

**PAGES
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MARITIME BOARD OF TRADE NUMBER

CANADIAN GROCER

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

Vol. XXVII.

PUBLICATION OFFICE: TORONTO, AUGUST 29, 1913

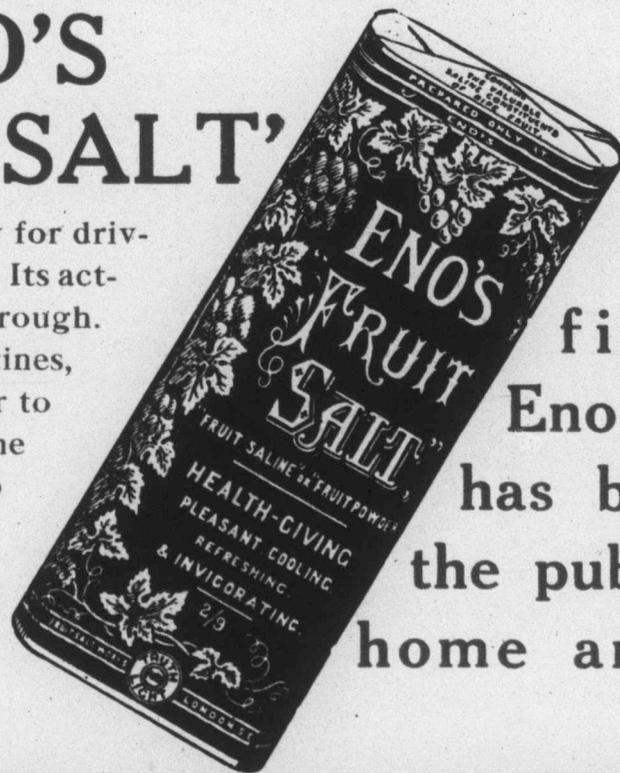
No. 35

A Natural Remedy

There is no simpler, safer, or more agreeable preparation than

ENO'S 'FRUIT SALT'

The approved remedy for driving out disease germs. Its action is quick and thorough. It clears the intestines, rouses the torpid liver to new life, stimulates the mucous membrane to a healthy action, and cleanses and invigorates the whole digestive tract.



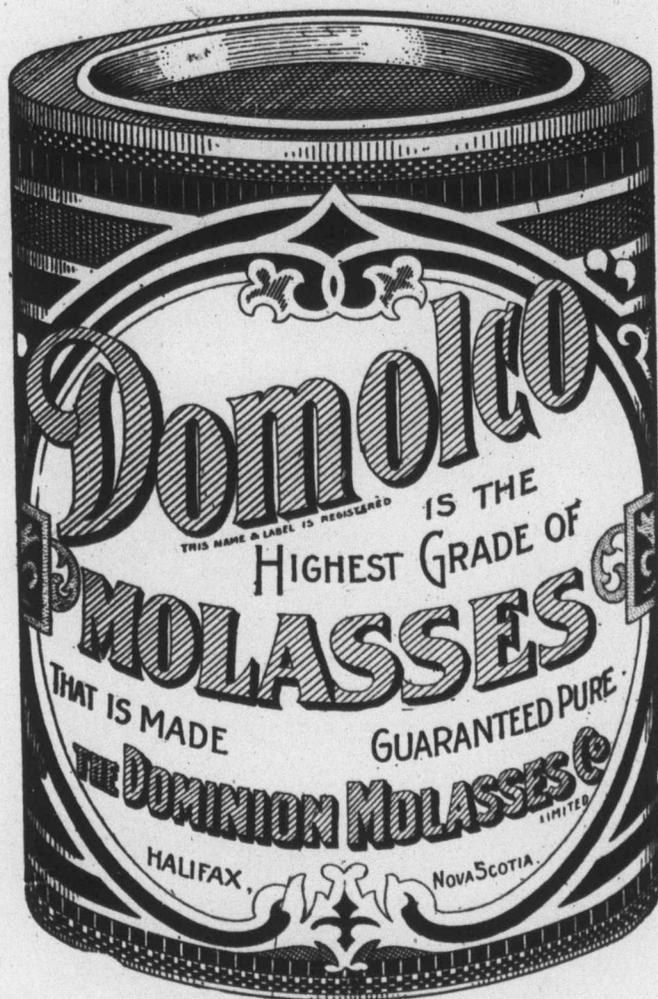
For more than thirty-five years Eno's Fruit Salt has been before the public both at home and abroad.

Largely advertised and well established it is now in **good demand** and is therefore bound to carry with it enquiries for other lines.

Should consequently be stocked by all Chemists, Grocers and Stores.

Prepared only by **J. C. ENO, Limited, 'FRUIT SALT' Works, London, Eng.**

THE CANADIAN GROCER



More "DOMOLCO," Please—

That's the molasses call that is heard from every side. It's the call at the family table, it's the call at grocery store (where handled). This demand for "Domolco" is "profit music" to the dealer's ear.

DOMOLCO

is the highest grade sugar-cane molasses that is made and is guaranteed PURE. Every package bearing this registered label contains the acme of molasses perfection.

Domolco is the table delicacy of the masses—every progressive dealer should handle.

THE **Dominion Molasses Co., Ltd.**
HALIFAX, N.S.

"Griffin & Skelley's" Canned Fruits

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

G. & S. Asparagus

has all the delectable charm of the tender blades freshly cut from the Griffin & Skelley private beds on the banks of the Sacramento River. Almost within an hour from the time it leaves its growing place it is ready to can and seal—all the original piquant flavor and all the delicacy of the fresh young stalks is thus retained.



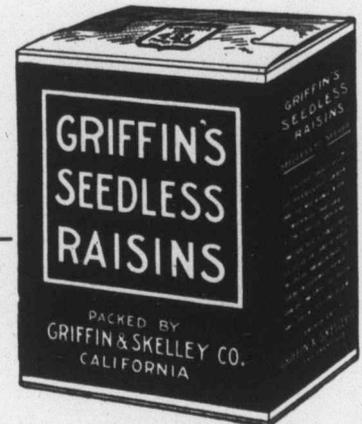
Standard trade-marked goods are a bulwark of safety, and as desirable to have on your shelves as money on your pass-book, for they turn themselves quickly—and with absolute certainty.

Hawaiian Pineapple

The virtue of absolute cleanliness is firmly linked to that of evenness of quality in the Griffin & Skelley line of canned Pineapple. The standard of excellence remains as fixed as the stars—it never varies. This is a line of known Quality goods that will positively give you a quick turn-over.

Seedless Not Seeded

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



Arthur P. Tippet & Co.
Agents

Toronto

Montreal

Red Hot Bargains

SPOT SALMON

We offer for prompt shipment at the following prices F.O.B. Toronto:

"British American Brand" Finest Fraser River Sock Eye, 1 lb. talls, at, per dozen	\$2.35
"Sovereign Brand," Finest Fraser River Sock Eye, 1 lb. talls, per dozen	2.40
"Yukon Brand," Cohoe Red, per dozen	1.50
"Autumn Leaf Brand" Sock Eye, half pound flats, per dozen	1.35
A limited quantity of Pink Salmon, at, per dozen	90c
"Salad Brand" Pink, 1/2 lb., per dozen	65c
"Caledonia Brand" Pink, 1/2 lb., per dozen	65c
5 case lots, assorted, 5c per dozen less than above.	

Large quantities of the above brands have already been sold, and the stocks in hand are limited. Be wise and get your order in at once.

All prices F.O.B. Toronto.

Order your Salmon to-day.

Exhibition Visitors:

We will be very pleased to have you call and see us and make our offices your headquarters while in the city.

The
Canada Brokerage Co.
LIMITED
TORONTO



No. 35.

Every dealer needs a good coffee mill. Investigate the *Elgin National*

Read this thru and then send for catalog and further particulars about the *Elgin National*—the mill renowned for speed in grinding and perfectness of manufacture. The first cost is the only cost—there are no additional running expenses. The price is lower than most others.

About Elgin Mills.

They are equipped with the new style force feed Steel cutting grinders.

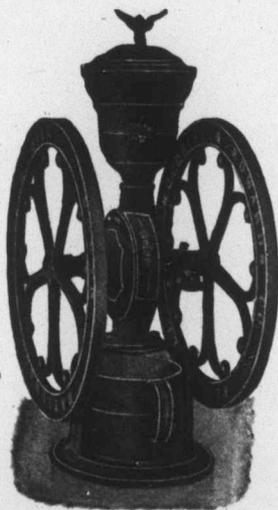
Are fitted with a Special Adjuster (on Elgin Mills only) which regulates for fine or coarse grinding while in motion.

They are the fastest grinding (3¼ lbs. per minute being the capacity of the larger sizes).

Easy running, latest designs and are unsurpassed for beauty and finish.

Elgin Mills are the highest standard of excellence.

New catalog containing prices can be had by writing any of the following:

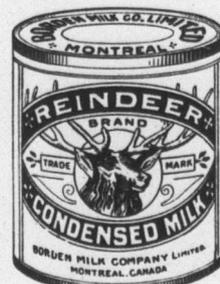


No. 40.

MONTREAL—The Canadian Fairbanks Co. (and branches).
 TORONTO—Eby, Blain, Ltd.; R. B. Hayhoe & Co.
 HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; McPherson, Glasco & Co.
 LONDON—Gorman, Eckert & Co.
 ST. JOHN, N. B.—G. E. Barbour Co., Dearborn & Co.
 WINNIPEG—Blue Ribbon, Limited (and branches); The Codville Co. and branches.
 REGINA, SASK.—Campbell, Wilson & Strathdee, Ltd.
 SASKATOON—Campbell Wilson & Adams, Ltd.
 EDMONTON, ALTA.—The A. MacDonald Co.
 CALGARY—Campbell, Wilson & Horne, Ltd., and P. D. McLaren, Ltd.
 VANCOUVER—The W. H. Malkin Co., Ltd.; Wm. Braid & Co.; Kelley, Douglas & Co., Ltd.; Empress Manufacturing Co.

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

BORDEN'S



Make Your To-morrow's Success a Certainty

By pushing and selling to-day, the best standard goods—goods that are known for their superior quality and purity, the kind you can honestly recommend—your to-morrow's success is a certainty.

Borden's Milk Products have held the pinnacle position for quality and purity for over 56 years. They have proven the best for increasing your profits and laying a foundation for future business.

Sell Borden Brands and be a success.

Borden Milk Co., Limited

"Leaders of Quality"

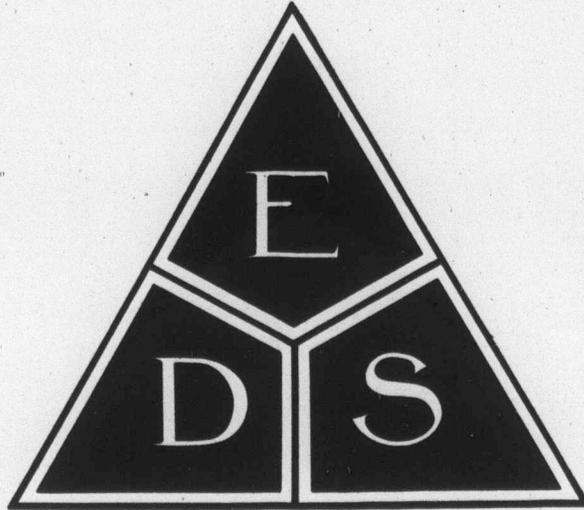
MONTREAL

Branch Office: No. 12 Arcade Building
 Vancouver, B.C.



BORDEN'S

Jams



Jellies

**E.D.S. purity is
above question**



**E.D.S. purity
is absolute**

Fresh from the berry bushes or trees come the E.D.S. fruits; they are packed a few hours after being picked, ensuring freshness, deliciousness and full fruit flavor. All fruit is carefully selected after being picked and positively no glucose or any preservative is added whatsoever. E.D.S. fruits are pure all through. Proven by Government analysis, see Bulletin No. 244.

A good number of our new packs of fruits are now ready for shipment. Get your orders in now for immediate delivery. *Our prices cannot be beat, considering the quality of the goods.*



E. D. Smith & Son, Ltd.
WINONA, ONT.

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



Sell "Simcoe"

*the brand of Baked
Beans that is 100%
pure food—that gives
100% satisfaction.*

Don't fail to call your customers' attention to the highly important fact that the high cost of living does not apply to Simcoe Baked Beans. One tin contains enough beans for an entire family.

Progressive Canadian grocers are selling more Baked Beans than they ever did before. These grocers have found it to be a very profitable policy to push hard our SIMCOE BAKED BEANS. They are hand-picked beans, oven-baked, and solidly packed under sanitary conditions. Can be had either plain or with chili or tomato sauces. They are 100% pure food and give 100% satisfaction to your patrons.

Dominion Cannery
Limited

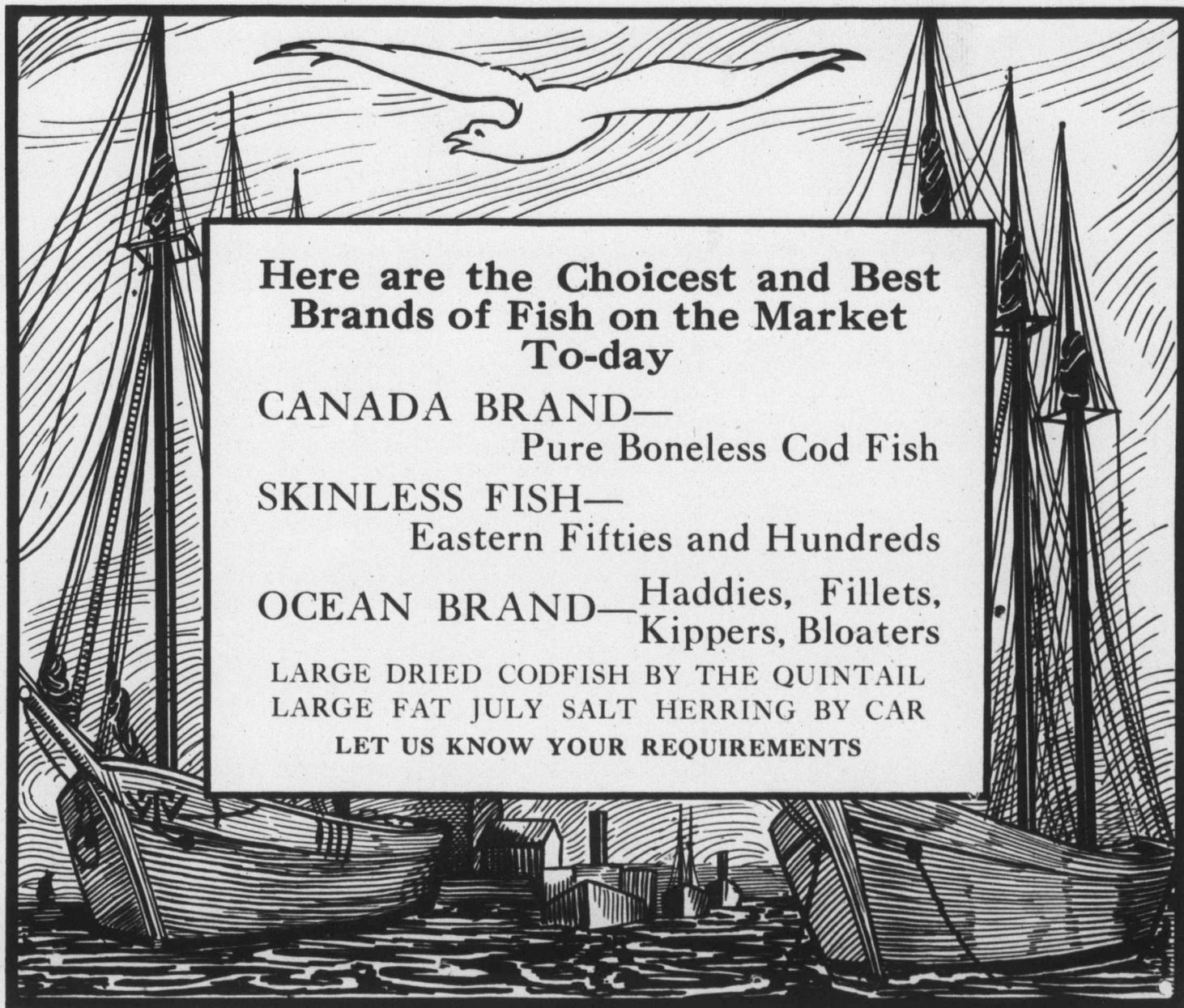
HAMILTON, CAN.



THE CANADIAN GROCER

A "Schooling" in Fish The Fisheries Exhibit

Our booth at the Toronto exhibition will give you a number of lessons on the proper handling of fish. After you have seen and learned, do not overlook putting everything into practice in your own store.



**Here are the Choicest and Best
Brands of Fish on the Market
To-day**

CANADA BRAND—

Pure Boneless Cod Fish

SKINLESS FISH—

Eastern Fifties and Hundreds

OCEAN BRAND— Haddies, Fillets,
Kippers, Bloaters

LARGE DRIED CODFISH BY THE QUINTAIL

LARGE FAT JULY SALT HERRING BY CAR

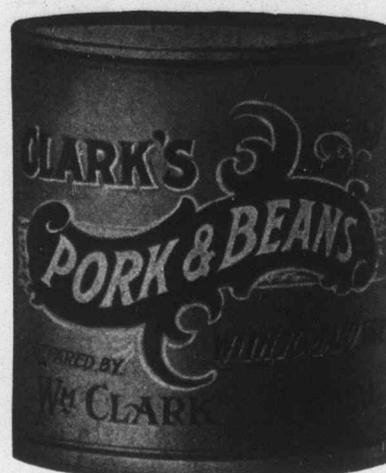
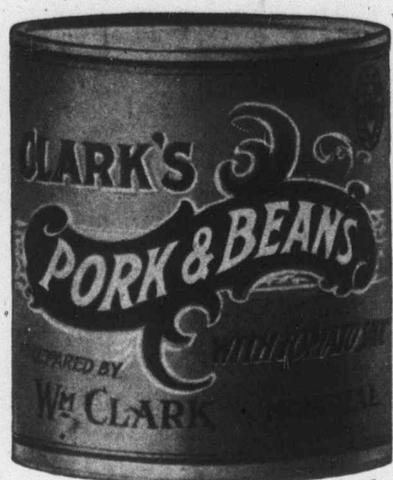
LET US KNOW YOUR REQUIREMENTS

For purity, tastiness and delicacy the above brands are absolutely in a class by themselves. Don't give your customers anything but the best. In other words let us fill your wants.

The North Atlantic Fisheries Limited

Head Office:
HALIFAX, N. S.

Selling Branch:
47 William St., MONTREAL



Clark's Pork and Beans

**ARE NOTED FOR THEIR
RELIABILITY and SUPERIORITY**

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

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

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

PLAIN CHILI TOMATO SAUCE
ALL SIZES

W. CLARK, - MONTREAL

The Machine that made REDPATH Package Sugar Possible, is in operation at the Exhibition

The advantages both to housewife and merchant of having small quantities of sugar put up in Sealed Cartons at the Refinery has long been recognized. But until the development of the wonderful machine shown in the REDPATH Sugar Booth in the Process Building, at the Exhibition, this plan was not practical.

This machine, which fills, weighs and seals 2 or 5-lb. Cartons faster than several men could do it, has cut the expense of putting up the sugar in clean, attractive cartons, far below what it costs the grocer to weigh out the old style, fragile paper bags.

It makes it possible for the consumer to get absolutely clean, pure sugar in a substantial, convenient package—sugar that has never stood around in an open barrel or been touched by human hand.

Be sure you see this New and Better way of putting up
REDPATH Extra Granulated Sugar---
Canada's Best for over Half a Century



THE TEST OF TIME

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

For Sale By All First-Class Jobbers in Canada.

**WE
WANT
A
MAN**

of good character, in each city, town and village in Canada, where we are not already represented, to act as our

SPECIAL CIRCULATION REPRESENTATIVE.

Work is dignified and educative. Previous experience unnecessary. Duties at first need not interfere with your present employment.

WE WILL ASSIST THE RIGHT MAN TO BECOME INDEPENDENT FOR LIFE.

If you are making less than \$100.00 a month, and are trustworthy and ambitious to learn and become competent to handle our business in your vicinity, write us at once for full particulars.

**MACLEAN PUBLISHING COMPANY,
143-149 University Ave., Toronto, Ont.**

Fresh British Columbia

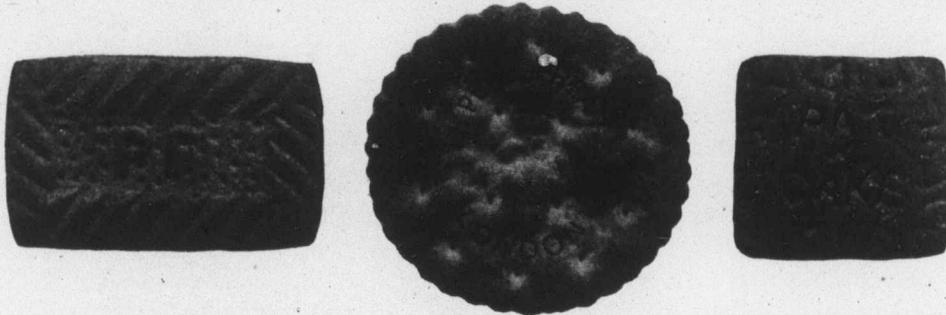


H. Bell-Irving & Co.,
Limited (Agents)
Vancouver, B.C.

SALMON

Selected Fish
Early Run

THREE VERY POPULAR BISCUITS



P.F. SHORTCAKE

Delicious shortbread biscuits.
About 32 to pound.
About 325,000,000 sold first year.

GOLDEN PUFF

Very light and flaky.
About 42 to pound.

PAT-A-CAKE (reg'd)

Dainty shortbread squares.
About 60 to pound.
Over 425,000,000 sold in one year.

AGENTS: British Columbia—The W. H. Malkin Co., Limited, Vancouver.
Winnipeg—Ruttan & Chipman, Fort Garry Court, Winnipeg.
Toronto—The Harry Horne Co., 309 and 311 King St. West, Toronto.
Ottawa and Eastern Canada—Frank L. Benedict & Co., Read
Building 45 St. Alexander St., Montreal.

PEEK, FREAN & CO., Limited, Biscuit Manufacturers
LONDON - ENGLAND

MODERN GROCERY EQUIPMENT

Adds an air of distinction to your store
—and

ATTRACTS TRADE.

The "Walker Bin" System

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

Is this worth your consideration?

We manufacture the best in show
cases and refrigerator counters.

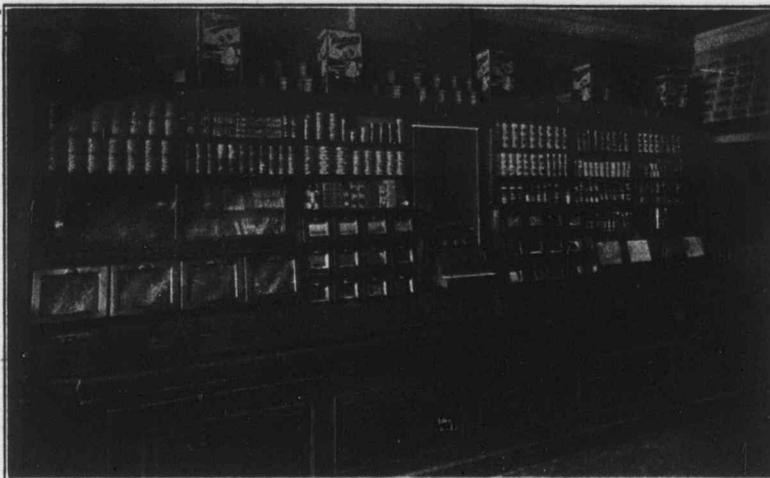
Write now for illustrated catalogue
and estimates.

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



Berlin,

Ontario



REPRESENTATIVES:

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



TWO CENTS PER WORD

You can talk across the continent for two cents per word with a **WANT AD.** in this paper.

**MEADOW CREAM
SODAS**

Delicious and Crisp

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

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

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

By Royal



Letters Patent

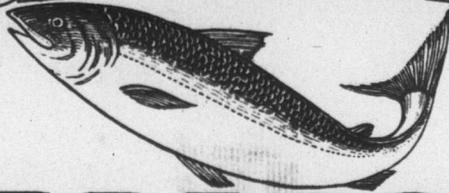
**NELSON'S
Crystal
Leaf
GELATINE**

Unrivalled in the kitchen,
can be obtained from

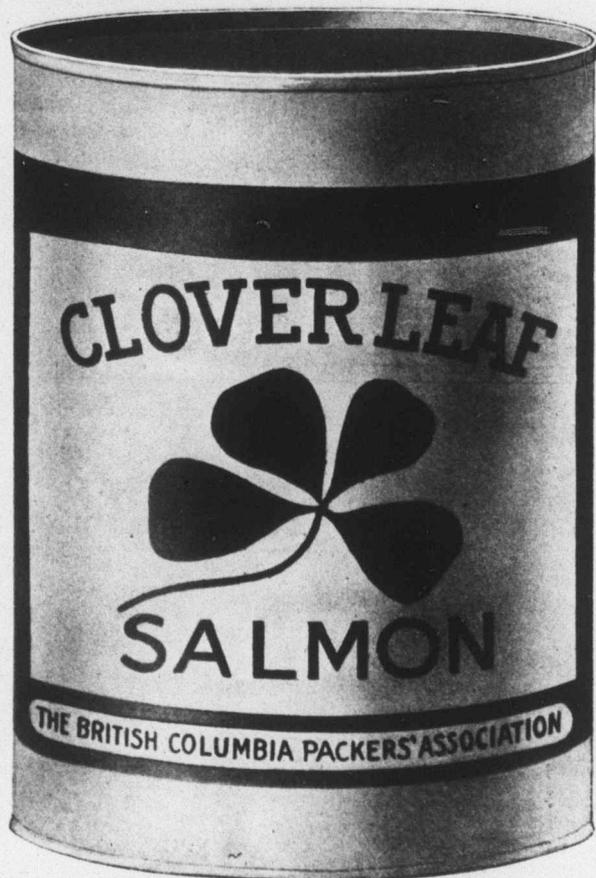
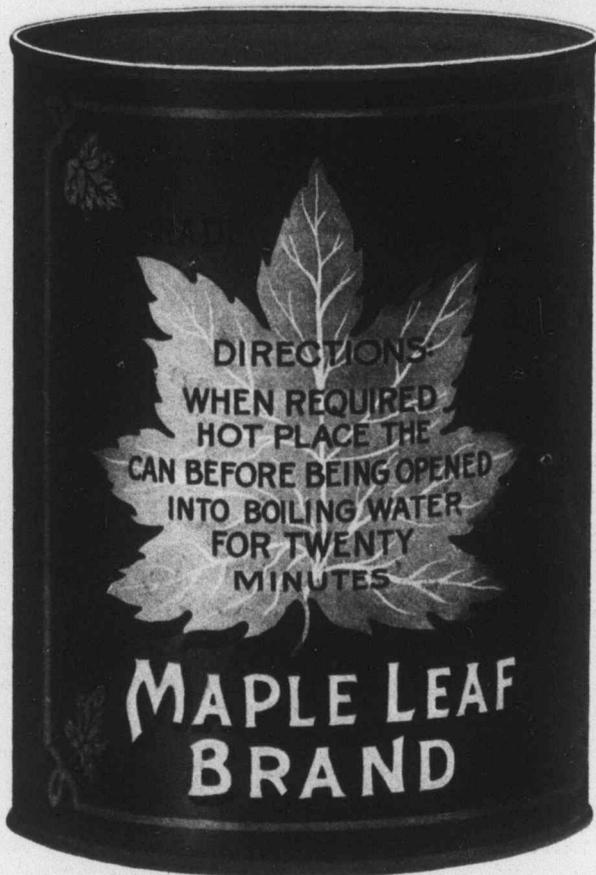
**W. G. PATRICK & CO.
LIMITED**

St. Paul St., Montreal.
York St., Toronto.

CHOICE SOCKEYE



SALMON



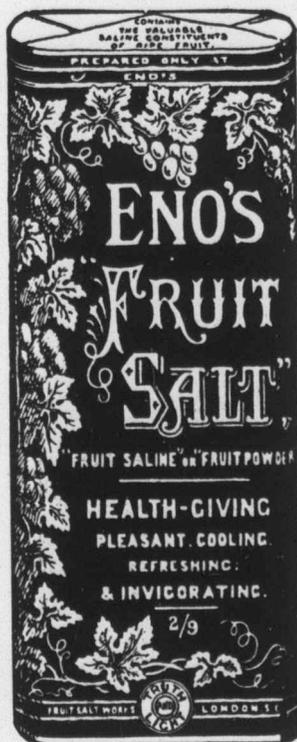
THE BEST PROCURABLE IN THE WATERS OF
THE GREAT PACIFIC COAST

PACKED IN

ONE POUND TALL TINS ONE POUND FLATS HALF POUND FLATS

EVERY TIN GUARANTEED.

