffee, selected and blended for their cup value, and we have the mill to grind it to suit the pot you are using. Trust us with your coffee orders and "see the difference."

## A Big Business Built Up.

St. Flavie, Que., Sept. 8.—Probably one of the largest general stores east of Montreal is that of A. C. Landry at Ste.

Flavie Station. It was founded in a comparatively small way five years ago, the nucleus of the business having been established at Grand Metis, about a quarter of a century ago. The evolution has been gradual until to-day the business requires an immense staff and the premises cover many acres of land and include five complete warehouses in addition to the main general store on the main street of Mont Joli. The big store is a hive of activity and is handsomely fitted up with counters and shelves, plate glass windows and splendid offices. The stock includes dry goods, groceries, hardware, boots and shoes, furniture, plumbing supplies, harness, fish oils, lumber, tobacco, fire extinguishers, corn, coal, lumbering supplies, carpets and oil-cloths; in fact it would be impossible in this space to detail the articles carried. The trade extends for miles around and it is a common expression all over eastern parts of the province and even in the West "Ask Landry; he's sure to have it." A considerable trade is carried on with the West in produce of all descriptions such as beans, peas, evaporated apples and flour.

A specialty is made in all cases of quality and price. As the firm is so immediately under Mr. Landry's personal supervision not a thing is going on that he does not know about. Louis Goupil who has had a long training under Mr. Landry is the manager. He watches all modern systems of business advancement and buying. Every department is in the best of order and so much activity is in vogue that immense turnovers are the rule.

Prompt deliveries have assured him a large and growing list of customers who have the knowledge of everything being guaranteed to be just as it is represented to be.

St. Flavie is in the heart of a splendid agricultural section and the business has sound support.

Mr. Landry has recently been instrumental in organizing an extensive foundry and machine company in Ste. Flavie known as the Mont Joli Foundry and Machine Co., Ltd. He is one of the directors of this institution.

## Butter Orders in Advance

Vancouver, B. C., Sept. 8.—Commission men here are approaching grocers with a view to placing orders for butter in advance, quoting what they claim to be special prices. They state that United States buyers are buying butter largely in Eastern Ontario shipping from Montreal, which they say will mean that there will be a scarcity in the western market. Much of the butter used here in the winter time comes from the east, and with this supply cut off it will mean high prices. As it is, the eastern butter is bricked, put under special labels and sold in many cases for local, with almost the local price. Vancouver may be able to secure some relief if it needs any by getting in butter from Australia and New Zealand. If the agitation is successful to have Australian liners call at New Zealand ports en route to this city

it will facilitate shipment very much from the latter country in lines such as butter, canned meats, mutton, etc.

If orders are placed now, butter is offered at 29 cents for delivery in September; 29½ cents in October and 30 in November. The current price of eastern butter is 28 to 29½ cents. Local is quoted wholesale at 30, and is expected to go up any time.

## Eliminated the Hello.

London, Ont., Sept., 8.—London grocers, and merchants generally, have cut out the telephone "hello." It may almost be said truthfully that the whole city of 'phone users have banished it as out of date. The practice of answering a telephone call by repeating the name of the store or firm has been in vogue for a long time in a few offices, but within the last week or two, assisted by newspaper publicity, hundreds of people have adopted it, even at residences.

The method of saying "Ranahan's!" or "Scandrett's!" in preference to "Hello!" "Is that Ranahan's grocery?" "Yes," etc., needs no argument in its favor, either from the standpoint of the customer, or the clerk who has possibly had to excuse himself from waiting on someone to answer the call.

An odd feature of the thing is that many people are slow to "get on to" the short cut, and for a time persist in asking: "Is that So-and-So's?" immediately after being assured that it is So-and-So's.

## Subscriber Asks as to Legality of Adding Interest

An Alberta subscriber writes:

"We are a little doubtful as to the correct or legal method of attaching interest on overdue accounts. We charge 8 p.c. interest after 30 days; now if a customer owes us \$100 which is over due are we justified in adding \$8 at once or at that rate per annum? Our notices simply state that we charge 8 p.c. interest on overdue accounts."

Editorial Note.—The Canadian Grocer obtained legal advice on this question and finds that a merchant could not charge 8 p.c. or any other rate of interest regardless of the length of time the account is overdue. It must be a certain rate per annum or per month, etc. Therefore if a \$100 account is overdue 1 month and 8 p.c. charged, the merchant could legally collect only one-twelfth of \$8 interest or 66 2-3 cents.

It may be added here that according to the Usury Law the maximum rate of interest that can be charged on a loan is 1 p.c. per month or 12 per cent. per annum. Anything above this is illegal in Canada, and cannot be collected.



# The Canadian Grocer

Established . . . 1886

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TORONTO . . . . .	142-149 University Ave. Telephone, 7324 Main
WINNIPEG . . . . .	511 Union Bank Building Telephone 3728 F. R. Munro
VANCOUVER, B.C. . . . .	H. Hodgson, 11 Hartney Chambers
ST. JOHN, N.B. . . . .	W. E. Hopper
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### CANNED PEAS ADVANCE.

This week's market reports show a general advance of from 5 cents to 15 cents per dozen in Canadian canned peas. The biggest advance is in the Standard grade, group A, which is now quoted to the retailer at \$1.10 instead of 97½ cents.

The cause is, of course, due to the shortage in the supply of the lower grades of peas. Many retailers have stated that they cannot obtain nearly the quantity of Standards they would like.

Peas at \$1.10 means that there will be no profit in retailing them at 10 cents.

### FLOUR GOES DOWN.

Flour went down during the week 30 cents per barrel. This was not unexpected by many in the trade, although others could not see it a week ago.

In last week's issue it was pointed out the effect the new estimates of the wheat yields in the west were having on the market. A month ago reports were so bearish that the estimated yield went down several million bushels below what it actually should have been. The present estimate is more than 100,000,000 bushels. The effect of this, also the good crops in Ontario, and the fact that the world's shipments during the week ending Tuesday, were some 2,000,000 bushels greater than the preceding week, all tended to bear down the market. The movement of grain in America is also much more rapid than a week ago. These are the chief reasons ascribed for the decline in flour.

### YIELD OF NIAGARA FRUIT.

From recent reports gathered from the Niagara Peninsula it is learned that the fruit crops on the whole are good, but that they do not quite come up to those of last year.

Fruit growers say that peaches are about three-fourths of last season's crop; native plums about one-half; Japanese, one-eighth, and pears about two-thirds. Grapes are reported to be three-fourths of a year ago, and apples about one-half.

The general impression is that the above are conservative estimates; in fact, some growers say that their crops of peaches, pears, plums and grapes will yield better than a year ago. One even reports that apples will be a better crop. From these statements it is seen that the general yield is below last year, but it is believed that the increased acreage will make up for any shortages.

With regard to prices, there is little prospect of them ruling lower than last year; they are likely to go the other way, in view of the extending markets for Niagara fruit.

### ONTARIO'S GOOD CROPS.

A glance at the figures given out by the Ontario Department of Agriculture on the crop yields, and published elsewhere in this issue, indicate that farmers in that province have experienced, on the whole, an unusually good yield.

The yield of fall wheat this year is estimated at 19,705,837 bushels, which is almost 4,000,000 more than in 1909. The acreage of course is almost 100,000 more but the average yield is estimated at 2 bushels in advance of 1909. With regard to spring wheat, the total advance is some 210,000 bushels and the average per acre is increased 2 bushels.

The acreage in barley is decreased slightly this year but the average yield per acre is 2 bushels in advance of last.

The oat crop is a splendid one. The increase over last season is estimated at 10,000,000 bushels, the average increase per acre being 3 bushels. Peas show a decline but hay and clover are away beyond 1909.

Ontario should therefore be a prosperous province for the year to come; this will be welcomed by aggressive merchants as well as manufacturers because it means better business to those who get after it progressively.

### SELLING BELOW COST.

When will retail dealers learn to know the exact cost of goods?

Another instance of a so-called "retail grocer" in a large Canadian city selling below cost comes to our notice.

This is what he was doing: He bought Worcestershire sauce at about 19 cents per bottle and was selling it at 10c. As a result he naturally garnered in

most of the Worcestershire sauce trade in his district until his attention was called by a traveler to what he was doing.

"I always thought that all those sauces retailed at 10 cents," he innocently explained.

He had nobody to blame but himself in the matter. If he had studied his invoice carefully he would have discovered that he was paying \$2.25 per dozen. Instead of that he blindly put on his retail price "thinking" that all sauces sold at 10 cents.

It is gratifying to know that such merchants are wearing few, particularly those who have had some experience in retailing, but it goes to show that ignorance of cost is still prevalent in some places.

### FIGURING PROFITS AND EXPENSES.

Arnold Bros., general merchants, Black Diamond, Alta., write as follows:

"Having for the past 3 or 4 years subscribed to your valuable trade journal, The Canadian Grocer, we desire to express our appreciation for the knowledge we have gained on vital questions and for the general usefulness of the paper.

"We are particularly interested in the articles referring to 'The Cost of Doing Business,' but we cannot understand why profits and expense should be figured on the selling price."

This question was referred to Henry Johnson, Jr., who has now become familiar to readers of The Grocer, and in this issue, he explains why he thinks profit and expense should be figured on sales and not on cost.

No doubt quite a number of grocers disagree with him; he would be glad to hear from any of these with their reasons and he would also appreciate any criticisms on his article.

Those sent through The Canadian Grocer will be handed him, in confidence if desired, and a further discussion of this important subject provoked.

It is reported that the new pack of peas in Indiana has nearly all gone into jobbers' hands.

It takes years to develop a distinctive store character. Has your store one? It is not a matter of such moment in what line you develop it, but your store should be pre-eminent in at least one thing. To have the "best" and always the best in any one line will give you an anchor by which to hold the buying public. This can never be done in a month or a year. It has to be fostered and advertised continually from year to year, and even then you must be always on the qui vive that no one takes it away from you.



## Weighing Wooden Containers Becomes Unlawful

**Law in Cleveland Says This Must Not be Done in Selling Butter, Lard, etc.—A Bermuda Onion Grower Threatens Trouble—Winnipeg After Methods Dealing With Those Who Give Short Weights and Measures—Other Items Done in Brief for Busy Merchants.**

Over 300 wholesale tea dealers are doing business in London, Eng., alone.

Have you noticed a general tendency in the world of business to an endeavor to reach out to a higher moral plane? Business men themselves have remarked it, and the individual can do his share to promote it, if he will.

The man who has no bad debts in his books has an advantage over his neighbor who suffers from that form of commercial disease. He does not have to make allowance for an expense of that kind when estimating his total cost of doing business. He can offer his customer slightly better inducements by this advantage.

The weighing in of wooden containers with purchases of butter, lard, etc., will be considered an infraction of the law in Cleveland, Ohio, and the authorities are after dealers who follow this practice.

The mayor of Winnipeg recently commissioned one of his staff to Chicago to study the methods employed there to correct the short-measure and light-weight evil. It is expected that they will be adopted in whole or in part in Winnipeg.

The Retail Merchants' Association of Canada are considering the advisability of asking for legislation to punish those who falsely advertise goods.

At their recent convention the Canadian Bakers passed a resolution requesting the authorities at Ottawa to make it compulsory that all flour manufacturers in Canada brand all their flours for home consumption with the word "bleached" or "unbleached," as the case may be.

The Detroit Retail Grocers' Association has decided to incorporate, thus relieving every member from individual litigation, should any difficulty ever arise.

In Iowa the grocers' associations look after legislation before the members are elected. The secretary of each association sends out a circular reminding the grocers to interview the candidates in order to learn their views on proposed legislation that will protect the retailer in the collection of accounts for family necessities, adding: "Now is the time to place this candidate on record in favor of some legislation, and if you find a candidate absolutely opposed, then it is your imperative duty to work for his

defeat." That is the way things are done with those who would sit in the Iowa Legislature.

When the grocer knows how much it is costing him to do business he is started in the direction of success.

If the wages of grocery clerks in the west become general at \$100 a month it will not be long until the eastern stores will go a-begging for assistants.

## Almost Fainted at Reply of the Telephone Girl

The retail merchant has to endure many trials, but one of the most provoking is lack of tact and thoughtfulness on the part of his assistants. One grocer—a reader of The Canadian Grocer—had employed a telephone girl who gave a splendid example of how not to be thoughtful of her employer's business.

He tells an amusing story about her. One of his best customers had been buying considerable poultry and the chickens she had received were from cold storage. The grocer knew they were good and the woman never complained—and she claimed to be a good judge of poultry. At any rate she wanted a couple of ducks not long ago, but the grocer after many attempts was unable to get anything but cold storage ducks, and he did not like to try them. He instructed the girl to telephone the customer and tell her spring ducks were an impossibility that day. The conversation was something like this:

"We have tried all over town, Mrs. Blank, and can get nothing but cold storage ducks and we did not think you would care for them."

The customer was one of the rather haughty kind; she replied: "I am so sorry. We thought ducks would be a change, but I couldn't think of taking any from cold storage."

"Why you have been getting cold storage chickens all summer," the girl replied, and the proprietor happening to hear the remark, nearly fainted.

The woman was very angry and being suspicious of everything, it was only a short time until she went elsewhere. This is an actual happening related by the grocer himself in giving an example of some kinds of clerks.

### TRIP OF QUEBEC RETAILERS.

**Visit Big United States Cities for New Ideas and Information.**

Toronto, Sept. 8.—About forty grocers, members of the grocers' section of the Retail Merchants' Association of Quebec Province, passed through Toronto last week on their way home after an excursion

trip to New York, Atlantic City, Philadelphia and other cities below the border, where they gleaned a lot of solid knowledge. While in Toronto they were the guests of the grocers' section, Toronto branch of the R.M.A., and were also entertained by Christie, Brown & Co., through whose factory they were shown, and by whom they were also entertained at dinner at the St. Charles.

J. A. Dore chairman of the grocers' section, Montreal branch, R.M.A., expressed the appreciation of the visitors for the courtesy they had been shown and the warm reception they had received. They were so pleased with the entire trip that they suggested that Montreal, Quebec, Toronto and other cities unite next year for a big excursion of retailers, and the matter will be further considered during the coming year.

### WEEKLY TRADE CHANGES.

**New Proprietors in Old Stores—Those Who Have Made a Success—Others Who are Just Beginning.**

#### Ontario.

Arthur Lavis, grocer, Hamilton, Ont., has assigned.

Baye & Baker, grocers, Ottawa, Ont., have opened for business.

The assets of W. M. and D. H. Duclos, teas, etc., Ottawa, have been sold.

#### Quebec.

J. B. Bedard, of J. B. Bedard & Freres, wholesale grocers, Quebec, Que., is deceased.

#### Western Canada.

T. J. Grant & Son have opened a grocery business in Winnipeg.

J. R. Fermer has opened a general store at Stornoway, Sask.

Semple Bros. have opened a general store at Hartsburg, Sask.

S. L. Nanthrup has opened a grocery business at Calgary, Alta.

F. P. Switzer, grocer, Lacombe Alta., has sold to A. J. McLaughlin.

S. & G. Tuff, grocers, Lethbridge, Alta., are succeeded by Tuff & Squires.

George Richardson, grocer, Wainwright, Alta., has sold to A. C. Armstrong.

### TALE ABOUT A TRAVELER.

A good story comes from Kingston, Ont., and about a grocery traveler too.

Recently while in the Limestone City he took a run on the car out to Lake Ontario Park. It was a hot day and while enjoying the invigorating lake breezes he wondered why anybody ever left Kingston to obtain fresh air.

Later on, however it grew dark, as it sometimes does in Kingston, and in wandering about the bushes he suddenly came to a stop by tumbling over something alive. After begging pardon, etc., he discovered it was one of the donkeys having a quiet nap. Fortunately he hit the head-end or he might have done the parachute act. (For further information apply to Jim, the grocer.)



# The Markets—Canned Peas Jump to Higher Prices

Recent Advance Was Not Unexpected With the Supply of Standard Exhausted—Sugar is Weak and a Decline May be Announced at any Time—Evaporated Apples are Likely to be High—Molasses are Weaker in Price But Nuts are Firm Although the Demand is Not Heavy.

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

## QUEBEC MARKETS

### POINTERS—

Sugar—Weak.  
Coffee—Firm, with brisk sale.  
Nuts—Firm. Walnuts (shelled) higher.  
Dried Fruits—Very firm.

Montreal, Sept. 8, 1910.

Retailers are beginning to feel the effects of so many visitors in town for the Congress, and report that in many cases extra clerks have had to be taken on. Although the jobbing trade has not as yet felt any great difference, it is perhaps too early to expect it, as the retailer has to feel the pull on himself before laying in increased supplies. However, by the end of the week replacement orders will undoubtedly have to be placed in many lines, and things will boom. Already accommodations in the city are almost impossible to obtain, and they are daily becoming more so.

The damp weather prevailing has put somewhat of a damper on things, but still all the principal plans are being carried out.

The dried fruit and nut situation are still of absorbing interest to the trade, and supplies are being laid in wherever possible, as there seems to be a certain advance in all lines in view. All prices for future delivery of new crop goods are higher.

Sugar—The raw market continues to show a decided weakness, and as a result the New York refined prices have gone down. As yet there has been no change in local refined prices, but the situation is regarded as weak. Should present conditions continue there seems little doubt that a drop will occur. However, in some of the best informed quarters there seems to be little fear of the necessity of such action.

Jobbers report slow sales; but with a slight improvement noted in the past few days.

Granulated, bags	5 05
" 20-lb. bags	5 15
" Imperial	4 98
" Beaver	4 30
Paris lump, boxes, 100 lbs.	5 85
" " 50 lbs.	5 95
" " 25 lbs.	6 15
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 75
" " 100 lb. boxes	5 85
" " 50 lb.	5 95
" " 25 lb.	6 15
Crystal Diamond Dominoes, 5-lb. cartons, each	0 37½
Extra ground, bbls.	5 50
" " 50-lb. boxes	5 70
" " 25-lb. boxes	5 90
Powdered, bbls.	5 30
" " 50-lb. boxes	5 50
Phoenix	5 50
Bright coffee	5 00
No. 2 yellow	4 90
No. 1 "	4 80
No. 1 " bags	4 85
Bbls. granulated and yellow may be had at 5c. above bag prices.	

Syrups and Molasses — Syrups have been showing signs of life of late that are welcome both to the manufacturer

and the jobber. Trade is at present brisk, and seems likely to continue to be so for some time to come, as the number of repeat orders show.

There has been a slackening in the demand for molasses, which has been somewhat puzzling to the trade, as the weather has been exceptionally cool for this time of year. However, it may be only a temporary lull.

Fancy Barbadoes molasses, puncheons	0 26	0 28
" " " barrels	0 28	0 29
" " " half-barrels	0 40	0 41
Choice Barbadoes molasses, puncheons	0 21	0 33
" " " barrels	0 34	0 36
" " " half-barrels	0 36	0 38
New Orleans	0 27	0 28
Antigua	0 30	0 30
Porto Rico	0 40	0 40
Corn syrup, bbls.	0 40	0 43
" " " "	0 08	0 08
" " " "	0 08	0 08
" " " "	1 30	1 30
" " " "	2 50	2 50
Casein, 2-lb. tins, 2 doz. per case	2 85	2 85
" " 5-lb. " 1 doz. "	2 75	2 75
" " 10-lb. " ½ doz. "	2 75	2 75
" " 20-lb. " ¼ doz. "	2 70	2 70

Tea—The demand for Japans continues very good, and that for black Ceylons fair. China green seem to be almost devoid of interest at present though a few sales of the better grades are reported. The market shows a healthy tone, however, and the prevailing tendency is upward.

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

Coffee—There is a considerable increase showing already in the demand for coffees. All lines are feeling it and from present indications roasters seem to be assured of a busy season. After the summer deadness of the coffee market, such a change is a welcome one indeed. Prices show a slight firmness in the primary market, particularly Rios.

Mocha	0 18½	0 25	Santos	0 14	0 17
Rio, No. 7	0 10	0 12	Maracaibo	0 15	0 18

Spices—Jobbers report a falling off to a certain extent in the brisk trade they have been doing for some time past in spices. As yet the manufacturers have not seemed to be affected by it, but if it continues to drop they are sure to feel it to some extent.

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

care of. Prunes seem to be especially in demand. Valencia raisins are reported scarce.

Reports from Smyrna regarding the fig situation are bullish. European countries have been much heavier purchasers than usual, and in the primary markets there the price has been advanced fully 1c.

In currants the primary market continues to advance steadily, and it seems a certainty that there will be an advance to the retailer before long.

The date situation is still strong, but there seems to be no such immediate prospect of an advance as was thought.

Currants, fine filistras, per lb., not cleaned	0 05½
" " " cleaned	0 06½
" Patras, per lb.	0 07½
" Vostizzas, per lb.	0 08

Prunes—	
40-50	0 09
50-60	0 08
60-70	0 07
70-80	0 06½
80-90	0 06
90-100	0 05½

Raisins—	
Australian, per lb., (to arrive)	0 08½
Old seeded raisins	0 09
" fancy seeded, 1-lb. pkgs.	0 09
" loose muscatels, 3-crown, per lb.	0 07½
" " 4-crown, per lb.	0 08½
" sultans, per lb.	0 07½
Malaga table raisins, Rideau clusters, per box	2 25
Valencia, fine off stalk, per lb.	0 06
" select, per lb.	0 06
" 4-crown layers, per lb.	0 06

Nuts—Shelled walnuts are up. They are now quoted at 36 and 37½c. This is a high water mark for these for some years past, and it looks as if the short crop reported in France will not tend to lower prices. Reports from New York indicate a bare market there, and local dealers have little left.

Tarragona almonds have gone up in the primary market, and to the United States retailer, but as yet no change has taken place locally.

The pecan situation is at present interesting the local trade. Reports as to the crop are conflicting, but the general opinion is that while prices will be firm, little change is likely to take place.

Sicilian operators in filberts seem to have the situation well in hand, and a higher range of prices seems a certainty.

The nut market, as a whole, is an advancing one, and crops of almost all lines will likely be short.

In shell—	
Brazils	0 13½ 0 14½
Filberts, Sicily, per lb.	0 10 0 12
" Barcelona, per lb.	0 10 0 10½
Tarragona Almonds, per lb.	0 14 0 15
Walnuts, Grenoble, per lb.	0 13 0 14
" Marbota, per lb.	0 12½ 0 13
" Cornes, per lb.	0 11½ 0 11½
Shelled—	
Almonds, 4-crown selected, per lb.	0 33½ 0 35
" 3-crown	0 31½ 0 33
" 2-crown	0 29 0 30
" (in bags), standard, per lb.	0 26 0 27
Cashews	0 15 0 17
Peanuts—	
Spanish, No. 1	0 12
Virginia, No. 1	0 13 0 15
Pecans, per lb.	0 65
Pistachios, per lb.	0 75
Walnuts—	
Bordeaux halves	0 36 0 37½
Broken	0 30 0 32



THE CANADIAN GROCER

Evaporated Apples—Little good stock is left on the market, but it is a significant fact that all which appears is eagerly snapped up at good prices. In fact it looks as if this year, with several evaporators closing down, that the general range of prices will be higher than last year, as there is always a steady demand from certain quarters.

Evaporated apples, prime..... 0 08

Beans and Peas—Prices are well maintained at the recent advance, and it looks as if the high level attained would be not much too high for the new crop. The market is a comparatively bare one at present and buyers are having trouble in filling their requirements.

Peas are firm at former quotations, and in fair demand.

Ontario prime pea beans, bushel..... 2 40  
Peas, boiling, bag..... 2 50

Rice and Tapioca—The rice market shows a slight improvement this week, but principally in imported Patna rices. The primary market shows fairly firm, but no material change has taken place. It is hardly cold enough as yet for rice to take up its usual winter popularity.

Stocks of tapioca are light, but they are still sufficient to entirely cover all demands made on them. Prices are firm, but unchanged.

Rice, grade B, bags, 250 pounds..... 2 90  
" " " " 100 " " " " 2 90  
" " " " 50 " " " " 2 90  
" " " " pockets 25 pounds..... 3 00  
" " " " pockets, 12 1/2 pounds..... 3 10  
" " " " grade c.c., 250 pounds..... 2 80  
" " " " " " 100 " " " " 2 80  
" " " " " " 50 " " " " 2 80  
" " " " " " pockets, 25 pounds..... 2 80  
" " " " " " pockets, 12 1/2 pounds..... 3 00  
Tapioca, medium pearl..... 0 06 1/2

CANNED GOODS

MONTREAL.—Canned peas are up. The market has been very strong of late, and this change has been looked for for some weeks past. This year's crop is a small one, and the demand is on the increase. It is said that practically no gallon peas have been put up this year owing to the shortage.

The general demand for all vegetables is good, and seems to vary little from week to week. Prices are firm in all lines.

Fruit trade is not so good as last week though several jobbers report a fair demand.

In fish, salmon presents the feature. Trade in this line is brisk. Some of the high grade new pack has appeared on the market.

Meats have been selling briskly.

Peas, standard, dozen..... \$1 10  
Peas, early June, dozen..... 1 25  
Peas, sweet wrinkled, dozen..... 1 25  
Peas, extra sifted, dozen..... 1 90  
Pumpkins—3 lb., \$1.00; gallon, \$5.00.....  
Beans, dozen..... 0 92 1/2  
Corn, dozen..... 0 90  
Tomatoes, dozen (Ontario and Quebec)..... 1 09  
Strawberries, dozen..... 1 50  
Raspberries, 2s, dozen..... 1 77 1/2  
Peaches, 2s, dozen..... 1 70  
Peaches, 3s, dozen..... 2 65  
Pears, 2s, dozen..... 1 65  
Pears, 3s, dozen..... 2 40  
Plums, Green Gage, dozen..... 1 60  
Plums, Lombard, dozen..... 1 00  
Lawtonberries, 2s, dozen..... 1 60  
Clover Leaf and Horseshoe brands salmon—  
1-lb. talls, per dozen..... 2 02 1/2 2 45  
1-lb. flats, per dozen..... 1 30  
1-lb. flats, per dozen..... 2 20 2 22 1/2

Other salmon—  
Humpbacks, dozen..... 1 00  
Cohoos, dozen..... 1 40 1 50  
Red Spring, dozen..... 1 75 1 80  
Red Sockeye, dozen..... 1 90 2 00  
Lobster Futures—  
1-lb. flats, doz., \$2.40; 1-lb. talls, doz., \$1.25.  
1-lb. flats, doz., \$4.50.  
Compressed corned beef, 1s..... 2 00  
Compressed corned beef, 2s..... 3 35  
English brawn, 2s..... 3 15  
Boneless pigs' feet, 2s..... 3 15  
Ready lunch veal loaf 1s..... 1 50  
Ready lunch veal loaf 2s..... 2 60  
Roast beef, 1s..... 2 90  
Roast beef, 2s..... 3 35  
Stewed ox tail, 1s..... 1 60  
Stewed kidney, 1s..... 1 50  
Stewed kidney, 2s..... 2 65  
Minced collops, 1s..... 1 40  
Minced collops, 2s..... 2 50  
Corned beef hash, 1s..... 1 80  
Corned beef hash, 2s..... 2 80  
Jellied hocks, 2s..... 3 50  
Jellied hocks, 6s..... 10 00  
Paragon ox tongue, 1s..... 7 50  
Paragon ox tongue, 2s..... 8 50  
Paragon ox tongue, 2s..... 9 50  
Paragon lunch tongue..... 4 00  
Tongue lunch, 1s..... 3 50  
Suced smoked beef, 1s..... 1 50  
Sliced smoked beef, 1s..... 2 50

TORONTO.—Locally, canned goods are quite firm and peas particularly so. In regard to the latter, prices are higher, in some grades by fifteen cents above the opening price. The whole tendency is upward. The demand is fairly good in some lines in view of the heavy demand for the new vegetables. The future of the canned peas market is undoubtedly upward judging from the unanimous statements heard among the jobbing trade. Salmon is in good demand with prices steady but unchanged.

VEGETABLES	Per doz.	
	Group B	Group A
Asparagus tips, 2s.....	2 50	2 52 1/2
" (talls) 2s.....	2 50	2 52 1/2
Beans, Golden Wax, 2s.....	0 90	0 92 1/2
" " Midgets, 2s.....	1 25	1 27 1/2
" " " 3s.....	1 35	1 37 1/2
" " Refugee or Valentine (Green) 2s.....	0 90	0 92 1/2
" " Refugee Midgets 2s.....	1 25	1 27 1/2
" " " 3s.....	1 35	1 37 1/2
Beets, sliced, blood red, 2s.....	0 95	0 97 1/2
" whole, blood red, 2s.....	0 95	0 97 1/2
" sliced, blood red, 3s.....	1 30	1 32 1/2
" whole, blood red, 3s.....	1 35	1 37 1/2
" whole, rosebud, 2s.....	1 25	1 27 1/2
" " 3s.....	1 50	1 52 1/2
Peas, Standard, size 4, 2s.....	1 09	1 10
" Early June, size 3, 2s.....	1 15	1 16
" Sweet Wrinkle, size 2, 2s.....	1 20	1 21
" Extra fine sifted, size 1, 2s.....	1 72 1/2	1 74
Spinach, table, 2s.....	1 25	1 27 1/2
" " 3s.....	1 75	1 77 1/2
" " gal.....	5 00	5 02 1/2

FRUITS	Per doz.	
	Group B	Group A
Cherries, black, not pitted, heavy syrup, 2s.....	1 50	1 52 1/2
" black pitted, heavy syrup, 2s.....	1 91	1 92 1/2
" red, not pitted, heavy syrup, 2s.....	1 50	1 52 1/2
" red pitted, heavy syrup, 2s.....	1 90	1 92 1/2
" white, not pitted, heavy syrup, 2s.....	1 60	1 62 1/2
" white pitted, heavy syrup, 2s.....	2 00	2 02 1/2
" red pitted, gal.....	8 50	8 52 1/2
Raspberries, black, heavy syrup, 2s.....	1 75	1 77 1/2
" black standard gal.....	7 09	7 02 1/2
" red, heavy syrup, 2s.....	1 75	1 77 1/2
" red, standard gal.....	7 00	7 02 1/2
" red, solid pack, gal.....	9 25	9 27 1/2
Rhubarb, preserved, 2s.....	1 60	1 52 1/2
" " 3s.....	2 25	2 27 1/2
" standard, gal.....	3 25	3 27 1/2
Strawberries, heavy syrup, 2s.....	1 47 1/2	1 50

Clover Leaf and Horseshoe brands salmon:  
1-lb. talls, dozen 2 02 1/2 2 05  
1-lb. flats, dozen 2 21 1/2 2 24  
1-lb. flats, dozen 2 21 1/2 2 22 1/2

Other salmon prices are:  
Humpbacks, doz 0 95 1 10  
Cohoos, per doz 1 50 1 55  
Red Spring, doz..... 1 85  
Lobsters, halves, per dozen..... 2 00 2 25  
Lobsters, quarters, per dozen..... 1 40

WINNIPEG—All canned goods are moving freely. The following quotations hold rigidly on this market and so far as the trade has learned here there is little possibility of a change. The demand is hard to satisfy at present since stocks are low in every corner of the west. The supplies from the east are generally abundant.

VEGETABLES	Per doz.	
	Group B	Group A
Asparagus tips, 2s.....	2 64	2 66 1/2
" (talls) 2s.....	2 64	2 66 1/2
Beans, Golden Wax, 2s.....	1 04	1 06 1/2
" " Midgets, 2s.....	1 39	1 41 1/2
" " " 3s.....	1 57	1 58 1/2
" " Refugee or Valentine (Green) 2s.....	1 04	1 07 1/2
" " Refugee Midgets 2s.....	1 39	1 41 1/2
" " " 3s.....	1 57	1 58 1/2
Beets, sliced, blood red, 2s.....	1 09	1 11 1/2
" whole, blood red, 2s.....	1 09	1 11 1/2
" sliced, blood red, 3s.....	1 52	1 54 1/2
" whole, blood red, 3s.....	1 57	1 59 1/2
" whole, rosebud, 2s.....	1 39	1 41 1/2
" " " 3s.....	1 72	1 74 1/2

Peas, Standard, size 4, 2s..... 1 09 1 11 1/2  
" Early June, size 3, 2s..... 1 24 1 26 1/2  
" Sweet Wrinkle, size 2, 2s..... 1 29 1 31 1/2  
" Extra fine sifted, size 1, 2s..... 1 84 1 89  
Spinach, table, 2s..... 1 39 1 41  
" " 3s..... 1 97 1 99  
" " gal..... 5 65 5 57 1/2

FRUITS		
Cherries, black, not pitted, 2s.....	1 64	1 66 1/2
" black pitted, heavy syrup, 2s.....	2 04	2 06 1/2
" red, not pitted, heavy syrup, 2s.....	1 64	1 66 1/2
" red pitted, heavy syrup, 2s.....	2 04	2 06 1/2
" white, not pitted, heavy syrup, 2s.....	1 74	1 76 1/2
" white pitted, heavy syrup, 2s.....	2 14	2 16 1/2
" red pitted, gal.....	9 05	9 07 1/2
Raspberries, black, heavy syrup, 2s.....	1 89	1 91 1/2
" black standard, gal.....	7 55	7 57 1/2
" red, heavy syrup.....	1 89	1 91 1/2
" red standard, gal.....	7 55	7 57 1/2
" red, solid pack, gal.....	9 80	9 82 1/2
Rhubarb, preserved, 2s.....	1 64	1 66 1/2
" " 3s.....	2 47	2 49 1/2
" standard, gal.....	3 80	3 82 1/2
Strawberries, heavy syrup.....	1 61 1/2	1 64

ONTARIO MARKETS

POINTERS—

Sugar—Weaker.

Canned Peas—Quoted at advance.

Molasses—Prices declined.

Toronto, Sept. 8. 1910.

Probably the feature of the general grocery markets this week is the condition of the sugar market. At the time of going to press there is a noticeable weakness due to the influence of outside markets. Raw sugars have declined recently, and in New York refined sugars declined ten cents. This has had its effect on Canadian refined, and it is believed that it is only a matter of time until a decline is noted. Trading is good and a large quantity of sugar is passing through the trade, but it is only from hand to mouth buying, as no one wants to go into it heavily under present conditions. It is generally understood that the demand for sugar will continue good for some time as the later fruits seem to be well up to the average.

The situation in dried fruits shows raisins a little easier, but not much attention is being paid to that. Trading has not improved. The statistical positions remain unchanged, and but little weakness in the primary market. The price of raisins in the market is practically where it was a week ago.

Molasses are reported slightly lower, and in canned goods there is a general tone of strength with peas quoted higher. Nuts are firm, but there is but little spot demand.

Sugar—The sugar market gives evidence of unmistakable weakness. Buying is merely hand to mouth, and yet the total volume of business is reported large. Raw sugars have declined and refined sugars in New York recently dropped ten cents. This has had a weakening tendency in Canadian sugars, and the consensus of opinion is directed toward lower prices. The indications are that the new crop will be large, although nothing definite in this regard has been announced. The demand for sugar is still good and it should be strong for some time yet.

Paris lumps, in 100-lb. boxes..... 6 05  
" " " in 50-lb. "..... 6 15  
" " " in 25-lb. "..... 6 35  
Red Seal..... 7 10  
St. Lawrence "Crystal Diamonds," barrels..... 8 25  
" " " " barrels..... 5 95  
" " " " 100 lb. boxes..... 6 05  
" " " " 50 lb. boxes..... 6 15  
" " " " 25 lb. boxes..... 6 35  
" " " cases, 25-lb. boxes..... 7 80  
Domino, cases, 25-lb. boxes..... 7 60



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1 06	1 11
1 24	1 26
1 29	1 31
1 86	1 89
1 39	1 41
1 97	1 99
5 55	5 57
1 64	1 66
2 04	2 06
1 64	1 64
2 84	2 86
2 74	2 76
2 14	2 16
9 05	9 07
1 89	1 91
7 55	7 57
1 89	1 91
7 55	7 57
9 80	9 82
1 64	1 66
2 47	2 49
3 80	3 82
1 61	1 64

Redpath extra granulated	5 20
Imperial granulated	5 00
St. Lawrence granulated, barrels	5 20
Beaver granulated, bags only	5 00
Acadia granulated (bags and barrels)	5 10
Wallaceburg	5 10
St. Lawrence golden, bbls.	4 83
Bright coffee	5 10
No. 3 yellow	5 00
No. 2 "	4 90
No. 1 "	4 75
Granulated and yellow, 100-lb. bags 5c. less than bbls.	

Dried Fruits—The position of currants and raisins has not materially changed during the week with the exception that raisins are a little easier. It will be remembered by those who have carefully followed the market that currants opened about 21s. and they have steadily advanced until now they are selling for as high as 28s. 6d. In other words the price is approximately between \$6.75 and \$7 a cwt. This is the trend of the currant market as far as first shipments are concerned. The new crop is 30 per cent. smaller than last year's, and is estimated at 130,000 tons, which together with the old crop will be far below that which will be required for the total universal consumption.

Raisins are a little easier if anything, although it is felt that this condition has no particular significance at this stage.

Valencias are likely to be high if the reports that have been sent out are substantiated to the full. Sultanas are high. Currants are dear and likewise figs and in sympathy with this condition it might be expected that raisins would be high. In addition to this influence there is the fact that the crop is much lower this year than usual. According to one authority Sultanas have doubled their price within the past three years, and are now quoted much above last year's figures. There has been some buying, but not to any great extent.

Prunes—	Per
30 to 40, in 25-lb. boxes	0 11 0 11
40 to 50 " "	0 08 0 09
50 to 60 " "	0 06 0 07
60 to 70 " "	0 06 0 07
70 to 80 " "	0 05 0 06
80 to 90 " "	0 05 0 06
90 to 100 " "	0 05 0 06
Same fruit in 50-lb. boxes 1/2 cent less.	

Apricots—		
Standard	0 14 0 15	
Choice, 25 lb boxes	0 15	
Fancy	0 17 0 20	
Candied and Drained Peels—		
Lemon	0 09 0 11 Citron	0 14 0 17
Orange	0 11 0 12	
Figs—		
Almas, per lb.	0 08 0 10	
Syneta, "	0 03 0 04	
Bag figs	0 03 0 04	
Dried peaches	0 08 0 08	
Dried apples	0 08	
Currants—		
Fine Filistras	0 07 0 07 1/2	
Patras	0 07 0 08	
Uncleaned to c s		
Vostizzas	0 08 0 09	

Raisins—	
Sultanas	0 06 0 07
extra fancy	0 07 0 08
extra fancy	0 08 0 09
Valencias selected	0 06 0 06
Seeded, 1 lb packets, fancy	0 08 0 08
16 oz. packets, choice	0 07
12 oz. "	0 06

Dates—	
Hallowes	0 05 0 06
Fards choicest	0 10
Sals	0 06

Syrups and Molasses — As far as syrups are concerned there is not much doing yet although it is expected that it will not be long now until business begins to show an improvement. Molasses

are quoted lower, however, but there is not yet much activity.

Syrups—	Per case	Maple Syrup—	
2 lb. tins, 2 doz.		Gallons, 6 to case	4 80
in case	2 50	" 12 "	5 40
5 lb. tins, 2 doz.		Quarts, 24 "	5 40
in case	2 85	Pints, 24 "	3 00
10 lb. tins, 1 doz.		Molasses—	
in case	2 75	New Orleans,	
30 lb. tins, 1 doz.		medium	0 26 0 28
in case	2 70	New Orleans,	
Barrels, per lb.	0 03	bbls.	0 24 0 26
Half barrels, lb.	0 03	Barbadoes, extra	
Quarter "	0 03	fancy	0 45
Pails, 38 1/2 lbs. ea.	1 80	Porto Rico	0 45 0 62
" 25 "	1 30	Muscovada	0 30

Rice and Tapioca — Trade in these lines is about in the same position as a week ago. Demand is improving, but has not yet reached any appreciable figure.

Rice, stand. B.	Per lb.	0 02 1/2 0 03
Standard B. from mills, 500 lbs. or over, f.o.b.,		
Montreal		3 80
Rangoon	0 03	0 03 1/2
Patna	0 06 1/2	0 06 1/2
Java	0 04	0 05
Carolina	0 10	0 11
Sago	0 05 1/2	0 06
Seed tapioca		0 06
Tapioca, medium pearl	0 05 1/2	0 06

Nuts—Business in nuts is only normal. Prices are firm, but the demand is not varying much.