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



A gentle natural aperient that stimulates the organs of elimination.

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

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

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

ENO'S "FRUIT SALT"

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

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

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

Sold by Chemists and Stores throughout the World

Prepared only by

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

Your Best Advertisement



"WHERE DOES THE SHINE COME FROM."

BRASSO

is your customer's recommendation and women talk about what interests them. To sell good articles enhances your reputation and what better than

Zebra Stove Polish,

and

Brasso,

the metal polish which brightens all homes.

ZEBRA



STOVE POLISH

ROYAL SHIELD SPECIALTIES



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

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

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



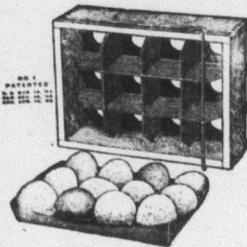
Campbell Bros. & Wilson, Ltd.
WINNIPEG

Campbell, Wilson & Adams, Ltd.
SASKATOON

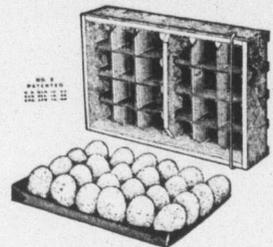
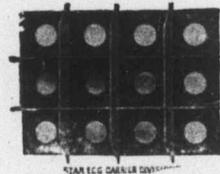
Campbell, Wilson & Horne, Ltd.
CALGARY, EDMONTON & LETHBRIDGE

Campbell, Wilson & Strathdee, Ltd.
REGINA

WHOLESALE GROCERS and IMPORTERS



ONE DOZ. SIZE



TWO DOZ. SIZE

YOUR CUSTOMERS are going to be pleased with a delivery which delivers the eggs whole, not smeared over the other groceries—without miscounts—and which does not compel them to leave their work to get a receptacle for the eggs. Satisfied customers make fine advertising for your store.

YOU CAN HAVE THIS KIND OF A DELIVERY by using **STAR EGG CARRIERS** and **TRAYS**, and as they **PAY FOR THEIR INSTALLATION** and make you profits, they are not even an expense but an investment.

JUST ASK A USER, then get a trial equipment from your jobber, and as soon as you begin using **STAR EGG CARRIERS** and **TRAYS**, your egg profits and satisfied customers are going to increase.

IF YOUR JOBBER CANNOT SUPPLY YOU, WE WILL.

CANDLING

The two dozen size, **STAR EGG CARRIER**, especially, used with extra **STAR EGG CARRIER DIVISIONS**, makes a fine candler at no extra cost.

Star Egg Carrier and Tray Mfg. Co.

1500 Jay St., Rochester, N.Y., U.S.A.

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

ONTARIO.

Brantford Cold Storage Co.

LIMITED
Wholesale Produce Merchants
If you are in need of

HONEY

in any quantity write us for quotations
BRANTFORD, ONT.

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

W. H. MILLMAN & SONS

Wholesale Grocery Brokers
Toronto, Ont.

Import-Export 'Phones { Office 2190
Residence 1556

NORMAN D. McPHIE

MERCHANDISE BROKER
COMMISSION MERCHANT
MANUFACTURERS' AGENT

Handling General Grocery, Spice and
Produce Lines

Federal Life Building

HAMILTON, - Ont., Canada

W. G. PATRICK & CO.
Limited.

Manufacturers' Agents
and Importers

77 York St. - Toronto

W. G. A. LAMBE & CO.
TORONTO

Established 1885

SUGARS FRUITS

**CONVENIENT, MODERN,
WAREHOUSING**

at Ottawa, tracks at the door, connec-
tion with steamers. Fireproof. Excise
Bond Free. Write for low rates.

DOMINION WAREHOUSING CO.,
44-52 Nicholas Street - Ottawa

WESTERN PROVINCES.

H. P. PENNOCK & CO.,

LTD.

Wholesale Grocery Brokers & Manufac-
turers' Agents,

WINNIPEG

We solicit accounts of large and progres-
sive manufacturers wanting live represen-
tatives.

WESTERN DISTRIBUTORS LIMITED

Wholesale Commission Merchants, Cus-
toms Brokers and Manufacturers'
Agents. Cars Distributed Warehoused
and Forwarded. Warehouse on Transfer
Track. Business solicited. Our position
is your opportunity.

Saskatoon - Western Canada

Eastern Manufacturers Limited

Manufacturers' Agents,

Saskatoon, Saskatchewan.

Cover Northern Saskatchewan completely.
The jobbing trade in Saskatoon, Yorkton,
North Battleford and Prince Albert is vis-
ited daily. We want to represent you in
this large and growing territory.

G. C. WARREN

Box 1096, Regina

IMPORTER, WHOLESALE
BROKER and MANUFACTURERS'
AGENT.

Trade Established. 15 Years
Domestic & Foreign Agencies Solicited

HOLLOWAY, REID & CO.

Cor. Vermillion Ave. and 5th St.

EDMONTON - ALBERTA

Importers and Manufacturers' Agents

We specialize in Biscuits and Candies
We are still open for a few good Agencies

W. H. Escott Co., Ltd.

Wholesale
Grocery Brokers

181-183 Bannatyne Ave.

Winnipeg, Canada

Branches Covering

All the Wholesale Centres in the West

WESTERN PROVINCES—Continued.

NORTH-WEST SPECIALTY CO.

Manufacturers' Agents

Cover Saskatchewan completely. All
large centres visited monthly. Open for
agencies for all kinds of Store Fixtures
and Specialties. Warehousing facilities.

Suite 109 Willoughby-Sumner Stock
Saskatoon, Saskatchewan.

WATSON & TRUESDALE

Wholesale Commission Brokers and
Manufacturers' Agents

WINNIPEG - MAN.

Domestic and Foreign Agencies
Solicited.

H. G. SPURGEON

WINNIPEG

Wholesale Broker and Manufacturers'
Agent

Canadian, British and Foreign Agencies
Solicited.

230 Chambers of Commerce.
P.O. Box 1812.

FRANK H. WILEY

WHOLESALE COMMISSION MERCHANT

and

GROCERY BROKER

757-759 Henry Ave., WINNIPEG

RUTTAN & CHIPMAN

WHOLESALE GROCERY BROKERS

and

MANUFACTURERS' AGENTS

Fert Garry Court, Main Street.

Winnipeg - Canada

JOHN J. GILMOR & CO.

Wholesale Manufacturers' Agents and Com-
mission Brokers

WINNIPEG, MAN.

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

SIMPSON PRODUCE CO. Winnipeg Man.

Will be pleased to discuss with agents or
manufacturers of Bakers', Butchers' or Grocers'
specialties, the introduction of their lines to
the Prairie Provinces—we go direct to the
trade or through the Jobbers.

Dealers in High Class Produce and Provisions.

Simpson Produce Co. 248-252 Princess St.
Winnipeg Man.

LEADLAY LIMITED

332 Bannatyne Ave.,
Winnipeg, Man.

Grocery Brokers & Importers.
"Eifel Tower Lemonade."
"Foster-Clarks Cream Custard."

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

Manufacturers' Agents and Brokers' Directory

(Continued.)

BRITISH COLUMBIA.

McLEOD & CLARKSON

Manufacturers' Agents and Wholesale Commission Agents

283-6 Cambie St., Vancouver, B.C.

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

O'Loane, Kiely & Co., Ltd.

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

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

C. E. DISHER & CO.

WHOLESALE GROCERY BROKERS AND COMMISSION AGENTS

CANNED AND DRIED FRUITS, BEANS, SALMON

Victoria VANCOUVER, B.C. Calgary

The CAMPBELL BROKERAGE CO.

Manufacturers' Agents and Commission Brokers.

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

857 Beatty Street Vancouver B. C.



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

In Tins and Glasses.

"Please ask for our offer"

C. F. STUHR & CO., HAMBURG.



Oakey's

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

'WELLINGTON'

KNIFE POLISH

JOHN Oakey & Sons, Limited
Manufacturers of

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

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**SHIP YOUR CARS TO
FERGUSON'S SIDING**

Cars continually loading for all cities in the West and Northwest.
Inland Revenue and Customs Bonds.

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We can give special attention to a few good agencies. Anything we handle we push
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ST. JOHN'S NEWFOUNDLAND
MANUFACTURERS' AGENTS
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Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references.
Cable address: "Macnab," St. John's.
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Mathieu's Nervine Powders



are recognized everywhere as a specific remedy in all cases of headaches, and they can be recommended by every merchant with perfect safety as an effective remedy. Don't lose trade by allowing your supply to run short.

If you don't know them, try Mathieu's Nervine Powders yourself at our expense as per coupon attached. Syrup of Tar and Cod Liver Oil is recognized as a safe and effective cure.

For all forms of colds Mathieu's

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

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BRAND
 THE SIGN OF PURITY

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

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

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

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

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

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



Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

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

SOLE PACKERS

SMITH & PROCTOR, HALIFAX, N.S.

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SOLE PACKERS

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A Seasonable Line

OUR NEW

**Sandwich and Salad
 Olive**

all ready for the table

**Pimento Stuffed
 Celery Stuffed
 Plain Pitted**

in salad form

Ask your wholesaler for this 8 oz. bottle.

Retails at 25c.

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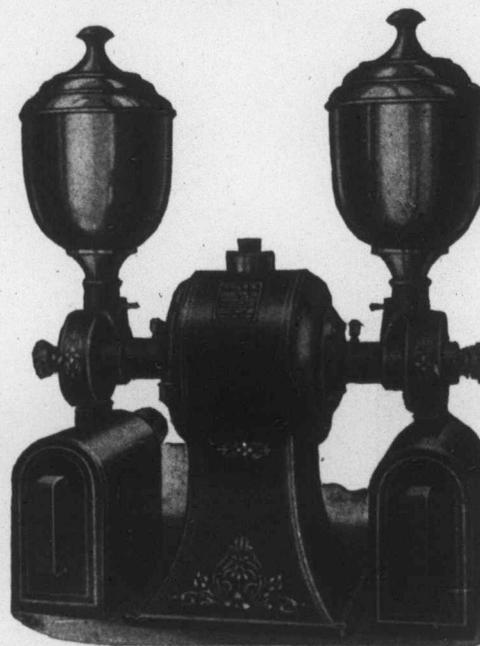
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**More Than Ever in a Class
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One of our 12 new models. Wouldn't it be a good idea then to look into the Coles? It ranks with the best and meets your price.

26 models of electric machines.

Makers of Hand Coffee Mills for twenty-five years.



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ADVANCE IN SUGAR

Tuesday's advance together with the big crop of fruit will create a big demand for sugar. Order well ahead and order

St. Lawrence

All orders shipped the same day as received

BUY
"Redona" and "Matador"
 SHELLED
ALMONDS
 The most popular amongst the Grocery and Confectionery Trades
COSMELLI & COMPANY
 Packers and Shippers of the well-known Red "C" and Red "B" Fruit Pulps.
 Monument Buildings, London, England

TEA LEAD
(Best Incorrodible)
 Buy **"PRIDE OF THE ISLAND"** Brand
 as extensively used for years past by most of the leading packers of Tea in Canada.
ISLAND LEAD MILLS Ltd.
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CECIL T. GORDON, MONTREAL

A ROYAL TEA HOUSE

The United Kingdom Tea Co. are now starting to open up Agencies in all Towns and Cities of Canada, with only ONE HOUSE in each place that will control this TEA. Apply now to Kirkwood & Sons, 176 Dupont Street, Toronto. U. K. TEAS are put up mixed and black, in 1/2 pound packets; each case contains 30 lbs. Terms 60 days, freight allowed on 5-case lots from stock in Toronto.

30 cent quality will cost you	24 cents
40 cent quality will cost you	28 cents
50 cent quality will cost you	35 cents

Figure your profits and compare with other Package Teas.

In one sense this may be said to be a Royal Tea House. The United Kingdom Tea Company, Ltd., London, England, hold Warrants of Appointment to H.M. King George V., and H.M. Queen Alexandra, H.R.H. the Duke of Connaught, and others of the Royal Family; and are, likewise, Tea Merchants to both the House of Lords and House of Commons. The Company's tea is regularly supplied in the hotels and restaurants of the London and North Western Railway Company, the Great Western Railway Company, the Great Northern Railway Co., and the Great Eastern Railway Co., in upwards of three thousand other hotels and institutions, in numerous clubs, colleges, schools and hospitals, and to many of the canteens and messes of the Army, as well as to thousands of customers all over the world. The directors are Messrs. C. E. Ayshford, C. V. Henderson, and J. H. Morphew, and the continued success of the house is primarily due to these gentlemen, supported, as they are, by a picked staff, like themselves, of practical men. A long list of gold medals and awards carried off at great exhibitions attest to the value of the Company's output. There are branches at Dublin and Bombay, and Continental depots at Paris, Vienna, Berlin, Milan, Bucarest, and Galatz, whilst agencies exist in almost every part of the civilized world.

PROFIT

There is more in **JAPAN TEAS** than any other kind. Con-
signments of new crop (owing to its excellent quality) are
picked up immediately on receipt of shipping samples.

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PURE STRAWBERRY JAM CHIVERS' QUALITY

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

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

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

FENWICK, HENDRY & CO.

Manufacturing Wholesale Grocers
KINGSTON, ONTARIO



**This is reason they buy
Glassco's Jams**

*If a man can write a better book,
preach a better sermon, or make a
better mouse-trap than his neigh-
bor, though he builds his house in
the woods, the world will make a
beaten path to his door.*

—Ralph Waldo Emerson.

**100% PURITY
100% QUALITY**

IN

Glassco's Jams, Jellies, Marmalade and Catsup

Skim Milk may be pure but the Quality is gone—

We are getting the cream of the business because we have *supreme quality*—no pulp used—nothing but the choice ripe fruit—preserved with perfect cleanliness and care

“Everyone is buying it—eating it.”

Try a small shipment—Satisfaction guaranteed or your money back.

GLASSCO-LIMITED

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Preserving Plant, Oakville, Ont. A complete stock kept in Winnipeg.

Messrs. H. W. Glassco & Co., Agents—Confederation Life Building.
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A CANADIAN INVENTION OF SUPREME
MERIT, THE BARR ACCOUNT REGISTER

You have been reading about it, see it for yourself.

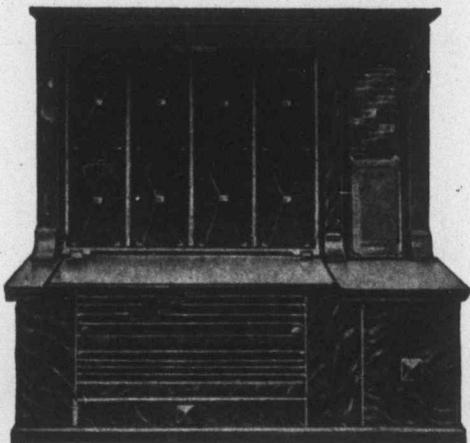
Manufacturers' Annex (Under grand stand)

It saves bookkeeping and posting.

It furnishes a statement to the minute for every
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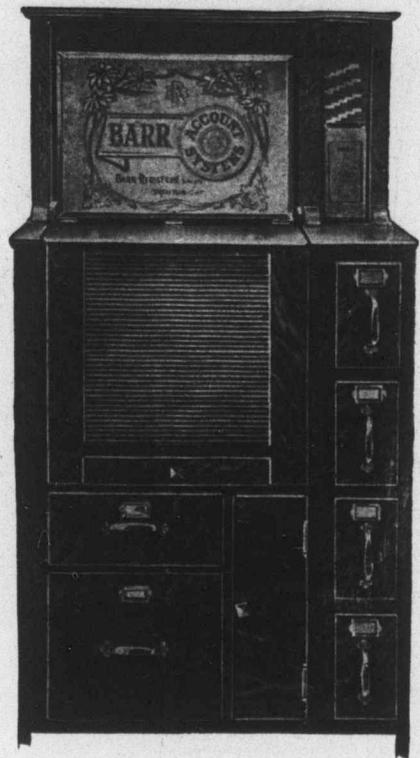
It Increases Collections

The mechanical construction of the BARR Regis-
ter saves money for the merchant because accounts
can be added at any time without buying a new
cabinet. Many exclusive features.



Manufactured exclusively by:

Barr Registers Limited
TRENTON, ONTARIO



**"Whether you have 100
or 1000 accounts there is
a style of BARR REGIS-
TER built to meet your
business requirements."**

If you can't come to the Exhi-
bition send the coupon. It will
pay you.

MAIL THIS COUPON

Barr Registers, Limited,
Trenton.

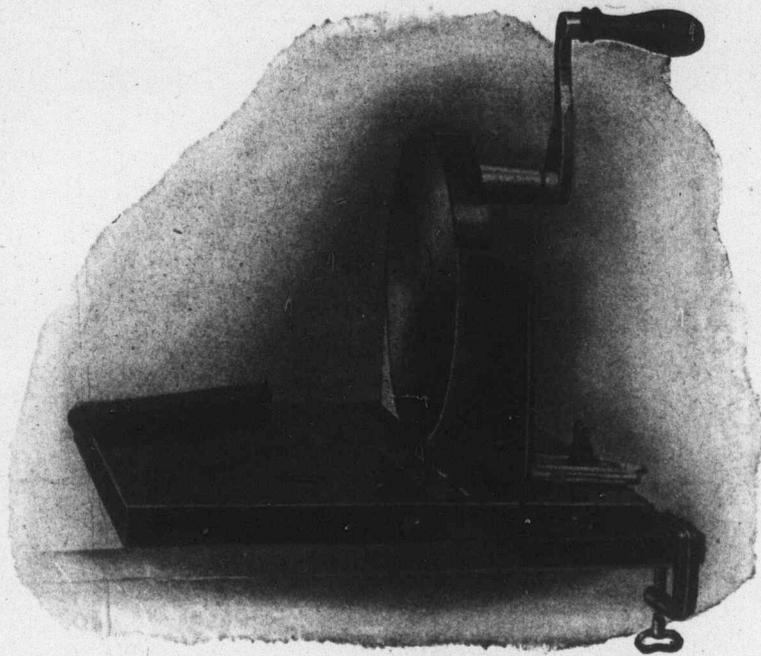
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We would like more information
about the Barr Account Register. How
will it save me money? This obligates
me to nothing.

Name

Address
(Can. Groc.)

Will Revolutionize Meat Slicing



THE LOWEST PRICED MACHINE MADE

Every grocer, large or small, can now have a meat slicing machine; in fact, none should be without one. It saves time, labor, money—the best investment you can have. The

IMPERIAL Slicing Machine

is the simplest in construction, the lowest in price, neat, easily cleaned, slices uniformly and gives more slices of bacon to the pound. It will do all that the highest-priced machine will do, and more, because it slices the end pieces, is noiseless, slices everything. Send postal to-day and learn the extremely low price of this machine. It is a wonder. Write now to any of the following:

W. G. Craig & Co., Ltd.

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Eby-Blain, Limited, Toronto, Ont.
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J. B. Renaud & Cie., Quebec, Que.
G. E. Barbour Co., Ltd., St. John, N.B.
Bauld Bros., Ltd., Halifax, N.S.
Codville Co., Ltd., Winnipeg, Man.
A. Macdonald Co., Ltd., Winnipeg, Man.
Jobin Morrin Co., Ltd., Winnipeg, Man.

Codville Co., Ltd., Saskatoon, Sask.
Codville Co., Ltd., Moose Jaw, Sask.
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White Swan

Goods

Build up store character. They are put up most attractively in sanitary containers. White Swan Products are composed of the purest and best ingredients, carefully selected and prepared by men who know how. They cost no more than inferior brands and they give the dealer better profit.

Order from your wholesaler or direct.

"Surety
of
Purity"

WHITE SWAN SPICES & CEREALS LIMITED

TORONTO

ONTARIO



EPSS COCOA

"THE BEST EVER SINCE 1839"

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

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

Write to-day—for YOUR share.

SAMPLES AND SPECIAL ADVERTISING FREE

JAMES EPSS & CO., Limited, LONDON, ENG.
25 East Front Street Toronto



Are you reaping profit on Paisley Flour?

the sure raising powder—which is in good demand by Canadian Housewives everywhere?

It makes home-baking and cake-making so simple and so satisfactory that every woman who once tries it is almost sure to become a regular and large buyer.

This certainty of future sales makes it well worth the grocer's while to recommend

"Paisley Flour"
The SURE raising powder.

and to display it prominently. Do you stock it? Are you taking a share of the liberal and regular profits it brings?

Canadian Agents:

HAMBLIN & BRERETON, Ltd.
149 Notre Dame Avenue, E., WINNIPEG.
510 Ninth Avenue West, CALGARY.
842 Cambie Street, VANCOUVER.

Proprietors:

BROWN & POLSON,
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L. & B.

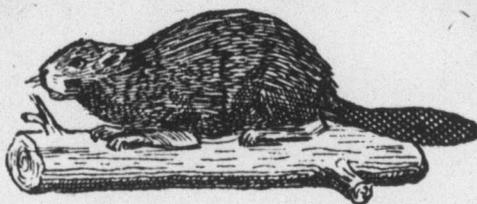
BANNER BRAND JAMS AND JELLIES

Stand at the very top for high quality, quick selling and profitability in fresh fruit products. Most aggressive dealers know that profitability in Jams and Jellies depends on certain essentials.

These are: delicious, fresh, full fruit flavored goods, the kind that makes repeats and sells at a moderate price. L. & B. Banner Brand fills these essentials to the letter. That is why they are so popular.

LINDNERS LIMITED

340 Dufferin St., TORONTO Phone Park 2985
Representatives—The Amos B. Gordon Co., Toronto; Watt, Scott & Goodacre, Montreal; H. D. Marshall, Ottawa, Ont.; G. A. Munroe, New Brunswick; W. H. Lyne Usher, Nova Scotia and Prince Edward Island; H. Donkin & Co., Vancouver; Western Office at Winnipeg.



"Beaver" Brand Finest Quality Valencia Raisins

are of a special fancy quality, and are sure to please the most particular of buyers. If you have not handled BEAVER—give them a trial this year.

Packed by MAHIQUES, DOMENECH & CO.
Denia, Spain

Agents:
ROSE & LAFLAMME, Limited
Montreal and Toronto



The business of the "SEALSHIPT" Oyster System's Canadian Branch has been taken over by us. We can fill all orders promptly for "SEALSHIPT" Oysters or equipment.

Seasonable Products

A long period of non-supply lends to the return of the seasonable product a zest particularly appealing to the discriminating taste.

This is probably more particularly true of oysters than of any other food product, especially owing to it returning at a season of the year when our appetites are more keen.

As a food, oysters have been endorsed by the highest known authorities. Last week we quoted Dr. Carl Alsberg, Chief of the Bureau of Chemistry of the U.S. Department of Agriculture. This week we are pleased to quote Dr. Julius Nelson, Professor of Biology, Rutgers College, New Brunswick, N.J., and Biologist of New Jersey State Agricultural College Experiment Station. Dr. Nelson has perhaps made as exhaustive a study along this line as any man in his profession. He writes as follows:

"Oysters are a good food. Oysters come nearer in composition to cow's milk than do most other meats, as all the four kinds of nutrients needed are present in good degree. Oysters have a larger excess of the flesh building substance relative to the other constituents than milk, so we 'balance the ration' by addition of starchy food and fats when eating oysters, thus securing a good meal at a cost that compares favorably with that when other meats are chosen. Oysters have some special points of advantage, among which the following:

- (1) The sea salts that they contain are useful in regulating and stimulating nutritional processes.
- (2) They are the tenderest of meats and easily digestible, and suitable even for persons of sedentary habits.
- (3) In addition to being easily safeguarded against accidental contamination, there is no oyster parasite known, that will live in the human system.
- (4) Oysters are clean feeders; they are practically confined to a selection of the beautiful little plants known as diatoms. I consider oysters a valuable and wholesome food.

The value of oysters as a food has not been appreciated. To obtain the best there is to be had will you not agree that you should deal with a concern that makes a specialty of the one thing they know best. Stock is arriving in good condition. We solicit your enquiries.

CONNECTICUT OYSTER CO.

"Canada's Exclusive Oyster House"

50 JARVIS ST.

TORONTO



It is the best possible value that capital, experience and enterprise can produce, resulting in a steady growing, resistless demand that ensures you a fair, actual and protected profit, giving satisfaction unbounded.

REMEMBER—every pound you sell advertises you as a dealer in—**QUALITY**.

“Salada” is never sold to peddlers or price cutters. This is the way we protect our customers.

“SALADA”

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

TEA

Get our special quotations and samples of

New Season's Japan Teas

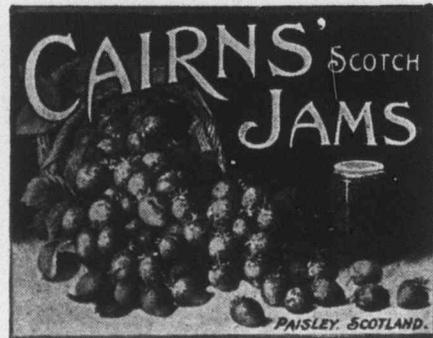
Quality very good and prices right.
 Also excellent values in

New Formosa Oolongs

Write us

JOHN DUNCAN & CO. - MONTREAL
 Tea Importers

Kindly mention
 this paper
 when writing
 advertisers.



YOUR CUSTOMERS WANT

pure foodstuffs. They are especially particular in this respect in fruit products, and for this reason you can not better satisfy them than by selling

CAIRNS' MARMALADES, JAMS and JELLIES

We want you to be thoroughly acquainted with every one of our many lines, and would therefore have you write us for full particulars.

DO IT TO-DAY.

By Royal Warrants of Appointment to
 HIS MAJESTY KING GEORGE V.
 HIS MAJESTY THE KING OF SPAIN
 HER ROYAL HIGHNESS THE CROWN
 PRINCESS OF SWEDEN
 and for 22 years
 TO HER LATE MAJESTY QUEEN VICTORIA.

ALEXANDER CAIRNS & SONS
 PAISLEY, SCOTLAND

Canadian Agents—**SNOWDON & EBBITT**,
 Montreal. **MCLEOD & CLARKSON**, Vancouver.

THE CANADIAN GROCER



KEEN'S OXFORD BLUE. The Blue that insures snowy white laundry and because of its strength, its use is the truest form of economy.

Recommend it to the new housewife, the older folks use no other.

FOR SALE BY ALL THE CANADIAN JOBBING TRADE

MAGOR, SON & COMPANY, Limited

403 St. Paul Street, Montreal

30 Church Street, Toronto

Agents for the Dominion of Canada

There is no doubt about it!

The Grocer who has a reputation for
quality-service
sells

BENSON'S PREPARED CORN
for Culinary Purposes

and

SILVER GLOSS STARCH
for Home Laundering

THE CANADA STARCH CO., LIMITED

Manufacturers of the EDWARDSBURG BRANDS

Montreal Cardinal Toronto Brantford Vancouver

Opening of Salmon Prices Much Below 1912

Reduction in Fraser River Sockeye Pound Talls is 92½ Cents on the Dozen and in Flats 85 Cents—The Lower Prices Will Mean Much Greater Consumption—Prices Below Those of Past Three Years—Some Comparisons Made.

The packers' and the retail prices on salmon were announced this week and as predicted in The Canadian Grocer are far below last year's figures; in fact, less than in 1911 and 1910 as well. For Clover Leaf and Horseshoe 1-lb. talls will be \$1.95 per dozen this year, as compared with \$2.87½ in 1912 or 92½ cents cheaper, an average of nearly 8 2-3 cents a can, or a discount of practically 33 1-3 per cent.

The 1913 price is 50 cents less than the 1911, and 10 cents less than 1910. The flats are 85, 42½ and 15 cents lower than 1912, 1911 and 1910 respectively, Northern River sockeye is 90 cents lower," red springs 70 cents, and cohoes 85 less than in 1912, while pinks are reduced 25 cents, to \$1.00, the parallel to which can be found only in 1909. In that year cohoes were 5 cents higher than this year, Red Springs 15 cents less; while the Clover Leaf and Horseshoe brands were 7½ less for talls; 5 cents more for 1-lb. flats, and 12½ cents less for ½-lb. flats.

More Salmon Will be Sold.

There is keen satisfaction — apart from the losses of the past year—in the trade over the sweeping reductions. It means, many of them think, the saving of the salmon business. When the retailer was forced to sell at 28 and 30 cents a lb., as he has been since last fall, the inevitable result was a large falling off in sales. The consumer apparently shook his head at that price and kept on buying meat, even on a rising market.

One wholesaler told Canadian Grocer that he believed the lowered prices would mean a doubling of last year's consumption all through Canada. If 20 cents is the general selling price of 1-lb. talls to the consumer, it leaves the grocer 3¼ cents, or nearly 20 per cent. margin on the selling price.

While the returns will not be in for at least 10 days it is generally estimated that the pack will in its total at least, be double last year's, some rivers reaching as high as a triple increase.

Below U.S. Prices.

Another gratifying feature from a Canadian point of view—the reverse of the situation last year — is that the prices are far below those announced by U.S. packers. The following is a comparison between the two, both sets of prices being f.o.b. coast:

	1913.	1912.	1911.	1910.
Fraser River Sockeyes—				
1 lb. talls, dozen	\$1.95	\$2.87½	\$2.45	\$2.05
1 lb. flats, dozen	2.07½	2.92½	2.50	2.22½
½ lb. flats, dozen	1.27½	1.70	1.55	1.30
Northern River Sockeyes	1.90	2.80	2.40	2.00
Red Springs	1.80	2.50	2.00	1.85
Cohoos	1.45	2.30	1.87½	1.55
Pinks	1.00	1.25	1.25	1.10

	B.C.	U.S.
Talls, case, 4 doz...	\$6.00	\$ 7.80
Flats, case, 4 doz...	6.50	8.00
Halves, case, 8 doz..	8.00	10.00

Not only the heavier runs and the larger catch, but the lower price paid to the fishermen were factors in the reductions this year, but from whatever sources, they will be welcomed by all classes interested in this wholesome item on the menu. Just this pinch of seasoning in the cup of joy: according to previous experiences the run this year is larger than those of the next three years will be as the salmon industry operates on a 4-year cycle principle.

A Four-Year Comparison.

Herewith is reproduced, as recalling interesting situations in former years, the comments of Canadian Grocer in 1910, 1911 and 1912 respectively, upon the announcement of the opening of prices:

On Aug. 18, 1910, Canadian Grocer said: "The catch of sockeyes seems to have been larger than was expected, but there is a pinched feeling in the lower grades. Pinks and cohoes, it is stated, are rather scarce. The fact that opening prices on 1 lb. talls is \$2.05 per doz., means that retailers will have to sell it at 20c. per tin anyway.

The 1911 Opening Prices.

The prices in 1911 showed advances over 1910 as great as those of 1912 over 1911. Canadian Grocer in commenting on the opening quotations on Sept. 7, 1911, said:—"Prices on new pack salmon, as expected are high and considerably in advance of last year. There can seemingly be no relief and steady prices are generally anticipated. The world's markets are bare of stocks, the pack this year has been small, and the result can only be a steady tendency. Sockeyes will have to go to the consumer at 25 cents per tin."

Up Again in 1912.

The next year, 1912, prices again

went up, to the highest point ever reached. Canadian Grocer on Aug. 7, 1912 said: "Prices are above last year and by quite a considerable amount, sockeyes in talls being \$1.50 per case above last year, flats \$1 per case higher, North River \$1.50 per case higher and cohoes \$1.25 per case higher. There is no change in pinks."

By looking over the above table of comparisons the whole four-year situation is seen in a nutshell.

THE CURRANT CROPS.

A circular letter from a Patras, Greece, currant dealer, shows that up to June 30 this year, 114,800 tons were exported as against 109,860 tons to same date last year, and 109,960 in 1911. The 1912 exports amounted to 155,000 tons. The stocks of 1911 crop on hand and in retention receipts last year were 8,000 tons making a total of 163,000 tons. The new crop, it is estimated, will be about same size as that of last year.

PEA AND BEAN CROPS.

The Department of Agriculture of Ontario gives the following estimates of the pea and bean crop productions for Ontario:—

Peas—177,303 acres 3,190,613 bush., or 18.0 per acre as against 221,524 acres 3,667,005 bush., and 16.6 in 1912. Average 19.2.

Beans—66,639 acres 1,201,005 bush., or 18.0 per acre as against 69,703 acres 1,182,132 bush. and 17.0 in 1912. Average 19.2.

S. H. Griffith, grocer and crockery dealer, Welland, Ont., has disposed of his crockery business to J. R. Sidley and will sell off his stock of groceries.

Country Merchants' Idea of Loss-off System

Explains Troubles He is Having Because When He Refuses to Pay for Rots He Is Told by Customers That They Can Dispose of Them Elsewhere—Two Instances of Loss of Trade—He Suggests Two Courses.

"How can the country merchant purchase eggs from the farmer on the loss-off system when buyers of wholesale and commission houses send out men to farmers' markets who buy by the dozen without reference to quality?"

Here is a question put by an Ontario general merchant to The Canadian Grocer recently.

He maintained that the system now in vogue is most unfair. Commission houses insist on the merchant being paid for shipments on the loss-off plan which makes it absolutely necessary for him candling the eggs he buys from the farmers and paying them according to quality. To this he has no objections to offer, "but," he added, "these houses send out their egg buyers to the farmers' markets, who bid against one another and buy up all the available eggs at so much per dozen without candling them.

Trade Being Lost.

"As a result we are losing trade. If the farmer's wife can sell all her eggs, rotten or good, she is going to do so. We cannot buy from her on this plan because she won't sell us. We have no market in our village, but in surrounding towns and villages there are a number. Our customers openly tell us that they take their eggs to these markets because buyers there take everything without question."

This merchant cited a case showing how the new system is affecting the merchant who buys eggs from the farmer.

"Put Them All Back."

"Not long ago," he said, "a farmer's wife brought in a basket of eggs to the store. I took them downstairs, candled them and pointed out that there were a dozen and a half rots. I then told her how much I was giving for eggs.

"Put them back in the basket," she ordered at once, "I can sell them."

"I pointed out as carefully as possible that we had been compelled to buy eggs on the loss-off system now; that I had candled them and found the dozen and a half bad.

"Put them all in the basket," was the reply.

"But Mrs. ———," I said, "you have been a customer of ours for a long time and I do not want to do anything to offend you. But you can see how we are going to lose if we pay you for the bad eggs. We only get paid for the

If the country merchant must sell his eggs to the commission man on the "loss-off" basis, should the commission man not insist on the same system when his buyers purchase direct from the farmers? Is the egg trade going to be placed on a better basis if the commission man insists only on the loss-off system from the merchant?

These are two questions asked by a country merchant in this article. He is now losing customers when he declines to pay for rotten eggs because his customers have a market for them elsewhere. Let us have your opinion.

goods ones. I also showed her the booklet issued in the interests of good eggs to which The Canadian Grocer has referred.

"Put them back in the basket."

"I next took her down cellar, showed her how we candled them and drew her attention to the spots in the bad eggs she had brought.

"Put them all back in the basket, I can sell them," was the answer.

"But," I protested, "you surely would not knowingly want to sell bad eggs, would you?"

"Put them back in the basket," she very emphatically demanded and of course I had to do so, and I've lost her trade. She no doubt went to some other market.

Can Sell Bad Eggs Elsewhere.

"The other day," added this merchant, "a woman came into the store who used to be a customer but whom I had not seen in two years.

"I asked her what the reason was. She replied that she could get more for her eggs at the market in ———, and that anyway over there they did not take out the rotten eggs but accepted and paid for everything. There was, you see, another customer gone through our efforts to put the egg trade on a better basis.

Two Proposals Suggested.

"It is my contention," added this merchant, "that wholesalers and commission men should either let all eggs go through our stores to them or that they purchase from the farmers on the loss-off system the same as we do. The present system is wrong. Any good work we may do is spoiled by farmers

being able to sell all kinds of eggs to wholesale buyers without fear of having rots count against them."

Here is an interesting subject for discussion. What do others think of it? Send us your opinions.

NORWEGIAN SARDINES SCARCE.

Catch Is Light and Canneries Have Been Paying High Prices.

Toronto, Aug. 28.—H. Gilbert Nobbs, manager for Holbrooks, Limited, has recently returned from a trip to the Old Country, including Norway, and he states that there is quite a shortage in the catch of sardines there.

"At the time I left Norway," he states, "about the middle of July, although the summer season was then well advanced, 'brisling,' which is a Norwegian term for sardines, were exceedingly scarce; in fact, practically no summer fish had been caught, and fishermen were returning home in disgust, and canneries were practically idle.

"Since I left Norway conditions have become worse, and packers are reported to be paying three times the usual price of fish.

"Buyers on this side must expect to pay higher prices in consequence of this unsatisfactory state of the summer season, that is if their trade demands summer caught fish, which is the best quality.

"In regard to the second grade or winter caught fish, the Norwegian Canners' Combine, a strong organization, have fixed a minimum price, which will be higher than that obtained last year."

The summer fishing season will continue about another six weeks, so there is still a possibility of fish becoming plentiful; but as the season is now so near the end, Mr. Nobbs thinks that short supplies and high prices are bound to prevail.

THE BEST MEDIUM.

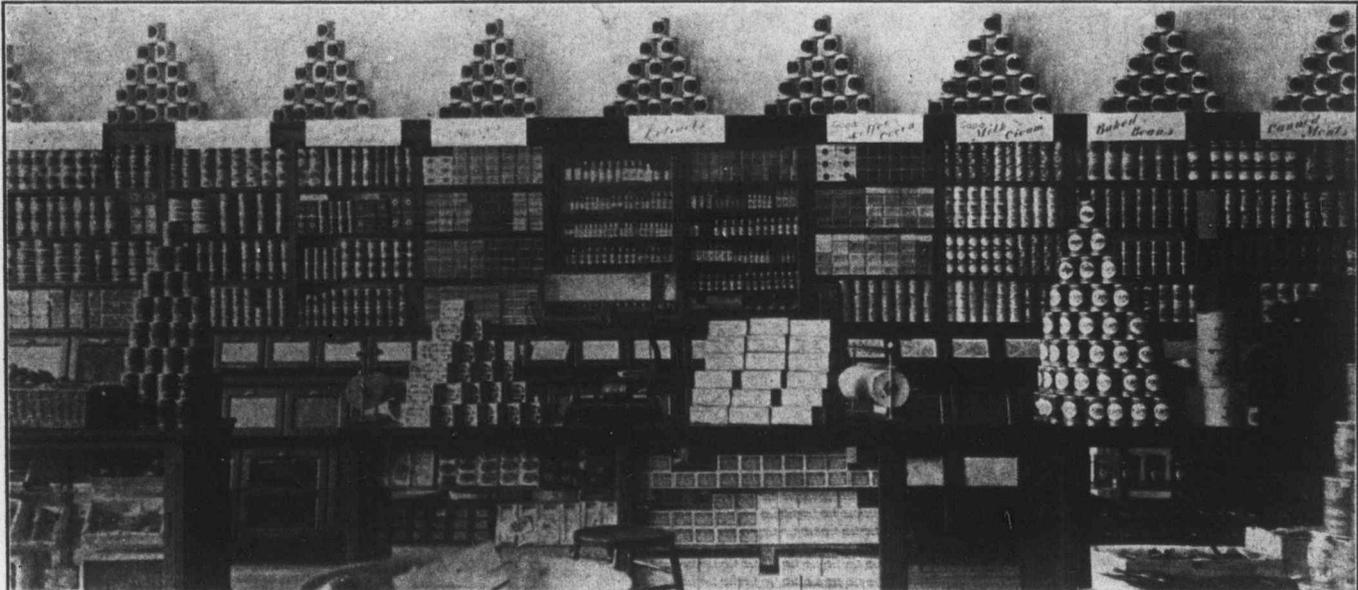
MacLean Publishing Co.

Gentlemen,—Enclosed please find \$1.00, for which kindly send me The Canadian Grocer for six months.

By the time this expires I hope to be back at the groceries, and will certainly renew my subscription, as I believe you have the best medium for getting and keeping in touch with this line.

Commence with this week's issue.
A. E. WILLIS,
24 Pauline Ave., Toronto.

Modern Fixtures as Business Builders



An interior view of the store of Cain Bros., Yarmouth, Ont., in which up-to-date fixtures have helped greatly in increasing trade.

A photograph of one section of the store of Cain Brothers, Yarmouth, N.S., appeared in *Canadian Grocer* several months ago. The one given above illustrates several additional points that are well worth reproducing. One of the strong attractions of the store is the completeness of the fixtures. The patented pivoted bins are noticeable in several places. These are great assistants for displaying goods, and the concise arrangement is found by Cain Bros. to be a great saver of space.

The trimness of the whole store is one of the outstanding features, on the shelves and above them, and around the counters and below. A photograph of the rear end shows a glass cabinet for cured meats and a special stand for cutting. A coffee grinder and computing scales are other useful parts of the equipment. Another good idea is the set of cards along the top of the shelves cataloging the goods to be found below. For example, the titles include canned fruits, canned fish, baking powder, spices, extracts, coffee and cocoa, milk and cream, baked beans, canned meats, etc. This has the three-fold advantage of ensuring an orderly arrangement, of enabling the clerks to pick out articles without a moment's delay in searching, and in addition, acts as a valuable suggestion to customers.

Up-to-date fixtures and an attractive store are appreciated by their customers, the firm believes. "We have had to keep at it, and stick to it, watch our stock and try to please our customers," is a summary of the business principles of Cain Bros. The first year after they remodelled their store the business was increased by \$12,000—a phenomenal increase for one year. Cain Bros. attribute this greatly to the installation of the new bin fixtures for display purposes and other modern fixtures.

The CANADIAN GROCER

Established 1886.

Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING CO., LIMITED

John Bayne MacLean - - President

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TORONTO, AUGUST 29, 1913

PROBLEMS OF THE MARITIMES.

The Maritime Board of Trade, whose annual convention is covered at some length in the present issue, furnishes convincing evidence of a vigorous and wide-awake condition. The topics that occupied its chief attention revealed a unity in thought and action that should lend a tremendous weight to its resolutions and the campaigns that will be the outcome of its deliberations. The arguments against the recent increase in freight rates on the I.C.R. were ably put forward, and will uphold the hands of the Federal representatives from the three Provinces in their fight at Ottawa. It is curious enough that in the widespread discussion over the action of the Federal minister, there has appeared a general disposition to allow the Eastern provinces "to make good," if they could, in their protest to the Government, without any concerted opposition from the other members of Confederation.

That the members are keeping pace with modern developments in education was clear in the discussion of the resolutions calling for an extension of technical and agricultural education, and reforms in the existing system of taxation. There was noticeable a tendency to reject extreme views in both instances and to direct their forces along lines that promised definite and immediate results. Nor should mention be neglected of the generous spirit displayed towards alleviating the peculiar disabilities in transportation under which the Province of Prince Edward Island has long labored.

The notice of motion for the appointment of a Council as an advisory and executive board, that would meet regularly, should add an element of cohesion as well as a more efficient organization to the entire association, and assist in making the Boards, individually and as a corporate body, an active force throughout the whole year.

The Maritime Board has an ambitious programme before it for the new year in promoting legislation along lines of an increase in I.C.R. branches, a movement to attract immigration to the Provinces through a London office of the railway: the development of technical education: the readjustment of freight and passenger rates, and taxation reforms. But with the co-operation of such men as the retiring president, Matthew Lodge, the new

president, E. T. Higgs, and others of the present executive, a marked advance in these directions should form the occasion for a satisfactory report when the convention of 1914 meets in Summerside, P.E.I.

THE SALMON SITUATION.

It is some time since an announcement of new prices has created so general a feeling of satisfaction in the trade as has the new schedule of British Columbia salmon. If the old stock had only been moved out by every grocer, the satisfaction would have been complete.

That the prices would be much lower than in 1912 was admitted, but that 1911 and even 1910, each in turn lower than the succeeding year, would be beaten, was too good even for hoping. To parallel the 1913 quotations it is necessary to go back four years, and even some of the 1909 quotations were higher than this year's. This is the more remarkable, as, with few exceptions, prices have advanced steadily in the four-year period, with the producer usually the gainer by a handsome margin.

An estimate made this week, that the sales under the reduced schedules would aggregate double those of last year, is not likely to err on the side of optimism. That the demand dropped steadily was not the fault of public taste but evidently too steep prices. The removal of the price handicap will restore to the can of salmon much of its old popularity.

A LONG DELAYED SERVICE.

For many years a more efficient steamship service has been talked of between Canada and the British West Indies. The Canadian Government time after time has been approached to render assistance in the matter and travelers to the Islands have strenuously advocated it for years, yet nothing has been done.

When the new reciprocal arrangements with our sister colonies were made last spring, it was hoped the improved steamship service would come soon. But it is still far distant. Business men on the Islands fear it will be a long time into the future when it does arrive, and are beginning to think the reciprocity deal is not going to be the benefit they had expected.

The time is certainly here when the Government of Canada should take action. British West India merchants are not going to do business with Canadians unless they can get the goods in a reasonable time. They will buy from a country where the service is more efficient.

The time for the Government to act is now. All those who are interested in a better steamship service should remind the Trade and Commerce department of its duty.

THE CO-OPERATIVE MOVEMENT.

Dispatches to the newspapers tell of an address delivered by Earl Grey before the International Co-operative Alliance in Glasgow, Scotland, on "co-operative" societies in which he commended the principles adopted by these societies.

When Earl Grey was in Canada as Governor-General his inclinations in this regard were well known. He supported the movement, indirectly if not directly, and lent his moral support in the attempt to pass special legislation dealing with co-operative societies in this country. It was, however, an open secret—if a secret at all—that he was financially concerned in the Old Country

movement and that he had good reason to be interested in the one in Canada.

There is, however, one point in the reasoning of these so-called "co-operators" which is hard to reconcile. When they organize in the first place, they want to purchase through the wholesaler or manufacturer. They cannot live unless they do. But just as soon as their legs become sufficiently strong—if they ever do—they immediately throw overboard their "life preservers" and become wholesalers and manufacturers themselves. Is there any honesty or "each for all and all for each" in such a thing? What individual would be called an honest man if he were to follow such a course? It is like the son who disclaims a dutiful and loving mother who has reared him to manhood.

In a country like Canada, the retail merchant is the pioneer. He is found in the forefront of all advances into unexplored regions. He is the backbone of any town, city or community. He pays more taxes than anybody else. He is one of the mainstays in civic, educational, and decorative advancements. No matter how many "co-operative societies" we may have, he will always exist. He will sell staple goods as cheap—service considered—as any "co-operative" store, if not cheaper.

In the face of these facts who can explain this most wonderful "co-operative" movement that is set forth as a panacea for all our ills?



TEA OUTLOOK NOT BRIGHT.

The tea trade in England as in Canada would appear to be in a serious condition owing to the supply not keeping pace with the demand and prices advancing so steadily that the packers have an awkward problem to face.

In a statement to Canadian Grocer this week, P. C. Larkin, of P. C. Larkin & Co., Toronto, who has just returned after a three months' visit to England and the Continent, declared that "Conditions in England are in a very bad state indeed; very much the same as in Canada." Markets were going steadily up, but there was practically no advance in prices to the consumer. The consequence was that in packet teas, packers made little money and were probably losing money. Then the dealers selling in original chests to the retailers, were in anything but a prosperous state, he said. While Mr. Larkin was in London, one of the largest firms was said to have closed up that part of their business altogether. There would appear to be a poor outlook for money-making in the near future, he maintained.

He added that there was a greatly increased demand for Indias and Ceylons the world over, but an immense acreage in Ceylon, Southern India, Java, etc., was being taken up by rubber plantations, which were crowding out tea gardens to a certain extent and diverting capital.



LINCOLN NOT A MERCHANT.

Abraham Lincoln was a smart man. His is a commanding place among the heroes of history. He was a master of statecraft, he was learned in the law; he understood humanity and sympathized with it.

Yet he didn't know how to conduct a store.

He tried it and made a flat failure.

New Salem, Ill., was the place where he failed to make good. He and another man tried to run a general store and sawmill. Lincoln loved books and his partner loved liquor.

The partner believed in keeping the stock moving. So he tried to drink all the whiskey they had in the store. This policy kept the whiskey stock down and the investment in other lines up. Lincoln was busy with his studies, and couldn't "get" the store proposition, somehow. Soon the business went on the rocks.

Lincoln was man enough to steer clear of bankruptcy, and was years in paying the debts his firm incurred. He gained the name of "Honest Abe," but proved to all that he knew nothing about running a store.

He was a smart man, a great man, but he got started in the wrong place.

Many another merchant is like Lincoln in his inability to get on friendly terms with a store. Some of them would make a success farming, running a bank or being president of a railroad. But at the helm in a store, they are out of their element. It is the men who are adapted to merchandising life who are making the successes.



EDITORIAL NOTES.

If you want honey this year, you must have money.



Get ready for the oyster and fish trade during September.



Theatre bills in the window may help the show, but not the grocer.



"Each for all, and all for each," is a good motto when founded on fair, honest principles.



Let the retailer deal with manufacturers with a reputation and then he will not be caught with adulterated pepper.



An "Oyster Week" is going to be held in the United States and Canada from Oct. 20 to 25. Everybody will be thinking of eating oysters.



Salmon prices are out, so the trade may settle down again for a while to wait until corn and tomatoes have chipped the shell.



If only the retailer's and wholesaler's shelf and warehouse had been clear of salmon, the happiness would have been complete.



Oyster growers are going to help the retailer greatly by the inauguration of an Oyster Week. This will undoubtedly increase the interest in the bi-valve, and hence, the sales.



A meeting of business and professional men, such as the Maritime Board of Trade Convention cannot fail to do good. One gets a broader aspect of things in general at such a gathering.



It is said the recent dry weather caused a loss in production of cheese in Ontario of 17,000,000 lbs. At 13 cents this would mean \$2,210,000. In the 880 factories in Eastern Ontario, the falling off was about one cheese or 80 pounds per day.



Preserving season window made by Welland, Ont., dealer. General merchants should find a display of this character beneficial just now.

Pushing Requisites for Fruit Preserving

Combined Grocery and Hardware Store Shows Selling Trim of Sugar, Sealers, Rings, Kettles and Jelly Tumblers—Nothing Displayed Outside to Attract Flies.

O'Neal's—Groceries and Hardware, is a familiar combination in Welland, Ont., where the head of the firm, J. S. O'Neal, has been in business for 36 years. It is a large store on the main street, and with two wide windows and plenty of room inside. The two departments are kept well separated. The one Mr. O'Neal has found works into the other, and results in an increase of business for each. From a bookkeeping point of view Mr. O'Neal has not found it necessary to keep distinct accounts of the two departments, although he believes that if this could be worked out conveniently it would be advantageous. As it is, store orders are taken down for both on the same check, and the telephone business is conducive to this also.

Display of Preserving Needs.

The accompanying illustration is a good example of Mr. O'Neal's idea of window dressing. The central idea is a supply for preserving needs, and a more complete display could hardly be im-

agined. Two large bags of sugar stand in the centre. This bag is one of the favorite choice of window dressers, along with packages, in preference to the smaller paper bags, probably as it gives a better impression of "bulk"—as if the consumer would not find 100 lbs. too much. Ranged on either side are the glass sealers in packages of a dozen, ready to forward to the customer at once. Immediately in front and at each side of the window are jelly or jam glasses, which, with the preserving kettles in front and spoons, constitute the "hardware" element of the display. These additions to the usual type, particularly the kettles, carry on the idea of preserving one stage further, and may be said to supply the missing link between the sugar and the sealed jars. The accessories, such as rings, loose and in package form, add to a well thought out picture. If in all this the window trimmer had included cards with prices marked clearly on them

and a general show card calling attention to the preserving season, the whole presentation would have left little to be desired.

No Foodstuffs Placed Outside.

Fruit season and all that it means; Mr. O'Neal does not believe in exposing anything outside his store which will attract flies. In this he includes fish as well as sweet goods. Flies he considers as the poorest kind of "drawing" quality.

Opinion on Half Holidays.

The weekly half holiday has been a troublesome question in Welland. Mr. O'Neal's choice is to cut it out if by so doing the grocers can arrange to close up by six o'clock each night except Saturdays. For years after starting business he worked from 6 a.m. to 10 p.m.; after a third of a century he thinks 7 a.m. to 6 p.m. is quite sufficient. In the evening he prefers to drive with his family and forget business.

Current News of the Week

Quebec and Maritime Provinces.

Jean Gilbert, grocer, Montreal, died recently.

J. R. Simpson, of Chase & Sanborn, is holidaying at St. Johns, Newfoundland.

J. E. Hawkins, of D. Hatton Co., Montreal, is attending the Toronto Exhibition this week.

J. S. Brookfield of West India Co., Ltd., Montreal, P.Q., is spending his holidays in the Adirondacks.

W. E. Forbes, frozen fish dealer of Richibucto, N.B., is attending the rifle matches in Ottawa this week.

J. D. Irving Sr., of Buctouche, N.B., is at present attending Toronto Exhibition, and will proceed from there to Chicago before returning.

W. H. Halford, Canadian manager of Furuya & Nishimura, has just returned from a few days' cruise as far as Burlington, Vermont.

H. P. Cassidy, manager of the Montreal branch of the Canadian Cereal and Flour Mills, Ltd., was in Toronto over the latter part of last week.

E. M. Walcott, of the West India Co. Canadian branch, Montreal, leaves this week for Demarara, South America, where he will again take up his duties with the same company.

Letters patent have been issued under The Companies Act of Canada announcing the formation of Wm. Clark, Ltd., (formerly Wm. Clark) manufacturers of canned goods in Montreal.

The fishing industry in British Columbia is now becoming so well organized that the B.C. Packers Association consider it unnecessary to send their representative, Geo. Cassidy, East this season.

The Canada Gazette announces the organization of a new company known as the Autographic Register Co., of Canada. It will manufacture credit registers, loose leaf devices, etc. Head office will be in Montreal.

Chas. Chaput, president of Chaput, Fils & Cie., Montreal, has just returned from a six weeks' holiday at Old Orchard Beach. Emile Chaput, assistant general manager of the same firm, has also returned from a trip by motor through the Eastern States.

Ontario.

Robt. Stuart, an Ingersoll, Ont., grocer, passed away recently.

Thos. Robertson, grocer, Peterborough, Ont., has sold his business.

The Herendeen Flour Co. with head office in Toronto has been formed.

W. B. Sparling & Co., wholesale gro-

ONTARIO BEAN CROP.

One Dealer Estimates Crop This Year at Million Bushels.

Chatham, Ont., Aug. 27.—(Special)—That the Ontario bean crop for 1913 will come pretty close to \$1,000,000 bushels of saleable beans is the opinion expressed by N. H. Stevens, president of the Canada Flour Mills Co. and one of the leading bean dealers in this district.

"After a pretty careful examination, as far as I could get around among the bean fields, and with careful enquiry, I think our acreage of beans is not quite so large as last year," stated Mr. Stevens in the course of an interview. "Probably twenty per cent. of our beans have been damaged, some by heavy rains and others by some insect working on the roots of the beans and turning the leaf yellow; and the beans affected in this way will not produce much. The balance of the crop is in good condition and with favorable harvest weather we should have a good average crop of very good beans.

"The recent showers have helped the beans a good deal, and we think the pods will be a very good length and well filled. This, with good harvest weather, will give us much better quality than we have had for the last few years."

cers, Lindsay, Ont., have sold to J. E. Adams.

The Toasted Corn Flakes Co., London, Ont., held a reception last week to Londoners and visitors in the city. They were shown through the new factory of the company.

Thomas Henry, of the Red Front grocery, Hespeler, Ont., suffered the loss of a fine sorrel mare valued at \$150 the other day, when the animal got loose and over-fed from the oat bin.

W. J. Pattison, Wingham, Ont., who has for a number of years been engaged in the grocery and flour and feed business in Wingham has transferred the business to Marshall Bell. He will continue to live in Wingham.

It was announced in last week's Canadian Grocer that the Grocers Section of the Retail Merchants' Association, Ontario Branch, would hold a convention on September 3 in Toronto. Treasurer N. C. Cameron states that this has been cancelled owing to the fact that the secretary, E. M. Trowern, who is in Western Canada, will not be able to get back until after the Exhibition.

Western Canada.

D. M. Braden, grocer, St. James, Man., is succeeded by Bernie & Chapman.

A. D. Nicholson, of Moose Jaw, Sask., has purchased the grocery business carried on by J. Parkhill, 80 Home St. Mr. Parkhill is retiring from the grocery trade.

Calgary Flour Mills, Limited, is the name of a new concern recently organized with head office in Calgary, Alta.

Kent & Brown, who sold their grocery business in Moose Jaw, Sask., some time ago in order to build larger premises, have changed their mind for the present and re-opened a new grocery in their old stand.

ADULTERATED PEPPER AGAIN.

More Fines Registered Against Retailers—An Easy Way Out.

Ottawa, Aug. 27.—For selling adulterated pepper, nine local merchants have been fined. These dealers were charged with selling pepper as pure containing foreign stone cells and wheat.