Almonds, Formigetta	0 11
" Tarragona	0 12 1/2 0 13
shelled	0 32 0 35
Walnuts, Grenoble	0 13 1/2
" Bordeaux	0 11
" Marbots	0 12
shelled	0 33 0 35
Filberts	0 11 0 12
shelled	0 16 0 18
Pecans	0 16 0 18
Brazils	0 13 0 15
Peanuts, roasted	0 08 0 12 1/2

Spices—Jobbers report good business in spices. Prices are steady, and the demand shows that the retailer is receiving a heavy call. There is still much to be done in spices, as the season will extend right up into November.

Peppers, black	0 15 0 18	Cream of tartar	0 25 0 28
" white	0 22 0 25	Allspice	0 14 0 16
whole		whole	0 14 0 16
black	0 16	Mace, ground	0 75 0 80
Peppers, whole		Mixed pickling	
white	0 23	spices, whole	0 15 0 16
" "	0 26 0 25	Cassia, whole	0 20 0 25
Ginger	0 21 0 23	Celery seed	0 24
Cinnamon	0 30 0 30	Turmeric	0 20
Nutmeg	0 30 0 30	Curry powder	0 30
Cloves, whole	0 32 0 35	Mustard seed	0 15 0 18

Evaporated Apples—Prospects are for higher prices. The apple crop is small, and it is practically certain that there will not be a large amount of apples evaporated this season.

Beans—Prices for new beans are hardly worth mentioning yet. If the crop is not hurt by recent rains it should be fairly large, but the estimate is not up to last year's figures.

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

MANITOBA MARKETS

POINTERS—

Advances — Dried fruits, rolled oats, beans.

Firm—Sugar and syrup.

Winnipeg, Sept. 8, 1910.  
The heavy output of the general line of grocery stocks is severely clashing with the heavy transportation of wheat to the east. Merchants, as usual, did not prepare for the extra fall rush of grain by ordering on time. As a consequence many stocks are reported low, and merchants are facing the difficulty of getting supplies at a time when they are most needed. The railways are do-

ing all in their power to handle all freight, both east and west, but the merchants could have avoided much of the present difficulty.

A combination of circumstances is soaring many prices. The market was never so firm as it is at present. Crop conditions everywhere are not the best, and this has particularly helped to advance rolled oats, and dried fruits from California.

When it is remembered that the export demand on all lines of goods is increasing with the betterment of all international trade relationships, and also the fact that each week witnesses an increased population in Western Canada to the extent of from two to six thousand, it is little wonder that the market prices are going up. The stocks that are required for new stores alone tend to make a general scarcity of goods. It is probable that higher prices will yet be quoted within a few days.

Sugar—A stronger market rules this week, and as the preserving season closes in, the sugar ordering is better. The market in the west will likely be held firm.

Montreal and B.C. granulated, in bbls	\$ 65
" " in sacks	\$ 60
" yellow, in bbls	5 25
" " in sacks	5 20
Icing sugar, in bbls	6 25
" " in boxes	6 45
" " in small quantities	6 45
Powdered sugar, in bbls	6 05
" " in boxes	6 25
" " in small quantities	6 45
Lump, hard, in bbls	6 50
" " in 1-bbls	6 65
" " in 100-lb. cases	6 55

Foreign Dried Fruits—All new goods have not arrived yet, but the situation has been relieved and the shortage has been made up pretty well. Valencia raisins are off the market entirely, and when the new stock arrives the quotations will range around \$2.30 per case. All the markets are high in accordance. Fancy seeded in 1 lb. package are 8 1/2 cents, which is a high figure. Currants are all up, as are also peaches, pears, and apricots. The California crop has panned out scarce, when all demands, home and foreign, are satisfied. Figs are off the market, and wholesalers await the arrival of new crop stocks.

Smyrna Sultanas raisins, uncleaned, per lb	0 07 0 12	
cleaned, per lb	0 09 0 13	
California raisins, choice seeded in 1-lb. packages	0 06 1/2	
" " fancy seeded, in 1-lb. packages	0 06 1/2	
" " choice seeded in 1-lb. packages	0 07 1/2	
" " fancy seeded in 1-lb. packages	0 08 1/2	
per package	0 06 1/2	
Raisins, 3 crown muscatels, per lb	0 06 1/2	
Prunes—		
25 lb. bx, 90-100 lb	0 06 1/2	
" 80-90 "	0 07	
" 70-80 "	0 07 1/2	
" 60-70 "	0 08 1/2	
Prunes, 50-60 "	0 08 1/2	
Prunes, 40-50, lb	0 08 1/2	
Silver prunes, ac.	0 10 1/2 0 13 1/2	
to quality		
Currants uncleaned, loose pack, per lb	0 07 1/2	
" dry, cleaned, Filistras, per lb	0 07 1/2	
" wet, cleaned, per lb	0 08	
Filistras, in 1-lb. pkg.	dry, cleaned, per lb.	0 08 1/2
Pears, per lb	Nectarines, lb.	0 12
Peaches, stand.	Dates, per lb.	0 05 1/2
ard, per lb	Hallows, bulk	0 02
Peaches, choice	Dates, packages	
Apricots, stand-	30 in case	0 06 1/2
ard, per lb	Peel, lb., lemon	0 10
Apricots, choice	" orange	0 11
per lb	" citren	0 14 0 18
Plums, pitted, lb	0 11 0 12 1/2	

Syrup and Molasses—The summer output of syrup was weak, but fall stocks are giving out well. Wholesalers are



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The  
**Condensed Ads.**  
 on page 60  
 will interest you

**To the Manufacturer or Wholesaler—**

If it were possible to employ a traveller who could call on 7,000 of the best dealers all through Canada every week, what salary would you figure he'd be worth—even supposing he did nothing more than go in and shake hands with these dealers, under such circumstances they'd be glad to see him.

Would he be worth \$200, \$300 or \$500 per week? Many a house would pretty nearly let him fix his own salary.

Equip an advertisement in this paper with a verbal handshake for every dealer in Canada, and a frank, brief, pointed talk about your goods and you add a traveller to your staff who will make 7,000 calls a week for you at a salary of \$4 to \$8 a week—less than you would pay a first-class stenographer.

Of course this traveller won't displace any of your regular salesmen, but he will help them to sell more goods and open up more new accounts.



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endeavoring to make up for the small trade of the summer by placing a good quantity throughout the west. Prices are unchanged, although the market on raws is strong. Molasses is going out better, and as the season advances the trade will improve.

Syrups—	
24 2-lb. tins, per case.....	2 23
12 5-lb. tins, per case.....	2 50
6 10-lb. tins, per case.....	2 55
3 20-lb. tins, per case.....	2 60
Half bbls., per lb.....	0 03 1/2
Barbados molasses in 1/2-bbls., per gal.....	0 80
Gingerbread molasses, 1/2 bbls., per gal.....	0 50
New Orleans molasses, 1/2 bbls., per gal.....	0 36

Nuts—The nut trade is excellent, and no higher prices are expected just now. Each fall, merchants order freely in all kinds of shelled nuts, but this season is to be a record one. Almonds are particularly popular and stocks will rapidly be depleted. The filbert market is strong at 12 1/2.

Shelled Walnuts, in boxes, per lb.....	0 35
"    small lots, per lb.....	0 36
"    Almonds, in boxes, per lb.....	0 35
"    small lots, per lb.....	0 36
Peanuts, Virginia, per lb.....	0 11
Filberts, per lb.....	0 12 1/2

Tapioca and Sago—Prices are held moderately and goods are going out well. Supplies from Greece are growing less, and next year higher prices will rule.

Pearl tapioca, per lb.....	0 05 1/2
Sago, per lb.....	0 04 1/2

Beans—The price of beans came down too soon and the crop was almost all consumed before much territory was satisfied. Most of the stock is going to the east, and when the west demanded a large quantity the price went up about twenty cents. The demand everywhere is even better since the strong market that is at present ruling.

3-lb. plover, per bushel.....	2 35
Hand plover, per bushel.....	2 45

Evaporated Apples—The trade is quiet and moderate sales are being made. The market will not be lower on new stuff and the present quotations are quite unchanged.

25-lb. box, per lb.....	0 10
50-lb. box, per lb.....	0 09 1/2

ALBERTA MARKETS.

Calgary, Sept. 8, 1910.

Cornmeal and other cereals have taken a jump in price because the crops in some of the western provinces are not as good this year as was anticipated. Cornmeal is higher in price by twenty cents a hundredweight. Prunes have risen in price from four and a half to six and a half cents a pound. The markets in the other commodities is practically stationary. The demand for canned goods has not commenced to any extent as yet. The latest prices are:

Apples, per box.....	1 80	Ham, cooked.....	0 30
Butter, local, creamery choice, lb.....	0 25	Lard, pure.....	0 17 1/2
Beans, per lb.....	0 04 1/2	"    compound.....	0 14
Bacon.....	0 22	Potatoes—	
Currants.....	0 08 1/2	Local, per ton.....	14 00
Cornmeal, 100 lbs.....	2 75	Ashcroft's, per ton.....	40 00
Cheese, Ont.....	0 15	Cal Burbanks, ton.....	50 00
"    Manitoba.....	0 14 1/2	Prunes.....	6 1/2 to 0 08 1/2
Canned Goods—		Raisins—	
Peas, Early June.....	1 25	Valencia, lb.....	7 to 0 08 1/2
Evaporated Apples.....	0 11	California.....	0 08 1/2
Eggs, local, 30 dz. case.....	7 50	Rice, per ton.....	80 00
Flour, standard, per bbl.....	6 90	Sugar, std gran.....	6 04
		"    imported.....	5 94
		Tapioca, per lb.....	7 to 0 14

BRITISH COLUMBIA MARKETS.

Vancouver, Sept. 8, 1910.

Hams are a little easier in this week's quotations, being priced at from 23 to

23 1/2 cents. There is little change in bacon, which is 31 1/2 cents, the figure at which it has sold for some weeks.

Grocers are anticipating a shortage of butter during the coming winter, as outlined in last week's letter. There is no way to prepare for it, and when the time arrives there will be nothing to do but get along as well as possible.

In the fruit line there is a large amount of California fruit on the market. Plums are quoted at about \$1.25 a crate and are mostly preferred to the local fruit at from 65 to 85 cents. The California box goes about seven pounds, and the local about four and a half, but the latter does not keep well. The retailer, having no cold storage, is at a disadvantage for he suffers loss when the fruit spoils. Plenty of cantaloupes are offered at \$4.25 a crate, averaging 40 or 45 to the crate. This is a popular vegetable, but is a bad keeper and there is little in it for the retailer if stock does not go out rapidly. A little frost was reported last week and the report has gone out that the late potatoes were damaged a little. The story is a little early, but it will doubtless be taken advantage of by the commission men. With the crop in Alberta below the average there will be a good demand for potatoes, but present indications are that the supply will be fair if not better than that.

Sugar, standard granulated.....	5 80	Butter, Eastern dairy, choice.....	0 28 0 29 1/2
Sugar, imported.....	5 25	Butter, local creamery.....	0 30
Val. raisins, lb.....	0 06 1/2	Eggs, Eastern.....	0 26 0 30
Cal.....	0 07 1/2	Eggs, local.....	0 42 0 45
Prunes.....	0 05 1/2 0 07	Cheese, Ontario.....	0 14 1/2 0 15 1/2
Currants.....	0 06 1/2 0 08	"    Manitoba.....	0 14
Dried apricots.....	0 11 0 13	Bacon.....	0 25 0 31 1/2
Flour, Standard, bbl.....	7 40	Ham, cooked.....	0 23 0 23 1/2
Cornmeal, p. 100 lb.....	2 60	Lard, pure.....	0 18 1/2
lb.....	0 04 1/2	Lard, compound.....	0 17 1/2
Beans, per lb.....	0 05 1/2 0 04 1/2	Potatoes—	
Rice, per ton.....	88 00 78 00	Ashcroft's, ton.....	20 00 25 00
Tapioca, per lb.....	0 03 1/2	Canned Goods—	
Apples, box.....	2 75 3 00	Peas, Early June.....	1 35
Apples, Cal Grav. 2 25 2 50		Tomatoes.....	1 27 1/2
Cantaloupes, crate.....	4 25	Corn.....	1 02 1/2
Evaporated apples.....	0 06 1/2	Apples.....	3 43 1/2
Butter, Eastern dairy in tubs.....	0 25	Strawberries.....	1 75
		Raspberries.....	2 02 1/2
		Canned salmon.....	6 50

NEW BRUNSWICK MARKETS.

St. John, N.B., Sept. 8, 1910.

In the local market last week, Ontario flour declined 20 cents a barrel. The price is now \$5.85 to \$6.05. On Saturday, Manitoba followed and dropped 30 cents. It is now quoted at \$6.75 to \$6.85. In all other branches the market remains firm.

The Dominion Exhibition opened here on Saturday last, with a fine display of industrial, agricultural and horticultural exhibits. The showing of live stock is particularly fine. The fair will be brought to a close on September 15.

Sugar—		Peaches, Ts, dozen.....	1 75 1 85
Standard gran.....	5 30 5 40	Peaches, 3s, dozen.....	2 85 3 05
Austrian.....	5 20 5 30	Raspberries.....	1 85
Yellows.....	4 70 5 10	Strawberries.....	1 75
Flour, Manitoba.....	6 75 6 85	Rice, lb.....	0 03 1/2 0 03 1/2
"    Ontario.....	5 85 6 05	Beans, hand picked, bus.....	2 25 2 30
Cornmeal, bags.....	1 50 1 60	"    yellow eye, bus.....	3 50 3 65
bbls.....	3 15 3 25	Cheese, new, lb.....	0 14 0 14
Oatmeal, bbls.....	5 50 5 60	Lard, compound lb.....	0 14 0 14 1/2
Std. oatmeal.....	6 10 6 20	"    pure, lb.....	0 17 0 17 1/2
Buckwheat, west. grey, bag.....	2 90 3 00		
Val. raisins, lb.....	0 06 1/2 0 06 1/2		
Cal. raisins, seed.....	0 08 0 08 1/2		
Currants, lb.....	0 07 1/2		

Prunes, lb.....	0 06 1/2 0 09	Bacon.....	0 18 0 20
Molasses, fcy.....		Pork, domestic mes.....	27 80 28 00
Barbados, gl.....	0 30 0 31	Pork, American clear.....	26 00 26 50
Butter, dairy, lb.....	0 18 0 20	Salmon, case—	
Butter, creamery, lb.....	0 23 0 24	Red spring.....	6 50 6 75
Eggs, new laid.....	0 25 0 26	Cohoos.....	6 00 6 25
Eggs, case.....	0 13	Baked beans, dozen.....	1 30 1 30
Potatoes, old.....	1 25 1 50	Fish—	
"    new, bus.....	6 15 0 80	Cod, dry.....	3 00 4 25
Canned goods—		Herring, salt, bbls.....	4 75 5 00
Peas, No. 4.....	1 17 1/2	Bloaters, box.....	0 85 0 90
"    No. 3.....	1 15	Harbour salmon, lb.....	0 16
"    No. 2.....	1 30	Fresh Gaspeaux, cwt.....	1 00
"    No. 1.....	1 77 1/2		
Corn, doz.....	0 90 0 96		
Tomatoes, ds.....	1 00 1 05		

Statistics Show Ontario's Crops to be Above Average

The following statistics of the principal field crops of Ontario for 1910 show the acreage as compiled from individual returns made by farmers to the Ontario Bureau of Industries and the yields as estimated by an experienced staff of correspondents, who give probable yields according to conditions on August 15th, 1910:

Fall Wheat—743,473 acres will produce 19,705,837 bush., or 26.5 per acre as against 663,375 acres 15,967,652 bush. and 24.1 in 1909. The annual average for 28 years was 20.8.

Spring Wheat—129,319 acres 2,433,456 bush., or 18.8 per acre as against 135,161 acres 2,223,567 bush. and 16.5 in 1909. Av. 15.9.

Barley—626,144 acres 18,214,183 bush. or 29.1 per acre as against 695,262 acres 18,776,777 bush. and 27. in 1909. Av. 27.7.

Oats—2,757,933 acres 100,064,428 bush. or 36.3 per acre as against 2,695,585 acres 90,235,579 bush. and 33.5 in 1909. Av. 35.6.

Rye—95,397 acres 1,608,352 bush. or 16.9 per acre as against 94,661 acres 1,573,921 bush. and 16.6 in 1909. Average 16.4.

Peas—403,414 acres 6,718,989 bush. or 16.7 per acre as against 381,609 acres 7,613,656 bush. and 20. in 1909. Average 19.4.

Beans—49,778 acres 909,936 bush. or 18.3 per acre as against 45,029 acres 826,344 bush. and 18.4 in 1909. Average 17.2.

Hay and Clover—3,204,021 acres 5,476,420 tons or 1.71 per acre as against 3,228,445 acres 3,285,145 tons and 1.20 in 1909. Av. 1.45.

The acreages in other crops for which no estimates as to yield have been made are as follows: buckwheat, 194,913; corn for husking, 320,519; corn for silo, 326,627; potatoes, 168,454; sugar, beets, 26,879.

Canadian grown grapes from the Niagara Peninsula are coming on the market. They will, of course, not be here in abundance for a couple of weeks yet.

The Hamilton Retail Grocers' Association have decided not to hold their annual "hump" this year. They may have a smoker or concert during the winter instead.

Have you looked over the available side lines for your store lately? There are other goods that you could sell at a profit without increasing running expenses.



# OPPORTUNITY

## IS KNOCKING AT YOUR DOOR!

The chance of your lifetime is now offering to place your goods on the booming Western market; there is money here to spend on just the goods you manufacture. Take time by the forelock and let us handle your wares for you on a reasonable commission basis. We will give you sound advice as to trade conditions, demands and opportunities, and you'll find our service conscientious and thorough.

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*Write us to-day, advising fully what you have to sell!*

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WHOLESALE COMMISSION MERCHANTS AND BROKERS

WINNIPEG REGINA EDMONTON CALGARY FORT WILLIAM

Storage for all classes of merchandise. Cars distributed from Calgary, Winnipeg, Regina, Edmonton and Ft. William

## A Pointer for Every Grocer

There is one royal road to profit in the handling of foodstuffs, and that is the highway named "PURITY."

### "E.D.S." BRAND Jams, Jellies and Catsup

will bring satisfaction to your customers and profit and repeat orders to yourself because of their absolute purity—100% pure, as certified by the

Government Analyst. Satisfy yourself before

pushing "E.D.S." Brand that our claims are true. Write the Department of Inland Revenue for Bulletin 194. This will set aside any doubts you may have had as to the absolute purity of "E.D.S." Goods. Keep your shelves well supplied with "E.D.S." Brand.

**Made by E. D. SMITH, at his fruit farms, Winona, Ont.**

AGENTS—N. A. HILL, 25 Front St. E., Toronto; W. H. DUNN, Montreal; MASON & HICKEY, Winnipeg; R. B. COLWELL, Halifax, N.S.; J. GIBBS, Hamilton.



## **GUNNS Cooked Meats**

**Are Appetizing Trade Winners**

THE LIST INCLUDES

Cooked Hams, Rolls, Jellied Ox Tongue, Jellied Lunch Tongue, Jellied Hocks, Head Cheese, English Brawn, Bologna, Ham Bologna, Blood Puddings, White Puddings, New England Ham, and others

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**GUNNS** PORK AND BEEF PACKERS  
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## **Short Rolls**

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

Write, wire or phone us for quotations.

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## **REINDEER Coffee** With Milk and Sugar



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No trouble to prepare  
Just add Boiling Water

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

## **Breakfast Bacon**

That mild, sweet, crisp bacon you are looking for to give your customers satisfaction and build up a steady trade.