Each was assessed \$5 and \$2 costs, making a total of \$63. There was also an item of \$27 for government analysis which had to be paid, although each defendant stated that he bought the pepper as pure.

FIVE DOLLARS AND COSTS.

Ingersoll, Ont., Aug. 27.—Two grocers here were fined \$5 and costs last week because they were alleged to have sold pepper as pure which was adulterated with pepper tissues and foreign stone cells. The fact was clearly established that the defendants knew nothing whatever of the adulteration of the pepper. It being just as they had purchased it, and they were considered blameless, but the magistrate had no course to follow other than to find them guilty under the adulteration Act.

Editorial Note.—The Canadian Grocer has frequently in the past referred to this matter of adulterated pepper and has pointed out how fines could be avoided. No reputable manufacturer would sell impure spices as pure knowing them to be impure, so where there is a doubt whatever a warranty should be secured from the manufacturer stating that the goods are pure. This is a very simple matter and if watched carefully there will be no occasion for fines.

ASSOCIATION NEWS

The merchants of Sutherland, Sask., have organized. The officers are:— Pres., H. J. Garner; 1st vice-pres., F. A. Creasy; 2nd vice-pres., M. J. Becker; treas., O. D. Bowlby; sec., H. J. Beveridge, and two additional executive members not in office, C A. Fleming and A. J. DeWolf.

Secretary W. C. Miller, of the Ontario Retail Grocers' Association states that the Ontario grocers will this fall present the petitions re amendment to the present Garnishee Law and the Scale Inspection Act to the Ontario and Ottawa Governments. Many signatures have been obtained to each petition and the officials hope to present strong cases to both premiers.

Officials of the Retail Merchants' Association, Ontario Division, report the organization of several new branches. These include Welland, Niagara Falls, Simcoe, Tilsonburg, Paris, Milton, Georgetown and Owen Sound. Organization work all over Canada among retailers seems to be going ahead faster than ever and a brighter future is predicted for the retail trade.

The officers of the Welland branch of the R.M.A. are:—President, F. N. McConnell; 1st vice-president, Blake L. Booth; 2nd vice-president, A. Many; treasurer, W. T. Britton; secretary, G. T. Wright.

Niagara Falls officers:—President, F. H. Taylor, grocer; 1st vice-president, F. Anderson, tailor; 2nd vice-president, Geo. W. Serles, grocer; treasurer, C. W. Doan, men's wear; secretary, H. C. Patterson, hardware, etc.

The merchants of Enderby, B.C., have formed a Retail Merchants' Association with the following officers:— J. E. Crane, president; A. Reeves, vice-president; H. G. Davies, secretary-treasurer. The membership fee was placed at \$1.50 per month.

The objects of the association are set forth as follows:—

“In order to foster and maintain a permanent social feeling among the merchants of Enderby; to obliterate distrust and inspire confidence among the members of the trade; to correct excessive and unmercantile competition; to remove by concert of action such evils and customs as are against good policy and sound business principle, whether it

be cutting of prices, selling of the wholesale house at retail, improper house-to-house peddling; the distribution and consumption of adulterated and unwholesome goods, the use of fictitious labels, the use of dishonest weights and measures, or whatsoever the evil may be; to disseminate useful information; to watch and influence legislation towards the better protection of our capital; to assist our members in collecting delinquent accounts; to encourage the observance of the Sabbath and all legal holidays, and to attain the results which experience has proved are not attainable by individual or divided effort; for these reasons we hereby resolve ourselves into an organization to be known as the Enderby Retail Merchants' Association.

DON'TS.

Don't expect Opportunity to come to you with a letter of introduction.

Don't trust to luck. Nine-tenths of the people in the world guess wrong.

Don't place too much confidence in appearances. Many a man with a red nose is white all the way through.

Don't buy your friends. They never last as long as those you make yourself.

Don't greet Misfortune with a smile unless you are prepared for a one-sided flirtation.

Don't make good resolutions unless you constantly carry a repair kit with you.

Don't fail to have an object in view. Many a man leads such an aimless existence that he could fire at random without hitting it.—Lippincott's.

THE VALUE OF RICE.

A Philadelphia merchandise broker is distributing cards with the following appeal, in an effort to increase the demand for this year's surplus rice:—

Join the Rice Hungry Club.

Rice cures dyspepsia, indigestion and their various attending evils.

Rice and Beans and other Legumes form a perfect food.

Rice and buttermilk will prolong your life.

Rice should be eaten by nervous people.

Rice is prescribed for stomach troubles.

Rice is the most nutritious cereal.



A HINT TO THE TRAVELLER.

The grocer who provides rest chairs for his customers likes to keep them clean and in good shape.

Reciprocity in Tea

For 18 years the trade relations between the retail grocery trade of Canada and Red Rose Tea have been broadening and strengthening. The foundation of these relations is the high quality of the tea. That quality makes Red Rose a standard of quality among tea experts. To a tea expert "As good as Red Rose" means as good as money can buy.

Your trade and ours in Red Rose has been built up on this foundation of quality. We appreciate fully the co-operation and good will of our customers, and have sought, by every means in our power, to strengthen the mutual relations between the trade and Red Rose Tea.

We are firmly convinced it will pay YOU to sell more Red Rose Tea; to display it, and recommend it to your customers. You will sell more tea.

Red Rose Tea

"is good tea"

Branches—
Toronto,
Winnipeg and Calgary

T. H. Estabrooks Co., Limited
St. John, N.B.

The Why and the Wherefore

of superiority in soap lies in one test—that of purity

ASEPTO SOAP POWDER

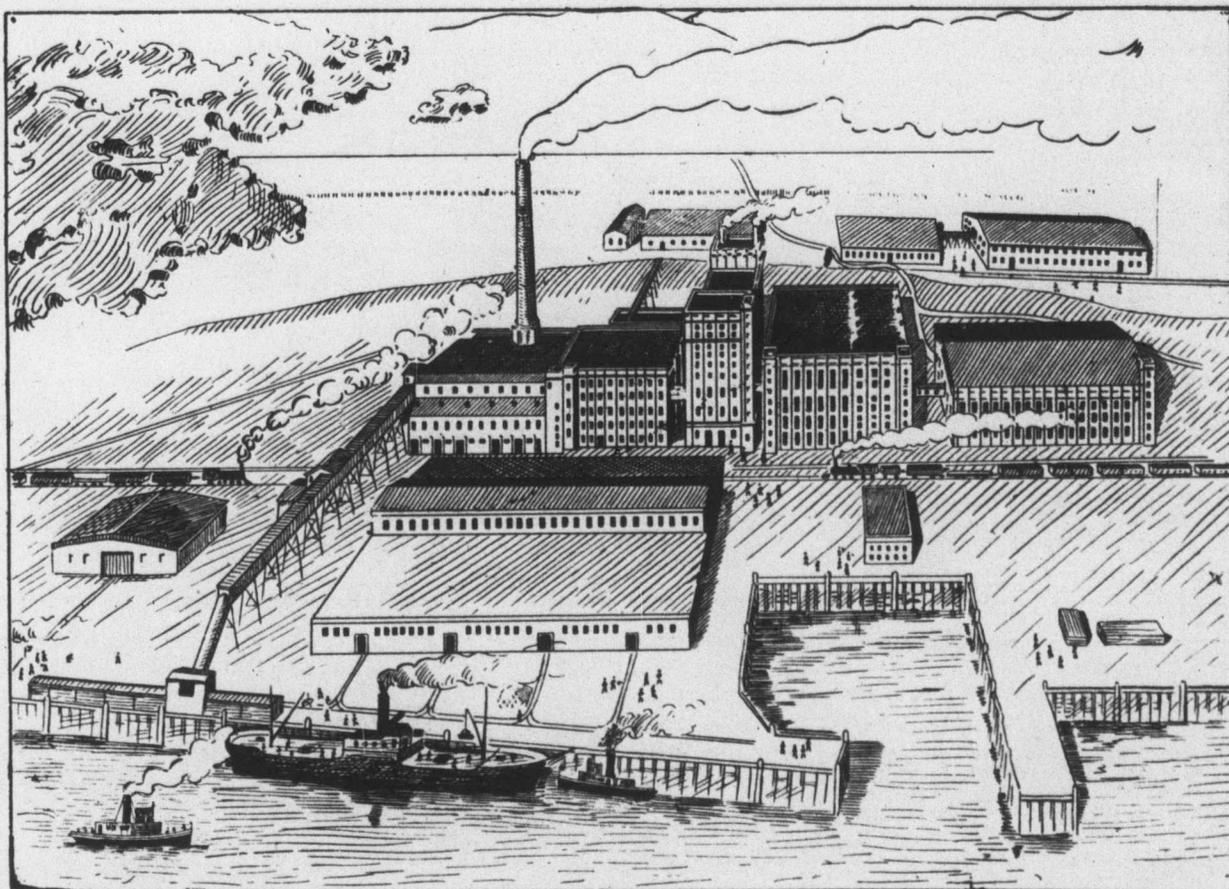
"The Enemy of Dirt"

qualifies A1 in this respect, and is, moreover, a very economical soap. An introduction of "Asepto" into any household means constant repeat orders.

Order from your jobber.

ASEPTO SOAPS, Limited St. John, N.B.

SUGAR.



Our New Refinery Plant at Woodside Capacity 2,500 barrels per day

We refine solely from the highest and best grades of West India Cane Sugar. When our new "Woodside" Refinery is completed we will have a capacity of 4,100 barrels of sugar per day

The Acadia Sugar Refining Co., Limited, Halifax, N.S.

C. E. Barbour Company, Limited

WHOLESALE GROCERS

IMPORTERS AND DEALERS

Sugar, Molasses, Fish, Flour, Provisions, Dried Fruits and Nuts, Staple and Fancy Groceries, Teas, Coffees, Spices.

WHOLESALE DISTRIBUTORS:

"Gold Bond" Canned Goods	Renaud's Macaroni
"Goodwillies" Fruits in Glass	Price's Macaroni
"Hartley's" Jams, Marmalade and Jelly Tablets	Gaillard's Olive Oil
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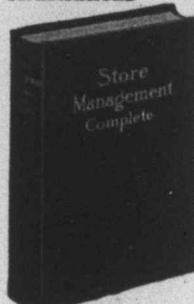
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Street scene in Newcastle, N.B., where the convention was held.



Fountain in the Public Square in Newcastle.

Maritime Board of Trade in Session

Business Men of Eastern Provinces Meet in Newcastle—Government Asked to Restore Former I.C.R. Freight Rates—Commission Requested to Equalize Taxation—Purchase of Historic Sites—Important Topics handled in Business-Like Manner—E. T. Higgs, Charlottetown, the New President.

(By a Staff Correspondent)

NEWCASTLE, N.B., August 27.—The nineteenth annual meeting of the Maritime Board of Trade was held at Newcastle town hall, Wednesday and Thursday, August 20 and 21.

There was a fair attendance of delegates and the president, Matthew Lodge, called the meeting to order promptly at eleven o'clock. The president called at once upon the secretary, Mr. Williams, to read the minutes. It was then decided to adjourn until 2 p.m., when it was expected other delegates would be present.

Welcomed by the Mayor.

In the afternoon, the Mayor of the town, C. F. Morrissey, opened the meeting by welcoming the visitors. He was glad to have the Board delegates with them; glad to give them a chance to see the attractiveness of Newcastle, and he hoped they would all enjoy their stay in the town.

The President of the Maritime Board replied briefly, stating that he was always glad to visit the North Shore. The president then proceeded with his annual address.

President Lodge's report emphasized the necessity for providing all possible facilities for increasing the usefulness of St. John and Halifax as shipping ports for transcontinental freight. The Intercolonial management had agreed to adjust the new freight tariff to within ten per cent. of the old. He advocated the employment of a permanent secretary to give his whole time to the work.

The address was adopted amid applause. The secretary then read his report as follows:

Report of the Secretary.

The Annual Meeting of the Board

held at Truro on 21st and 22nd August last was characterized by an earnestness which presaged a greater interest in the work of the Maritime Board.

With a view to obtaining better results from the Board's deliberations and resolutions it was arranged that a deputation consisting of as many delegates from the Boards represented at



E. T. HIGGS,

of Charlottetown, P.E.I., who was elected president of the Maritime Board of Trade. Mr. Higgs is the youngest president the board has ever had, and has been in Board of Trade work most of his life.

that meeting as could attend should wait on the Prime Minister as early as possible after the Christmas recess and submit to him the resolutions on which action was desired from the Federal Government.

The delegation waited on Rt. Hon. R.

L. Borden, Premier, on Tuesday, 18th February, 1913. As their Departments were interested in the resolutions the Hon. Premier called in Hon. Frank Cochrane, Minister of Railways and Canals, Hon. J. C. Doherty, Minister of Justice, and Hon. Sam Hughes, Minister of Militia. A very patient hearing was accorded the delegation. As the President will deal at some length with this matter in his report it is unnecessary for me to deal more fully with it.

On October 31 last I sent out a circular enumerating the resolutions that had been passed at the annual meeting, and requested that the several boards would bring the same to the attention of the members of Parliament for their respective districts.

Copies of the Canadian Grocer, published by The MacLean Publishing Co., of Toronto, containing a very full account of the proceedings of the Board were sent to every Board, affiliated or not.

On January 3 last another circular was sent all Boards notifying them of the date fixed for meeting with the Premier at Ottawa and requesting the appointment of delegates.

Suggests a "Visiting" Secretary.

While good work has been done by the Board during the past year and some results secured, yet the result in the aggregate is not as great as should be expected from a representative gathering of the business men of these Maritime Provinces.

I have been unable to obtain any response—financial or otherwise—from many of the smaller Boards, and I know several are in a moribund condition. How best these latter can be revived,

and the others brought into a vigorous condition is a problem this Board is called upon to face if the work is to be accomplished that is needed.

It has struck me that the election as secretary of someone whose duties take him over the Maritime Provinces (a commercial man or insurance agent) might afford the opportunity of meeting with the smaller Boards, and spur them into activity. At present the revenue of the Board is too limited to permit of the payment of travelling expenses, or for the services of a person to give a good portion of his time to this work.

Whether delegates from some of the larger centres could be induced to make an occasional visit to the Boards subsidiary to such centre is a matter for consideration. It might well repay in increased business between the outlying communities and the centre, and justify the expenditure of time and fares.

In addition to the Notices to the Boards invitations have been sent to all the members of Parliament and of the Local Legislatures of the three Provinces, to attend this present meeting.

Respectfully submitted,

T. Williams, Secretary.

The report was adopted.

Single Tax Advocate.

The question of calling attention of the local governments to the advisability of revising the present system of municipal taxation was taken up by Ald. H. H. Stuart, of Newcastle Board of Trade. He dealt at great length with the various forms of municipal taxation in vogue in different places. He felt that the present time was ripe for the establishment of an increment tax. He quoted various authorities, including ministers of the gospel and certain members of Parliament.

It was evident from Mr. Stuart's paper that he was an ardent disciple of the single tax propaganda as he spoke steadily along the lines laid down by the late Henry George.

He was heard with great interest. He suggested the following resolutions:—

“Be it resolved that this Maritime Board of Trade request the Governments and Legislatures of the Provinces to pass at their next session, bills providing that any county, city or town in their respective provinces shall, upon a majority vote of its qualified ratepayers voting, have the power to reduce or abolish within its jurisdiction: taxes on polls, improvements, personal property and income or any one or more of these to raise its revenue by means of a land tax or without a poll tax and with or without a system of business licenses; also that copies of this resolution be sent to

TOPICS DISCUSSED AT THE CONVENTION.

Reforms in system of taxation—Resolution adopted.

Local option in taxation voted down.

Abolition of fishing leases to clubs or individuals disapproved, and licences favored.

Purchase of historic sites and erection of monuments by Dominion Government recommended.

Unfair discrimination in passenger rates.

Increase in freight rates on I.C.R. denounced.

Winter service with P.E.I. supported and equalization of rates.

Prosperity of Prince Edward Island.

Increasing branch lines on I.C.R.

Development of agricultural and technical education.

Council of Board of Trade to be chosen.

Agent in London of I.C.R. to induce settlers to come out.

the provincial premiers and opposition leaders.”

It was seconded by Hon. Mr. Morrison. He emphasized the fact that he did not wholly agree with the resolution but wished by his action to place the subject before the meeting. Mr. Lodge said he would greatly like to see the resolution discussed. It was a big subject. In Moncton they were heavily taxed. He found in the West that they had a great interest in the question of revising taxation.

J. D. Creaghan opposed the resolution, yet he expressed some sympathy with Mr. Stuart's ideas, most of which he regarded as impracticable.

Present System Bad.

Hon. Mr. Morrison spoke of the difficulty of taxation in the provinces. He heartily supported the resolution where it referred to taxing vacant land to the fullest degree. No one would question that the present system was a bad one but Mr. Stuart did not offer a satisfactory remedy. He did not think any Legislature would accept the resolution but he would like to see some memorial sent to the governments so that taxing systems should be improved in some way

Home Rule to Municipalities.

Captain Read took pleasure in supporting the resolution because it merely meant giving home rule to every municipality and would give them a chance to adopt, if they wished, single tax.

The Captain dealt carefully with the Henry George theory and pointed out that the unearned increment was an outrage to civilization. There was nothing objectionable in sending the resolution to the governments; in fact, he would like to see it crystallized into law.

A. L. Loggie, M.P.P., stated that the personal tax was not considered equitable by the people of the Maritime Provinces. He cited the system of pro rata value taxation in vogue in Ontario and claimed it was satisfactory.

He also referred to the inflated real estate value of the West which he thought had much to do with the increased cost of living. He preferred the Ontario system and would like to see it in force in the East. He did not think small municipalities should be trusted with such power, but he believed the parties who had it in hand would see it to a successful issue.

Mr. Milner also spoke in favor of the resolution.

Taxation of Church Property.

Dr. Walker gave his reason for supporting the resolution that he wanted to see the matter brought before the governments. He favored a universal system of taxation. He referred to the abuse of the income tax and illustrated how some men worth a million paid very small taxes, while comparatively poor men paid almost as much. He favored taxation of all church property.

Mr. Mersereau also spoke.

Mr. Saunders, secretary of the Halifax Board of Trade, told how he had written various cities of the United States, including Cleveland, Ohio, and he explained how their system was carried out. He believed Halifax was going to adopt that system known as the Unit System. Each place would require to have a system especially suited to their city or locality.

Assessors, Not the System.

Mr. McLaughlin said that the chief fault with the existing system was with the assessors rather than the system.

Failure in Vancouver.

T. Williams spoke as an experienced assessor in Moncton, where he said he had an unhappy experience. The great difficulty was to find out the personal incomes of citizens. He had been in Vancouver lately where the single tax was considered unsatisfactory. This was owing largely to the inflated value of lands. There was a shortage of revenue now. He favored the resolution, not be-

cause he believed in it as a whole, but because it would stir up something.

Single Tax Would Not Work.

Mr. Lodge again spoke on the subject and said that usually a man who owned some land did not want single tax, while the man who owned nothing, wanted it. He told of his experience in Moncton where he paid taxes on vacant land and yet he could not get improvements. He did not believe single tax would ever work in any country. He might be wrong but that was his conviction. He knew the spirit of that resolution was impracticable. The home rule idea would not work out. He was absolutely against the resolution. He thought the workingmen who paid very little taxes wanted to control the government. He believed Mr. Stuart presented the idea in good faith, but it was not presentable to any government. It meant single tax pure and simple. (Applause).

Mr. Stuart again defended his resolution, pointing out that the workingman paid all the taxes. He was not particular about the resolution so long as some common sense movement was made to stir up the government.

Rev. Mr. McArthur suggested that an amendment should be made.

It was moved and seconded and adopted that the subject be left over till evening for further discussion.

No Special Fishing Privileges.

The next subject was the abolition of leasing of river fisheries. Mr. Morrison, on behalf of the Newcastle Board, said he had to take up the question for an absent member. It was just that the local government should be asked to abolish the present system of leasing streams to clubs and individuals to control the fishing privileges; and the adopting of the system of licenses for fishing on streams the same as in the case of hunting game.

In the absence of Ald. Miller, Mr. Morrison moved the adoption of the resolution. This was carried.

Capt. Read wanted to know how much revenue was obtained from leasing privileges.

Mr. Morrissey, who is Minister of Public Works for New Brunswick, stated that the revenue was about \$30,000, he thought, but at the present time they had no privileges to lease; in fact, they had tried to get revenue in the way suggested and they could not get enough to pay a warden.

Mr. Wood also spoke.

Mr. Saunders pointed out that when he saw this subject on the programme he enquired at Halifax, and found that the Department of Marine and Fisheries still controlled all inland fisheries; hence such a resolution would not effect Nova

Scotia. At the same time they were interested as they had troubles.

Mr. Belyea pointed out that statistics showed a revenue of \$49,000 from game licences and \$17,000 for fishing licences.

The large number of special rivers and streams were owned by American clubs.

Mr. Lodge said he welcomed the outsiders and the best revenues, and the distribution of money came from the good spenders of outside points. He would like to see the subject brought up next year in stronger form. He had fished up the Miramichi and it had cost him dearly as the fish could not get up. He referred to the deadly sawdust which killed the shad fisheries on the Bay of Fundy. Down at Five Islands and at Shubenacadie Rivers, sawdust and heavy netting had killed the fish.

Hon. D. Morrison was surprised that Mr. Lodge did not know that in the Mir-



MATTHEW LODGE, Moncton, N.B., Past President, who has been a prominent worker on the Board.

amichi they had not a grain of sawdust, as it was illegal. All the governments, to his knowledge, had taken great precautions to preserve fish.

Amusements for Canadians.

He was in favor of keeping natural amusements for their own people. The government at present charged the outsider more than they did the native, for privileges. The object of the resolution was to give local people more privileges. The resolution was carried.

Historic Sites.

Mr. Milner, of the Halifax Board of Trade, introduced the subject of the acquisition by the Dominion Government of historic sites in the Maritime Provinces and their marking by suitable monuments. He referred to this country possessing the most interesting history of any part of North America. The places he proposed acquiring and mark-

ing were Bloody Creek, near Bridgetown, N.S.; Grand Prè, where Colonel Noble's command was wiped out, and from where the Acadians were collected and deported; Fort Point, in Lahave River; Canso, where the Americans and French had conflicts; Port Joli, at the mouth of Charlottetown Harbor, where the remains of the old fort still exist; Fort Moncton, in Westmoreland County, N.B.; Beaubaris Island, in the Miramichi, a resort of Boishebert; the Deny's Establishment and the St. Charles Convent, sites at Miscou, and a number of places on the St. John River. Fort Cumberland (Beausejour) and Louisberg, now owned by the Government, needed some repair works to preserve the ruins in their present state.

The speaker met with a hearty reception. He pointed out that he had approached different Federal Cabinet Ministers on this matter, but was told that they could not expend the necessary money in that way. He presented the following resolution, which was adopted:—

Resolution for Purchase.

"Whereas, the territories embraced within the limits of ancient Acadia, first settled three hundred years ago, being the first European settlement made in America, north of St. Augustine, wherein the struggle for supremacy took place, were the scene of many conflicts in the French, Indian and revolutionary wars, and were associated with many historic individuals and with deeds of valor and heroism, and with acts of self-sacrifice and patriotic devotion;

"And whereas, except in five cases, the sites of such scenes have passed into private hands, and in no case, but one, has the Federal Government taken any steps to preserve and perpetuate such sites for the benefit of future generations;

"Resolved, that this Board of Trade strongly recommends the Federal Government to acquire by purchase or otherwise such historic sites as they do not now possess, and to mark the same by appropriate monuments, and also that the management and perpetual keep of the same be placed in the hands of a Government department or commission; also that copies of this resolution be sent to the Right Honorable R. L. Borden and Honorable Messrs. White, Foster, Hazen and Col. Hughes."

Descendant of a General.

Captain Read, in seconding the resolution, said that Mr. Milner in asking him to do it must have been inspired, as he himself was a direct descendant of the general who took old Fort Beausejour. He thought there was nothing so dear to all right-minded people as sentiment. It was a shame that the Govern-

ment neglected these old relics of a national history, and a history of which all Canada should be proud. He was proud to be the great grandson of the first Englishwoman who ever drew breath in the County of Westmoreland. (Applause.)

Messrs. Stuart and T. W. Butler also spoke.

Interprovincial Highways.

Interprovincial highways was the next subject. It was taken up by T. W. Butler, of Newcastle. The idea was, he said, that this board should co-operate with all other authorities, Provincial and Dominion, with respect to furthering the construction of interprovincial highways across Canada. He moved the adoption of a resolution covering this question. This was carried.

Passenger Fares.

Discrimination in passenger fares was then discussed by Mr. Belyea on behalf of the Newcastle Board. He brought a resolution that the attention of the Railway Commission be drawn to the unfair discrimination of the Transcontinental and other railways in passenger rates.

He felt that the Eastern country had many rights which the Western people begrudged them.

Mr. Belyea digressed here by giving some of his experiences in the West.

The resolution was carried, being seconded by Capt. Read, who emphasized the fact that the Maritime Provinces should awaken to their interests.

Rev. Mr. McArthur reported what he had heard in regard to "nasty" remarks about the East, as the "effete East," etc. He dwelt upon how many great men had been sent West from the East. (Applause.)

Possibilities of the East.

E. T. Higgs spoke of the possibilities of the Maritime Provinces, and pictured great things. The whole East should keep up their courage and look keenly after their interests.

Mr. Lodge pointed out that some transportation companies gave a rate to Calgary or points West which was less than the rate to St. John, N.B.

T. W. Butler spoke in favor of the resolution.

Dr. Price, M.P.P., of Moncton, thought it might be well to advise the Federal Government to appoint, on the other hand, a representative of the I.C.R. as well as of certain lines of steamers and see if something could not be done for the provinces. It would be a good move for the Board to do this. (Applause.)

Mr. Lodge advised Dr. Price to prepare a resolution on this subject and bring it in later. He was in sympathy with it, because he recently visited Brit-

ain and saw how badly neglected the provinces were by the immigration authorities.

Adjournment was then made until evening.

EVENING SESSION.

Promptly at eight o'clock President Lodge got down to business again. He went straight at the single tax resolution of the afternoon.

Hon. D. Morrison came forward with the following amendment to Ald. Stuart's resolution:

"That this board, recognizing the general distribution of the burden of civic and municipal taxation, particularly with regard to arriving at a correct valuation of personal property and



CHAS. J. MORRISSY,
son of Hon. Jno. Morrissy, and Mayor of Newcastle, N.B., who welcomed the Maritime Board of Trade members.

income, memorializes the local governments to appoint commissions at the first session to investigate the grievances complained of with a view to providing a remedy."

The President then put the amendment, and it was carried, with Mr. Stuart alone opposing it.

Mr. Stuart rose to a point of question, and asked that in the amendment some date be inserted for a commission to report, so that promptitude would be in order.

Mr. Morrison said he had no objection to allowing the insertion of something that would mean immediate action.

Opposed the Commissions.

E. T. Higgs spoke on the subject, and said he did not approve of either resolution, and this matter should be left with the city councils of different places. He thought they were going out of bounds. He was opposed to commis-

sions, and he would suggest that the whole matter be referred back.

Mr. Morrison defended his resolution, because he said it was easy for Mr. Higgs to say what he did, because they had no municipality tax on the Island. Let the matter go before Parliament, and then the councils might act. Each council would have a different idea. It was unanimity they wanted.

Mr. Woods also spoke.

Mr. Higgs brought in the question of inferior cars on the I.C.R. He was glad to report that the railway authorities had dealt promptly with this grievance. He, therefore, said it was useless to press that. He read a letter from the railway explaining what the company had agreed to do. He paid a great compliment to the new Board of Management of the I.C.R.

In the absence of Amherst delegate, the subject sent by them—namely, provincial ownership of the telephone systems of the Maritime Provinces, was left over. Mr. Saunders, of Halifax, said he was anxious that nothing hasty be done.

Winter Ferry and Rates.

The matter of a winter ferry between Prince Edward Island and the mainland was brought forward by the Charlottetown Board, represented by E. T. Higgs. He said Summerside had a similar thought in this subject, and he would ask a champion of the cause, Captain Read, to deal with the question.

The resolution was meant chiefly for the winter service, which was controlled by the Federal Government.

Captain Read then stated they would merge two resolutions into one, and he moved it, seconded by Mr. McDonald, which was carried as follows:

"Resolved, that on the completion of the car ferry between Prince Edward Island and the mainland the freight rate on the water distance be the same as for equal distance by rail, to the end that freight rates from and to points on the Intercolonial and Prince Edward Island Railways be treated as for one continuous haul, and also that the same principle of a continuous haul be applied to the rates for winter service by Government steamers."

Capt. Read explained their difficulties by showing that the through freight rates from Winnipeg to North Sydney were 25 cents per hundred, and from Summerside to Sydney the rate was just the same.

He understood that the Government had already agreed to give them part of what they wanted, and this resolution was put forward with a view to strengthening their hands.

Dr. Price asked if they had any as-

insurance that a passenger service was included in this.

Mr. Higgs said it was.

Dr. Price said he was glad. He hoped that it was recorded good and strong. The question was vital to all the provinces. He believed this matter of transportation had the sympathy of the entire provinces. If a tunnel were ever thought of in a practical way, New Brunswick would be the first to support it.

Mr. McNeill spoke vigorously, saying that the fact that such a resolution had been necessary was an outrage. Confederation owed this to the Island. He created a great laugh when he said the subject would carry everything before it—in fact, it carried the whole Island at the last election.

The Island Prosperous.

Mr. McDonald, of Summerside, dealt with the question sympathetically. He said they had been badly treated on the Island. He was glad that New Brunswick was always in sympathy with them. He read a paper showing by figures the big development of the Island during the last ten years. He showed how the average farm in Prince Edward Island was worth \$800 to \$900 more than those of Nova Scotia or New Brunswick. The people on the Island had from eight to ten millions of money in the bank, and if they could get the transportation facilities in order they would be all right. (Great applause.)

Mr. Lodge also spoke on the subject, pointing out how the Government was building railways in a fruitless section of the West, yet P. E. Island was badly neglected by every Government. He hoped they would soon get what they so well deserved.

The increase in I.C.R. freight rates was the next subject, coming from four different boards—namely, Sackville, Truro, Moncton and Summerside.

Mr. Lodge said he had a shipping bill giving the new rates of the I.C.R.

Capt. Read said this was the most vital question before the board. He pointed out that the I.C.R. was never intended to be a revenue-producing railway. He presented the resolution as given elsewhere. This was seconded by E. T. Higgs.

Built Under Conspiracy.

Capt. Read spoke at length upon the history involved in the various elements of the resolution. He maintained that the Prince Edward Island Railway was built under conspiracy. It was too long a story to tell it all, but it was taking the Island into confederation under duress. When the Island went into confederation she had no debt at all except this railway. When she entered the

A DECADE OF NEW BRUNSWICK PROGRESS.

AGRICULTURE—This industry has been greatly stimulated in New Brunswick in the last ten years, and the farmers are developing along much more practical and economical lines. Several agricultural schools have been opened through the province and immigrants who want to learn farming, under local conditions may attend these schools free of charge. In addition to this agricultural trains, stocked with samples of New Brunswick produce and accompanied by experts, are being sent through the rural districts, and lectures given at different centres.

The present government has organized a "Ready-made Farm" policy. Large tracts of acreage are bought and divided into easily worked farms. These are equipped with houses and necessary machinery and sold to the immigrant at cost price plus a small interest charge.

LUMBERING—The lumber business, which has for years been one of the staple industries of New Brunswick, has developed a largely increased market in the United States in the last ten years. A good market has also been developed in Ontario and Quebec for N.B. lumber, and large shipments are being made to these points. The English market has fallen off on account of high freights and competition of Russian lumber.

MINING—The immense iron deposits of Gloucester County, N.B., have been developed by the Canada Iron Corporation of Montreal, within the last ten years. 85,000 tons of ore was exported from these mines last year.

Within the last two or three years work has been commenced on the development of the valuable oil shale deposits of Albert County, N.B.

The development of natural gas in Albert County has been nothing short of wonderful. The wells have a known capacity of 80,000,000 feet daily, at a pressure varying from 200 to 600 pounds.

FISHERIES—The fishing industry in New Brunswick is increasing each year, and more weirs are put down as larger markets offer. A sardine and fishball canning factory has lately been established at Chamcook in Charlotte County, which has practically placed a new town on the map of New Brunswick. The value of New Brunswick fisheries last year amounted to \$4,886,157; an increase of \$752,013 over the previous year.

SHIPPING—The shipping business has been steadily and rapidly increasing. Ten years ago the exports from the port of St. John during the winter season amounted to \$14,503,747, fifteen years ago they valued \$4,848,768. Last season there were 146 sailings from this port carrying exports valued at \$31,759,236. There were over nine million, four hundred thousand bushels of grain alone shipped through St. John last season, and facilities cannot be provided too quickly at this port to accommodate the rapidly increasing commerce.

Dominion she shouldered one-fortieth of the combined debts of the Maritime Provinces.

Milk Cow of the East.

He emphasized the fact that the Board must go on record strongly on this point, that the government roads were never meant to be revenue-producing and the Government road managers had no right to attempt such a move. The whole Western country had been making a milk cow of the Maritime Provinces.

The decrease of population on the Island was most regrettable and it was time to stop. The intense patriotism of the Maritime Provinces had

just depleted their population, and that patriotism should be changed into civicism.

He then dealt with the old question of making the canals free some years ago, and gave a most graphic and interesting description of trade rivalry between New York and Baltimore as regards Canada and how the Erie Canal was made free in 1879, leading up to the making free of all the Canadian canals. He showed how these canals being made free, save the Canadian trade, and yet the Government railway had the impudence to turn around and say the railway did not pay. The concession which the Maritime Provinces made in free

canals for Ontario was a fair exchange for the Government railways.

Ontario Should be Generous.

Mr. Lodge said Captain Read's part in the securing of the free canals for Ontario was a great compliment to his generous nature. He would like to see the speech made by Captain Read reported very fully. The Province of Ontario had benefited more by the I.C.R. than any other province, and they should show some generosity in this case of increased freight rates. The increase in freight rates was an outrage. It should never have been done without a year's notice at least.

The banks of the Maritime Provinces had been gobbled up by Western financiers. The East had been milked financially by the West. He named special Western banks down here as "milkers." He felt that in this bank matter he voiced general sentiment. On the question of freight rates there was but one opinion and it was unanimous that they should never have been raised.

Halifax Opposed Increase.

Mr. Saunders corrected an erroneous report that Halifax Board of Trade had supported the action of the increase of rates. The Board had not, and on the other hand, opposed it.

Hon. D. Morrison spoke vigorously in support of Captain Read's speech and resolution and the question was put and carried with one voice.

Nominating Committee.

The nominating committee was chosen as follows: Captain Read, Mr. Lodge, and Dr. Walker, and they were asked to report on Thursday.

Invitations for Next Year.

Captain Read, on behalf of the Board of Summerside, asked the Board to meet next year in their town. He set forth some of the attractions of the Island and Summerside especially.

Mr. McDonald, also of Summerside, seconded the Captain's invitation and emphasized it.

Mr. Jenkins extended an invitation to meet in Charlottetown.

Mr. Butler moved that Captain Read's invitation be accepted.

E. T. Higgs wished the Board in Charlottetown and wanted the matter referred to the nominating committee.

"No! No!" shouted Mr. McDonald, "We'll have a vote now." (Laughter). The motion was carried to meet in Summerside, P.E.I.

Hon. D. Morrison, on behalf of the Newcastle Board, invited the delegates to an outing on the River Miramichi on Thursday afternoon, and also asked them to attend a banquet at Hotel Miramichi, Thursday night. Mr. Lodge thanked Mr. Morrison on behalf of the board.

A letter was read also inviting the visitors to visit the new bridge works being carried on by the Foundation Company.

The board then adjourned until Thursday morning at 9.30.

THURSDAY'S SESSION.

At Thursday morning's session the first business was the report of the nominating committee as follows:—

President—E. T. Higgs, Charlottetown, P.E.I.

First Vice-President—E. A. McCurdy, Newcastle, N.B.

Second Vice-President—E. N. Rhodes, M.P., Amherst, N.S.



E. A. McCURDY, Newcastle, N.B., Secretary of the Newcastle Board of Trade, who entertained the delegates. He is manager of the Royal Bank there.

Secretary-Treasurer — T. Williams, Moncton, N.B.

This was adopted unanimously.

Mr. Lodge then asked Mr. Higgs to take the chair, and in doing so, he said his duties were ended. He read a telegram from the Sydney Board of Trade asking the Maritime Board to meet in Sydney. He spoke highly of Mr. Higgs, and hoped for greater things during the coming year. "If Mr. Higgs is properly supported great things will surely come."

Mr. Lodge also in passing paid a neat compliment to the MacLean Publishing Co., mentioning especially the representative, who, he said, had reported the proceedings in the most thorough and satisfactory manner. (Applause.)

Mr. Higgs, the president-elect, made a stirring speech, and painted rare possibilities for the Board of Trade, emphasizing the strength of the provinces.

He believed that Boards of Trade were most important bodies and publicity coupled them with importance.

Every delegate should return home with a determination to increase the membership of local boards. Get new blood in the committees and keep organizing and agitating so that the Governments must listen. The whole country should be better advertised.

"Knocking" the Board's Work.

He regretted that the local trade paper should knock the work of the Maritime Board. When a publishing house of Ontario thought enough of the East to come down here and report the proceedings, it was a grave reflection on the local paper to which he referred.

The Treasurer then presented his financial statement, which was audited, found correct and adopted.

Mr. Saunders and Mr. Jenkins were appointed auditors.

The next subject, proposed by Chatham Board of Trade, was the taking over of branch lines by the I.C.R. This was dealt with by J. Y. Mersereau. He named the various lines which should be taken over. The following resolution was passed:

Branch Lines of I.C.R.

"That this assembly of the Maritime Board of Trade recommend that the Government be encouraged in the taking over of branch lines of railway in the Maritime Provinces.

"Further, that the Government be memorialized to extend and encourage the building of branch lines for the proper development of the Maritime Provinces, and that no existing lines be discontinued."

Agriculture vs. Classics.

Mr. Belyea, of the Maritime Board, dealt with the question that the Board urge upon the Provincial Boards of Education the advisability of introducing more agricultural and technical education into the common schools to the exclusion (if necessary) of classical and higher mathematical subjects.

He spoke of the uselessness of many subjects taught in schools and of the fact that it was not long since it was a common belief that a man who had no brains could at least be made a farmer. He was a believer in technical agricultural education.

It was moved by Mr. Belyea, and seconded by J. D. Creaghan, that the resolution should be adopted. Carried.

Mr. Creaghan said that in New Brunswick there was a want of agricultural education, and he would like to see some improvement in this connection.

Dr. Walker, of Truro, said he was glad to see a body of business men taking an interest in a subject of this kind. It was a good sign. The work of the Conservation Committee was referred to

as beneficial. It had stirred up a splendid effort. In his town he found most children left school at from 12 to 15 years of age. The curriculum betrayed a lack of anything practical. Much was being accomplished by manual training and domestic science. Both sexes required equal attention. This applied to the larger centres and did not reach the rural schools. Higher institutions were impracticable also, and failed to make a student able to earn any large amount of money by its inability to equip him with a definite training.

Educational bodies were rather set in their views, but they were being gradually forced into flexibility.

He suggested that every afternoon be devoted to practical or technical work by visiting mills, shops or factories, and later, when they grew stronger could serve in these places.

In the small territory of the Maritime Provinces there was just a little peril in the multiplicity of colleges. He felt that perhaps the union of some of the many institutions in the East into one great Maritime College would have placed the school on a par with the big universities of the world. He was not condemning the existing colleges but he would like the evolution of practical college life. (Applause.)

Mr. McDonald of Summerside, said he thought there was too much fancy education and the 3 R's were still paramount. He believed the teachers should be more practical. The will power and inclination of pupils should be studied more. He had raised a family of eleven and he knew. One of his daughters had learned a lot of Latin and hardly had she been out of school before she was married and what good was the Latin? (Laughter and applause.)

"Mean" Pay, Poor Teachers.

H. H. Stuart wanted a slight change in the resolution by altering a few words, eliminating the words "classical and mathematical," and inserting "less important." Too many low grade teachers were employed. In fact there were many schools where no teachers at all could be obtained. Low grade teachers were caused by the "mean" pay they were given. Compulsory attendance was necessary. It should be followed up to the age of 16. There were exceptions. Poor children should be looked after by the government.

Captain Read seconded Mr. Stuart's suggestion in regard to the changes in the resolution. He was a believer in mathematics and it was by all odds one of the most important of all subjects. He referred to the German nation's advancement through technical education. He believed the old school books used in the schools of the provinces, years ago were much better than those of to-day.

NOVA SCOTIAN ACTIVITY.

Fishing, shipping, mining and fruit growing are among the most prominent industries of Nova Scotia. These have been rapidly increasing in the past ten years and with a great many shrewd Scotchmen behind many of the big projects they are bound to increase for many more decades.

APPLE GROWING—One of the activities that Nova Scotia looks forward to each year is the shipment of apples from the Annapolis valley to the London market. Two years ago the quantity for export was 1,500,000 barrels; last year it was about 1,000,000, but unfortunately this year it is not likely to exceed 600,000 bbls. This does not mean that the crop is steadily becoming less; it shows merely to those who know that there are fluctuations in the crop. The apple crop next year may be 2,000,000 barrels, and the confident expectation is that before long Nova Scotia will have 5,000,000 barrels for export. Apple growing in this province is somewhat precarious, for the fickle weather has much to do with it, but despite the record of the past three years no one doubts for a moment that there is a yet greater future for apple culture in this province. Orchards have advanced 50 per cent in value during the past five years. The record of twenty years shows an enormous growth in output.

The average return to the orchardists of Nova Scotia for their apples should be at least \$2 per barrel, so that three years ago, with the phenomenal crop, they had a return of \$3,000,000, and normally should receive \$2,000,000 at least. With the rapid growth of the acreage in orchard, now under way, the opening of new markets, and the development expected from the C.P.R. which now traverses the Nova Scotia apple region, the day is in sight when the annual receipts from the apple crop should be \$8,000,000 annually.

LOBSTER FISHING—Nova Scotia has no monopoly of the English apple trade, for Ontario, the United States, Australia and Tasmania also have a strong hold on it. But in one article of natural produce Nova Scotia almost has a genuine monopoly. This is in the supplying of canned lobsters. It is estimated that the annual catch of lobsters in the world is 125,000,000, and of this the Maritime Provinces supply 85,000,000, valued at \$4,500,000. The lobster pack that comes from anywhere else than this part of Canada is almost negligible. The catch of cod and other fishes by Nova Scotians brings the total annual value of the fisheries to about \$9,000,000. Seeing the unique position of Nova Scotia in the lobster industry it is no wonder that anxiety is manifested to have its interests for the future carefully safeguarded by government regulations properly enforced.

SHIPPING—A new line of steamships has commenced sailings to Halifax, a direct line between Italy and Canada—the Italo-Canadian Line. Large quantities of fish are shipped to the Mediterranean from Nova Scotia and Newfoundland, hitherto going via New York. The idea of the direct Italian line is to cut out the shipments via New York and send them direct from the port of Halifax. It is said that there are very good prospects of accomplishing this. Another result of the direct service is that Italian products will be landed here more expeditiously and with greater economy.

T. W. Butler also spoke. He was a firm believer in practical education but he did not believe in consolidated schools. Consolidated schools were "consolidated deviltry." The country school should be fostered more. "Put some surplus money into the country schools and make a nation of peasantry and a credit to the world."

Mr. Lodge supported the amendment but suggested that the subject being so large would require more thought and it would be better handled by leaving

it over for another year. Teachers were not paid properly and it was shameful to see laborers getting more salary than teachers. The best minds did not turn to teaching as a profession. He named a few of the great Maritime men and said that their careers were largely made by the excellence of the common schools. Teachers who know enough to tell children what they were made for and what they ought to be were the kind that were needed. He deplored the poor schools of Moncton. He

thought they could not be worse. He wished to add his protest against the New Brunswick school system. Few children knew enough nowadays to say "Yes, Sir," or No, Sir" to their elders or superiors, and it was most regrettable. Politeness was not taught in the schools. There was too much of the spirit that "Jack is, as good as his master."

Mr. Higgs agreed that the subject should be left over as it was a tremendous question.

Mr. McNeil suggested that the very best educationalists should be invited to attend the meeting next year and make a big effort to sift the question.

Rev. Mr. McArthur suggested also that certain special books such as Dr. Robertson's Report on Conservation; also Dr. L. H. Bailey's works should be brought before the Board at next year's meeting.

Mr. McArthur moved an amendment to the amendment that the subject be left on the table until next year. It was seconded by Mr. Lodge who again emphasized the need of thought on the question and it was carried.

Mr. Lodge gave notice of motion, seconded by Dr. Price as follows:—

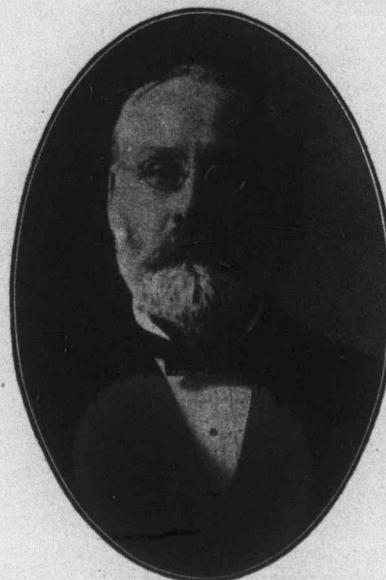
Advisory Council.

"There shall be a Council composed of 5 members from the affiliated Boards, who shall be elected at each annual meeting of this Board in the proportion of 2 members from Nova Scotia; 2 members from New Brunswick; and 1 member from Prince Edward Island.

"The President, Vice-Presidents, Secretary-Treasurer and Corresponding Secretary of the Maritime Board shall be ex officio members of the Council. The Council shall meet on the 2nd Tuesdays of Oct-

ober, February and June at some central point convenient to the three provinces."

Before the meeting closed a letter was read from Calgary Municipal Labor Bureau, asking co-operation in the formation of a public government labor



T. WILLIAMS,
Re-elected Secretary of the Board.

bureau. The letter and resolution were laid on the table.

Votes of thanks were passed for Mr. Lodge and other officers of the Board for the good work done last year. Captain Read paid compliments to the retiring president for his splendid efforts during the year.

Dr. Price, M.P.P., of Moncton, brought in a resolution just before closing which was seconded by Mr. Lodge and carried. It read as follows:

I.C.R. Agent in London.

"Whereas, the C.P.R. and other railways possessing Western interests have agencies in England, employed, successfully, in advertising their Western lands and stimulating and inducing immigration.

"And whereas: Their are great opportunities for a good class of farm settlers in the Maritime Provinces, on land contiguous to the Interecolonial Railway, which, if occupied, would add to the traffic of this railway as well as to the prosperity of these provinces.

"Therefore Resolved: That the management of the I.C.R. be requested to consider the advisability of establishing a permanent agency in Great Britain, and a connection with some Atlantic Steamship Company:

"Also: That Interecolonial Railway act in conjunction with the

STORM OVER INCREASED FREIGHT RATES.

The subject which provoked the most animated discussion of the convention was the recent action of the Minister of Railways and Canals in raising the freight rates on the Intercolonial Railway in order to make the system pay. This was roundly denounced by every delegate who spoke, all taking the ground that at the time of Confederation the Maritime Provinces surrendered taxation rights and undertook obligations which entitled them to special I.C.R. privileges. Free canals, moreover, had not benefited the Eastern provinces.

The following is a copy of Capt. Read's resolution which was carried unanimously:

"Whereas the I.R.C. & P.E. Island Railways were acquired and built by the Federal Government as part of the terms of Confederation, as a recognition of extra revenue from indirect taxation yielded by the Maritime Provinces, and were not intended to be revenue producing roads but part of the quid pro quo for the surrender of the right of indirect taxation made by the said Maritime Provinces, and further to cement the bond of union between the eastern provinces and the two larger provinces of Quebec and Ontario;

"And whereas the Maritime Provinces later acceded to the proposition of making the canals of Canada free, thus surrendering for the benefit of the Western Provinces of Canada including Quebec and Ontario \$100,000,000 worth of public property for which the Maritime Provinces had paid their due share, and from which they received no direct benefit;

"And whereas the said Maritime Provinces have freely given of their blood, brawn, wealth and intelligence and submitted to greatly increased indirect taxation to build up the other Provinces of Canada;

"Be it therefore Resolved, that this Maritime Board of Trade protests against the insidious efforts of the Federal Governments, both Liberal and Conservative, to make these government roads revenue producing;

"Further Resolved, that the recent advance in freight rates, especially local rates, are in the opinion of this Board unjust and unduly burdensome to these Maritime Provinces and ought at once to be reduced, except where readjustments are necessary to meet actual anomalies;

"Further Resolved that a copy of these resolutions be forwarded to all the members of Parliament representing Maritime constituencies and to each member of the Federal Cabinet."

Agents General representing these provinces in Great Britain."

It was then moved by Dr. Walker and seconded by G. A. Saunders as follows:

Archives Agency.

"Whereas the knowledge of the first settlement and early history of the var-

UNEQUAL TAXATION.

"That this Board, recognizing the general dissatisfaction that exists with respect to the distribution of the burden of civic and municipal taxation, particularly with respect to arriving at a correct valuation of personal property and income, memorializes the local governments to appoint commissions at their next meeting to investigate the grievances complained of with a view to providing a remedy."—Passed unanimously by Maritime Board of Trade.

ious districts of Eastern Canada is much limited by the scattering of family and public letters, documents and books, as well as by their destruction by fire:

"And whereas: Owing to the carelessness and lack of interest of persons having the custody of such historic materials such losses are continually occurring

"And whereas: The expense of employing a competent staff of experts to collect, index and catalogue the same, and render them available for students is such that the Local Government have not undertaken the work.

"And whereas, the Dominion Government has organized an Archives Department for all Canada for that purpose, and has lately established an Agency at Halifax for the convenience of the Maritime Provinces.

"Therefore Resolved; That the Maritime Board of Trade recognizing the importance of such efforts to preserve our historic records, expresses herewith its approval of the same, in order that no unnecessary time may be lost in placing such materials in a place of security and safety."

Sail on the Miramichi.

In the afternoon, the visiting delegates were given a delightful sail up and down the Miramichi River where refreshment, music and speeches completed a splendid meetin;. Many nice things were said of E. A. McCurdy and his able helpers of the Newcastle Board of Trade, as well as the citizens who made the gathering so successful.

Banquet on Thursday Evening.

In the evening a banquet was given the delegates also by the Newcastle Building Trade. The banquet was

PRINCE EDWARD ISLAND INDUSTRIES.

Prince Edward Island Province is known as the "Garden of the Gulf." This is no misnomer for it is first and last an agricultural province. Agriculture is increasing in prominence year by year and is bound to go forward for a good many more. Dairying, too, is an important industry and is rapidly on the increase.

FISHERIES—Being an Island, the fishing industry is an important one. In recent years considerable attention has been paid to oyster fishing. Surveys are now being made of the possible oyster farms. There are however certain portions of the foreshore of the province that have produced oysters in varying quantities ever since the island was settled and it is believed that barren areas in these districts can be cultivated successfully. The greater portion of the oysters produced come from the Gulf shore in the north, the principal indentation of which is Richmond Bay.

Last year 100 barrels of United States seed oysters were imported from Long Island and Oyster Bay. One oyster farming firm report the following catches during the past four years showing the increase so far as this firm was concerned:—

1909—259 bushels selling for \$2,468.25.

1910—284 bushels selling for \$2,560.25.

1911—336 bushels selling for \$2,933.75.

1912—410 bushels selling for \$3,406.00.

The Provincial Government is considering a proposal to dredge out the old shells in certain bays leaving a level bottom on which oysters will be planted.

FOX FARMING—No reference could be well made about Prince Edward Island industries without mentioning the rapid advance of fox farming. A great deal of money is now being made out of the black fox. Companies have been organized to carry on the farming and good profits have resulted as the black fox skins are valuable.

When the Commission of Conservation met last January in Ottawa, a paper was read by J. Walter Jones on the fox industry in Canada in which was pointed out its rapid growth in the Maritime provinces and its prospects. Before a study was made of the various fox farms it was thought that there were no more than a half dozen or so but investigations have proved that the industry is a much more important one. Prince Edward Island is recognized as the pioneer province in this work so that when anyone thinks of a fox farm he immediately thinks of this Island. The Department of Agriculture of Russia has been interested in this industry and through a Russian agent in the United States, sales of Prince Edward Island foxes have been made to breeders in Russia.

An indication of the growth of this industry is to be had from the fact that a number of Canadians have written to the Department of Commerce at Washington, seeking to buy a number of black foxes from the U.S. government preserves in Alaska.

graced by the presence of Premier Flemming of New Brunswick, as well as many members of Parliament. Some notable speeches were made and a royal good time was enjoyed.

The Miramichi Hotel served a repast which was a credit to the town and the management.

List of Delegates.

The delegates present were: M. Lodge, T. Williams, Dr. Price, M.P.P., Moncton, N.B.; E. A. Saunders, W. C. Milner, Halifax, NS.; Dr. Walker, Truro; D. Morrison, J. D. Creaghan, S. W. Miller, P. Hennessy, Henry Harvey

Stuart, E. A. McCurdy, George Statler, T. W. Butler, C. J. Morrissey, Rev. S. J. MacArthur, W. H. Belyea, W. J. Jardine, A. H. MacKay, Hon. John Morrissey, Newcastle; Joseph Read, R. H. McDonald, Summerside, P.E.I.; J. Y. Mersereau, W. S. Loggie, George Watt, D. P. McLaughton, Chatham; James Harrigan, Chelmsford; John McCohn, North Esk; John Betts, Millerton; H. W. Woods, Welsford, N.B.; E. T. Higgs, R. H. Jenkins, A. C. Duchemin, Charlottetown, P.E.I.

The following committee deserve great credit:—

Hall and Decorating.—A. H. Cole, James Stables and William Nicholson.

Outing.—J. D. Creaghan, John Ferguson and E. A. McCurdy.

Banquet.—W. J. Jardine, Hon. D. Morrison and A. H. Cole.

Notes on Convention.

Letters of regret were received from a dozen Members of Parliament stating their inability to attend.

The town of Newcastle was gaily

decorated with flags and the merchants deserved great credit for specially dressing their windows and stores.

The usual fine weather greeted the Board and great enthusiasm existed.

A special vote of thanks was tendered Mr. Williams, secretary and treasurer. The president in presenting it said some complimentary things about the good work done by Mr. Williams.

Mr. McCurdy's automobile was most

generously used by the visiting delegates. It was unfortunate that he was called away owing to the sudden death of his brother.

Old time and popular men like A. M. Bell of Halifax, were missed. It was regretted by all delegates that Mr. Bell was detained at home owing to ill-health.

A vote of thanks to the Press was passed unanimously.

Eliminating Vermin From the Cereal Bins

The salesman in a Glace Bay, N.S. store has very kindly forwarded to The Canadian Grocer, correspondence dealing with an important question—that of ridding oatmeal and other cereals of insects. This man is a Scotsman by birth and is naturally interested in anything pertaining to the welfare of oatmeal. He took the matter up with the Department of Agriculture of Nova Scotia, and sends us the replies to his letters, which will prove interesting to many readers.—The Editor.

The Editor, The Canadian Grocer:

Dear Sir,—Please find enclosed two letters from R. Matheson, M.S.A.Ph.D., Truro, which may prove of some interest to your readers.

We have been troubled with pests referred to for some time, and have tried several means of getting rid of them, but without success.

I sent a sample of infested oatmeal, cream of wheat, etc., to Agricultural College, Truro, for investigation, with a letter explaining circumstances and received these letters in reply.

We have been experimenting on plan suggested, and hope to meet with success.

D. MAITLAND.

Glace Bay, N.S.

MILLS SHOULD BE CAREFUL.

D. Maitland, Glace Bay, C.B...

Dear Sir,—Your letter to Prof. Cumming has been referred to me, and the package of grain infested with insects has also reached me. Your meal, wheat and the cracked corn is infested with the Mediterranean flour moth. This is a very serious pest in many of the large as well as small milling establishments throughout Canada and United States. However, mills should not ship goods which are infested with these pests. However, since they are in the material you receive it is impossible to get rid of the pests by putting it through sieves, inasmuch as the eggs pass through and hatch out in a short time, giving you another infestation. The place of controlling these pests is, of course, in the mills where the grain is prepared for shipments. Unfortunately, your store is infested with this pest, and you will probably have to clean up.

There are several methods of treating this pest. The most effective is by the

use of hydrocyanic acid gas. This is a very poisonous gas, and must be handled with a great deal of care. Another method sometimes recommended is by the use of heat. Perhaps in your warehouse or bins you could arrange to use the heat method much more satisfactorily than by the use of hydrocyanic acid gas. You should heat your bins or warehouse to a temperature of 120 degrees Fahrenheit, and maintain this temperature for at least six hours.

However, before you attempt to fumigate or treat with heat if you would give me a little more detailed account of your conditions and the quantity, I could probably better advise treatment.