## **Ryan's Hams & Bacon**

ARE ALWAYS RELIABLE

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## **Butter, Eggs, Poultry**

AND ALL KINDS OF FARM PRODUCE

## **THE WM. RYAN, LIMITED**

Pork Packers and Wholesale Produce Merchants  
Packing Houses  
**FERCUS** 70-72 Front St. East  
**TORONTO**



## Prices Higher for Butter and Eggs this Week

Production of Eggs has Diminished Slightly and Demand is Steady—Market in Butter and Cheese is Firm — Supply of Milk Continues Plentiful—Scarcity of Hogs Sends up Prices, Although in Some Lines of Pork Products Prices are a Little Easier—Poultry is Arriving Freely, in Good Condition and at Lower Prices—Spirit of Unrest in Honey Market.

The various markets have shown slightly higher prices this week, but few escaping from the upward tendency. Butter, eggs and cheese are firm and the same condition is found in the provision market. In the case of the latter the primary market shows a scarcity of live and dressed hogs which largely on that account were quoted considerably higher over the prices of a week ago. Montreal and Toronto have had thousands of visitors during the past ten days and in those cities increased demand for many lines of general provisions has been reported.

The production of milk throughout the country continues rather heavy but there is, nevertheless, a stronger tone to the butter and cheese markets. Demand for both keeps up but butter is not being shipped in as good condition as it might be, jobbers reporting that it often comes soft and in other respects the quality is sometimes not all that it might be. In some localities cheese factories are beginning to close down for the season and in others, especially the east, cream is being largely shipped across the border. With the remaining factories the output is still heavy and the season should finish well. The quality of Canadian cheese this year, particularly that from Ontario is reported good and the export trade continues at a normal figure. Montreal report shows that the receipts for the year are slightly in excess of last year's.

Eggs are higher, it being generally reported that production is declining although as yet not to any great extent. Opinion is divided as to whether the higher price will hold.

Poultry is coming in freely now and prices have dropped. It is apparent that supplies in the country are rather heavy and receipts should be much larger in the near future.

There is a little firmness to the honey market but not much business is doing. There is a feeling that prices as now quoted are somewhat high but producers do not agree with this. Supplies are coming in pretty freely and present prices are not considered by jobbers as likely to remain unchanged. On the other hand bee-keepers say that the total production scarcely comes up to a year ago and that soon all honey will be out of their hands.

### MONTREAL.

Provisions.—The provision market shows absolutely no change from last week either in prices or volume of business. Trade is fair at former quotations.

Pure Lard—	
Boxes, 50 lbs., per lb.	0 15½
Cases, tins, each 10 lbs., per lb.	0 15½
" " " 5 " " " "	0 15½
" " " 3 " " " "	0 15½
Pails, wood, 20 lbs. net, per lb.	0 15½
Pails, tin, 20 lbs. gross, per lb.	0 15½
Tubs, 50 lbs. net, per lb.	0 15
Tierces, 375 lbs., per lb.	0 15

Compound Lard—	
Boxes, 50 lbs. net, per lb.	0 13
Cases, 10-lb. tins, 60 lbs. to case, per lb.	0 14½
" " " " " " " "	0 15½
" " " " " " " "	0 14
Pails, wood, 20 lbs. net, per lb.	0 12½
Pails, tin, 20 lbs. gross, per lb.	0 13½
Tubs, 50 lbs. net, per lb.	0 12½
Tierces, 375 lbs., per lb.	0 13½
Pork—	
Heavy Canada short cut mess, bbl. 35-45 pieces	28 50
Bean pork	23 50
Canada short cut back pork, bbl. 45-55 pieces	29 00
Clear fat backs	31 00
Heavy flank pork, bbl.	21 00
Flute beef, 100 lb. bbls.	9 25
" " 200 "	18 00
" " 300 "	26 60
Dry Salt Meats—	
Green bacon, flanks, lb.	0 16
Long clear bacon, heavy, lb.	0 15
Long clear bacon, light, lb.	0 16½
Hams—	
Extra large sizes, 25 lbs. upwards, lb.	0 16½
Large sizes, 18 to 25 lbs., per lb.	0 18
Medium sizes, 13 to 18 lbs., per lb.	0 21
Extra small sizes, 10 to 13 lbs., per lb.	0 21
Bone out, rolled, large, 16 to 25 lbs., per lb.	0 20
" " small, 9 to 13 lbs., per lb.	0 23
Breakfast bacon, English, boneless, per lb.	0 21
Windsor bacon, skinned, backs, per lb.	0 21
Spiced roll bacon, boneless, short, per lb.	0 18
Hogs, live, per cwt.	09 25
" " dressed, per cwt.	13 00

Butter.—Receipts are dropping off at present and as a result prices are ½c. higher. Matters look bright in the country however, and there should be a large increase of supplies in the near future. It is not likely that any reduction in price will be made, as dealers claim they are not getting enough for their goods, considering the price they have to pay for them.

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

Cheese.—There is a firm undertone to the cheese market at present though matters are practically unchanged from last week. There has been some foreign inquiry, but nothing to speak of. As the close of the navigation season approaches dealers expect that the late orders will boom things considerably.

Receipts for the week are slightly in excess of the corresponding week last year.

Quebec, large	0 11½
Western, large	0 11½
" " twins	0 12
" " small, 20 lbs.	0 12
Old cheese, large	0 13

Eggs.—New laid eggs are now selling at a two cent. advance over last week. This is no doubt due largely to the increase in the city's egg eaters by the Eucharistic Congress now in progress. Thousands of visitors are in the city, and the problem of feeding them is helping out the grocer in all sections of the city.

The advance in eggs is not likely to be permanent, as receipts are slightly higher than last year's, and conditions in themselves would not warrant such an advance.

New laid	0 30
Selects	0 25
No. 1	0 21

Honey.—Plenty of both buckwheat and white clover are being offered but buyers are holding off, claiming that there is no shortage, and prices must go lower before they will lay in their supplies.

The quality of this year's crop is unquestionably high, and with no prospect

of any serious shortage, it looks like a better year for the consumer than was at first thought.

White clover comb honey	0 15
Buckwheat, extracted	0 06½
Clover, strained, bulk, 30 lb. tins	0 10
Buckwheat comb	0 19½

### TORONTO.

Provisions.—Prices are firmer this week. In the live hog market there was a sharp advance from \$8.25 to \$8.60 and in Toronto as high as \$9 is being paid. Hogs are scarce and there is keen competition among packers to get sufficient supplies. These are not forthcoming in large enough quantities and it is possible that prices will go higher before the top is reached. This has had an effect upon pork products together with a strong demand just now. There is a good volume of business. In some lines in which there is temporarily a good supply prices are a little easier but this market on the whole is firm and is likely to remain so.

Long clear bacon, per lb.	0 15
Smoked breakfast bacon, per lb.	0 19
Pickled shoulder	0 12½
Roll bacon, per lb.	0 18
Light hams, per lb.	0 19½
Medium hams, per lb.	0 19
Large hams, per lb.	0 19½
Cooked hams	0 27
Fresh shoulder hams	0 13
Shoulder butts	0 17
Backs, plain, per lb.	0 20
" " pea meal	0 20½
Heavy mess pork, per bbl.	24 00
Short cut, per bbl.	30 00
Lard, tierces, per lb.	0 14½
" " tubs	0 15
" " pails	0 15½
" " compounds, per lb.	0 13
Live hogs, at country points	8 60
Live hogs, local	9 00
Dressed hogs	12 25

Butter.—Butter advanced a cent during the week. The market is firm with the demand good. Reports from the country are to the effect that pastures are good but jobbers state that stocks are not arriving in the most satisfactory condition. Some of it is too soft and there is some that is rancid. The weather has not been conducive to improving the shipping conditions but it is believed that not sufficient care is taken at the packing end. Some of the dealers state that the facts would scarcely lead to a stronger market but it is strong and there is no weakness insight.

	Per lb.
Fresh creamery print	0 25½ 0 26
Farmers' separator butter	0 24
Dairy prints, chokol	0 19 0 21
No. 1 tubs or boxes	0 18 0 20
No. 2 tubs or boxes	0 18 0 19

Eggs.—A slight decline in the production of eggs has been noticeable of late and during the week there has been an upward tendency to prices. It is expected that by the first or second week in October the supplies will be pretty nearly exhausted, and the trade will have to call in some of the storage goods for part of the demand. The demand during the week showed an improvement.

Selects	0 24	0 25
Fresh eggs, doz.	0 22	0 23
Second grade, doz.	0 19	0 21
Chips, doz.	0 17	0 18

Cheese.—The cheese trade at present is inclined to be quiet. Prices are a shade higher. Production to a certain extent has been falling off. Old cheese is still to be had here and there. Its quality is excellent, but there are only a few houses with supplies.

New cheese—		Twins	0
Large	0 11½ 0 12½	Old cheese	0

Poultry—Supplies are coming in freely now and one result has been to reduce prices. It is expected also that the bottom has not yet been reached as the country is just beginning to send in its supplies in anything like large quantities. With the laying season about over increased supplies of old hens may be expected. The quality of the present receipts of chickens is good.

Spring broilers, live.....	0 11	0 12
Hens, per lb. live.....	0 10	0 11
Turkeys, per lb., large, dressed.....	0 17	0 18
Spring duck, lb., live.....	0 09	0 10

Honey—Prices are a little higher. Supplies are coming in rather freely, but the consumption has not yet reached large figures. However, the trade is beginning to stock up, and up to the present the business has been fairly good. The quality of the new honey is good, and the most of the samples look good.

Clover honey, extracted, 60 lb. cans.....	0 10	0 10 1/2
" " " 10 lb pails.....		0 12
" " " 5 lb. pails.....		0 12 1/2
" " comb, per dozen.....	2 00	2 50
Buckwheat honey, lb.....		0 07

WINNIPEG.

Lard—The lard business is much improved, and the change is welcomed. The past summer has been a disappointment since poor quality butter has taken its place to a great extent. Prices are ruling as follows.

Pure, 20-lb. pails.....	each	3 10
" 3-lb. tins, 60-lb. cases.....		9 35
" 5-lb. tins, 60-lb. cases.....		9 30
" 10-lb. tins, 60-lb. cases.....		9 25
" 50-lb. tubs, each.....		8 00
Compound, 20-lb. pails, per pail.....		2 75
" 3-lb. tins, 60-lb. cases.....		8 35
" 5-lb. tins, 60-lb. cases.....		8 30
" 10-lb. tins.....		8 25
" 50-lb. tubs, each.....		6 75

Butter—The butter market is firm at 26 cents this week and supplies have dropped off considerably. No. 1 dairy is 23 cents. Higher prices are not expected.

Eggs.—During all the years that jobbers have been in business here the egg supply was never so scarce. It is remarkable that eggs have to be brought from the east at the first of September. There is room for improvement in poultry and egg production in this province. Eastern eggs are jobbing at 26 cents and Manitoba eggs are selling at 23 cents.

Cheese—Manitoba cheese is having a good sale due to the advantageous price at which it sells over the Ontario product. All cheese experts are aware that the Ontario product is more scientifically made than any other cheese on this continent. The Dutch cheese alone is superior to the Ontario, and this, of course, is largely a matter of taste. Manitoba cheese is good quality this year, however, but it is only just that manufacturers should inform the retailer where the product is made. The freight is said to be the chief reason for the higher price of the Ontario cheese. The following prices rule.

Manitoba large, lb. ....	0 11 1/2	Ontario twins, lb. ....	0 13 1/2
" twins, lb. ....	0 12	" large, lb. ....	0 13

John Wright, miller, Owen Sound, Ont., died last week just after he had returned from a trip to the Old Country.



An  
all-the-year-round  
Success!

# Huntley & Palmers Breakfast Biscuits

A real biscuit novelty.  
Welcomed wherever introduced.

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

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

Huntley & Palmers, Ltd.  
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## ANCHOR BRAND FLOUR

is pure, wholesome and reliable at all times. It is quite different from ordinary flour and will make the most of your baking. 18

Manfd. by Leitch Brothers Flour Mills, Oak Lake, Man.





# MAGIC



## BAKING POWDER



We advise both Jobbers and Retailers to purchase these goods in proper quantity to secure special trade discount. Price list mailed promptly on application.

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### High-Priced Value

**Clark's Pork and Beans** are always good.

Compared to the high cost of butchers' meat they have exceptional value.

You can heartily recommend **Clark's Pork and Beans** on two grounds—goodness and economy.

**Wm. Clark - Montreal**

Manufacturer of High-Grade Food Specialties

## Retailer's Reasons for Opposing Quantity Price

**He Claims That Average Grocer Becomes Overstocked—Believes That Assortment is More Valuable—Favors the Contract Selling Plan—Quantity Price has Some Good Features.**

Toronto, Sept. 8.—“Under the quantity price the average grocer is almost bound to become loaded up with a stock of goods that will require considerable time to dispose of,” is the opinion on this question offered by F. J. Holloway, King St. West.

“He is induced to buy them by the prospect of getting them at a reduction on the regular price and this prospect is glowingly set forth by the representative of the wholesale or manufacturing firm until the grocer agrees that he has got to have them. This ties up probably more money than he could afford to put into this line, part of which might have been used for other purchases.

“It is not long until a traveler from a competitive firm comes along with a similar line of goods, but made by his firm. The second may be as popular as the first. The second traveler talks quantity and a reduced price and the chances are that the grocer falls in with this idea. Here he is then with double the quantity of this stock, enough to last for months.

### Might Have Had Assortment.

“Therefore I believe that the quantity price is responsible for buying too heavily by grocers who may be able to afford it all right, but whose money might have been put to better use for a better assortment had it been equally divided among other goods.

“And again, having got an overdose of these goods and at a fairly low price there is a temptation to cut the price to the consumer, a temptation to which far too many grocers succumb. Now, following tactics of that kind, how much better off are they than if they had purchased a smaller amount of goods and sold them at the ordinary profit. Possibly, by the quantity price they may be enabled to turn over more goods, but if they have cut the price, I cannot see that they have made any appreciable gain.

“Thus the principal reason for buying the goods at a quantity price has practically been defeated by their subsequent actions.

“You will understand that I am considering this from a general standpoint and not from what I may do myself. I believe that the quantity price idea has its good features but I know that it occasions conditions in business like those mentioned above.

### Likes Contract Price Plan.

“I would like to see the contract selling price plan in more general use than it is, on proprietary articles. There are some objections to it of course, but on the whole it has the tendency to put the trade in general on a secure basis. When a grocer stocks up with goods bought under a special quantity price the way is prepared for difficulty. Should he become short of finances, the price of the “quantity” goods is apt to be sliced, and the trade

of the community is affected. Under ideal conditions, the quantity price may well be advocated, but there are other phases of the grocery business just as important and just as necessary to success.”

## The Cutting of Prices Annoying the Soo Grocers

Sault Ste. Marie, Sept. 8.—Considerable interest is being taken at the present time by the members of the grocers' section of the Retail Merchants' Association of Canada, in the outcome of a price cutting case that has been taking place at Sault Ste. Marie. A retail firm who have recently moved from the United States into Canada are attempting to attract custom by cutting the prices of staple lines of goods. They have been offering seven bars of a particular soap for a quarter, a price that practically eliminates all thought of profit. And this is but one of many practices in the cutting of prices. What annoys the grocers most has been the fact that one of the members has boasted that he will show Canadians how to do business, and the grocers know that the plan he has adopted will cause him to lose money, which he would probably hope to make up again as soon as he had succeeded in making the customers of the grocers believe that he could sell goods at a price lower than the rest.

It is well known that grocers have been insisting that manufacturers of staple goods should make the retailer respect honest trade customs, and some here have stated that if the manufacturers of the lines that are being cut do not protect them they will discontinue handling the goods and will also discontinue buying from those wholesalers who have been supplying the price-cutter.

The case has been fully reported to the head office in Toronto, and the Dominion secretary has upheld the action taken by the grocers of Sault Ste. Marie.

## Growth of Bean Vines Deceiving; Shortage in Crop

Chatham, Ont., Sept. 8.—Further reports received from various sections of the bean growing district largely confirm previous indications of a shortage in the crop. Not only will the yield fall far short of what was predicted earlier in the season, but it may fall short of the 860,000 bushels which was last year's approximate yield.

Reports from Tilbury and the territory southwest of Chatham where the acreage of beans is comparatively light state that the crop is only fair. Further east, at Cedar Springs, the statement is: “Beans look very fine from the road, but farmers claim the yield will be small, as they are not podding heavily.” In South Harwich, one of the most important bean growing districts, the crop is reported light. Here beans may not average more than from five to ten bushels to the acre. While the vines are heavy, the crop will be light. A Blenheim report states that beans will be only half a crop in the immediate vicinity of that town.

In northern Harwich, however, the beans will be the best crop of the season, from present reports, weather conditions throughout having been more favorable there than elsewhere. Bothwell, where, however, the bean acreage is comparatively small, also reports the crop in excellent condition and harvesting already in progress.

Reports from the Ridgetown and Morpeth district are similar to those from Blenheim. Matthew Wade, who is in charge of the government experimental plot at Morpeth, accompanied Prof. Howitt of the O.A.C. recently on a trip through the bean fields. Mr. Wade says there is a deceiving growth of vines, and that the podding is not up to last year, although the last two weeks have greatly improved conditions. Mr. Wade thinks the crop for 1910 will hardly equal that of last year, though in his opinion it will not be far behind.

### B. C. SUGAR QUESTION AGAIN.

#### The Problem of Protecting the Retail Trade Against Price Cutting Will be Discussed.

Vancouver, B.C., Sept. 8.—At the regular general meeting of the Vancouver Retail Grocers' Association on the 13th instant, the question of sugar will again be discussed. The ultimatum has been put up to the B.C. Sugar Refinery Co. that if it will not protect its own product from being sold at cut prices by departmental stores and other dealers, the association will act for its members and bring in sugar from China. The association has been pressing the company and time was asked, so it was decided to give until the 13th. There is no indecision as to what will be done, as matters now stand.

Milton McEwan, Collingwood, Ont., has opened a grocery store in the premises formerly occupied by Cummings & Knott, in the Finley Block.

The brick store and dwelling on the corner of Charlotte and Duke Streets, St. John, N.B., occupied by Alderman John W. Vanwart, under the name of Vanwart Bros., was sold last week to F. E. Williams, of F. E. Williams & Co., wholesale and retail grocers and pork packers. Alderman Vanwart has arranged to move next spring on the expiry of his present lease, to a store on the opposite corner, which he owns. He is now having plans prepared for a complete remodelling of the premises and will have a thoroughly up-to-date establishment.



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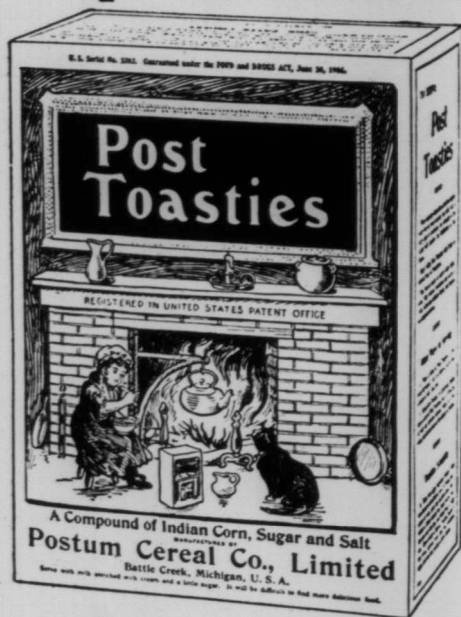
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SOLD BY ALL JOBBERS IN THE UNITED STATES &  
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**Grocers Take No Risk**

**In Stocking**

**Post Toasties**



The superb flavour of this food—its unvarying Standard of Quality—together with heavy, persistent advertising, keep Post Toasties **Always Moving.**

**Good Profit—Sale Guaranteed!**

Attractive Post Toasties window displays increase sales. Sent carriage prepaid to any grocer upon request—a postal card brings it.

Postum Cereal Company, Limited, Battle Creek, Michigan.

**Becoming the Housekeeper's Choice**

**LYNCH'S Quality Biscuits**

prove the Grocer's easy seller and profit-maker and sell at favorable prices. We make a specialty of staple lines.

Here are some of our leaders, which always reach you crisp and fresh:

- |                |              |
|----------------|--------------|
| Creamalt Sodas | Seed Sugar   |
| Family Pilot   | Fig Bars     |
| Graham Wafers  | Crimp Sugar  |
| Ginger Snaps   | Lemon Creams |

**LYNCH'S LTD.**

Sydney, N. S.

Manufacturers of Biscuits, Confectionery & Bread

Stellarton and at Halifax  
Fred A. Milligan, Manager Frank A. Gillis, Manager



The Fresh Fruits are carefully selected — Their delicious flavor appeals to everybody

**You should have them in stock.**

Agents: Order from your Wholesaler.  
ROSE & LAFLAMME, Ltd., MONTREAL and TORONTO



## Flour Declines 30 Cents a Bbl. at One Step

Follows Weakness in Wheat Market, Just as One of The Grocer's Informants Said it Would a Week Ago—Rolled Oats Market is Strong, and in the West is Quoted at an Advance, With Prospects for General Higher Prices.

In last week's issue of The Grocer two opinions were given on the probable movement of the flour market, and while it was impossible to predict what would take place it was pointed out that the market was bearish and that the general feeling pointed more to a decline rather than to higher prices in the flour market. One miller made the statement that flour would have to drop fifty cents before it reached a satisfactory level for those concerned.

Early this week a decline of thirty cents a barrel was announced by a number of leading mills and all have followed suit. It was to have been expected that after prices had been boosted by stories of failure that were not fully borne out, with improved conditions the prices which had soared would fall back to earth again. That is just what has occurred, but there were no striking indications that the decline was so near at hand.

There has been no particular feature to the wheat market during the week. In spite of reports that are not exactly encouraging, Russia is still exporting grain, but the majority of the samples show a quality that is not up to the standard. It seems that not only is the Russian crop below that of last year, but the quality is apparently of such a character that Russia will not be the governing factor in the position as she was last year. From present conditions in France there should be a fair demand from that country for some time. The countries with bumper crops this year are not those that were so blessed last year.

On the whole, while the world's wheat crop has fallen behind that of last year it is not smaller than the average for the past five years. The C.P.R. report recently stated that 75 p.c. of the crop on branch lines north of the main line has been cut and that in the main harvest weather is fairly favorable. In the northern parts of all three western provinces the threshed crops show a larger yield than estimated and the grade is better than was expected.

Regarding the condition in France it has been estimated that it will require one hundred million bushels of wheat to supply the requirements during the present year. Large quantities of 1909 wheat are now being delivered by the farmers. Export demand has improved to some extent. New crop wheat is already being rushed east, and a recent report from Montreal states that almost all the ocean liners are carrying grain every day from that port and fresh cargoes of last year's crop are arriving from the Upper Lakes and more is on its way down in the many lake ships. Elevators are now practically empty and in this way it seems certain that the next few weeks will see plenty of terminal facilities available for the first cargoes of the new Canadian grain.

### TORONTO.

Flour.—Local millers reduced their flour prices this week in keeping with

the general movement and in some quarters the decline was not at all unexpected. The lack of supplies of Ontario grain at country points makes trade rather dull locally. The new prices are as follows:

Manitoba Wheat.	
1st Patent, in car lots.....	5 90
2nd Patent, in car lots.....	5 40
Strong bakers, in car lots.....	5 29
Feed flour, in car lots.....	3 10 3 30

Winter Wheat.	
Straight roller.....	4 25 5 25
Patents.....	4 80 5 35
Blended.....	5 00 5 15

Cereals.—The rolled oats market is strong and under the influence of higher prices in other quarters an increase here is not altogether unexpected. Added to the fact that the western oat crop suffered severely is the knowledge that the rolled oats season is again coming to its own and prices are not likely to hold much longer at their present figure.

Rolled oats, small lots, 90 lb. sacks.....	2 45
" " 25 bags to car lots.....	2 35
Rolled wheat, small lots, 100 lb. bris.....	3 10
" " 25 bris. to car lots.....	3 00
Standard and granulated oatmeal, 48 lb. sacks.....	2 70

### WINNIPEG.

Rolled Oats.—The market is up twenty cents and may go higher according to present indications. The oat crop in the west is a failure in many places and all the crop there is will be held for stock food. Jobbers' affirm that there may be no limit to the advance, since goods can be marketed at almost any figure.

Rolled oats, 80 lb. sacks, per 80 lbs.....	2 20
" " 40 " " 40.....	1 13
" " 20 " " 20.....	0 60
" " 80 " " (8, 10s).....	2 60

### MONTREAL.

Flour.—Flours are down 30c this week, and are apparently very strong at the decline. Sales are improving almost daily, and millers report considerable proportion of export orders. The cause of the decline is not entirely understood, but it is ascribed here to competition among the trade.

Winter wheat patents, bbl.....	5 45
Straight rollers, bb.....	5 50
Extra, bbl.....	5 25
Manitoba spring wheat patents, bbl.....	6 00
" " strong bakers, bbl.....	5 50

Rolled Oats.—The rolled oats market shows very little change from last reports. There is a weaker feeling in the market here. Sales have been rather slack, except for export, where trade has been fair.

Fine oatmeal, bags.....	2 70
Standard oatmeal, bags.....	2 70
Granulated ".....	2 70
Gold dust cornmeal, 98-lb. bags.....	2 10
Bolted cornmeal, 100-bags.....	1 90
Rolled oats, bags, 90 lb.....	2 45
" " barrels.....	5 10

Leon Gaboury, grocer, Quebec, Que., was a visitor at the Canadian National Exhibition this week. The business of which Mr. Gaboury is the head was founded in Quebec city in 1820, and is therefore one of the oldest in Canada. It has been conducted for 90 years by 3 generations—grandfather, father and son.



There's a difference in the taste of a "Perfection" Cracker which distinguishes it from every other Soda Biscuit.

The difference begins by the better mixing of the choicest materials, and by the better baking of the biscuit in modern sanitary ovens.

The difference is protected and preserved for your customer by the package of the biscuit, which effectively retains the freshness and excludes all dust and dirt.

Replenish your stocks to-day.

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

Stratford and Winnipeg



## MAPLEINE

(Maple Flavor)

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

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

Send for Free Sample

**Frederick E. Robson  
& Co.**

26 Front St. E., Toronto

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# "Beaver" Brand



## Valencia Raisins

PACKED BY

**Mahiques, Domenech & Company**

DENIA, SPAIN

LEAD ALL OTHER BRANDS

Owing to weather conditions in Spain this year, the Valencia Raisins will probably not average as large in size of fruit as usual.

This means that the lower grades will not give the satisfaction that high grades will. To ensure a satisfactory Valencia Raisin Business this year, order the Best—Specify "BEAVER" Brand and see that you get it.

## Malaga Raisins

When you order your MALAGA TABLE RAISINS or "Blue Fruit," you want to secure the finest quality.

The undersigned packer, whom we represent, last year shipped far and away more raisins to Canada than any other Malaga firm.

This is a sure proof that his raisins are appreciated at their true worth.

Stocking this brand ensures satisfactory sales and satisfactory profits.

## JOSÉ SEGALERVA

MALAGA—SPAIN

Ask your wholesale for Segalerva Brand.



**Rose & Laflamme**  
Limited  
Montreal - Toronto





Why aren't  
**YOU**  
getting your  
Share  
?



**I**F you are competing with two others, your share is not necessarily a *third*. It may be *all*, Brother Grocer—or *nothing*. "Your Share?"

It's exactly what you are getting, to be sure.

Work hard, earnestly, persistently, and your share will come to you fourfold—it is simply bound to.

One day John Wanamaker—probably the greatest living retail merchant—said to Sheldon, the formulator of the Science of Successful Salesmanship:

*"If I can serve the public better than any other merchant in this community, the people will make a beaten path to my door."*

If, Br'er Grocer, we continually harp on the selling advantages of FIVE ROSES flour, it's simply because we want to increase YOUR profitable sales.

We want you to *expand* Your Share of the local profits. Only in this way can we hope to multiply our *own*.

No, it is *not* an entirely selfish motive—we are both hugely interested in widening FIVE ROSES distribution.

Since, you see, your trade will be *better* served in a flour way; your own sales will be larger, more frequent, more constant.

You *don't* want the "one-time" sale which never repeats.

Besides, your time and reputation are too valuable to be wasted on vain attempts to smooth away the complaints of flimsy quality.

Don't be satisfied with the sales the other fellow can spare you, the sales he doesn't want.

That isn't your share, as we see it. You are ambitious, you want more, *still more*.

Why don't you go after it with better service, better flour?

Get the business-building sales—don't let competition secure a foothold—sell FIVE ROSES, Br'er Grocer. 'Twill inspire you with irresistible enthusiasm, 'twill make you *compel* bigger business.

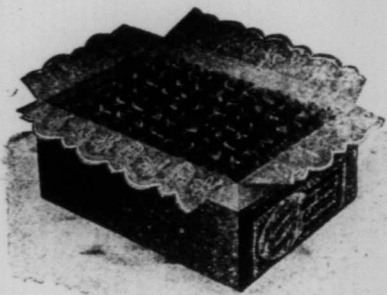
In the store 'twill do this for you as *it is doing it* every day for others—*your competitor, maybe*.

In the kitchen, at the sewing circle, 'twill do missionary work for YOU.

FIVE ROSES will make you *win*.

*Lake of the Woods Milling Co., Limited, Montreal*

WHY DON'T YOU SELL  
FIVE ROSES FLOUR?



## "BORDO" Chocolates

We do not like to boast, but we certainly do not think that there is another chocolate equal to our "Bordo" in America.

### Read on

We have such confidence in the goods, that we will guarantee the sale of this Specialty.

### There is a reason

"Bordo" is something entirely different to any other line; both in ingredients and the unique flavor that has never been equalled.

After you once stock this line, no urging on our part is necessary.

### Read on

One trial will settle the chocolate question for you.

Packed: 5 lbs. boxes.

Costs you 25c., sells at 50c. lb.

Remember we guarantee the sale

Send along your order to-day.

Trial order. Express pre-paid.

Samples at least will cost you nothing, and a line of enquiry will bring you all details.

**The Montreal Biscuit Co.**

"Originators"

**MONTREAL**

"The House of High Quality"

# TRUMILK

IS FULL CREAMED CANADIAN MILK IN POWDER FORM

# MILKSTOCK

IS FINEST SEPARATED MILK IN POWDER FORM

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

Sole Manufacturers

## Canadian Milk Products, Limited

MAIL BUILDING, TORONTO

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

## Oval Butter Dishes

Write us for Prices

Graham Bros. & Co., Kilmount, Ont.

## MAPLE SYRUP!

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

## WINES! WINES! WINES!

Port, Sherry, Malaga, Burgundy, Moselle, Madeira, Native, etc.

DRAUGHT OR CASE GOODS

We are Specialists in Clarets and Sauternes  
Write, Wire or Phone.

THE ST. LAWRENCE GROCERY  
395 St. Lawrence Boulevard Montreal

## WINDSOR SALT

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

## W. H. ESCOTT

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**Grocery Broker**

141 BANNATYNE AVENUE

**WINNIPEG**

COVERING

MANITOBA and SASKATCHEWAN

CORRESPONDENCE SOLICITED

52 Highest Awards in Europe and America

**WALTER BAKER & CO.'S**

**CHOCOLATE  
& COCOA**



Registered  
U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

**Walter Baker & Co., Limited**

Established 1780, Dorchester, Mass.

Branch House, 86 St. Peter St.

MONTREAL, CANADA

## ROLLED OATS

FLAKED WHEAT and OATMEALS

Bags or Barrels. Car or Broken Lots.

WRITE FOR QUOTATIONS.

Prompt attention to all orders.

J. W. EWEN - Uxbridge, Ont.

## SUCHARD'S COCOA

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

## THE HODGSON GUM CO.

896 St. Lawrence St. MONTREAL

Makers of High Class Gums at Popular Prices. Write for Samples and Quotations.

We make special brands to order.



CANADA: No better Country  
 MOTT'S: No better Chocolate



All the year round  
**Mott's**  
 "Diamond" and "Elite"

brands of  
**Chocolate**

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

EVERY JOBBER SELLS THEM

**John P. Mott & Co.**  
 Halifax, N.S.

SELLING AGENTS:

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



Fresh  
 Supplies  
 of

**Carr's Biscuits**

are received frequently by their distributing agents in Canada, and ALWAYS IN CARLOADS.

The retailer can therefore rest assured of the absolute freshness and condition of every biscuit he buys. Carr's biscuits reach the grocer in as crisp a condition as when they leave the factory.

Get hold of, and retain the family trade by means of Carr's specialties.

Ask our agents for them

**Carr & Co., Carlisle, Eng.**

Order from Agents—Wm. H. Dunn, Montreal and Toronto; Hamblin & Brereton, Winnipeg; L. T. Mewburn & Co., Ltd., Calgary; Standard Brokerage Co., Ltd., Vancouver. B.C.; T. A. McNab & Co., St. John's, Newfoundland.



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

**National Licorice Co.**  
 MONTREAL

By Royal



Letters Patent

**NELSON'S**  
**POWDERED GELATINE**

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

**NELSON'S**  
 Gelatine and Liquorice  
**LOZENGES**

Should be in your confectionery department.

**G. NELSON, DALE & CO., Ltd.**  
 EMBSCOTE MILLS, WARWICK, ENGLAND

The above can be had from any of the following agents:  
 The Smith Brokerage Co., Ltd., St. John, N.B.  
 Watt, Scott & Goodacre, P.O. Box 1204, Montreal.  
 J. L. Watt & Scott, 27 Wellington St. East, Toronto.  
 W. Ashley, Winnipeg.  
 Geo. A. Stone, 84 Inns of Court Buildings, Vancouver, B.C.

# PEACHES

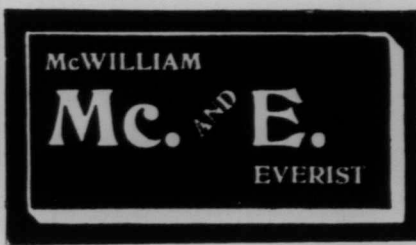
**Early Crawfords  
and Early St. Johns**

Place your orders now  
for what you want.

**Bartlett Pears  
Finest Kinds of Plums  
Grapes**

This week will be a premier week  
for Canadian Fruits.

DON'T FORGET



25-27 CHURCH ST. TORONTO  
are Largest Receivers

## A Word of Advice!

If anyone tries to persuade you that "St. Nicholas" or "Home Guard" are second to any brand or brands of Lemons—shun him—he is no friend of yours, and it's a question if he should be at large.

# J. J. McCABE

AGENT

32 Church Street, Toronto.

## Peaches are Now the Feature of the Fruit Market

Shipments are Coming in Freely and Present Price is Satisfactory—One Dealer Asserts That he Does not Expect Prices to go Lower Than They are Now — Cantaloupes are Plentiful, but the Demand has not Kept Pace With Production — Apples are but a Small Crop and Prices are Likely to Reach High Figures This Winter—Tomatoes Moving Freely.

Peaches are now the chief factor in the fruit market. The varieties arriving now are rather plentiful and the result is that shipments are heavy. A dealer who recently visited the fruit district states that the later varieties of peaches are likely to be a smaller crop, and he is advising his customers not to depend too much upon a later crop. Apples are just about what was said of them and the crop in many districts is a big disappointment. Prices are likely to reach a high figure this winter.

Cantaloupes are plentiful, but some one is not making much of an attempt to educate the people into eating them. They are now at a low price and any one could purchase them. Pears are coming along satisfactorily and are in good demand. Tomatoes have reached a low quotation and the volume of trade is heavy.

### MONTREAL.

Green Fruits.—Fruit men report a disappointing market this week, compared to what they expected. However it may be that the buyers are only holding off to see just what quantities will be needed for the out-of-town customers expected. At any rate, prices are still fairly firm, and the minute the market shapes an advance in many lines is looked for. It may be only temporary, however, and likely will be.

Apples, bbl. .... 1 00 3 50	Musk melons, per basket. .... 3 50
Bananas crated, bunch. .... 2 00 2 25	Melons, Montreal basket. .... 6 00 8 00
Blueberries, box. .... 0 75	Oranges—
Blueberries, large. .... 1 75	California, late
Cranberries, bbl. .... 12 00	Valencias. .... 4 00 5 00
Cocoanuts, bags. .... 4 25	Pineapples—
Grapes, Delaware crate. .... 2 50	Floridas, case. .... 5 50
Limes, per box. .... 1 25	Plums, crate. .... 2 25 2 75
Call. Malagas. .... 2 75	Peaches. .... 1 50 1 75
Tokays. .... 3 00	Pears. .... 3 50
Lemons. .... 4 25 5 00	Pears, bbl. .... 6 00

Vegetables.—The vegetable market shows a higher range of prices this week but in spite of the number of visitors in town trade has not greatly increased. It seems certain that by the end of the week this influence must be felt, and the sooner it comes the better, say local men.

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

### TORONTO.

Fruit.—A study of the local market leads one to believe that the chief business is being done these days with peaches, pears, cantaloupes and plums and if appearances count for much a good business is doing. The dealers themselves state that business is favorable and although the crop is not quite

as large as last year, according to various reports, still the total volume of business it is believed will be well up to the average. A wholesaler who had spent several days in the Niagara peninsula district asserted his belief that when the present crop of early Crawfords had run out the succeeding varieties would not be as plentiful as those which are now offering. Plums, he said, are going to be below the average. At present there is a good demand for plums. He could not see any lower prices in peaches or plums. Grapes are promising a good crop and while there are a few of the early varieties even now on the market, they should begin to come more freely by the middle of next week. Cantaloupes are plentiful, but the demand seems to be in a groove. While the production is heavy and the price is within everybody's reach there is not an increasing demand to keep the market clean.

Lemons are moving none too briskly, but the dealers have not yet given up hope that the season is going to come back. Reports regarding the new crop in Sicily indicate fairly healthy conditions. Prices for futures are quoted one shilling above the opening price a year ago, no doubt for the reason that Verdelli stocks have held a high position during the past summer.

Apples, Dutchess bbl. .... 2 25 2 75	Lemons—
Apples, Canada bbl. .... 0 30 0 40	Verdelli. .... 5 00
Cananas. .... 1 50 2 00	Limes, box. .... 1 25
Blueberries, bas 1 35 1 50	Oranges—
Cantaloupes, Canadian—	Valencia. .... 4 50 5 00
Crates. .... 0 75 1 25	Peaches—
Basket. .... 0 35 0 85	Early Canadian
Rocky Ford, basket. .... 0 75	Flat baskets. .... 0 40 1 00
Grapes, case. .... 2 50 2 75	Leno covers. .... 0 60 0 75
Early Canadian, basket. .... 0 40 0 60	St. John. .... 0 50 1 00
Grape Fruit—	Pears, box. .... 3 50
California. .... 3 75 4 75	Pears, Canadian basket. .... 0 30 0 75
Lawton Berries. .... 0 10	Pears, Bartlette basket. .... 0 50 0 75
	Pineapples, case. .... 4 00
	Plums, bask. .... 0 35 0 75
	Watermelon, ea. .... 0 30 0 40

Vegetables.—Tomatoes are in heavy demand for pickling purposes and there is for similar reasons a good demand for cauliflower, cucumbers, celery, etc., which is likely to last for some time. Tomatoes are about as low in price as they are likely to go and the present supply seems to be coming in freely. A good crop of potatoes is generally reported. There are no particular features to the vegetable market at present outside of tomatoes and a good steady business for the smaller vegetables.

Beets, doz. .... 0 25 0 30	Ontario. .... 1 00
Beans, wax, per 11-qt. basket. .... 0 15 0 25	Potatoes, Ontario, new, bag. .... 0 75 0 80
Cabbage, case—	Parsley, per doz bunches. .... 0 25 0 30
Canadian. .... 1 00 1 50	Radishes, doz. .... 0 25
Carrots, Canadian, doz. .... 0 30	Green peppers, 11-qt. basket. .... 0 35 0 40
Cauliflower, dz. .... 0 75 0 85	Tomatoes, Can., basket 11 qt. .... 0 25 0 30
Celery, basket. .... 0 40	New turnips, per 11-qt. basket. .... 0 50
Cucumbers, bas. .... 0 20 0 25	
Lettuce, Canadian, head. .... 0 25 0 30	
Onions—	
Spanish, large. .... 2 25 2 50	

### WINNIPEG.

Green Fruits.—The trade has reached big proportions this week and the consumption everywhere is heavy. The

dist not years tory. lines The prov imme Apples, Dutch Apples, box... Banana Blueber Blackbe Cantalo Crab at Veg the s good well, growl Butter Carrots, Cabbag Celery, Cucum Lettuce Mint, d Onions, per dc

The dtton, to n cuits,

M w Sa

S HA



Market

distribution throughout the west has not improved over that of previous years, but the trade has been satisfactory. Prices are moderate and some lines are being off the market soon. The local trade for preserving has improved, but the bulk of goods are for immediate use.