I am desirous of securing a quantity of this material for class use, and should be very glad if you would send me a quantity of the badly infested meal. I shall be glad to pay expressage or postage on it.

Trusting to hear from you in regard to this

ROBERT MATHESON.

Dept. of Agriculture, Truro, N.S.

SUGGESTS SCALDING WATER.

Mr. Matheson's second letter on the question follows:

D. Maitland, Glace Bay, C.B.

Dear Sir,—As you suspect the trouble with the infestation of your flour, meal, and so forth, lies with the mills rather than yourself, I fear I can give you little help in this matter. If your meal, flour, etc., is clean in the barrels before placing in the bins, you may find the following treatment quite satisfactory. As your bins contain only about 200 lbs. each, and as I presume they are quite tight, I would advise that you clean the bins and scald with boiling water. In this way you will kill all the

worms that may be hidden in the cracks or corners, and at the same time destroy all the eggs. This should give you better satisfaction than any fumigation method, inasmuch as the bins to be treated are very small.

Trusting you may find this will give you satisfaction and rid you of these pests.

ROBERT MATHESON.

GOOD N.B. POTATO CROP.

Outlet Being Looked for in the Cuban Market This Year.

St. John, N.B., Aug. 26.—(Special).—Local dealers are looking forward to a most abundant potato crop in New Brunswick this year. There is every reason to believe that a record will be established. Last year potatoes were in good supply, and there was such an abundance in many places that the spring saw prices much lower than is usually the case, with many barrels left on hand unsold by farmers who had been holding back.

A local produce dealer speaking of the matter recently said that Premier Fleming had been spoken to and the Federal Government would be approached in an effort to secure a subsidy for a potato steamer to run to the Cuban market from St. John as indications from Upper Canada and the States are that there will not be a very strong demand for potatoes from here owing to good crop results. During the last couple of years Ontario has taken large local shipments. It is the expectation of local shippers that they will export hundreds of barrels this year to Cuba, as the crop will be most abundant according to the present outlook from all sections.

New Brunswick Summer Goods Window

Takes Second Prize in the Contest, Class 2 — An Attractive Camp Goods Trim Shown — How It Was Made — Second Prize Class 1 Goes to Calgary.

The second prize in Canadian Grocers' summer goods window dressing contest for places under 10,000 population was won by E. W. Watling, with the J. B. Snowball Co., of Chatham, New Brunswick. The window is reproduced herewith and it will be seen it is a very attractive display. If any criticism at all were made it would probably be that the outdoor scenes — the camp, the trees in the background and the kettle — predominate, whereas the goods themselves should be the first consideration.

The window, however, cannot be criticized very much on this score as it is a particularly good trim and would look much better in the original than in the photograph.

How Window Was Dressed.

A camping scene is of course represented. The bottom of the window is strewn with spruce boughs and on these are placed such seasonable lines as canned soups, canned beans, meats of all kinds; pickles, olives, lime juice, syrups, apple cider, etc. On the right side is a small tent and on the left a sod is laid out into which a fire-place has been built. Overhanging this is an iron kettle such as is used in the woods. Under the burnt wood in the fire-place a red electric bulb was placed so that at night it gave the impression of a fire. This made a very realistic scene.

The rear of the window was built with young spruce trees, the centre of the back being filled with a pyramid of canned pork and beans on the top of which stood a card reading; "We have everything the camper needs in the line of eatables."

Between two trees a small hammock was hung in which a doll reposed and under which choice boxes of chocolates were strewn between two small pyramids of oranges. The book "Corporal Cameron" lay at the bottom of one of the trees and chocolate show cards occupied places among the branches.

A Calgary Winner.

The second prize for cities over 10,000 population goes to F. G. Jones, salesman with W. S. Low, Calgary, Alta. Owing to the fact that one side of the photograph is blurred, it is not being reproduced. The display was found particularly valuable in increasing the sales of canned goods. The second prize in each case is \$3.



Camp Goods Trim Made by E. W. Watling, with the J. B. Snowball Co., Chatham, N.B. This is a Second Prize Winner in Contest.

THREAT OF RETALIATION.

The Tea and Coffee Trade Journal of New York says:—

By a combination of the effects of the so-called Reciprocity Treaty between Canada and the British West India Islands, and the provisions of the Underwood bill, by which retaliatory duties are to be levied where a discriminating tariff has been passed against the United States, there is a possibility that the price of cocoa will be raised in this country and the business of cocoa manufacture threatened by a corresponding decrease in the price of the raw product abroad. On July 3 the Canadian preferential, designed by Premier Borden to favor the West India Islands, went into effect. According to Edward F. Eberstadt, of A. D. Straus & Company, cocoa importers, of New York, the Islands responded by giving Canada an advantage of twenty per cent. over the United States in their imports. Mr. Eberstadt points out that the results of this action

would be to hurt the Islands by losing them a good customer, when, as will be necessary, America places a retaliatory duty on their exports; and to upset our cocoa market by enabling other producers at a greater distance to raise their price, once the Trinidad competition was removed. Furthermore, he said, if the Trinidad product were diverted to the markets of Europe, the price of raw cocoa would be lowered there, and an additional advantage would be given to the European manufacturer with whom the American already competes sharply. The only solution of the difficulty which he was able to suggest was the repeal by the Islands of the tariff rulings inspired by Canada.

A crusade against merchants who sell as "cider vinegar" a concoction that has not been near an apple and is injurious to health has been started in Pennsylvania and over 225 prosecutions have been ordered. Much of the liquid was bought at 12 cents a gallon.

Splendid Prospects in Canned Pineapples

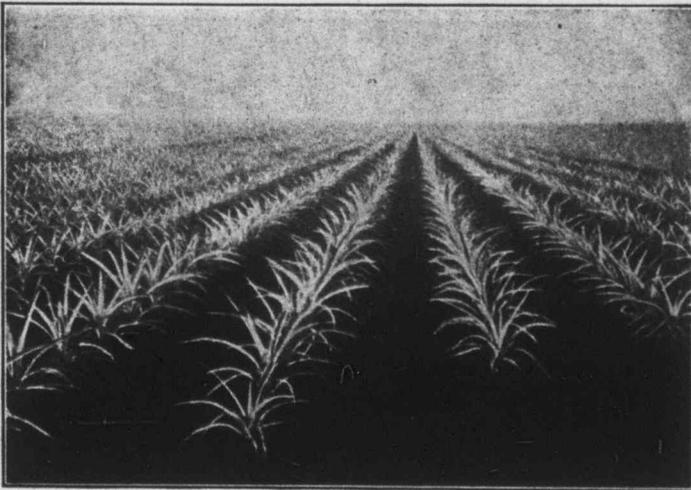
Rapid Sales of This Line in Past Forecasts Good Future—Pineapple Possesses Medicinal As Well As Food Qualities—How It Grows And Information on Canning Process.

Canned pineapple is a line which a great many retail grocers are featuring with splendid results. Pineapple is one of the best of preserved fruits on the

the sliced, and are canned with the same care. Only large perfect pineapples are used. The core is cut out by machinery and thrown away. To fit the can pro-

ed in rotation, so that crops are ripening several months in the year.

That the consumption of canned pineapple is rapidly increasing is shown



Pineapple plants about 6 months old—they have not yet commenced to fruit.



Some of the same plants at 12 months old—The fruit here is about one-quarter grown.

market, possessing not only good food, but good medicinal qualities.

Used in Many Ways.

Pineapple is good at any time, with any meal. It makes a most delicious breakfast fruit, or can be made into dozens of tempting combinations with ice cream, whipped cream, maraschino cherries, strawberries, other berries and fruits. The grated and shredded forms are used in cake, pie, ice cream and dessert making.

These forms are of equal quality with

perly, the peeled pineapple is cut by machinery into a sliced pineapple. Large outside pieces of the best part of the fruit are left. These are put up as crushed and grated pineapple.

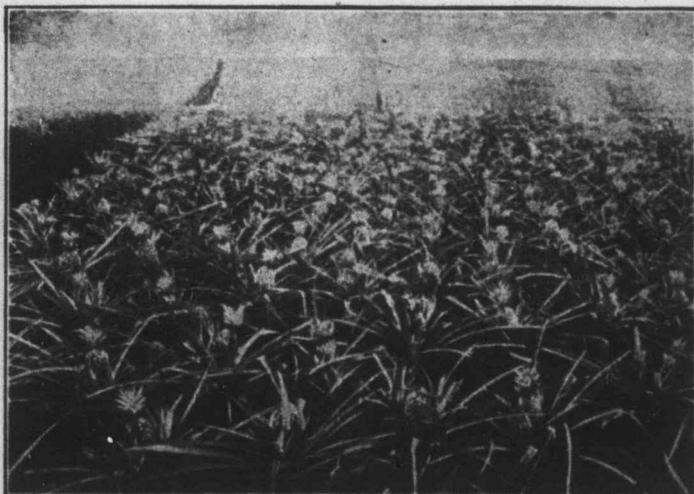
Long Time to Mature.

The accompanying pictures show how pineapples are cultivated in the fields in Hawaii Island. They are planted in rows a short distance apart. As will be noted from the underlines of the cuts it takes pineapple about a year and a half to mature. Fields are, therefore, plant-

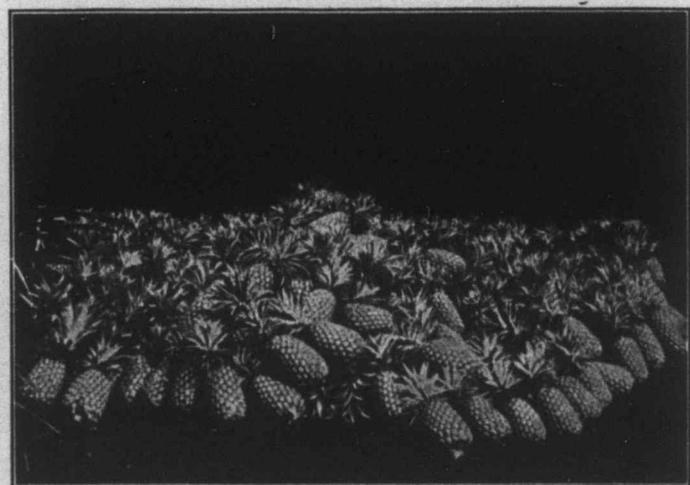
from the figures available giving progress of sales in the United States. In 1907 over 5,000,000 cans were sold of pineapple packed in one island. In 1909 sales jumped to 20,000,000 cans, while the present production is 31,000,000, and the demand is far in excess of the supply.

A Line to Feature.

Retailers would do well to give particular attention to this line. Good sales can be made because it is a food that brings repeat orders.



The plants at 14 months, showing the fruit still growing. In about four weeks more it will be fully matured.



A pile of fully ripened pineapples at 18 months—picked and ready to be taken to the cannery.

Second Advance of 10c. in Sugar

Fifth Fluctuation This Year—Raw Market Still Rising—Salmon Prices Far Below Last Year's—Prices on Canned Beans, Raspberries and Lawtonberries Are Out, And Are Lower.

MARKETS IN BRIEF

QUEBEC.

PRODUCE AND PROVISIONS—

Eggs move up 1 cent all round. Situation in meats a puzzling one. Butter firming at primary sources.

FISH AND OYSTERS—

B.C. salmon declines to 12 and 14c. Sword fish firmer as season closes. Bluefish and doree each drop 1c. Carp advances 1c. Smoked bloaters and kippers show advance on new stock. Lobsters move up 2c. Oyster season opens Sept. 1.

FRUIT AND VEGETABLES—

California shipping season nearing an end. Basket apples and tomatoes holding high. Sweet potatoes appear for first time.

FLOUR AND CEREALS—

Oat crop light. This means large quantity oat screening and firm prices in rolled oats. Buyers all anxious to stock up cornmeal, but supplies at hand are practically nil. Flour and mill feeds all hold firm.

GENERAL GROCERIES—

Sugar moved up 10c Tuesday to \$4.50 basis. Prices announced on canned salmon, string beans, lawtonberries and red raspberries. California loose muscatels move up 1/2c. Seeded raisins advance 1/4c. Imported herrings advance 5c doz. Singapore tapioca drops 1/4c.

ONTARIO.

PRODUCE AND PROVISIONS—

Eggs firmer, some grades advancing one cent. Supply of hogs continues light, with threatened drop in prices at first increase in number. Cheese still too high for export. Broilers drop 2c at Exhibition rush.

FISH AND OYSTERS—

First shipment of oysters reaches Toronto. Quality better than opening in former years. Prices same this year. B.C. salmon plentiful, but prices firm.

FRUIT AND VEGETABLES—

Crawford peaches down to 75-85c. Plums from 20 cents up. Lawtonberries dropped to 6 cents. Cantaloupes much lower. Tomatoes down to 20 to 25c, and potatoes to \$1.25 a bag.

FLOUR AND CEREALS—

Crop reports from west very favorable. Ontario oat crop best in five years. Cornmeal and mill feeds continue firm at the increased prices announced one week ago.

GENERAL—

Sugar advanced 10 cents. Salmon prices announced far below last year's. Prices announced on beans, red raspberries and lawtonberries. Tea market in bad condition for packers.

QUEBEC MARKETS.

Montreal, P. Q., August 27.—Business for season is remarkably good, and even beyond jobbers' expectations. This week one prominent wholesaler states: "There would appear to be quite a marked easing up in money market of late judging from the tremendous business which is at present passing." Sugar is accountable for a large portion of the business, but even at that prospects for good trading all round are bright.

SUGAR.—All refined sugars advanced 10 cents per 100 lbs. on Tuesday morning at 9.30 which now brings prices up to a \$4.50 basis. On May 12, following the new West Indian tariff adjustments there was a decline of 20 cents per 100 lbs. This has now been totally cleared away, as prices are now back to the level existing before that time.

As to the future, Montreal dealers are bullish on sugar market. Raws are steadily advancing, and Tuesday at 3.80 in New York are fully 20 cents higher than two or three weeks ago. Together with this, dealers state that refiners could still put on 20 cents on their prices and even then fear no outside competition. Thus a bullish feeling generally prevails.

Critical season on European beet is now approaching, but in two weeks a

fair knowledge should be had of exact situation. Just now heavy consumption in Europe is forcing up prices.

	Per 100 lbs.
Extra Granulated Sugars—	
100 lb. bags	4 50
20 lb. bags	4 60
2 and 5 lb. cartons	4 80
Second grade, in 100 lb. bags	4 35
Extra Ground Sugars—	
Barrels	4 90
50 lb. boxes	5 10
20 lb. boxes	5 30
Powdered Sugars—	
Barrels	4 90
50 lb. boxes	5 10
25 lb. boxes	5 10
Paris Lump—	
100 lb. boxes	5 25
50 lb. boxes	5 45
25 lb. boxes	5 55
Crystal Diamonds—	
Barrels	5 30
100 lb. boxes	5 45
50 lb. boxes	5 55
5 lb. cartons	6 40
Crystal Dominoes, cartons	7 20
Yellow Sugars—	
No. 3	4 55
No. 2	4 55
No. 1	4 15
Barrels granulated and yellow may be had at 5c per cwt. above bag prices.	

SYRUP AND MOLASSES.—While sugars all tend upward, there is practically no change in molasses situation over week ago. The situation is a peculiar one. On primary sources there still appears a tendency even to weakness, but margin is not by any means sufficient to go and come on.

Amongst dealers in corn syrups, opinion is still firmly held that an advance in these syrups would be quite justified, following the marked firmness in corn.

	Prices for Island of Montreal.
	Extra Fancy. Fancy. Choice.
Punchoons	.44 .41 .39
Barrels	.47 .44 .42
Half Barrels	.49 .46 .44

For outside territories prices range about 2 cents lower per gallon than for delivery, Island of Montreal. Carload lots of 20 puncheons or its equivalent in barrels or half barrels, to one buyer, may be sold at "open prices." No discounts will be given.

Corn Syrups—	
Barrels, per lb. .63 1/4; 1/2 bbls. .63 1/4; 1/4 bbls. .63 1/4	
Pails, 38 1/2 lbs. 1.75; 25 lbs.	1.25
Cases, 2 lb. tins, 2 doz. in case.....	2 40
Cases, 5 lb. tins, 1 doz. in case.....	2 75
Cases, 10 lb. tins, 1/2 doz. in case.....	2 65
Cases, 20 lb. tins, 1/4 doz. in case.....	2 60
Maple Syrups—	
Pure, per 8 1/4 lb. tin	0 75
Pure, in 15 gal. kegs, 8c. per lb., or per gal	1 00
Maple Sugar, pure, per lb.	0 10 0 11

DRIED FRUITS.—California loose muscatels, 3 crown, moved up this week another 1/2 cent, which brings the price up to 7 1/2 cents per lb.

Seeded raisins have also moved up 1/2 cent, both on fancy and choice. At primary sources market is strong on new crop. Almost all California fruits show a reduced output. This is probably not so marked as pictured by growers, but there appears no doubt that a shortage does exist. In addition, stocks locally in many lines are greatly reduced, so that higher prices are anticipated.

For future delivery prunes have already advanced beyond opening prices with indications of greater firmness to follow.

In face of the 50 per cent. apple crop in Canada this season, and the fact that gallon apples in New York have advanced \$1 per doz at least within the past few months, dealers advise early buying of both evaporated and gallon apples. Though there is a considerable holdover from last year, they claim that before the season is out a big advance will be seen.

	Per lb.
Apples, 50-lb. boxes	0 07 1/2 0 08
Nectarines, choice	0 11
Peaches, choice	0 09 1/2
Pears, choice	0 12 1/2

DRIED FRUITS.

Candied Peels—	
Citron	0 17
Lemon	0 11
Orange	0 12
Currants—	
Amalias, loose	0 07
Amalias, 1-lb. pkgs.	0 07 1/2 0 08 1/2
Filiatras, fine, loose	0 06 1/2 0 07
Dates—	
Dromedary, package stock, per pkg.	0 10
Figs, choicest	0 11
Hallowee, loose	0 06
Hallowee, 1-lb. pkgs.	0 06 1/2
Figs—	
Finest, 6 crown, about 12 pounds....	0 15
Same fruit, 5 and 4 crown, 1 and 2 cents less.	
Prunes—	
40 to 50, in 25-lb. boxes	0 13
50 to 60, in 25-lb. boxes	0 12
60 to 70, in 25-lb. boxes	0 11
70 to 80, in 25-lb. boxes	0 07 1/2
80 to 90, in 25-lb. boxes	0 07
Raisins—	
Malaga table, box of 22 lbs., accord-	
ing to quality	2 50 5 25
Muscatsels, loose, 3 crown, lb.	0 07 1/2
Sultana, loose	0 10
Sultana, 1 lb. pkgs.	0 11
Valencia, old stock	0 04
Seeded, fancy	0 09
Seeded, choice	0 08 1/2

Prices quoted on all lines of fruits liable to be shaded for quantities, according to the state of the market.

TEA.—Japan teas continue practically unchanged. Demand for Ceylons is improving so that on primary sources both Orange Pekoes and Pekoes have shown an advance. Not much word is forthcoming with regard to China teas. It is

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reported, however, that prices are likely to be higher this season than last year. Already the financial situation in that country, and also the unrest prevailing, have accounted for a 2 cent advance, and if this keeps up, it may result in higher teas to buyers here.

Japanes—		
Choicest	0 40	0 50
Choice	0 35	0 40
Fine	0 30	0 35
Medium	0 25	0 30
Good common	0 15	0 25
Common	0 15	0 18
Yamashiro	0 75	1 00
Ceylon—		
Broken Orange Pekoe	0 30	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
Garden grown	0 75	1 00
India—		
Pekoe Souchongs	0 19	0 20
Ceylon Greens—		
Young Hysons	0 24	0 26
Hyson	0 22	0 22
Spanish No. 1	0 12 1/2	0 12 1/2
Virginia No. 1	0 13 1/2	0 13 1/2
Gunpowders	0 19	0 35
China Greens—		
Pingsuey gunpowder, low grade	0 14	0 18
Pingsuey gunpowder, pea leaf	0 20	0 30
Pingsuey, gunpowder, pinhead	0 30	0 50

SPICES.—Cream of tartar is advancing steadily on primary sources. Crops have been bad, and prices are being firmly held all round. Manufacturers state that an advance to retailer will have to be forthcoming shortly.

Peppers continue firm as reported last week, but margin is not yet great enough to cause any advance locally.

Spices—	Compound, per lb.	Pure, per lb.	Allspices, ground	0 10	0 13-0 15
			Allspice, whole	0 12-0 15	0 12-0 15
Cinnamon, whole	0 20-0 25	0 20-0 25	Cinnamon, ground	0 17-0 18	0 20-0 25
Cinnamon, Batavia	0 25-0 35	0 25-0 35	Cloves, whole	0 18-0 23	0 25-0 30
Cloves, ground	0 18-0 23	0 25-0 30	Cream of tartar	0 18-0 21	0 27-0 30
Ginger, Cochin	0 12-0 15	0 18-0 21	Ginger, Jamaica, ground	0 15-0 18	0 22-0 25
Ginger, Jamaica, whole	0 22-0 25	0 22-0 25	Ginger, African, ground	0 16-0 16	0 16-0 16
Mace	0 75-1 00	0 75-1 00	Nutmegs, brown, 54s, 50c;	0 40-0 40	0 40-0 40
80s, 40c; 100s	0 40-0 40	0 40-0 40	Nutmegs, ground, bulk, 40c;	0 40-0 40	0 40-0 40
1 lb. tins	0 50-0 50	0 50-0 50	Pastry spice	0 10-0 14	0 17-0 20
Peppers, black, ground	0 10-0 14	0 17-0 20	Peppers, black, whole	0 18-0 20	0 27-0 30
Peppers, white, ground	0 15-0 23	0 25-0 28	Peppers, white, whole	0 25-0 28	0 25-0 28
Seeds—			Per lb.		
Canary	0 10	0 12	Caraway, Canadian	0 10	0 10
Caraway, Dutch	0 14	0 14	Cardamon	1 25	1 50
Celery	0 40	0 50	Hemp	0 05 1/2	0 06
Rape	0 07	0 07 1/2			

RICE AND TAPIOCA.—Singapore tapioca dropped 1/2 cent per lb. this week both on seed and medium pearl. Penang holds unchanged at 4 1/2 to 5 cents.

Rangoon Rice—		
"B," bags 50, 100 and 250 lbs.	Per cwt.	3 15
"B," pockets, 25 lbs.	3 25	3 25
"C.C.," bags 50, 100 and 250 lbs.	3 05	3 05
"C.C.," pockets 25 lbs.	3 15	3 15
"C.C.," pockets 12 1/2 lbs.	3 25	3 25
India bright	3 30	3 30
Lustre	3 40	3 40
Fancy Rices—		
Polished Patna	Per cwt.	4 40
Pearl Patna	4 80	4 80
Imperial Glace	5 10	5 10
Sparkle	5 10	5 10
Snow, Japan	5 30	5 30
Ice drips, Japan	5 45	5 45
Crystal, Japan	5 10	5 10
Carolina head	7 10	7 10
Imported Patna—		
Bags, 24 lbs.	0 05 1/2	0 05 1/2
Half bags, 112 lbs.	0 05 1/2	0 05 1/2
Quarter bags, 56 lbs.	0 05 1/2	0 05 1/2
Velvet head Carolina	0 09	0 10
Sago, brown	0 05 1/2	0 06
Tapioca—		
Singapore, medium pearl	0 05 1/2	0 05 1/2
Singapore, seed	0 05 1/2	0 06
PENANG	0 04 1/2	0 05

NUTS.—Filberts continue to advance on primary sources, this week moving up 2 cents. Locally there are no changes to report.

In shell—		
Almonds	Per lb.	0 17
Brazils	0 20	0 21
Filberts	0 13	0 14
Peanuts, American, according to qual.	0 08 1/2	0 11 1/2
Peanuts, French	0 09	0 09
Pecans, polished, large	0 18	0 19
Walnuts, marbots	0 15	0 16
Shelled—		
Almonds, Tarragona, soft	0 15 1/2	0 17 1/2
Almonds	0 33	0 34
Almonds, Valencia	0 37 1/2	0 39
Peanuts	0 08	0 09
Walnuts	0 31	0 33

ONTARIO MARKETS.

Toronto, Aug. 27.—A second rise in the price of sugar and the announcement of the canned salmon prices are the new features of the general markets this week. This further rise in sugar was referred to as quite probable in Canadian Grocer last week, owing to the rising markets in raws, and even a third increase would not surprise some students of sugar markets.

SUGAR.—The rise of 10 cents which was announced on Tuesday of this week is the fifth fluctuation during the present year. One year ago sugar was much higher, \$5.05, as compared with \$4.60 now.

The following are the fluctuations since the first of 1912, Toronto prices:

1912.	
Jan. 1	5 75
Jan. 4	5 65
Jan. 11	5 55
Jan. 28	5 45
Feb. 7	5 35
Feb. 10	5 25
March 25	6 65
April 2	5 45
May 2	5 35
June 13	5 25
June 24	5 10
Aug. 13	5 05
Oct. 2	4 95
Oct. 17	4 85
Unchanged to end of year.	
1913.	
Jan. 7	4 70
May 27	4 60
May 13	4 60
Aug. 4	4 50
Aug. 26	4 60

A local broker, in discussing the situation, stated that the real reason for present increase was that, although the world's visible supply was large, there had been no speculation, and the buyers were forced to keep in the market. Thus the demand, with the Cuba supply nearly cut off, was very keen, and there might be a good deal of scurrying to cover in September. The European beet crop, which came on in October, was large, and with a good crop in Cuba it would be hard to prognosticate what would happen.

Extra Granulated Sugars—		Per 100 lbs.
100 lb. bags	4 60	4 60
30 lb. bags	4 70	4 70
2 and 5 lb. cartons	4 90	4 90
Beaver granulated, in 100 lb. bags	4 45	4 45
Extra Ground Sugars—		
Barrels	5 00	5 00
50 lb. boxes	5 20	5 20
25 lb. boxes	5 40	5 40
Powdered Sugars—		
Barrels	4 80	4 80
50 lb. boxes	5 00	5 00
25 lb. boxes	5 20	5 20
Paris Lump—		
100 lb. boxes	5 35	5 35
50 lb. boxes	5 45	5 45
25 lb. boxes	5 65	5 65
Crystal Diamonds—		
Barrels	5 40	5 40
100 lb. boxes	5 35	5 35
50 lb. boxes	5 45	5 45
5 lb. cartons	7 50	7 50
Crystal Dominoes, cartons	7 60	7 60
Yellow Sugars—		
No. 3	4 55	4 55
No. 2	4 45	4 45
No. 1	4 15	4 15
Barrels granulated and yellow may be had at 5c per cwt. above bag prices.		

MOLASSES AND SYRUP.—Although the corn syrup manufacturers are being watched for a rise in prices there were no indications of such a movement up to Wednesday noon, although one or two remarked that "wise men" should do some extra buying just now.

Syrups—		
2 lb. tins, 2 doz. in case	Per case.	2 40
5 lb. tins, 1 doz. in case	2 75	2 75
10 lb. tins, 1/2 doz. in case	2 65	2 65
20 lb. tins, 1/4 doz. in case	2 60	2 60
Barrels, per lb.	0 03 1/2	0 03 1/2
Half barrels, lb.	0 03 1/2	0 03 1/2
Quarter barrels, lb.	0 03 1/2	0 03 1/2
Pails, 38 1/2 lbs. each	1 75	1 75
Pails, 25 lbs. each	1 25	1 25
Molasses, per gallon—		
New Orleans, barrels	0 27	0 29
West Indies, barrels	0 29	0 31
West Indies, half barrels	0 28	0 28
Barbados, fancy, barrels	0 45	0 47
Barbados, fancy, half barrels	0 40	0 40
Maple Syrup—Compound—		
Gallons, 6 to case	4 90	4 90
1/2 gals., 12 to case	5 40	5 40
1/4 gals., 24 to case	4 90	4 90
Pints, 24 to case	3 70	3 60
Maple Syrup—Pure—		
5 gallon cans, 1 to case	1 25	1 25
Gallons, 6 to case	6 00	6 00
1/2 gallons, 12 to case	7 25	7 25
Quarts, 24 to case	7 25	7 40
Pints, 24 to case	4 70	4 70
Maple Sugar—		
Pure, per lb.	0 14	0 15
Maple Cream Sugar—		
24 twin bars	1 80	1 80
40 and 48 twin bars	3 00	3 00
Maple butter, lb. tins, dozen	1 00	1 00

NUTS.—While the trend of the market is upwards, no changes were announced this week.

In shell—		
Almonds, Formigetta	Per lb.	0 15
Almonds, Tarragona	0 17	0 17
Brazils	0 15	0 15
Filberts, Siedly	0 12 1/2	0 12 1/2
Filberts, Barcelona	0 09 1/2	0 09 1/2
Peanuts, green, per lb.	0 10	0 10 1/2
Peanuts, roasts	0 12	0 12
Pecans	0 18	0 20
Walnuts, Bordeaux	0 13	0 13 1/2
Walnuts, Grenoble	0 16	0 16 1/2
Walnuts, Marbots	0 14	0 15
Walnuts, Cornes	0 13	0 14
Shelled—		
Almonds	0 40	0 41
Filberts	0 27	0 27
Peanuts	0 09	0 10
Pecans	0 07	0 07
Walnuts	0 32	0 32

SPICES.—The demand is becoming livelier for pickling but prices remain unchanged.

Allspice	5 and 10 lb. Tins, pkgs. doz.	14-17	60-70	70-80
	Cassia	22-27	72-80	80-90
Cayenne pepper	22-28	72-80	80-1 15	
Cloves	30-35	1 08-0 95	1 08	
Cream tartar	30-32			
Curry powder	25-35	65-0 85	75-0 85	
Ginger	22-27	65-0 85	75-0 85	
Mace	75-1 00		0 8-75	
Nutmegs	25-30	65-0 80	1 05-0 80	
Peppers, black	19-22	67-0 75	80-0 80	
Peppers, white	27-30	80-1 05	1 05-1 15	
Pastry spice	20-27	65-0 85	75-1 10	
Pickling spice	14-18	75-0 90	75-0 90	
Turmeric	18-18			
Range for pure spices according to grade. Pails or boxes 3 cents per lb. below tins. Barrels 3 cents below tins.				
Cardamon seed, per lb., in bulk	1 80	2 25		
Caraway, per lb.	0 10	0 10		
Cinnamon, Ceylon, per lb.	0 80	0 80		
Mustard seed, per lb., in bulk	0 10	0 12		
Celery seed, per lb., in bulk	0 60	0 70		
Shredded cocconut, in pails	0 18	0 20		

DRIED FRUITS.—While the tendency of nearly all dried fruits is to advance the market this week is not quotably higher.

Apples, evaporated, per lb.	0 07 1/2	0 08
Apricots—		
Standard, 25 lb. boxes	0 15	0 17
Choice, 25 lb. boxes	0 17	0 19
Fancy	0 20	0 22
Candied Peels—		
Lemon	0 12 1/2	0 13
Orange	0 13	0 15
Citron	0 15	0 15
Currants—		
Filiatras, per lb.	0 07	0 07
Amalas, choicest, per lb.	0 07 1/2	0 07 1/2
Patras, per lb.	0 07 1/2	0 07 1/2
Vostizas, choice	0 10	0 10
Vostizas, shade dried	0 10 1/2	0 11
Cleaned, 1/2 cent more.		
Dates—		
Fards, choicest, 12-lb. boxes	3 00 1/2	3 00 1/2
Fards, choicest, 60-lb. boxes	0 07	0 07 1/2
Package dates, per pkg.	0 05 1/2	0 07 1/2

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MANITOBA MARKETS.

Figs—	Natural figs, in bags, lb.	0 05	0 07
	Comadre figs, in taps, per lb.	0 04	0 04 1/2
	Eleme figs, in boxes, according to size, lb.	0 10	0 15
Peaches—	Standard, 25-lb. boxes	0 09	0 10
	Choice, 25-lb. boxes	0 09	0 10
	Choice, 50-lb. boxes	0 08 1/2	0 09
Raisins—	Sultana, choice	0 10	0 12
	Sultana, fancy	0 12	0 14
	Valencia, old stock	0 06	0 06 1/2
	Seeded, fancy, 1 lb. packets	0 09	0 09
	Seeded, fancy, 1 lb. packets	0 08	0 08 1/2

RICE AND TAPIOCA.—The market is unchanged as compared with one week ago.

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

COFFEES.—The market all around is firmer this week.

Coffee, Roasted—	Bogotas	0 27	0 28
	Guatemala	0 26	0 28
	Jamaica	0 24	0 25
	Java	0 32	0 35
	Maricao	0 25	0 26
	Mexican	0 27	0 28
	Mocha	0 30	0 32
	Rio	0 18	0 20
	Santos	0 21	0 23
	Chicoiry, per lb.	0 10	0 12

TEAS.—A London cable received Wednesday morning states that the market is "all around firm with a slight advance in prices." In an editorial in this issue the situation is presented in a vivid manner by a Canadian packer, and bears out the cables published during the past few weeks. In spite of the unfavorable situation from the packers' point of view there has been no hint so far of raising the price to the retailer.

CANNED GOODS.

Montreal, Aug. 27.—Opening prices on salmon have this week been announced and show a reduction of from 30 to 40 per cent. over last year's prices. This is the lowest prices that have been since 1909, the year of the last big run. Catches have been heavy, so that salmon should form quite a popular food this season, as best grades will retail around 20 cents instead of 30 cents of last year. Prices on Clover Leaf (red sockeye) salmon are as follows:

1s. tall, per dozen	1 95
1s. flats, per dozen	2 07 1/2
1/2s. flats, per dozen	1 27 1/2

There is a reduction of 2 1/2 cents per dozen on five-case lots. These prices apply only to futures, and will have no effect on stocks on spot.

Prices have also been announced on string beans, lawton berries and red raspberries. These are:

	Group A	Group B
String beans, 2s. per doz.	0 82 1/2	0 85
Lawtonberries, 2s. per dozen	1 90	1 92 1/2
Red raspberries, 2s. per doz.	1 90	1 92 1/2

Imported herrings (Scotch) have this week moved up 5 cents per dozen. On primary sources kippers advanced about 12 cents; others about 6 cents.

Toronto, Aug. 28.—The retail prices on canned salmon have been noted elsewhere in this issue. The B. C. Packers'

Association have fixed the price as quoted, and have requested the wholesalers not to sell under these, so as to guarantee a small margin to the wholesale trade. They add: "Please note—Prices, we think, will undoubtedly be higher from now on until the year 1917. At our present prices to the retail trade merchants can give consumers a pound tin of the highest grade of meat food for 20 cents per pound, the cheapest food in Canada.

Prices were announced this week also by the canners on beans, raspberries, and lawtonberries. These show the material reductions of the earlier list. For instance, beans are 85c. compared with \$1 last year, and raspberries \$1.92 1/2, as compared with \$2.15 for heavy syrup; while preserved are \$2.12 1/2, as against \$2.40 in 1912. The additions to the list are as follows:

VEGETABLES.

Beans—	Group A
2s. golden wax, midget, Arctic brand.	1 15
2s. golden wax	0 85
3s. golden wax	1 22 1/2
Gallon, golden wax	3 52 1/2
2s. Refugee or Valentine (green)	0 85
3s. Refugee (green)	1 22 1/2
2s. Refugee, midget, Auto brand.	1 15
Gallons, Refugee	3 52 1/2

FRUITS.

Lawtonberries—	2s. blackberries, H.S.	1 92 1/2
	2s. preserved	2 12 1/2
Raspberries—	2s. black, H.S.	1 92 1/2
	2s. black, preserved	2 12 1/2
	Gals., black, standard	7 02 1/2
	Gals., black, solid pack	9 27 1/2
	2s. red, H.S.	1 92 1/2
	2s. red, preserved	2 12 1/2
	Gals., red, standard	7 27 1/2
	Gals., red, solid pack	9 27 1/2
	Group B, 2 1/2 cents less per dozen.	

Tomatoes and corn are not out yet, but both are expected to be much lower than in 1912.

VEGETABLES.

	Group A, per doz.
2's Asparagus Tips	2 27 1/2
2's Asparagus Butts	1 42 1/2
2's Beets, Sliced, Blood Red, Simcoe	0 97 1/2
2's Beets, whole, Blood Red, Simcoe	0 97 1/2
2's Beets, Whole, Blood Red, Rosebud	1 27 1/2
3's Beets, Sliced, Blood Red, Simcoe	1 32 1/2
3's Beets, Whole, Blood Red, Simcoe	1 37 1/2
3's Beets, Whole, Blood Red, Rosebud	1 52 1/2
3's Cabbage	0 97 1/2
3's Carrots	0 97 1/2
3's Carrots	0 97 1/2
2's Peas, Standard, sieve 4	0 82 1/2
2's Peas, Early Junes, sieve 3	0 85
2's Peas, Sweet Wrinkles, sieve 2	0 87 1/2
2's Peas, Extra Fine Sifted, sieve 1	1 27 1/2
Gals. Peas, Standards	4 02 1/2
Gal. Peas, Early Junes	4 12 1/2
Gal. Peas, Sweet Wrinkles	4 27 1/2
2's Spinach	1 77 1/2
3's Spinach	1 77 1/2
Gals. Spinach	5 30
	(Group B is 2 1/2c. doz less in each case.)

FRUITS.

2's Black Cherries, pitted H.S.	1 92 1/2
2's Black Cherries, not pitted H. S.	1 52 1/2
2's Red, Ptd, Cherries, H.S.	1 92 1/2
2's Not ptd., Red Cherries, H.S.	1 52 1/2
Gals. Ptd. Cherries	8 52 1/2
Gals. Not Ptd. Cherries	8 02 1/2
2's Cherries, White Ptd., H.S.	1 92 1/2
2's Cherries, White, Not Ptd., H.S.	1 52 1/2
2's Black Currants, H.S.	1 92 1/2
2's Preserved, Black Currants	2 27 1/2
Gals. Black Currants, Standard	5 27 1/2
Gals. Black Currants, Solid Pack	8 27 1/2
2's Red Currants, H.S.	1 92 1/2
2's Red Preserved Currants	2 27 1/2
Gal. Red Currants, Standard	5 27 1/2
Gal. Red Currants, solid pack	8 27 1/2
2's Gooseberries, H.S.	1 77 1/2
2's Gooseberries, Preserved	2 92 1/2
Gals. Gooseberries, Standard	7 02 1/2
Gals. Gooseberries, solid pack	8 77 1/2
2's Pineapple, sliced, H.S. White Bahama	1 92 1/2
2's Pineapple, grated, H.S. White Bahama	1 47 1/2
3's Pineapple, whole, H.S., White Bahama	1 92 1/2
3's Pineapple, whole, H.S., White Bahama	2 47 1/2
2's Rhubarb, Preserved	1 52 1/2
3's Rhubarb, Preserved	2 27 1/2
Gals. Rhubarb Standard	3 52 1/2
2's Strawberries, H.S.	1 92 1/2
2's Strawberries, Preserved	2 27 1/2
Gals. Strawberries, standard	7 52 1/2
Gals. Strawberries, solid pack	9 77 1/2
	(Group B is 2 1/2c. doz less in each case.)

POINTERS—

Corn Products—Firm.
Sugar—Up 10 cents.

Winnipeg, August 27.—"One more week of weather like this and the wheat crop of Western Canada will be all in the sheaf," said Andrew Kelly president of the Winnipeg Grain Exchange and of the Western Canada Flour Mills Co., in talking over the business situation with your correspondent. This is not news to the West but it accounts for the undoubted improvement in business situation and promises a return of that prosperity which West has almost come to consider as its right. One good thing is to be noted in the depression of the last eight months and that is that the West has contracted no debts and it can start in on another crop year with a remarkably clean sheet. The sentiment of extreme conservatism in business that has marked trade in past six months is now passing away but it is most fortunate that it came into existence. It inflicted no real hardship anywhere and at same time it prevented the piling up of liabilities whose liquidation would have severely hampered business for another year.

Wholesalers and jobbers are well satisfied with present conditions. There is good volume of trade in both urban and rural districts. Out of town orders are coming in freely and for larger amounts.

Starches and other corn products are firm and sugar advanced again.

SUGARS.—Sugar took another advance this week of 10 cents per hundred pounds. The consumption demand is brisk at present but stocks are not sufficient to meet requirements.

Extra standard granulated, per bbl.	5 10
Montreal yellow, per bbl.	4 65
B.C. yellow, per barrel	4 65
Iceing sugar, per barrel	5 65
Powdered, per barrel	5 45
Lumps, hard, per barrel	5 95
Sugar in sacks, 5c less.	

SYRUPS.—Syrup prices are unchanged but are hardly likely to remain steady much longer as corn prices are extremely high and corn products are almost sure to go up in sympathy with the price of the raw material.

Corn Syrups—	
2 lb. tins, per case	2 28
5 lb. tins, per case	2 63
10 lb. tins, per case	2 51
20 lb. tins, per case	2 62
Barrels, per 100 lbs.	3 82
Molasses, New Orleans, gal.	0 33
Molasses, Barbados, gal.	0 35
Maple syrup, quarts, per case	0 45
Maple syrup, 1/2 gals.	6 20
Maple syrup, 1/4 gals.	5 85

DRIED FRUITS.—With an abundant supply of green fruits at reasonable prices dried fruits are not in any great demand but there is an average trade in currants and raisins. The Western prune crop is an average one and coast plums, peaches, etc., are coming in here in considerable quantities.

Prunes—	Per lb.
Prunes, 80 to 90, 25 lbs.	0 06
Prunes, 90 to 100, 25 lbs.	0 05 1/2
Prunes, 70 to 80, 25 lbs.	0 06 1/2
Prunes, 60 to 70, 25 lbs.	0 07 1/2

THE CANADIAN GROCER

Prunes, 50 to 60, 25 lbs.	0 08 1/4
Prunes, 40 to 50, 25 lbs.	0 10 1/4
Apricots—	
Choice	0 15 1/4
Standard	0 13 1/4
Slab	0 11 1/4
Nectarines	0 11 1/4
Cooking Figs—	
Choice boxes	0 06 1/4
Half boxes	0 06 1/4
Half bags	0 05 1/4
Valencia Raisins—	
Fine, f.o.s., 22s, s.p., per box	2 75
Fine, selected, 22s, s.p., per box	2 70
4-crown layers, 22s, s.p., per box	2 65
4-crown layers, 17s, s.p., per box	1 35
4-crown layers, 17s, s.p., per box	0 75
Ne plus ultra, 82s, s.p., per box	2 20
Sultanas—	
California	0 09 1/4
Smyrnas	0 14
Currants—	
Dry clean, per lb.	0 07 1/4
Washed, per lb.	0 07 1/4
1-lb. package	0 08 1/4
2-lb. package	0 17 1/4

TEAS AND COFFEES.—There is no change in teas and coffees. Choice India and Ceylons are a little easier. Some corrections are made in coffees but the situation is unchanged.

Coffee—	
Green Rio, No. 5	0 16 1/4
Roasted Rio	0 21
Green Santos	0 16
Roasted Santos	0 21
Chicory	0 11 1/4
Teas—	
China blacks, choice	0 25 0 40
India and Ceylon, choice	0 32 0 49
Japans, choice	0 36 0 46

NUTS.—There is nothing new in the nut trade. There is a fair average demand and prices are steady.

Brazil	0 18	0 19
Tarragona almonds	0 18 1/4	0 19 1/4
Peanuts, roasted, Jumbos	0 11	0 11
Peanuts, choice	0 22	0 22
Marbot walnuts	0 13 1/4	0 13 1/4
Grenoble walnuts	0 16	0 16
Sicily filberts	0 11 1/4	0 11 1/4
Shelled almonds	0 38	0 38
Shelled walnuts	0 31	0 31

BEANS.—News of the Ontario crop of white beans is scarce and is being watched for with some interest by the trade.

Beans—	
Hand picked	2 35
3 lb. picker	1 95
Peas—	
Split peas, sack, 95 lbs.	3 85
Whole peas, bushel	2 75 2 85
Barley—	
Pot barley, per sack 95 lbs.	4 75
Pearl barley, per sack 95 lbs.	3 65

WINNIPEG.

FRESH FRUITS AND VEGETABLES.

—The market is now well supplied with fruits and vegetables at a reasonable figure. Washington stone fruit is now on the market. Ontario tomatoes are much reduced. Apples are scarce and dear.

New potatoes, bushel	0 60
Potatoes, bushel	0 90
Cocoanuts, dozen	1 25
Iowa apples, bbl.	5 50
Washington plums, crate	1 65
Washington peaches, crate	1 35
Washington pears, crate	3 25 3 50
Bananas, per bunch	2 50 3 50
Californian lemons, crate	10 00
Messina lemons	7 50
Valencia oranges	6 50 7 00
Watermelons, dozen	6 00
Evaporated Cranberries	3 50
California plums, crate	2 00
California peaches, crate	1 35
Imported honey, box	5 50
California Bartlett pears	4 00
California cantaloupes	6 00
Ontario tomatoes, basket	0 75
Blueberries, basket	1 60

FISH.—The salmon run on the coast has been very heavy and should be immensely profitable. Fish and poultry prices locally are steady with demand good.

Fish—	
Fresh salmon	0 16
Fresh halibut	0 10
Steak cod, lb.	0 12 1/4
Lake Winnipeg, white fish	0 5 1/4
Fresh pickarel	0 14

Haddock, lb.	0 06
Market cod	0 10
Finnon haddie	0 08
Kippers, per box	2 00
Lake trout, per pound	0 12
Boaters, per box	1 50
Scotland herring, keg	0 7 1/2
Labrador herring, half barrel	4 25 4 50
Salt mackerels, kit	2 75

NOVA SCOTIA MARKETS.

(By Wire.)

Halifax, Aug. 27.—Business is in good volume in local grocery markets. Canned goods deliveries are being made of this season's pack of canned peas and beans. The single case price of marrow-fat peas is 65 cents per dozen, and golden wax beans 87½ cents per dozen. These prices are much lower than last year's so dealers are looking for largely increased business.

Rolled Oats.—There has been an advance of 15 cents per barrel.

Pork and Lard.—The market is a shade easier.

Barrel Beef.—The market remains strong and full supplies are difficult to obtain from the packers.

Molasses.—The demand remains firm for pure fancy Barbados molasses at 37 cents per gallon in puncheons.

FISH.—According to advices, cod fishery on Labrador coast is pretty much a failure. Catches so far are small, and even if weather proves favorable for balance of season fishermen cannot make up catch. Lobster catch on same coast is practically nil.

Fisheries along Nova Scotia have been fairly active during past week. Trade is active in herring, and good catches of swordfish have been made. Cod and haddock are plentiful, and halibut are in fairly good supply. There has been no change in prices.

NEW BRUNSWICK MARKETS.

By Wire.

St. John, N.B., Aug. 27.—Sugar market is again active. All grades went up 10 cents Monday afternoon. Firm market is expected until after September at least. Cornmeal and oatmeal are higher, former being up 5 to 10 cents and latter 15 cents. Shortage of corn crop in States is reason for strength of cornmeal. The general provision market is about the same. Eggs are scarce, and will be higher from now on. New vegetables are cheaper. Potatoes are plentiful at \$1.50 a barrel.

Bacon, roll	0 16	0 16 1/4
Bacon, breakfast	0 20	0 22
Beans, Austrian, bushel	2 30	2 45
Beans, yellow eye, bushel	3 75	3 80
Butter, dairy, per lb.	0 25	0 25
Butter, creamery, per lb.	0 26	0 28
Buckwheat, W., grey, bag	2 75	2 85
Cheese, new, lb.	0 14	0 14 1/4
Currants, 1's, lb.	0 07 1/4	0 08
Canned Goods—		
Beans, baked	1 30	1 35
Beans, string	0 87 1/2	0 90
Corn, doz.	0 97 1/2	1 00
Peas, No. 4	0 85	0 90
Peas, No. 3	0 87 1/2	0 90
Peas, No. 2	0 90	0 95
Peas, No. 1	1 30	1 35
Peaches, 3's, doz	1 55	1 60
Peaches, 3's, doz.	2 35	2 40
Raspberries, doz.	1 97 1/2	2 00
Strawberries	1 97 1/2	2 00
Tomatoes	1 65	1 70

Cornmeal, gran.	5 25
Cornmeal, bags	1 80
Cornmeal, bbs.	3 75
Eggs, in case, 25c; henery	0 32 0 34
Flour, Manitoba	6 45
Flour, Ontario	5 70
Lard, compound, lb.	0 11 1/4
Lard, pure, lb.	0 16 0 16 1/2
Lemons, Messina, per box	3 50 4 00
Molasses, Barbados, fancy	0 38 0 38
Oatmeal, rolled	5 40
Oatmeal, std.	5 95
Pork, domestic mess	29 00
Racks, American clear, bbl.	25 00 27 50
Potatoes, barrel, new	1 50
Raisins, California, seeded	0 08 1/4 0 09
Raisins, per cwt.	3 60 3 70
Salmon, Case—	
Pinks, 4 doz. case	4 25 4 75
Cohoos, 4 doz. case	7 40 7 60
Sugar—	
Standard granulated	4 70
United Empire	4 60
Bright yellow	4 40
No. 1 yellow	4 20
Paris lumps	5 60

TWENTY YEARS AGO
IN THE
GROCERY TRADE



Items from The Canadian Grocer of Sept., 1893:—

“John Sloan, of Galt, Ont., left last week for Chicago by way of Collingwood.”

Editorial Note.—Mr. Sloan is still in the retail grocery business in Galt. He is, in fact, one of the oldest—in point of business years—and best known grocers in Western Ontario.

“The first arrivals of new Jamaica oranges were received last week, and sold freely at \$5.25 to \$5.50 per barrel.”

Editorial Note.—On the Montreal market to-day Jamaica oranges are being sold at from \$3 to \$4.

“Wallace Anderson, who was formerly manager of the Woodside Sugar Refinery in Halifax, has been appointed representative in Toronto of the Acadia Sugar Refining Co.”

Editorial Note.—Mr. Anderson is to-day Toronto representative of the Acadia Sugar Refining Co. He completed the twenty years in that capacity on Monday, Aug. 25.

Mary had a little lamb;
She killed it on the day
When Congress cut the tax on wool
And wiped out schedule K.

—Ex.

The greatest asset of any young man is good health.



Rolled Oats Are a Little Easier

Ontario Crop Best Quality in Five Years; Good for Milling, And May Be Factor in Lower Prices—One Week More Good Weather Will Make Western Crop Safe.

The Ontario crop this year is likely to be a factor in the rolled oats market for the first time in many years. The new oats are declared by leading millers to be of very good quality, in fact better than any time in the last five years. So poor has the quality been before that Ontario oats have not been used lately for milling, but have gone for feed purposes. It is expected therefore, as a result that they will be a certain factor in prices of rolled oats.

Reports from the West are most optimistic and by the time of the next issue of Canadian Grocer, the Manitoba crop will all have been cut and much of it harvested and the farther west mostly out of the way of frost. Estimates vary between 175,000,000 and 200,000,000 bushels of wheat.

MONTREAL.

FLOUR.—Reports regarding crops in West are even more favorable than week ago. More than 70 per cent. of the Manitoba crop is already harvested, and about 50 per cent. of the Saskatchewan grain. Generally speaking, crop appears to be high grade, and probably the largest on record, both in United States and Canada.

At present there appears to be no indication of any price change in flour locally. Though crop conditions in wheat are excellent, corn is so far below average that wheat is likely to keep up in sympathy. Oats, too, are said to be off from quality standpoint, so that the two together are likely to keep wheat firm. In addition, enquiries over the cable for wheat are now coming up to exporters' demands, which is a further indication of wheat being likely to hold up.

	Car lots, in bags, per bbl.	
Manitoba Wheat Flour—		
First patents	5 60	5 75
Second patents	5 10	5 45
Strong bakers'	4 90	5 25
Flour in cotton sacks, 10 cents per barrel more.		
Winter Wheat Flour—		
Fancy patents	5 00	5 20
90 per cent.	5 10	5 10
Straight roller	4 90	5 40
Blended flour	5 00	5 40

CEREALS.—Following general rains in growing districts, corn eased off somewhat at end of week, and caused some of the leading houses in Chicago to change from buying to selling side. Easing, however, was only slight, so that corn still holds high. Locally cornmeal and hominy both hold firm at last week's advances, and an effort is being made to buy up both in anticipation of future requirements. Stocks, however, on hand are extremely light, so that no great amount can be laid aside.

Further reports have been coming lately as to the fairness of the oat crop. This will mean that there will be a tendency towards an easier market in rolled oats. When the crop is good the tendency is that way. Thus there appears little indication at present for anything but a slightly easier situation.

	Per 95-lb. sack
Cornmeal—	
Kiln dried	2 30
Softer grades	2 20
Rolled Oats—	95s, in jute.
Small lots	2 35
25 bags or more	2 25
Oatmeal—Fine, standard and granulated, 10 per cent. over rolled oats in 90s, in jute.	
Rolled wheat—	100-lb. bbls.
Small lots	2 55
Hominy, per 95-lb. sack	2 50

MILL FEEDS.—Demand is still heavy for all kinds of mill feeds, and with supplies running low, prices are being firmly maintained at last week's advanced level. Many inquiries are still coming from New England and at high prices, but supplies locally are not sufficiently heavy to allow of exporting any quantity at present time.

	Car lots, per ton
Mill Feeds—	
Bran	19 00
Shorts	22 00
Middlings	24 00
Wheat moulee	26 00
Feed flour	32 00

TORONTO.

FLOUR.—Business continues fair in flour with hand-to-mouth buying. There is not enough delivery of new Ontario wheat yet to affect prices as the farmers are holding off for better than 80-85.

	Small lots, in bags, per bbl.
Manitoba Wheat Flour—	
First patent	5 50
Second patent	5 00

Strong bakers'	4 80
Flour in cotton sacks, 10c per bbl. more.	
Winter Wheat Flour—	
Fancy patents	5 00
90 per cent.	4 80
Straight roller	4 60
Blended flour	5 05

CEREALS.—Cornmeal holds firm at last week's advance and the price of corn shows no sign of dropping but has a higher tendency. The export prices in rolled oats and oatmeal are up, but locally rolled oats is slightly easier, possibly on account of the unusual Ontario crop.

Cornmeal, per 95 lb. bag—	
Kiln dried, 25 bag lots	2 10
Softer grades, 25 bag lots	1 80
Rolled oats, per 90 lb. sack, in jute—	
Small lots	2 35
25 bags to car lots	2 25
Rolled oats in cotton sacks, 5 cents more.	
Oatmeal, standard and granulated, 10 per cent. over rolled oats in 90 S, in jute.	
Rolled Wheat—	
50 lb. boxes	1 50
100 lb. barrels, small lots	2 30
100 lb. barrels, 5 bbl. to car lots	2 80

MILL FEED.—Prices are steady after the advance of one week ago, and may go higher.

	car lots, per ton.
Mill Feeds—	
Bran	20 00
Shorts	22 00
Middlings	22 00
Wheat moulee	24 00

WINNIPEG.

FLOUR AND CEREALS.—There is little change in flour cereals. There is a good domestic demand but export trade shows no signs of immediate improvement. Corn meal is steady but likely to go higher.

Best Patents, bbl.	5 60
Seconds	5 18
First Clears	4 20
Low grade	2 90
Jute bags 10 cents less.	3 10
Cornmeal, 95 lbs.	1 95
Rolled Oats, 80 lbs.	1 65
Wheat granules, bale, 15.60	3 25
Granulated Oatmeal, 95 lbs.	2 15

FOOD VALUE IN PEANUT BUTTER.

In an article on peanut butter in "Mother's Magazine" Emily Graham says it is "highly nutritious both in protein and oil." It contains, she declares, "three times as much nourishment as beefsteak or bread; four times as much nourishment as eggs and seven times as much as potatoes."

An analysis shows the following percentages: water 2.10; protein 28.66; fat 46.41; sugar and dextrin 6.13; starch 6.15; insoluble cellulose 2.30; salt 3.23; ash .80.



Tomatoes and Peaches Slump This Week

Former on Toronto Marked Down to 20—25 Cents—Crawfords Very Plentiful—Cantaloupes and Pears Also Lower—Ontario Potatoes Plentiful at \$1.25—Sweet Variety in Montreal.

MONTREAL.

GREEN FRUITS.—On Friday of last week basket apples went as high as 75 cents, but owing to better supplies have fallen back somewhat since that date. Prices, however, still hold higher than last week owing to scarcity of Quebec apples, and probably also to a better grade being brought in from Niagara district.

California Bartlett pears have been running higher during past few days also on account of rapid approach of closing of California season. Quality, too, has been somewhat better, so that stocks did not have to be forced upon the market. Colorado should start shipping soon, and in two or three weeks Colorado peaches should appear on the market.