Apples, Ont. fcy.		Cocoanuts, doz.	0 90
Duchess, bbl.	5 00	Lemons, Cal.	9 00
Apples, Wash.		Peaches, Crawford's, case	1 50
box	2 25	Pears, case	3 25
Bananas	2 50	Oranges, Valencia	5 50
Blueberries, lb.	0 12	Plums, blue, Cal case	1 00
Blackberries, case	5 00		
Cantaloupe, Cal	7 00		
Crab apples, box	2 50		

Vegetables.—Prices are firming up as the season closes. The trade has been good and supplies continue to go out well, most of the stuff quoted is local grown.

Butter beans, lb	0 07	Onions, imported	0 03
Carrots, doz	0 25	Potatoes, new, bs	1 00
Cabbage, new, lb	0 03	Parsley, per doz	0 25
Celery, doz	0 60	Radish, dozen	0 30
Cucumbers, doz	0 30	Rhubarb, lb	0 04
Lettuce, doz	0 40	Tomatoes, crate	1 25
Mint, doz	0 31		
Onions, green, per dozen	0 20		

The Imperial Baking Co., Ltd., Hamilton, has been given an Ontario charter to manufacture baking materials, biscuits, etc.

# OYSTERS

Start the season by ordering

## LONG ISLAND NATIVES

absolutely clean and sanitary.

Large and delicious. Shipped in 2, 3 and 5 gallon tins.

Packed in crushed ice. Fresh daily.

## WHITE & CO., Limited

Wholesale Distributors Fruit, Fish and Oysters

Toronto and Hamilton

### Musk Melons Rocky Fords

We are large shippers in this line.

#### Grapes

Sample is fine and our prices right.

#### Peaches

Crawfords—large supply.

#### Bartlett Pears

#### Plums

Fancy stock.

Late, firm stock

#### Tomatoes

Wire, phone or mail your orders to

### Stevens & Soloman

Growers and Shippers of

CANADIAN FRUITS

Phone 1990 and 2700

HAMILTON, - - - ONT.

We are Big Receivers of Canadian Fruits and Vegetables

## PEACHES PEARS PLUMS

Now arriving in large quantities every day

All of good quality and at reasonable prices

## FANCY

ORANGES

LEMONS

and BANANAS

at lowest prices

SEND US YOUR ORDERS

## HUGH WALKER & SON

(Established 1861)

GUELPH, ONTARIO

### "They Wanted The Best"



That's why during the last three months the retail trade in Ontario sold 45,000 of our Lemons per day. Did you get your share of this business? These same customers are buying more. Keep supplied with our brands—increase your lemon trade.

W. B. Stringer,

Canadian Sales Agent.

Follina Bros.,

Packers, Italy.

Our Brands—"Lord Beresford," "Hiawatha," "King George," "Buster Brown," "Dominion" "Waterseller," "Mercury."

## Preparations Under Way for the Oyster Season

Prices are Not Yet General and the Demand Has Not Yet Begun to be Felt, But the Trade is Getting Ready for a Better Business Than Ever Before—In the Meantime the Present Demand is not Being Overlooked—Scarcity of Fresh Fish Improves the Trade in Frozen Varieties.

There has not been much improvement in the supply of fresh fish for general markets, but in some localities there has been a slight change for the better. Dealers state that the season is at hand when a much healthier tone should be felt in the market. Supplies should come in more freely and a heavier demand is expected. On account of the scarcity of fresh fish there has been better business for some lines of frozen fish.

Oysters are beginning to be demanded, but the season is yet quite young. Dealers are more engaged in preparing for the beginning of the real activities, and there is every indication that the oyster business will be heavier than ever throughout the Dominion this year. New principles are actuating the trade and new methods providing for quality stocks is a business sentiment that is showing itself in every department of trade. More money will be spent on marketing oysters, on displaying them and on appealing to the consumer thus increasing the demand. It can scarcely be said that this new era is beginning now. The present feeling was manifested a year or two ago, and has been gradually growing and the change is noticeable in the present character of the oyster business.

Toronto, Sept. 8.—The market has changed but little of late. Mackerel are done and the heaviest demand is still where it was a few weeks ago. An improvement is noted among the trade who are looking forward to better supplies and a better market in the near future. The demand for oysters while there has been some already is still inconsequential. The season has opened, but it is still too warm. However, the preparations go merrily on, and it will not be long until everyone is equipped and ready for the season's business.

FRESH CAUGHT FISH			
Halibut.....	0 10	Steak cod.....	0 04
Salmon trout.....	0 12	Perch.....	0 07
White fish.....	0 12	Haddock.....	0 07
Herring.....	0 08		
FROZEN LAKE FISH			
Pike.....	0 07	Whitefish, frozen.....	0 02
OCEAN FISH (FROZEN)			
Herring, per 100.....	1 50	Salmon, pink, per lb.....	0 08
		red.....	0 09
SMOKED, BONELESS AND PICKLED FISH			
Acadia, tablets, box.....	1 60	Cod, Imperial, per lb.....	0 05
Acadia, 2-lb. boxes, pr. crate.....	2 40	Fillets, per lb.....	0 11
Boneless Digbys, box 1 00		Haddie, Finnan.....	0 08
Codfish, Bluenose, " 1 40		Halifax, 1-lb. bxs., pr. crate.....	3 12
Cod steak, per lb.....	0 07	Quail on toast, per lb.....	0 05

### MANITOBA.

Winnipeg, Sept 8.—Pickerel and Jack fish are coming from Lake Winnipeg in good quantities, but all other fresh lines are brought from Prince Albert and Edmonton. The frozen fish trade has greatly improved since the fresh fish have become scarce. Frozen whitefish are popular. Prices are expected to

gradually advance until next season's fishing commences on Manitoba waters. Reports are that fish of many descriptions are abundant in local waters, and some of the present restrictions may be removed next year.

Halibut.....	0 09	Whitefish.....	0 09
Salmon Trout.....	0 11	Smoked—	
Whitefish.....	0 09	Bloaters, basket.....	1 50
Haddock.....	0 06	Fillets, lb.....	0 20
Lake Frozen—		Haddie, Finnan.....	0 08
Goldeyes.....	0 03 1/2	Herring, Digby,	
Yellow Pickerel.....	0 07	bds.....	0 95
Pike.....	0 03 1/2		

### BRITISH COLUMBIA.

Vancouver, Sept. 8.—Last week and this week a scarcity of halibut is reported. The peculiarity is that it comes directly after a surplus in the market. Two or three weeks ago, the boats of one company were bringing in more than could be handled with comfort. Last week, hardly any came to hand, and this week the Kingfisher got in with 10,000 pounds, a mere tubful in comparison to the usual load. The wholesale quotation is three and a half cents, while the retail is ten cents, a profit of six and a half cents per pound. The wholesale figure has gone as low as two and a half cents, but no reduction was made in the price to the consumer.

This same company sent out fifteen cars of halibut in one train last week for the New England market.

The salmon close season is now on on the lower coast, but fresh salmon is in from the north. It jobs at eight cents per pound. Silversides or cohoes are mostly in evidence just now.

Smoked goods will be coming in about two weeks, and while there will be full lines, the stock will be principally salmon and halibut. The market for these is principally west of Winnipeg, though occasionally an odd carload or two are sent to Toronto and Montreal. In the west there is a steady and strong demand for smoked fish, and the trade is large in kippered herring and bloaters.

Some frozen fish were shipped to Australia on the last boat. It is expected that market will develop, and that a good trade will be done there. Different products may be interchanged, which will facilitate the growth of commerce.

Codfish, per lb.....	03	Salmon, fresh.....	0 08
Halibut, per lb.....	0 03 1/2	Smelts, per lb.....	0 03
Herring, pr lb.....	0 03		

## Dried Apples

Shipments Solicited  
Settlements Prompt

**W. A. GIBB COMPANY**  
HAMILTON

JAMES SOMERVILLE, Manager

## Some of Your

customers, Mr. Grocer, would just as soon buy a carton of Fels-Naptha; they can afford to buy ten bars, and convenience would prompt them to do so were you to solicit it.

Why not turn that much profit?



Highest price paid for  
**DRIED APPLES**

**O. E. ROBINSON & CO.**

ESTABLISHED 1886

Ingersoll - Ontario

Would you like our Weekly Circular

## Lemon Bros.

Owen Sound, Ont., and Sault Ste. Marie  
Wholesale FRUIT, FISH and PRODUCE

Commission Merchants, and

Dealers in HIDES, WOOL and RAW FURS



# BONELESS COD

Our Guaranteed Pure Boneless Cod is what every grocer needs to uphold his store reputation in the line of prepared fish.

**There are no bones. It is clean and wholesome.**  
**No scrap is used. Packed in 30-lb. boxes only.**

Ask your wholesaler for it, or write direct to

## The Halifax Cold Storage Co., Limited

(Selling Branch)

45 WILLIAM STREET

MONTREAL

## Frozen Sea Food For Sale

Frozen Fresh SMELTS, packed in boxes of 25 lbs.

Frozen Fresh Atlantic SALMON.

Frozen Fresh Atlantic MACKEREL.

Frozen Fresh Atlantic ROE SHAD.

Above can be shipped **Daily by Express** during the balance of the summer season.

Shipments leaving Chatham at night are due in Montreal the following night and in Toronto and Ottawa and other interior points the following morning.

Daily shipments of the above can be made during the winter season per freight.

We are open to book immediate orders for 1910 Golden Crown 1 lb. tall lobsters.

We are sold up on lobsters 1910 pack in flat cans. **At present we are not booking further orders** on 1910 Golden Diamond canned blueberries, owing to prospect of short pack.

Any orders entrusted to us will be appreciated and will have our careful attention.

## W. S. Loggie Co., Limited

CHATHAM, N.B.

## Quaker Brand Salmon

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

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

## Mathewson's Sons

Wholesale Grocers

202 McGill Street - - Montreal

## Letting the Day Take Care of Itself, or System?

Writer Points Out That Small Retailers, Like Department Stores, Should Plan Ahead—System Tends to Keep Down Expenses and Makes Things Run Smoothly—Arresting the Old Methods.

By A. H. Harvey.

Should a grocer endeavor to plan his work day after day with the idea of reducing it to a system? This question is brought up because the general custom is to let the day take care of itself. The grocer knows he will be in the store to "see after anything that may crop" up, using his own words, and there is no necessity of planning in that case.

He will admit that the big stores plan their daily work almost a week ahead. But they are big stores. With them system is an absolute necessity. The grocer's system consists in getting his customers' orders every morning, filling them and delivering them in good time. What more is required of him?

### Good for all Stores.

It all depends with the grocer himself. If he is satisfied under his present conditions and with the amount of business he is doing then nothing more need count. But if he wants to do more business, to reduce his store management to a smoothly running business granting that everything else is sound, one of the first resolutions he should make is to formulate some practical system. If system is good for the big stores why should it not benefit him, small though his business is beside the

other. Would it not be improving methods and would it not put more pleasure in the work if the grocer had his little map of the next day all before him. Of course, the best of systems sometimes meet with obstacles that block them at times, but this is the exception not the rule. Like everything else that is new, it will probably be difficult to arrange at first, but once under way it will improve of itself.

### Duties of the Morning.

The morning in a grocery store is in most places the busy period of the day. In the average store, the dust that settled during the night is removed from counters, show cases, etc., after the floor has been swept. The morning mail must be looked over, and everything must be in readiness for the first orders. Then it is rapid moving until the noon hour.

System can be worked into the preparing and delivering of orders, etc., and in fact throughout the whole day a regular routine may be followed. Just what should be done depends upon the individual store. What would apply to one store would not be applicable to another. The battle is won if the store needs a system and the proprietor realizes it; when he determines to call a

halt to the old methods and if he has any ambition to plan his daily work before that day dawns.

The idea is practical. Not only departmental stores follow it, but the ambitious grocery stores as well—those that are more than holding their own and the average retailer should be able to take it unto himself.

### DOMINION MILLERS' OFFICERS.

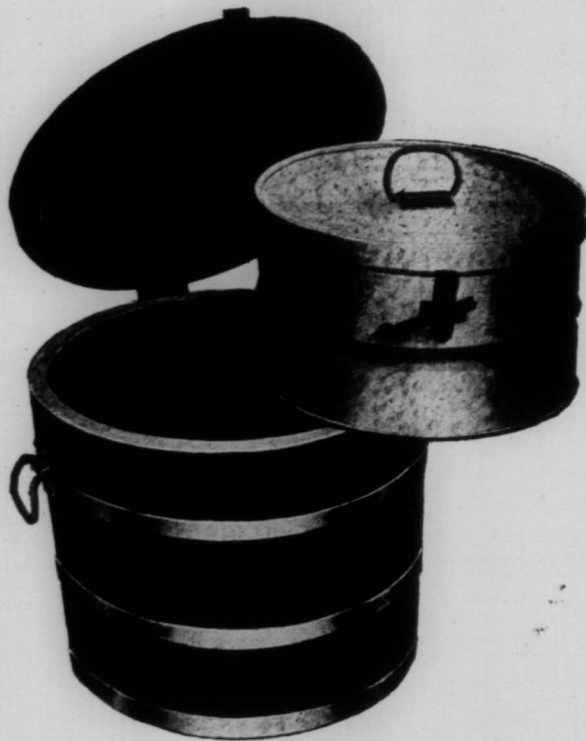
Toronto, Sept. 7.—The Dominion Millers' Association held its annual meeting last week in the Board of Trade rooms. A report was adopted asking the Dominion Government to take over and operate the terminal elevators at Fort William and Port Arthur.

The officers elected are:—President, D. B. Wood, Hamilton; 1st Vice-President, S. R. Stewart, New Hamburg; 2nd Vice-President, A. Noble, Norval; Secretary-Treasurer, C. B. Watts, Toronto. Executive Committee—Messrs. J. D. Flavell, Lindsay; George E. Goldie, Toronto; J. I. A. Hunt, London; A. C. McLeod, Stratford; H. L. Rice, St. Mary's, and Hedley Shaw, of Toronto.

### TRADE NOTES.

Canada's first big apple show will be held in Vancouver from Oct. 31 to Nov. 5.

E. M. Walcott, of the West India Co., Montreal, is associated with C. S. Pickford, of Pickford & Black, in connection with the British Guiana exhibit at the Canadian National Exhibition.



Showing Container Sealed and Ready to be Placed in "Coast Sealed" Carrier.

## Your Stock Must Be Fresh

if you desire a big, brisk and entirely profitable oyster trade. And you will get nothing *but* fresh, well-grown stock if you buy

## "Coast-Sealed" Oysters

This cut shows the "Coast-Sealed" Carrier. Note the sealed container. It is packed at the coast with fat, full-flavored oysters, all of which are four years old, an age at which oysters attain their prime, and then it is **SEALED**. It remains sealed until it arrives at your store. Inside you will find nothing but OYSTERS—none of that muck which adds to weight and bulk but which cannot be sold—**just pure, fresh, fat, juicy OYSTERS** with the delectable sea tang absolutely unimpaired.

Note how your customers come back for more and more.

WRITE US FOR PRICES AND PARTICULARS.

**Connecticut Oyster Company**  
**88 Colborne Street** **Toronto**  
**Head Office - MILFORD - Conn.**



When customers ask you for Good Butter, that you can recommend, just give them a tin of this—



Let them taste and know that at last they have found what they wanted. Every can makes a customer for you.

**Smith & Proctor**  
HALIFAX, N.S.

Your best customers will buy  
"Concord" Norwegian Sardines

because of their distinctive and delicate flavor, and because there is an absolute guarantee of purity of contents given with each tin.

Each tin is provided with a spare lid for use after the tin has been opened.

"CONCORD" SARDINES will more than please your better class customers, and will prove a remunerative line to handle.



LIST OF AGENTS:

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



The next time you are wanting Canned Fish, be sure your Jobber has the name right:—

**BRUNSWICK BRAND**

This will be your guarantee that the contents of each can will be such that you can confidently recommend them to your customers. Sea foods, owing to the greater care which is now bestowed on their selection and packing, are growing in favor each season. See that you are fully stocked with BRUNSWICK BRAND to meet the coming demand.

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

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

## Wind Up Wednesday Half Holiday with Big Picnic

**London Retailers Have the Best Picnic of the Season in Their District—About 4,000 People in Attendance—Some Unique Contests in the Ring—The Jefferies-Johnson Fight a Popular Event—Grocers Defeat Bakers in Ball Game.**

London, Ont., Sept. 8.—The closing Wednesday half-holiday of the season in London was marked by a grand picnic, held at Springbank, under the auspices of the Retail Grocers' Association on Wednesday, August 31.

The London retailers have had for a long time a reputation for "doing" things, and this outing was no exception. It was estimated that 4,000 people assembled at the picnic park, and they were entirely satisfied with the manner and method with which the affair was conducted.

There was fun from start to finish. The rube band deserves special mention here for the inspiring music which they permitted to float through the exhilarating atmosphere. The 26th Regimental band lent some of its members for the occasion.

The committees soon got the crowd at work. Ed. Ryan, Harry Ranahan, Tom Shaw, Tom Ranahan, J. A. MacFarlane, E. Bodkin, K. L. Elliott, G. B. Drake, W. F. Paul, W. T. Mullins, C. W. Summers, Tom Janes, R. A. Ross, M. A. Young, Cyril Hayes, T. Vincent and a score of others helped keep things going.

To begin with, the rube band announced the big event far and wide when they left the corner of Dundas and Richmond Streets at 1.30 in a big car, headed for the park down the river. At the park, officials stepped into the large roped arena in front of the pavilion and announced that the "circus was about to commence."

### A Variety of Events.

The running races for boys and girls were the first on the programme. Remaining events were varied by the various specialties, all of a comic nature, and which made a decided hit with the crowd.

Harry Ranahan occupied the centre of the ring, and through a megaphone announced the events in order. William Gorman, with his sunny smile, was allotted, amongst several others, to pick the winners. Tom Shaw and Tom Ranahan were responsible for the bookings. Fred Willis and Fred Turville held the rope for the runners. William Turnbull, Charlie Mountjoy, Bert Masuret, Archibald McPherson, Chaney Smith and Harry Fowler, were judges. Manager Johnny McGraw Paul looked after the ball team. P. C. Handysides and Garnet were there to see that the law was adhered to in every respect. "Dad" Richards was right there at the coaching line, while Clyde Nopper—and his—were seen among the many faces on the hill. Wee Barney McCann was there, too. Tom Gillean's melodious voice was heard announcing the boxing contest through a

megaphone. For the reason that the picnic was being held in the county, Squire Chittick thought it advisable to be on hand.

R. A. Ross and G. B. Drake deserve special mention for the manner in which they attended to the refreshment room. What they do not know about service in the store—judged by the way they handed out the eatables and drinkables—is not in the dictionary.

### For World's Championship.

The Johnson vs. Jeffries fight was the feature of the specialties, and to have seen the parody at Springbank yesterday was almost as good as having seen the original at Reno. Jack Anderson, as Johnson, and Charles Myers, as Jeffries, made a suitable pair for the big fight. Anderson's black garb made him a good second for the champion himself, and Myers did even better than Jeffries, as far as points were concerned. Harry Ranahan and Dick Woods were seconds for Johnson, and W. T. Mullins and Ed. Ryan for Jeffries. Immediately after the big cowbell had jingled to mark the conclusion of each round, the seconds would rush to their men, and with towels, sponges and air pumps provide the cooling treatment. Unlike the original fight, Johnson fell to the ground in the fifth round, having been knocked out by a swift upper cut to the left jaw, and was unable to rise before being counted out. Each round brought roars of laughter from the crowd, and when the defeated Johnson rose slowly to his feet and was kissed by his "wife" he hobbled off to the dressing-room, apparently realizing that the world's championship honors were his no longer.

Things looked serious when, just as the fourth round was about to commence, P. C.'s Handysides and Garnet, led on by Sergt. Birrell, jumped into the ring and made an unsuccessful attempt to stop the fight. They were hurriedly ejected from the arena by the strong hands of Barney McCann and Tom Gillean and others. Ten minutes later, when the sounds of laughter had died down, the fight was resumed and completed by the band's rendition of the Dead March in Saul, played out of respect for the defeat of Jack Johnson.

### They Were Elusive Buns.

The bun-eating contest provoked any amount of laughter. Several dozen small boys lined up, each one opposite a big sugar-coated bun dangling from a string. When the word was given the boys, with hands behind them, began a slaughter on the buns, but for once they were forced to eat slowly. The buns refused to remain in one place, and persisted

in wandering all over the faces of the eaters, leaving behind the sugar stain.

The watermelon contest was almost as interesting, but the large slices of fruit were found to be easier eating than the buns, and were much more quickly disposed of.

### Hitched Dobbin to the Cart.

To the tune of the "Old Grey Bonnet," Teddy Carter, as the farmer, strolled out onto the grounds with a forkful of hay, and after spreading it in farm fashion, he returned to the stables, hitched up the old grey horse to a dilapidated half-phateon buggy and drove down to Dover, followed by the rube band and the rubes.

The comic make-ups, who manufactured fun for all, were W. Tierney, clown; Jim McCormick, Highlander; Chas. Boyce, soldier; Roy Moore, nurse girl; Russell Grover, comic boy; Wesley Wood, overgrown girl; Jos. Manning, overgrown boy; Robert Temple, coon girl; R. H. Readhead, policeman, and Del. Wood, Fiji Island native.

### Stale Ball Players.

The Bakers' cake was dough when the Grocers finished with them in the baseball game. The trouble was, they "kneaded" more help. They were lightweight ball tossers all right when up against the tea and sugar men and lost the game 5 to 1. It was seven innings long and actually a bun-feed for the Grocers.

The teams were:—

Bakers—Berry, lf.; Doudell, ss.; Craig, p.; Langford, rf.; Emery, 2b.; Myers, c.; Bradley, 3b.; McGillvary, 1b.; Cook, cf.

Grocers—Vincent, cf.; Pierie, c.; Janes, 3b.; Doherty, ss.; Shaw, 2b.; Brady, 1b.; Eccleston, lf.; Perkins, p.; Ashplant, rf.

Of the races and other contests, the following are worthy of mention:

Members of R. G. A. race—1, A. Franklin; 2, Geo. Eccleston; 3, Cyril Hayes.

Grocery Clerks—1, V. Odruns; 2, R. W. Cotes; 3, J. McPhail.

Grocery Drivers—1, W. Davis; 2, R. Simmons; 3, W. Wanowen.

Travelers' race—1, H. Wilkins; 2, Sam Logan; 3, Ard. Brown.

Boxing in Barrels—1, Harry Ranahan; 2, R. Simmons; 3, L. Haines.

Committee race—1, M. A. Young; 2, C. Hayes; 3, Harry Ranahan; 4, T. Ranahan.

Presidents' race—1, Harry Ranahan; 2, W. Mullin; 3, J. Diprose; 4, J. Haskett.

The officers of the Retail Grocers' Association are: C. W. Summers, president; J. Haskett, 1st vice-president; T. Janes, 2nd vice-president; Thos. Shaw, treasurer; Cyril Hayes, secretary.

W. B. Hood, late of Dundee, Scotland, has become partner in business with C. R. Hickman, grocer, Lonsdale Ave, North Vancouver, B.C.



# Reach Out For The Sealshipt Oyster System



because it guarantees you a bigger oyster business at bigger profits than you ever had, made certain by our wonderful selling helps and price-protecting arrangements.

The primary idea of the Sealshipt System is to deliver oysters to the consumer with all their natural freshness and sea flavor. But we have done more than that. We have increased the dealer's profits

and fixed a minimum margin under which no *SEALSHIPT AGENT* can cut, and thereby changed the oyster business from a *money-loser* to a *money-maker* for the grocer—a *big money-maker*.

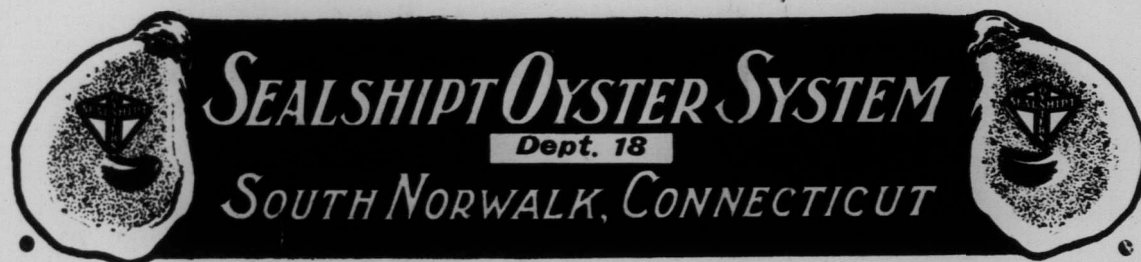
## YOU MUST MAKE 25% PROFIT HANDLING SEALSHIPT OYSTERS

Now is the time to arrange for a *SEALSHIPT AGENCY*. 10,000 grocers have found it means more business at better profits. The newspapers have the public interested on the subject of food purity. *SEALSHIPT OYSTERS* have been highly endorsed by all Pure Food authorities. Add to this the effect of our extensive magazine advertising, which has never hesitated to tell the public, *your customers*, the truth about oysters, as well as the absolute purity, freshness and full flavor of *SEALSHIPT OYSTERS*. Our advertising also urges people to go to the Sealshipt Agent for their oysters.

## WE'LL HELP DRAW CUSTOMERS INTO YOUR STORE FOR SEALSHIPT OYSTERS

Perhaps the greatest aid to the success of the *SEALSHIPT SYSTEM* is the local advertising help we give you. We'll supply you with advertisements to use in your local papers, a blue and white steel sign and muslin signs for your store front, transparent signs for your door or windows, and arrange with you for the installation of a clean, white and blue transparent *Sealshipticase* for the storing and display of *SEALSHIPT OYSTERS*—a fixture that's a feature of all our advertising, and brings *SEALSHIPT OYSTERS* to the minds of all who see it. Remember — "WE HELP YOU SELL SEALSHIPT OYSTERS."

Write us NOW for catalogue and full details of *SEALSHIPT OYSTERS*.



## Sarnia Grocers' Picnic Broke the Record of 1909

**This Was the Sole "Accident" of the Day — Exceeded Last Year's Event in Numbers by About 1,500 People — Grocers Down Knights of the Grip in Ball Game—Banquet to the Defeated Concludes the Outing.**

Sarnia, Ont., Sept. 6.—The Sarnia Retail Grocers' Association picnic like some other things improves with age. This year the outing was another grand success and incidentally a little better than the best. The electric railway returns showed that the increase over 1909 was more than 1,500 souls, the total estimate of those on the Lake Huron Park grounds being 6,000.

Not only did the picnic improve in numbers but also in good fellowship among the grocers—something always desirable to obtain. It tended to bring each member into personal contact with the others and to cause them to leave behind them any petty, personal prejudices that any may have entertained before the outing.

As stated above there was a big crowd in attendance; they began their pilgrimage to the park in early morning and before 10 o'clock there was food enough to feed a battalion of a thousand men.

### Rural Section Represented.

Not only did the townspeople turn out but farmers and their families drove in to see the fun and to breathe in the sea-breezes for a day. This the grocers were glad to see because they are ever anxious to work in harmony with the brawny tillers of the soil.

The fireworks began early. Shortly after nine o'clock a procession was formed on the market square. The parade of elaborately decorated wagons, bicycles and other vehicles was headed by an auto containing Alby Robinson, of Woodstock, master of ceremonies, and the officers of the local association, Peter Clark, Stanley Williams, Jas. Galbraith and S. E. Cornell.

Following came the Sarnia band, and then the decorated wagons, etc., the rear being brought up by the fire team. The procession was about one quarter of a mile long.

The awards in connection with the parade went to the following:

Best decorated wagon—J. J. Langan.  
Best decorated gardener's wagon—S. L. Clark.

Best decorated bicycle—Harold Telfer.  
Automobile—J. Van Alstyne.

One of the big features of the sports was the baseball game between the grocers and travelers with the former emerging victorious—10 to 7. The grocers put in a winning battery but nevertheless it took them all their time to hold their own. The travelers' battery was Harry Robinson (Alby's son), and C. E. Cowley.

### All Kinds of Races.

The running races, too, afforded considerable amusement. They were of the circus variety and held everybody in attention. Among them were the following:

Grocery Boys—1, Clifford Barnes; 2, N. Wiles; 3, E. Gibson; 4, H. Wakefield.

Grocery Clerks—1, Fred Walker; 2, C. Barnes; 3, A. Cheney; 4, O. Jacklyn.

Grocery Drivers—1, Martin Rose; 2, O. Horning; 3, N. Lindsay; 4, T. Hippel.

Grocery Drivers—1, A. Cheney; 2, W. McNeil; 3, A. Langan; 4, H. Zinc.

Travelers' Three-legged race—Crawford

and Cowley; Fraser and Backus; McNutt and Robinson.

Then there were tea and soap races of various kinds all of which assisted in the fun and which also tended to make a bigger demand for soap in Sarnia.

The only "accident" that was experienced during the day was a broken record. All past events were superseded.

### Banquet to the Travelers.

The grocers wound up their picnic with a banquet to the grocer travelers at the Lake Huron hotel, at which S. E. Cornell, president of the association, presided. A jolly time was spent. The hotel management had made every provision for their entertainment, and this finishing touch was appropriate. Such renowned entertainers as Billy Dore, of Hamilton, and Billy Sherwood were there and enough is said. John Dillon, of London, was among the speakers and "did himself proud" in a neat speech. The whole affair was a good success but better is expected next year.

### INFORMATION FOR BUYERS.

Supplied to the Trade by Sellers.

Seldom, if ever, has a table delicacy met with such success as H. P. sauce; seldom perhaps has any sauce so well deserved it. H.P. is undoubtedly something better than one usually finds. H. P. has a distinctive flavor obtained from the rich eastern fruits and spices to which with pure malt vinegar it owes its origin. It is a thick, fruity, delicious sauce, a sauce that not only gratifies the appetite, but awakens it; a sauce that makes unpalatable dishes palatable and unattractive viands attractive. Those who visited the Canadian National Exhibition no doubt saw the attractive display of this sauce, where sample bottles

were given away. The dealer should realise that this will considerably augment the demand for H. P. sauce.

"The Secret of Delicious Desserts Easily Made" is the title of a particularly attractive booklet issued by The Pure Gold Manufacturing Co., Toronto. This booklet gives a large number of recipes for the industrious housewife and illustrates the labels on the packages and bottle in their original colors. All the recipes given have been tested in a high class hotel, and the results were entirely satisfactory. The booklet is certainly one worth having and will be sent to any address on application to The Pure Gold Manufacturing Co., College St., Toronto.

**Tell Your Customers That :**

# SHAMROCK

**BIG PLUG**

## SMOKING TOBACCO

*When cut never dries up or becomes hard. The leaves are so firmly packed that the plug remains fresh and moist*

## CLAY PIPES

Those made by **McDOUGALL** are peerless. Insist upon having them.

**D. McDOUGALL & CO., Ltd., Glasgow, Scot.**

SPRAGUE

**CANNING MACHINERY CO.,**

CHICAGO, ILL., U.S.A.

# Black Watch

## The Big Black Plug Chewing Tobacco

**"A Trade Bringer"**

**Sold by all the Wholesale Trade**





## Have you written yet for a Sample of "Wondershine?"

As you already know, "WONDERSHINE" is that truly wonderful silver cleaner that removes tarnish without rubbing.

We are spending \$10,000 to advertise it to your customers, and we will allow you a profit of 50%.

### YOU MUST WRITE US

if you want further particulars of our proposition, samples, prices, and our new "Selling Plan."

There never has been anything like "WONDERSHINE" on the market, and we have demonstrated already that it can be sold by mail without the assistance of road salesmen. Again we emphasize the fact that you must WRITE us for particulars.

WRITE A CARD TO-DAY TO

**The Household Convenience Co.**  
14 King Street East, Toronto

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

IF NOT, WHY NOT?

# "Tucketts Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured from **Imported Leaf Exclusively**

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

**Classified Advertising**

**ACCOUNTS WANTED.**

**TWO GOOD ACCOUNTS WANTED**—Two manufacturers requiring representation in Montreal are requested to write. Box 359, CANADIAN GROCER, Toronto. Wants independent canner particularly. (35p)

**MALE HELP WANTED.**

**WANTED**—Representative to handle new lines in shoe, floor, metal polishes, etc., in every city and town in Canada. Address Box 90, Halifax, N.S. (36)

**BUSINESS CHANCES.**

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

**RENT OR SALE**—A first-class store for hardware and tinmith at Crysler, Ont. One opposition. Public would need one more. Includes living apartments. Reasonable price. Apply to H. A. DUPUIS, Embrun, Ont. (36)

**BUSINESS OPPORTUNITY.**

**FOR SALE**—An old established manufacturing business of grocers' and confectioners' sundries, comprising such lines as flavoring extracts, jelly powders, catsups, fluid beef, egg products, etc. Reason for selling—winding up estate. A good proposition to the right man. Small capital only necessary. Write ESTATE LYON SILVERMAN, 313 Notre Dame St. East, Montreal. (37)

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

**MISCELLANEOUS.**

**AUTOMATIC COMPUTING SCALES**—THE ANDERSON. Worth knowing about, especially the improvements and price. Not in a combine. W. F. HARRIS, General Agent, Windsor, Ont. (37)

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

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

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

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**MISCELLANEOUS.**

**COUNTER CHECK BOOKS**—Especially made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our Holder, with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems Limited, Manufacturing Stationers, Toronto.

**DOUBLE** your floor space. An Otis-Pensom 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-Pensom Elevator Co., Traders Bank Building, Toronto. (tf)

**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.

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

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

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

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

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

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

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**MODERN FIREPROOF CONSTRUCTION.** Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

**OUR NEW MODEL** is the handiest for the grocer, operated instantly, never gets out of order. Send for complete sample and best prices. The Ontario Office Specialties Co., Toronto.

**SCOTCH PLAID STATIONERY** is the latest creation for business and society correspondence. Paper and envelopes present a finished linen surface, most agreeable to the pen touch. Leading stationers have it. Write for samples. The Copp, Clark Co., Ltd., Toronto. (tf)

**MISCELLANEOUS.**

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**SALES PLANS**—This book is a collection of 535 successful plans that have been used by retail merchants to get more business. These include Special Sales, Getting Holiday Business, Co-operative Advertising, Money-Making Ideas, Contests, etc. Price \$2.50, postpaid. MacLean Publishing Co., Technical Book Dept., 143-149 University Ave., Toronto.

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W. H. GILLARD & CO.

4-lb. tins, 3 doz.	1.35
1-lb. tins, 3 doz.	0.75

**IMPERIAL BAKING POWDER**

Cases	Sizes	Per doz.
4-dozen	10c.	\$0.85
3-dozen	6-oz.	1.75
1-dozen	12-oz.	3.50
3-dozen	12-oz.	3.40
1-dozen	2 1/2-lb.	10.50
1-dozen	5-lb.	19.80

**MAGIC BAKING POWDER**

Cases	Sizes	Per doz.
6 dozen	5c.	\$0.50
4 "	4-oz.	0.75
4 "	6 "	1.00
4 "	8 "	1.30
4 "	12 "	1.80
4 "	12 "	1.85
2 "	16 "	2.25
2 "	20 "	2.30
1 "	2 1/2-lb.	9.50
1 "	5-lb.	19.50

Special discount of 5 per cent. allowed on five cases or more of "Magic Baking Powder."

**ROYAL BAKING POWDER**

Cases	Sizes	Per doz.
4 "	4-oz.	0.95
4 "	6 "	1.40
4 "	8 "	1.95
4 "	12 "	2.55
2 "	16 "	3.85
2 "	20 "	4.90
1 "	2 1/2-lb.	13.60
1 "	5-lb.	23.25

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

**CANADIAN CANNERS, LIMITED**

Aylmer Jams	Peach	1.80
	Pear	1.70
Strawberry	Jellies	2.40
Raspberry	Black currant	2.40
Black currant	Black currant	2.40
Red currant	Crabapple	1.70
Raspberry & red currant	Plum	1.70
Raspberry and gooseberry	Grape	1.70
Damson plum	Marmalade	1.40
stoneless	Scotch	1.75
Greening plum	Orange Jelly	2.25
stoneless	Green Fig	1.80
Gooseberry	Lemon	2.25
	Pineapple	2.25
	Ginger	0.08

White Swan Spices and Cereals Ltd.  
White Swan Baking Powder - 1-lb. tins, 3-dozen in case, \$2 doz.; 1/2-lb. tins, \$1.25 doz.; 1/4-lb. tins, 80c doz.



**COOK'S FRIEND BAKING POWDER**

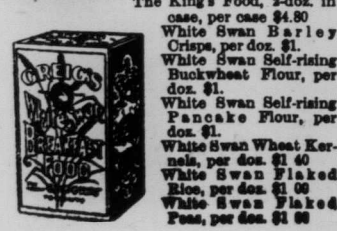
Cartoons - Per doz	No. 12, 4-oz., 6 dz	0.70
No. 1, 1-lb., 4 doz	No. 12, 4-oz., 3dz.	0.75
No. 1, 1-lb., 2 doz	In Tin Boxes	3.00
No. 2, 5-oz., 6 doz	No. 12, 1-lb., 2 dz	3.00
No. 2, 5-oz., 3 doz	No. 14, 8-oz., 3 dz	1.75
No. 3, 2 1/2-oz., 4 dz	No. 15, 4-oz., 4 dz	1.10
No. 10, 12-oz., 4 dz	No. 16, 2 1/2-lb.	7.25
No. 10, 12-oz., 2 dz	No. 17, 5-lb.	14.00

**FOREST CITY BAKING POWDER**

6 oz. tins	0.75
12 oz. tins	1.25
16 oz. tins	1.50

**Cereals**

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 Oats, per doz. \$1.	
White Swan Self-rising Buckwheat Flour, per doz. \$1.	
White Swan Self-rising Pancake Flour, per doz. \$1.	
White Swan Wheat Kernels, per doz. \$1.40	
White Swan Flaked Rice, per doz. \$1.00	
White Swan Flaked Peas, per doz. \$1.00	



**Blue**

Keen's Oxford, per lb.	0.17
In 10-box lots or cases	0.16
Gillett's Mammoth, 1-cross box	3.00

**Chocolates and Cocoas**  
THE COWAN CO., LIMITED

Cocoa - Perfection, 1-lb. tins, per doz.	\$4.50
Perfection, 1/2-lb. per doz.	2.40
Perfection, 1/4-lb. per doz.	1.30
Perfection, 10c size 5-lb. tins	0.90
per lb.	0.37
Solu le, bulk, No. 1, per lb.	0.30
Soluble, bulk, No. 2, per lb.	0.18
London Pearl, per lb.	0.22

**London Pearl, per lb.**

Special quotations or Cocoa in bbls. kegs, etc.	
Unsweetened Chocolate - Per lb.	
Plain Rock, 1/4's & 1/2's, cakes, 12-lb. boxes, per dozen	1.80
Perfection Chocolate, 10c size, 2 and 4 dozen boxes, per dozen	0.90
Sweet Chocolate - per lb.	0.30
Queen's Dessert, 1/2's and 1/4's, 12-lb. boxes	0.40
Queen's Dessert, 1/2's, 12-lb. boxes	0.35
Vanilla, 1/2-lb., 12-lb. boxes, per lb.	0.30
Parisian, 1/2's	0.30
Royal Navy, 1/2's, 12-lb. boxes, per lb.	0.30
Diamond, 1/2's, 12-lb. boxes, per lb.	0.35
" 1/4's	0.35
" 1/8's	0.38

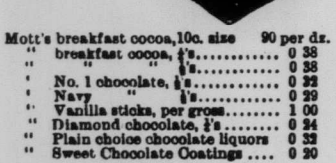
**Ingredients for cake -**

Chocolate, white, pink, lemon, orange, almond, maple and cocoonut cream, in 1/2-lb. pkgs., 4-oz. in box, per dozen	0.90
Confections - Per lb.	
Milk chocolate wafers, 5-lb. boxes	0.36
Maple buds, 5-lb. boxes	0.36
Chocolate wafers, No. 1, 6-lb. boxes	0.30
Chocolate wafers, No. 2, " "	0.25
Nonpareil wafers, No. 1, " "	0.30
Nonpareil wafers, No. 2, " "	0.25
Chocolate ginger, 5-lb. boxes	0.30
Milk chocolate, 5c bundles, per box	1.35
Milk chocolate, 5c cakes, per box	1.35

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

Agents, C. E. Colson & Son, Montreal.	
In 1/2 and 1-lb. tins, 14-lb. boxes, per lb.	0.35
Smaller quantities	0.37

R. S. McIndoe, agent, Toronto; Arthur M. Loucks, Ottawa; J. A. Taylor, Montreal; J. E. Huxley, Winnipeg; Tees & Perse, Calgary, Alta.; Standard Brokerage Co., Vancouver, B.C.; G. J. Eastbrook, St. John, N.B.



**Mott's breakfast cocoa, 10c. size**

dos	0.90
Mott's breakfast cocoa, 10c. size	90 per dz.
" breakfast cocoa, 1/2's	0.38
" No. 1 chocolate, 1/2's	0.38
" Navy	0.30
" Vanilla sticks, per gross	1.00
" Diamond chocolate, 1/2's	0.24
" Plain choice chocolate liquors	0.32
" Sweet Chocolate Coatings	0.30

WALTER BAKER & CO., LIMITED.  
Premium No. 1 chocolate, 1/2 and 1-lb. cakes, 35c. lb.; Breakfast cocoa, 1 1/2, 1 and 5-lb. tins, 4c. lb.; German's sweet chocolate, 1 and 1/2-lb. cakes, 6-lb. boxes, 26c. lb.; Caracas sweet chocolate, 1 and 1/2-lb. cakes, 6-lb. boxes, 32c. lb.; Auto sweet chocolate, 1/2-lb. cakes, 3 and 6-lb. boxes, 32c. lb.; Vanilla sweet chocolate, 1/2-lb. cakes, 6-lb. tins, 44c. lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 38c. lb.; Cracked cocoa, 1/2-lb. pkgs., 6-lb. bags, 32c. lb.; Caracas tablets, 160 lbs., tied 5c, per box \$3.00. The above quotations are f.o.b. Montreal.

**Cocoanut**  
CANADIAN COCOANUT CO., MONTREAL.

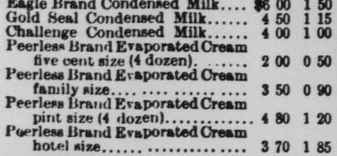
1-lb. packages	0.26
1-lb. packages	0.27
1-lb. packages	0.28
1 and 1/2 lb. packages, assorted	0.29
1 and 1/2 lb. packages, assorted, in 5 lb. boxes	0.28
1-lb. packages, assorted, in 5 lb. boxes	0.29
1-lb. packages, assorted, 5, 10, 15 lb. cas.	0.29
Bulk -	
In 15 lb. tins, 15 lb. pails and 10, 25 and 50 lb. boxes.	
White moss, fine strip	0.12 0.21 0.17
Best Shredded	0.18
Special Shred	0.17
Elibbon	0.19
Macaroni	0.17
Dried	0.16
White Moss in 5 and 10 lb. square tins, 2-lb.	

**WHITE SWAN SPICES AND CEREALS LTD.**

White Swan Cocoanut - Featherstrip, pails	0.18
Shredded	0.18
In packages 5-lb., 6-lb., 7-lb., 8-lb.	0.18

**Condensed Milk**  
BORDEN'S CONDENSED MILK CO.  
Wm. H. Dunn, Agent, Montreal & Toronto.

Eagle Brand Condensed Milk	\$6.00 1.50
Gold Seal Condensed Milk	4.50 1.15
Challenge Condensed Milk	4.00 1.00
Peerless Brand Evaporated Cream five cent size (4 dozen)	2.00 0.50
Peerless Brand Evaporated Cream family size	3.50 0.90
Peerless Brand Evaporated Cream pint size (4 dozen)	4.80 1.20
Peerless Brand Evaporated Cream hotel size	3.70 1.85



**TRURO CONDENSED MILK CO., LIMITED**

"Jersey" brand evaporated cream per case (4 dozen)	\$3.50
"Reindeer" brand, per case (4 dozen)	5.00



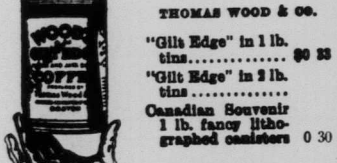
**Coffees.**  
EBY, BLAIN CO. LIMITED.  
Standard Coffees.

Roasted whole or ground. Packed in airtight proof bags and tins	
Club House	\$0.32
Nectar	0.30
Empress	0.28
Duchess	0.26
Cruised Java and Mocha, whole	0.17
Golden Rio	0.14
Package Coffees	
Gold Medal, 1 and 1/2 lb. tins, whole or ground	0.30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jar, ground	0.30
German Dandelion, 1 and 1/2 lb. tins, ground	0.22
English Breakfast, 1 lb. tins, ground	0.18



**Cafe des Epiceurs - 1-lb. fancy glass jars, per doz., \$8.00.**

Cafe Aromatic - 1-lb. amber glass jars, per doz., \$4.	
Presentations, with 8 tumblers, \$10 per doz.	



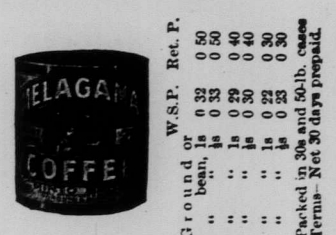
**Cheese - Imperial**

Large size jars, doz.	3.25
Medium size jars, per doz.	4.50
Small size jars, per doz.	2.40
Individual size jars per doz.	1.00



**Canada Cream Cheese**

In cartons, each 1 dozen	0.95
Large blocks, dozen	2.25
Medium blocks, dozen	1.60



**COCONUTS**  
THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1.80
Milk Chocolate Sticks, 36 in box	1.35
" " 10c cakes, 36 in box	2.35
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0.33
" " No. 2	0.36
Maple Buds, 5-lb. boxes, lb.	0.36
Nut Milk Chocolate, 1-lb. cakes, 12-lb. box, lb.	0.40

**Coupon Books - Allison's**  
For sale in Canada by The Eby Blain Co Ltd Toronto, C. O. Beauchemin & Pile, Montreal \$2, \$3, \$5, \$10, \$15 and \$20.  
All same price one size or assorted.

Under 100 books	each 04
100 books and over	each 03 1/2
500 books to 1000 books	each 03
For numbering cover and each coupon, extra per book 1/4 cent.	

**Infants' Food**

Robinson's patent barley, 1/2-lb. tins, \$1.25; 1-lb. tins, \$2.25; Robinson's patent groats, 1-lb. tins, \$1.25; 1-lb. tins, \$2.25.	
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**Flavoring Extracts.**  
SHIRRIFF'S

1 oz. (all flavors), doz.	1.00
2 "	1.75
3 "	2.00
4 "	3.00
5 "	3.75
6 "	5.00
15 "	10.00
30 "	18.00

**CRESCENT MFG. CO.**

Mapleine	Per doz
2 oz. bottles (retail at 50c.)	4.20
4 oz. bottles (retail at 90c.)	6.80
8 oz. bottles (retail at \$1.50)	12.50
16 oz. bottles (retail at \$3.)	24.00
Gal. bottles (retail at \$20.)	14.50

**Milk Powder**  
CANADIAN MILK PRODUCTS, LTD., TORONTO

Trumilk, full cream, per case (4 doz.), 1/2 lb tins	4.80
Milkstock (cooking milk), per case (4 doz) 1/2 lb tins	4.80

**Jams and Jellies**  
BATGER'S WHOLE FRUIT STRAWBERRY JAM  
Agents, Rose & Ladsmare, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz.	\$2.20
Compound Fruit Jams - 12-oz. glass jars, 2 doz. in case, per doz.	1.00
2-lb. tins, 2 doz. in case, per lb.	0.07 1/2
5 and 7 lb. tin pails, 8 and 6 pails in crate, per lb.	0.07
7 wood pails, 6 pails in crate, per lb.	0.07
30-lb. wood pails, per lb.	0.06 1/2

**Soups**  
JOS. CAMPBELL CO., CAMDEN, N.J.

Soups (condensed) - No. 1 cans, all kinds per dozen \$1.20. Chicken soup, \$1.25 per dozen. Pork and Beans, with tomato sauce or Boston style - No. 2 cans, doz. \$1.40. Tomato Ketchup - Bottles (10c. size only) doz. \$1.40. Tabasco-Ketchup - Bottles (10c. size only) doz. \$1.40. Mustard (prepared) - With spoon (new) doz. \$1.40; No. 90 jars, doz. \$1.40.	
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**W. CLARK'S SPECIALTIES**

Chateau Brand Baked Pork and Beans, with tomato sauce or plain individual, 50 eta.; No. 1, 90c.; No. 2, \$1.25; No. 3, \$1.75 dozen. Or Tongues (Inglass Brand), No. 1 lb \$1.00; No. 2 \$1.25	
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DUES.

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**ALWAYS RIGHT.** SUN PASTE Stove Polish is just right every time you sell it, and the boxes are always filled full. You have no complaints coming after you pass it over your counter. Why not make friends for yourself as well as for us by selling the stove polish which always pleases the housekeeper? That's SUN PASTE. Just push it and see them come back for more.

**MORSE BROS., Props. - Canton, Mass., U.S.A.**



## Fortify Your Position

as a grocer by adding to your shelves

# 2 in 1

The World's Best Shoe Polish

It produces a brilliant, lasting polish and is, moreover, waterproof.

"2 in 1" is a popular favorite and sells all the time.

See to Your Stocks.

**The F. F. Dalley Co., Ltd.**  
HAMILTON, ONT., and BUFFALO, N.Y.

## BRANDS "BANNER" & "PRINCESS"

CONDENSED MILK

are prepared from the purest and richest country milk, with no addition but that of pure sugar.

**St. George Evaporated Cream**  
(Unsweetened)

The most sanitary conditions are observed in the canning and handling of the milk. The reputation of these brands as genuine satisfaction-givers is unsurpassed.

Lines that mean much in profit and reputation to every grocer who handles them.

**J. MALCOLM & SON**  
ST. GEORGE,  
ONT.



## Talking to the Point

CLASSIFIED WANT ADS get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kind of results.

CLASSIFIED WANT ADS are always noticed. They are read by wide-awake, intelligent grocers, who are on the look out for favorable opportunities to fill their requirements.

TRY A CONDENSED AD IN  
IN THIS PAPER

## MOLASSINE DOG and PUPPY CAKES

are entirely different from all others and are quick sellers. If you are stocking Dog Foods, write for particulars and free samples; I will interest you.

SOLE IMPORTER:

**ANDREW WATSON**

81 YOUVILLE SQUARE, MONTREAL



# BROOMS OF QUALITY

**WE** make them! **YOU** should sell them!  
**YOUR** customers will **OURS** do  
 appreciate them!

and keep our factory going on FULL TIME

A postal will bring you information.

Walter Woods & Co.

Hamilton and Winnipeg



## QUALITY

When anyone wants a high-class household refrigerator they always buy the Ham & Nott make. Our grocer refrigerators are made on the same principle. That means the best.

Sold by leading hardware dealers, or write to us.

**HAM & NOTT CO.**  
 Limited  
 BRANTFORD CANADA

## Tea Lead,

Best Inocorrodible

# "Pride of the Island"

Manufactured by **ISLAND LEAD MILLS LIMITED,** BRAND

LIMEHOUSE, LONDON, E., ENG.

Tel. Address: "Laminated," London. Canadian Agents: ALFRED B. LAMBE & SON, TORONTO; J. HUNTER WHITE, ST. JOHN, N.B.; OECIL T. GORDON, MONTREAL.

**OCEAN MILLS**  
 Montreal  
 Chinese starch, 48 1-lb., per case \$4.00;  
 Ocean Baking Powder, 48 3-oz., \$1.40;  
 48 4-oz., \$1.80; 60 8-oz., \$4.50; 36 1-lb., \$3.75; 48 1-lb. pkg., \$4; 10 1-lb. tins, \$5; loose 25 lbs., \$1.75;  
 Ocean blanching, 48 8-oz., \$4; Ocean borax, 48 8-oz., \$1.60; Ocean cough syrup, 36 8-oz., \$6.00; 36 8-ounce, \$7.20;  
 Ocean corn starch, 48 1-lb. \$3.60.  
 Jam Per lb. 0 06 1/2  
 30-lb. wood pails.....  
 Pure assorted jam, 1-lb. glass jars, two dozen in case..... 1 75  
**Jelly Powders**  
**IMPERIAL DESSERT JELLY**

**GREG'S**  
 RASPBERRY  
 JAM

**SHIRRIFF'S**  
 GELATIN

**GILLETT'S**  
 PERFUMED LYE  
 Per case  
 1 case of 4 doz \$3 50  
 3 cases of 4 doz 3 40  
 5 cases or more 3 35

**ST. CHARLES**  
 EVAPORATED CREAM

**ST. CHARLES CONDENSING CO**  
 PRICES:  
 St. Charles Cream, family size, per case \$3.50  
 Baby size, per case..... 2.00  
 Ditto, hotel 3.75  
 Silver Cow Milk 4.55  
 Purity Milk 4.25  
 Good Luck 4.00

**IMPERIAL**  
 PURE AND DELICIOUS  
 TRUE FRUIT FLAVORS  
 CARTONS EACH 1 DOZ.

List price.  
 "Shirriff's" (all flavors), per doz....  
 Discounts on application.

**SHIRRIFF'S**  
 MARMALADE

**Marmalade.**  
**T. UPTON & CO.**  
 12-oz. glass jars, 2 dozen case, per doz. \$1; 16-oz. glass jars, 2 doz. in case, per doz. \$1.45; 5 and 7 lb. tins and 7-lb. pails, per lb. 7c.; pint sealers (24 oz.), 1 doz. in case, per dozen \$2.25.  
**SHAMIFF BRAND**  
 "Imperial Scotch"  
 1-lb. glass, doz. 1 55  
 2-lb. " " 3 80  
 4-lb. tins, " 4 65  
 7-lb. " " 7 85  
**"Shredded"**  
 1-lb. glass, doz. 1 90  
 2-lb. " " 3 10  
 7-lb. tins, " 8 25

**Mustard**  
**COOLMAN'S OR KEN'S**  
 D.S.F., 1-lb. tins..... per doz. \$ 1 40  
 " 1-lb. tins..... " 2 50  
 " 1-lb. tins..... " 5 00  
 Durham 4-lb. jar..... per jar 0 75  
 " 1-lb. jar..... " 0 25  
 F.D. 1-lb. tins..... per doz. 0 85  
 " 1-lb. tins..... " 1 45  
**IMPERIAL PREPARED MUSTARD**  
 Small, cases 4 dozen..... 0 45 dozen  
 Medium, cases 2 dozen..... 0 90 "  
 Large, cases 1 dozen..... 1 35 "  
**Olive Oil**  
**LAPORTE, MARTIN & OIE., LTD.**  
 Minerva Brand—  
 Minerva, qts. 12's..... \$ 5 75  
 " pta. 24's..... 6 80  
 " pta. 24's..... 4 25

**EASIFIRST**  
 SOAP  
 Assorted flavors—gross 10.75.  
 The GENUINE. Packed 100 bars to case.

**Lard**  
**N. E. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.**  
 Tierces.... \$0 13 1/2  
 4-bbls. .... 0 13  
 Tubs, 60 lbs. 0 13 1/2  
 30-lb. Pails. 2 80  
 30-lb. tins.. 2 70  
 Cases 3-lb.. 0 14 1/2  
 " 5-lb.. 0 13 1/2  
 " 10-lb.. 0 14 1/2  
**F.O.B. Montreal.**

**GUNNS**  
**"EASIFIRST"**  
 LARD COMPOUND.  
 Tierces.... 0 12 1/2  
 Tubs..... 0 13  
 30-lb. pails. 0 13 1/2  
 30-lb. tins. 0 13 1/2  
 10-lb. " 0 13  
 5-lb. " 0 13  
 3-lb. " 0 13  
 1-lb. cartons 14

**Post Toasties**  
**Grape Nuts**  
 Grape Nuts—No. 22, \$3.00; No. 23, \$4.50.  
 Post Toasties—No. T3, \$3.55.

**DWIGHT'S**  
 SODA  
 Case of 50. pkgs. containing 96 pkgs. per box, \$3.00  
**MAGIC BRAND** Per case  
 No. 1, cases 60 1-lb. packages..... \$2 60  
 No. 2, " 120 1-lb. " " 3 80  
 No. 3, " 60 1-lb. " " 3 80  
 No. 5 Magic soda—cases 100—10-oz. pkgs. 1 case..... \$ 65  
 5 cases..... 3 55

**FLY PADS**  
 Prices—Ontario and Quebec:  
 Less than 5 cases..... \$5 00  
 Five cases or more..... 4 95  
**Fly Pads.**  
**WILSON'S FLY PADS**  
 In boxes of 50, 100.; packets, \$3 per box; or three boxes for \$2.50; 5 boxes \$2.75.

**Licorice**  
**NATIONAL LICORICE CO.**  
 5-lb. boxes, wood or paper, per lb..... \$0 40  
 Fancy boxes (36 or 50 sticks), per box... 1 25  
 " Ringed" 5-lb. boxes, per lb..... 0 40  
 " Acme" pellets, 5-lb. cans, per can... 2 00  
 " " (fancy box, 60), per box 1 50  
 Tar licorice and tolu waters, 5-lb. cans, per can..... 2 00  
 Licorice messages, 1-lb. glass jars..... 1 75  
 " " 10 5-lb. cans..... 1 50











Labour Day Gone  
means Fall in sight

Your

**SALT**

Stock

What of it?

**Verret, Stewart & Co.**

Limited

Montreal

**MR. GROCER,**

Are you stocking the mince meat  
that can be sold ALL SUMMER as  
well as ALL WINTER?

ASK YOUR JOBBER FOR

**WETHEY'S  
Condensed  
Mince Meat**

Wrapped in sanitary packages.

Absolutely dust-proof.

3 dozen to a case.

**J. H. Wethey, Limited**  
ST. CATHARINES, ONTARIO

**The Advertising Manager of what is Probably  
the Largest Firm in Canada Manufacturing a  
Grocery Line Writes as Follows: : : : :**

"At a time when no salesman could hope to see him the dealer eagerly reads trade news, profit news, news of price changes. And advertising is news. So he reads the advertising too. If he doesn't, then the advertiser is at fault. The Grocer introduces you to its readers—it's now up to you to plead your own case.

"Do the merchants read the ads? Well our salesmen report many references to our copy in the course of interviews. Prospects called on for the first time seem familiar with our selling points. Some have adopted suggestions made. This saves selling time, does part of the salesman's work, interests the buyer before he has been called on, makes him impervious to Cheap-Johns because he is a 'knowing' retailer.

"We have received inquiries from British Columbia, from the West Indies even, Prince Edward Island, Newfoundland, Ontario, Quebec, and Canadian parts remote. This is the reach of The Grocer. And it goes where it wouldn't pay a salesman to go unless he were sure of an order.

"Once we had a little booklet for retail distribution. Casually and meekly we mentioned it in The Grocer without the foreknowledge of our own agents throughout the Dominion. Immediately our agencies asked for supplies to meet the demand of the readers of The Grocer. And letters came, and postals came for a month after that issue from people we had never heard of before. Sure, The Grocer knew a lot of people we didn't know and a lot of people knew The Grocer who didn't know us, or, somehow, didn't know us exactly as we wanted them to know us.

"Eight thousand interviews 52 times a year for \$800. Yes, I consider it an investment of the gilt-edged type.

"But you must stay with it. It is like every other advertising—no place for a quitter. It's a year or nothing. It is even more important than consumer advertising—it secures distribution, without which a moderate general appropriation brings in nothing but bills. And, you know, scratch a retailer and you find a hundred families."