Apples, Canadian, 11-qt. bkt.	0 50	0 55
Apples, Duchess, one grade, bbl.	5 00	5 00
Bananas, crate	2 00	2 75
Blueberries, Saguenay, 20-qt. box	2 50	2 50
Blueberries, N.B., per qt.	0 16	0 18
Cantaloupes, Canadian, 2 in bkt.	1 25	1 25
Cantaloupes, Canadian, 3-8 in bkt.	1 00	1 00
Cantaloupes, California, 45s, per crate	4 00	4 00
Cantaloupes, Canadian, crate, 7-9	1 50	1 50
Grapes, Malaga, 25 lb. box	3 00	3 00
Grapefruit, Jamaica, case	6 00	6 50
Lemons, Verdell, case	4 25	4 50
Limes, Florida, box of 100	1 25	1 25
Oranges—		
Jamaicas, 125s to 250s	3 00	4 00
Sorrentos, 80s	2 50	2 50
Sorrentos, 150s	4 50	4 50
Sorrentos, 200s	5 00	5 00
Messina, 100s, half boxes	2 75	2 75
Messina, 80s, half boxes	2 50	2 50
Late Valencias	5 50	6 50
Pears, Gifford, Canadian, 11-qt. bkt.	0 75	0 75
Pears, Gifford, Canadian, 8-qt. bkt.	0 40	0 40
Pears, Gifford, Can., per bbl.	6 50	6 50
Pears, Bartlett, California, box	4 00	4 25
Pears, Bartlett, Can., per bbl.	7 50	7 50
Peaches, Clingstone, Canadian, 11-qt. bkt.	0 50	0 50
Peaches, Clingstone, Canadian, 6-qt. bkt.	0 30	0 35
Peaches, Crawfords and Elbertas, California, box	1 50	1 50
Plums, California, Wickson and Burbanks, 4 bkt. carriers	2 25	2 50
Plums, California, Tragedies, 4 bkt. carriers	2 50	2 50
Plums, Canadian, 11-qt. bkt.	0 50	0 60

VEGETABLES.—Sweet potatoes appeared on market for first time this week, and sold at \$4.50 per barrel. Quality and size are said to be well up to average.

As general rule prices on vegetables tend to be easier, except on tomatoes which reached the high mark of 75c ex store late last week. Since that, however, prices have eased off so that at first

of this week they ran around 50 to 60 cents per 11 qt. basket.

Beans, wax, per bag of 25 lbs.	0 75	1 00
Beets, new, dozen	0 30	0 35
Beans, green, per bag 25 lbs.	0 75	0 75
Cabbage, domestic, per doz.	0 75	0 75
Carrots, bunch of doz.	0 25	0 25
Cauliflower, per dozen	1 50	2 00
Celery, domestic, dozen	6 50	6 50
Corn, domestic, per 10 doz. sack	1 50	1 50
Cucumbers, domestic, per doz.	0 15	0 15
Egg plant, basket of 12	1 25	1 25
Lettuce, domestic, heads, doz.	0 40	0 40
Lettuce, Boston heads, box of 2 doz.	2 00	2 25
Onions—		
Egyptian, bag, of 110 lbs.	3 50	3 50
Spanish, per case	3 00	3 50
Red Danvers, bag	3 50	3 50
New, green, per bunch	0 15	0 15
Peas, domestic, per 2 bushel bag	1 00	1 00
Peppers, green, 11-qt. bkt.	0 50	0 50
Potatoes—		
Domestic, bag of 70 lbs.	0 90	1 00
Potatoes, sweet, per bbl.	4 50	4 50
Radishes, per dozen	0 15	0 20
Turnips, Quebec, bag	1 50	1 50
Turnips, bunch of doz.	5 25	5 25
Tomatoes, Canadian, outdoor, 11-qt. bkt.	0 50	0 60
Tomatoes, Canadian, box 33 lbs.	1 00	1 50
Vegetable marrow, doz.	1 00	1 00

TORONTO.

GREEN FRUITS.—If one week ago witnessed a fruit market piled up with baskets of peaches, Tuesday's of this week was more, and even the cars were held up until space could be found for their contents on the platforms. Sales however, were brisk and almost indicated that the Exhibition would not interfere with preserving as is usual. Crawfords were down as low as last year, and were selling for 75, 80 and 85 cents per 11-qt. basket, according to quality. The halves were around 40 cents. Clingstones were 40 to 60 cents. Pears were down also Canadian Bartletts about 50 cents, and Clapps favorites, 30 to 40. California Bartletts were higher, up to \$3.75.

Plums though scarcely as plentiful as last week, were selling readily at 20—40 cents for ordinary varieties, and greengages and blue Bradshaws up to 50 cents. Canadian grapes are coming in, the first baskets selling for 50 cents. Apples were scarce and running 35—50 by the bag. Barrel lots sold all the way from \$2.25 to \$3.00 for Duchess and Ast-rachans. Cantaloupes were considerab-

ly lower, selling for \$1 by the crate and 40—60 cents by the basket.

Bananas are a trifle easier.

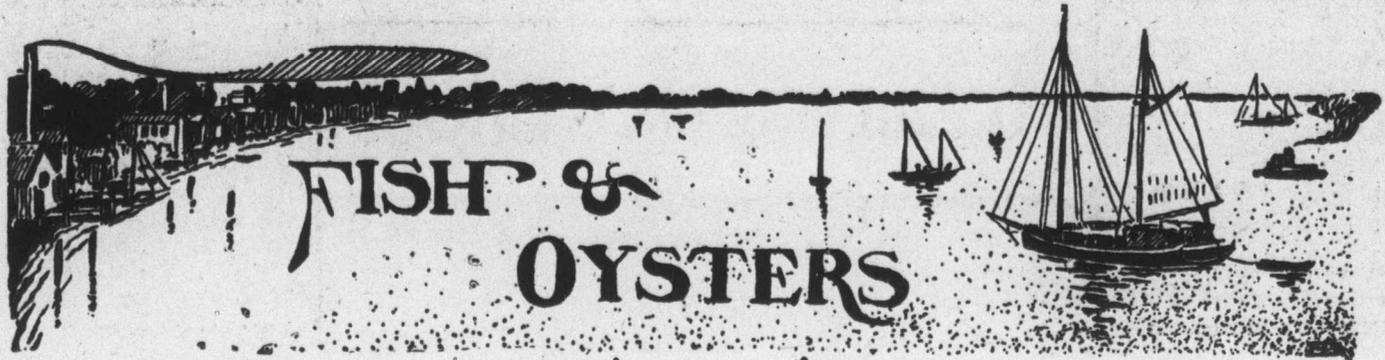
Lawtonberries are nearly done and the tail-end lots dropped to 6 cents, the lowest point this year. A few baskets of black cherries, good quality but un-seasonable, brought only \$1 or less than two weeks ago.

Apples, Canadian, basket	0 30	0 50
Apples, bbl.	2 25	3 00
Bananas, per bunch	1 50	2 25
Blueberries	1 75	1 85
Cantaloupes, Canadian, crates	1 00	1 00
Cantaloupes, Canadian, baskets	0 40	0 60
Cocoanuts, per sack of 80	5 00	5 00
Grapes, Malaga, case	3 00	3 00
Grapes, Canadian, basket	0 50	0 50
Oranges, California Valencias	0 50	0 50
Limes, per box of 100	5 00	5 50
Lemons, Verdell, new	5 00	5 50
Peaches, California, box of 8-10 dozen	1 25	1 50
Peaches, Canadian, Crawford, large bkt.	0 75	0 80
Peaches, Canadian, clingstone, large bkt.	0 40	0 60
Peaches, California, box of 8-10 dozen	1 50	1 75
Pears, Californian, Bartlett	3 75	3 75
Pears, Canadian, Bartlett	0 50	0 50
Plums, California	1 00	1 00
Plums, Canadian	0 20	0 40
Lawtonberries, 23 to 25 lbs.	0 40	0 50
Watermelons, 23 to 25 lbs.	0 40	0 50

VEGETABLES.—The rush of Niagara fruit rather cast the vegetable market into background this week. Tomatoes to surprise of many, again poured into market, and reached lowest point this season, 20 cents with 25 cents, however, as the ruling price for best quality. This was slightly lower than two and a half weeks ago. Potatoes took another drop and good quality sold for \$1.20 and \$1.25 a bag, and are likely to drop lower. New Brunswick potatoes are expected end of this week and will open at \$1.25 to \$1.35 a bag. A few lots of Jerseys are still coming in for two or three hotels, and fetch \$3.50 a barrel. This week will see the end of them.

Prices, generally, show a drop as the season has reached its height. Cucumbers are down to 25 cents for the large basket, while a few half baskets of pickling cucumbers sold for 35—40 cents. Vegetable marrow dropped 10 to 15 cents.

Beans, wax, 11-qt., per basket	0 35	0 35
Beets, Canadian, new, per basket	0 25	0 30
Carrots, Canadian, new, doz. bchs.	0 25	0 25
Cabbage, Canadian, crate of 30	2 75	2 75
Cauliflower, Canadian, ca. of 2 doz.	1 25	1 25
Celery, domestic, doz.	0 35	0 40
Corn, new, doz.	0 10	0 13
Lettuce, domestic heads, basket	0 30	0 35
Cucumbers, Canadian, basket	0 25	0 30
Mushrooms, per lb.	0 75	0 75
Onions—		
Spanish, crate	2 75	3 00
Green, bag	2 00	2 00
Parsley, bkt.	0 75	0 75
Peas, green, 11 qt. bkt.	0 50	0 60
Green peppers	0 40	0 50
Potatoes, Ontario, new, per bag	1 20	1 25
Tomatoes, Canadian, basket	0 20	0 25
Vegetable marrow	0 25	0 25
Water cress, domestic, 11-qt. basket	0 35	0 50



The First Shipment of Oysters Arrives

Season Will Open Next Week—Better Quality Than Last Year, With Prices the Same—Swordfish Advances—Labrador Cod and Lobster a Failure—Exhibition Increases Demand in Toronto.

MONTREAL.

FISH.—Shell and bulk oysters will be the feature of the fish trade, beginning next week. This is quite a departure, particularly in shell oysters, but is accounted for by a change in the laws governing fisheries, by which shell oyster fishing on private beds only opens on September 1. Public beds will open as formerly on October 1. This has been done to encourage oyster culture, as it was feared that the industry would be ruined through overfishing.

Clams will also be in better demand, and all kinds of shellfish are expected to move quite freely with return of cooler weather. Lobsters and prawns are still coming in good quantities, though selling a little higher.

Swordfish is advancing in price, as supplies are decreasing. Fishing of swordfish is expected to last about another month, but big run is now over, and only a few stray fish will be caught.

Gaspé salmon is now almost over, and as the season closes, prices are advancing. To offset this increase in price, however, a good supply of western salmon are now on the market, and as there has been a good run of these lately, prices have been put down to 13 and 14 cents per lb.

Halibut is a little more plentiful, but as yet without any change in price.

Lake fish are coming along in better shape this week, and as demand is none too brisk, prices incline to take a lower level.

In pickled and salted there are indications of a waking up with the month of September. Though green codfish is still on the short side, herrings and salmon are reported in better supply than at corresponding date last season. Thus there is some prospect of prices opening at a lower level than last year. These will be announced early in September.

In smoked fish lots of inquiries are

coming from the different points of distribution, but the curers are unwilling to put up any quantities until weather is more settled. In the meantime demand is improving gradually, and prices holding steady. New smoked bloaters and kippers show quite an advance owing to being brought in by express. By October, however, shipment will be made by freight, which will bring prices back to old level.

Fresh Stock—		
Bluefish, per lb.	0 15	0 16
Carp, 100 lb. boxes, per lb.	0 09	0 10
Cod, market, 250 lb. cases, per lb.	0 05	0 06
Doree, 100 and 150 lb. cases, per lb.	0 13	0 14
Flounders, per lb.	0 06	0 07
Frogs legs, large, per lb.	0 50	0 50
Frogs legs, small, per lb.	0 25	0 25
Haddock, per lb.	0 08	0 08
Halibut, per lb.	0 11	0 12
Herring, per 100 fish, large	3 00	3 00
Mackerel, 1½ lb. fish, each	0 15	0 15
Perch, dressed, per lb.	0 09	0 10
Pike, dressed, per lb.	0 07	0 08
Salmon, B.C., per lb.	0 12	0 14
Salmon, Gaspé, per lb.	0 20	0 22
Steak cod, per lb.	0 11	0 11
Smelts, per lb.	0 09	0 10
Sword fish, per lb.	0 09	0 10
Trout, brook, per lb.	0 11	0 12
Trout, lake, per lb.	0 11	0 12
Turtles, small, per lb.	0 15	0 15
Whitefish, per lb.	0 12	0 13
Shell Fish, Fresh—		
Clams, per barrel	7 00	7 00
Crab meats, per gal.	2 50	2 50
Lobsters, live, per lb.	0 28	0 28
Lobsters, boiler, per lb.	0 20	0 20
Meats, bulk, standards, gal., \$1.50; selects	1 80	1 80
Meats, solid, standards, gal., \$1.80; selects	2 00	2 00
Oysters, Cape Cod, shell	12 00	12 00
Periwinkles, per bushel	2 50	2 50
Prawns, per gal.	2 00	2 00
Scallops, per gal.	2 25	2 25
Shrimps, per gal.	2 00	2 00
Frozen Stock—		
Haddock, per lb.	0 04	0 05
Herring, per 100 fish	1 50	1 50
Pike, per lb.	0 06	0 06
Smelts, fancy, per lb.	0 12	0 13
Smelts, No. 1, per lb.	0 08	0 09
Haddock, fancy, Spring, per lb.	0 14	0 15
Salmon, Gaspé, per lb.	0 15	0 16
Salmon, Qualla, per lb.	0 07½	0 08
Whitefish, per lb.	0 07	0 10
Prepared Stock—		
Boneless fish, 20 lb. pkgs.	0 07	0 08
Cod, pure, cs. of 20 tablets, per lb.	0 10½	0 10½
Cod, pure, 3 lb. box, per lb.	0 15	0 15
Cod, boneless strip, 30 lb. box, lb.	0 10	0 10
Cod, boneless strip, 2 lb. blks., in 20 lb. pkgs., lb.	0 07	0 08
Cod, shredded, box of 2 doz.	1 80	1 80
Cod, skinned, per 100 lb. box	6 00	6 00
Cod, dried, per 100 lb. bundle	6 50	6 50
Pollock, dried, per 100 lb. bundle	6 00	6 00
Salted and Pickled Stock—		
Cod, green, ordinary, per 200-lb. bbl.	7 00	8 00
Cod, green, white napes, per 200-lb. bbl.	5 00	6 00
Haddock, No. 1, green, per 200 lbs.	5 00	6 00
Herring, Holland, per keg, 75; per ¼ bbl., \$5.00 to \$6.00; per bbl.	9 00	10 00
Herring, Labrador, ¼ bbl., \$2.75, bbl.	5 00	5 00
Herring, Scotch, keg of 12 lbs. net, \$1.25 to \$1.35; ¼ bbl.	7 00	7 00
Mackerel, No. 1, 20 lb. kits, \$1.75, ¼ bbl., \$1.50, bbl.	15 00	15 00
Salmon, Labrador, ¼ bbl., \$8.00 to \$9.00, bbl.	15 00	16 00
Trout, lake, kegs	7 00	7 00

Trout, sea, half barrels	6 50	6 50
Smoked Stock—		
Bloaters, per box	1 20	1 25
Fillets, regular and fancy, lb.	0 10	0 12
Haddies, regular and fancy, lb.	0 06	0 08
Herring, new, per box	0 13	0 15
Kippers, small, box of 50 fish.	1 25	1 35
Salmon, per lb.	0 22	0 22

TORONTO.

OYSTERS.—The first shipment of oysters for season reached Toronto on Wednesday of this week, and they were found to be firmer and in better condition than is usual with the early goods. This, as has been pointed out, is due to earlier spawning, so that the quality, which improves " " early in November, is as good now as three weeks later in former years. As a result business is likely to start in at a brisker rate than ordinarily. A large dealer, speaking to Canadian Grocer, gave it as his opinion that Montreal was about the best oyster centre in Canada. Toronto is away down on the list as a consumer, and cities of less than half the size, such as Vancouver, exceed it in demand. Detroit uses far more oysters than Toronto, while Philadelphia, in proportion to population, is the largest consumer on the Continent. An authority states that, although the price has not been fixed, it will be practically the same as last year.

FISH.—The market continues steady, with a slightly increased demand owing to the Exhibition. This is not felt to a great extent, however, until the second week, when the heaviest influx of visitors commences.

The Saguenay salmon is now over, and the whole supply comes from British Columbia. In spite of the increased catch prices have not fallen, but remain firm at 18 cents for large lots and 19 cents for small. If other years are a criterion, this will advance in a few weeks.

Frozen Stock—		
Roe shad, weight 3 lbs., each	1 00	1 25
Whitefish, per lb.	0 08	0 10
Fresh Caught—		
Haddock, per lb.	0 06½	0 07
Halibut, per lb.	0 10	0 11
Herring, per lb.	0 05	0 05
Mackerel, weighing 1¼-3 lbs., each	0 15	0 25
Pickered, yellow, per lb.	0 12	0 12
Pike, per lb.	0 06	0 08
Roe shad, weight 3 lbs., each	1 00	1 50
Salmon, B.C., per lb.	0 19	0 19
Steak, cod, per lb.	0 07	0 08
Trout, per lb.	0 10	0 12
Whitefish, per lb.	0 10	0 12
Smoked—		
Finnan haddie, per lb.	0 08	0 08
Kippers, box of 40	1 10	1 25
Bloaters, box of 60	1 25	1 25
Prepared—		
Cod, 1 lb. tablets, case of 20	2 00	2 00
Salted and Pickled—		
Herring, Holland, per keg	0 00	0 00



Produce & Provisions



Eggs are Higher, but Butter May Take Drop

General Advance of One Cent in Eggs in Montreal—Storage Has Again Begun
—Slump in Poultry in Toronto With Exhibition Rush of Supplies—Buyers Refuse to Pay Beekeepers' Prices.

Eggs show the only marked change in the produce and provision market this week. At Montreal there was a general advance of one cent, and in Toronto in some grades. The supply of hogs continues to fall below the average but, as before noted, prices are so high that there is a disinclination to attempt any advances that will not be met by the buyers.

The following were the offerings on Monday of this week:—

BUTTER.—50 box market prints 24, 23 bid; creamery 100 box solids, finest, 24½, no offer; 50 box solids, finest, 24½, no offer; 50 box prints under finest 24, no offer.

EGGS.—1 car 400 cases candled Apl. and May, storage Oct. DeL. cases ret., 25½, 25 bid.

CHEESE.—30 box large June pfr., 13½, no offer; 50 box large Aug. pfr., 13½, no offer; 50 box twins, pfr., 13¾, no offer; 25 box Stiltons, pfr., 14¾, no offer; 30 box triplets, pfr., 14, no offer; 20 box Large Aug., 13¼, no offer.

HONEY.—20-50 No. 2, 10, no offer; 10,000 No. Clover Bbls, 10½, no offer.

MONTREAL.

PROVISIONS.—The situation in meats is a peculiar one. Hogs are becoming almost a dead letter on account of some farmers forcing them on the market when they should be fattening them up. This latter, however, is considered practically impossible on account of prevailing dry weather and lack of feed. As a result quality is suffering badly and though an immediate weakness in meats is visible following these heavy supplies, there is the future to consider with its increasing demand for the manufactured article from country points. At present no marked change is anticipated within four or five weeks, but nothing definite is stated by manufacturers.

Hams.—Light, under 12 lbs. Per lb. 0 22

Medium, 12 to 20 lbs.	0 20	0 20½
Large, 20 to 40 lbs.	0 20	0 19½
Bacon—		
Plain, bone in	0 23½	0 23
Boneless	0 26	0 26
Peameal	0 26	
Bacon—		
Breakfast	0 21	0 23
Roll	0 17	0 17
Shoulders, bone in	0 16	0 16
Shoulders, boneless	0 16½	0 16½
Cooked Meats—		
Hams, boiled	0 31	0 32
Hams, roasted	0 32	0 32
Shoulders, boiled	0 27	0 27
Shoulders, roasted	0 28	0 28
Dry Salt Meats—		
Long clear bacon, 50-70 lbs.	0 15½	0 15½
Long clear bacon, 80-100 lbs.	0 14½	0 14½
Flank, bone in, not smoked	0 15½	0 15½
Barrelled Pork—		
Heavy short cut mess	31 00	31 00
Heavy short cut clear	31 00	31 00
Clear fat pork	29 00	29 00
Clear pork	27 00	27 00
Lard, Pure—		
Tierces, 375 lbs. net	0 14½	0 14½
Tubs, 50 lbs. net	0 14½	0 14½
Boxes, 50 lbs. net	0 14½	0 14½
Pails, wood, 20 lbs. net	0 14½	0 14½
Pails, tin, 20 lbs. gross	0 14½	0 14½
Cases, 10-lb. tins, 60 in case	0 15	0 15
Cases, 3 and 5-lb. tins, 60 in case	0 15½	0 15½
Bricks, 1 lb. each	0 15½	0 15½
Lard, Compound—		
Tierces, 375 lbs. net	0 11½	0 11½
Tubs, 50 lbs. net	0 11½	0 11½
Boxes, 50 lbs. net	0 11½	0 11½
Pails, wood, 20 lbs. net	0 12	0 12
Pails, tin, 20 lbs. gross	0 11½	0 11½
Cases, 10-lb. tins, 60 in case	0 12½	0 12½
Cases, 3 and 5-lb. tins, 60 in case	0 12½	0 12½
Bricks, 1 lb. each	0 13½	0 13½
Hogs—		
Live, f.o.b.	10 20	10 30
Live, fed and watered	10 50	10 60
Dressed	14 60	14 60

BUTTER.—On primary sources butter is firming up again after last week's slump. Cowansville on Saturday quoted 23½ and St. Hyacinthe 23. Stocks in Montreal, however, are heavy and with selling being confined largely to local market, prices are likely to remain steady. At present it appears a gamble whether dealers turn over their stock for nothing, or whether they stand to make a little money.

Butter—		
Creamery prints, fresh	Per lb.	0 25½
Creamery solids	0 26	0 26
Dairy prints	0 23	0 23
Dairy solids	0 23	0 23
Separator prints	0 23	0 23
Separator solids	0 23	0 23

EGGS.—Eggs moved up a cent all round during past week owing to season now being pretty well advanced. New laids in case lots now run at 32 cents, and in cartons at 33. A steady market with tendency to firmness is at present anticipated.

Eggs, case lots—		
New laids	Per dozen.	0 32
Selects	0 29	0 29
No. 18	0 26	0 26
No. 2s	0 22	0 22
Splits	0 21	0 21
New laid eggs, in cartons	0 33	0 33

CHEESE.—Cheese is now holding firmer on country markets. On Thursday last Cornwall got up as high as 13½ cents. Locally stocks are heavy, but are held largely by American firms in anticipation of tariff reductions. Trade for export is dull so that no great activity exists in any part of the market at present.

Cheese, White or Colored—		
Large	0 13%	0 15
Strong	0 16½	0 17
Twins	0 14	0 15½
20 lb. new	0 13½	0 17
Stilton		0 17

POULTRY.—Still easiness prevails, especially in live stock which has been offering much more freely of late. Demand too, is only fair, so that a slight decline would not be surprising.

Frozen Stock, Dressed—		
Chickens	Per lb.	0 21
Ducks	0 22	0 22
Fowl	0 18	0 18
Turkeys	0 23	0 24
Fresh Stock—		
Broilers, spring, live	0 22	0 24
Broilers, spring, 3 lb. pr., dressed	1 25	1 25
Ducks, spring, dressed	0 26	0 26
Ducks, old, dressed	0 15	0 15
Ducks, old, live	0 13	0 14
Fowl, live	0 16	0 17
Fowl, dressed	0 12	0 12
Turkeys, old Tom, dressed	0 22	0 23

HONEY.—Plenty of white clover honey is being offered, but dealers are buying only for immediate requirements owing to prices being too high. At present 11c f.o.b. country points is being asked, which is considered out of the question. Buckwheat honey should be on market in two or three weeks now.

TORONTO.

PROVISIONS.—Supply of hogs continues to be below average and price remains around \$9.65—\$9.75, with tendency to drop on slightest excuse. Hams and bacons are steady at last week's prices, and lard remains firm.

Hams—		
Light, per lb.	0 22	0 22
Medium, per lb.	0 22	0 22
Large, per lb.	0 20	0 20½
Bacon—		
Plain, per lb.	0 23½	0 25½
Boneless, per lb.	0 25½	0 27½
Pea meal, per lb.	0 24½	0 25½
Bacon—		
Breakfast, per lb.	0 21	0 22
Roll, per lb.	0 17	0 17
Shoulders, per lb.	0 15	0 15½
Pickled meats—1c less than smoked.		

Dry Salt Meats—		
Long clear bacon, light	0 15%	0 16
Long clear bacon, heavy	0 15	0 15%
Cooked Meats—		
Hams, boiled, per lb.	0 31	
Hams, roast, per lb.	0 31	
Shoulders, boiled, per lb.	0 22%	
Shoulders, roast, per lb.	0 23%	
Barrelled Pork—		
Heavy mess pork, per bbl.	24 00	25 00
Short cut, per bbl.	23 50	23 00
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 14	0 14%
Tubs, 80 lbs., per lb.	0 14%	0 14%
Pails, 20 lbs., per lb.	0 14%	0 14%
Pails, 3 and 5 lbs., per lb.	0 15%	0 15%
Bricks, 1 lb., per lb.	0 15%	0 15%
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 11	0 11%
Tubs, 80 lbs., per lb.	0 11%	0 11%
Pails, 20 lbs., per lb.	0 11%	0 11%
Hogs—		
Live, f.o.b., per cwt.	9 65	9 75
Live, fed and watered, per cwt.	10 00	10 25
Dressed, per cwt.	14 00	14 25

BUTTER.—There is a slightly easier feeling in the butter market. The buyers feel that the late rains will make the pastures improve a little and the make should be increased. If it is the market already top heavy is sure to sag.

Butter—		
Creamery prints, fresh	0 27	0 28
Creamery solids	0 24	0 25
Dairy prints, choice	0 22	0 24
Dairy solids	0 20	0 22
Separator prints	0 23	0 25
Separator solids	0 21	0 22

EGGS.—Two factors are accountable for the firmer tone this week in the market: the quality is improving and outside dealers are commencing to store. There is a good general demand that is likely to continue. On the other hand No. 2's and splits are a drag on the market.

"We will continue to buy eggs from merchants on the 'loss-off' basis," said a dealer to Canadian Grocer this week. This system was put into effect by the majority of Toronto buyers on the first of June and it is claimed that nearly every one is falling into line.

The final evolution is the purchase according to grades in the opinion of the same buyer. Many are working to this end and an attempt will be made to hold a meeting in a few days of Canadian buyers to wait upon the Government and ask for legislation making it a misdemeanor to sell bad eggs.

Eggs, case lots—		
Selected new laid	0 25	0 28
Selected, new laid, in cartons	0 25	0 30
Fresh gathered	0 25	0 26
No. 2's	0 18	0 20
Splits	0 17	0 18

CHEESE.—The market remains steady in spite of the lack of export, owing to high prices. The make continues to fall below last year's.

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

HONEY.—The beekeepers are having a hard time persuading the dealers to accept their prices. A circular letter has been sent out from Guelph by the secretary stating that extracted clover runs from 11 to 12 cents f.o.b. Ontario shipping points and that the comb honey supply is very limited and selling from \$2.25 to \$3.50 per dozen.

As a matter of fact the highest sale made on the Exchange has been 10 3/4 cents, last Thursday. On Monday 10,000 lbs. of clover was offered at 10 1/2

with no takers, and No. 2 at 10 cents with the same response. There is a feeling that the price must come down somewhat and buyers are taking only for immediate needs.

POULTRY.—The poultry situation as indicated in Canadian Grocer last week has come to pass. Then it was stated that farmers were holding back their stocks of broilers in the expectation of receiving higher prices during the Exhibition, but that the reverse would be the case. This has actually happened, and broilers this week dropped two cents, from 18 to 16 for live, and from 22—25 to 20—22 for dressed. The market, simply, was overstocked and as the consumption is very little greater at the "C. N. E." period, the inevitable slump occurred. Ducks on the other hand eased off suddenly in supply and are up one cent to 12.

Frozen Stock—		
Broilers, dressed	0 22	0 25
Chicks, milk fed, dressed	0 20	0 25
Chickens, dressed	0 20	0 22
Ducks, dressed	0 15	0 20
Fowl, dressed	0 17	0 18

Turkeys, dressed	0 24	0 25
Fresh Stock—		
Live	0 16	0 20—0 22
Broilers, spring	0 13	0 15—0 16
Ducks, spring	0 13	0 14—0 15
Fowl	0 14—0 18	0 18—0 20
Turkeys, old Tom		

WINNIPEG.

PRODUCE AND PROVISIONS.—Creamery butter is up 1 cent. Cheese is firm but unchanged locally. Hams are a little dearer but on the whole produce prices are steady. Lard prices are easier.

Butter—		
Creamery	0 27	0 29
Creamery	0 25	0 26
Dairy, best	0 22	0 22
Dairy, No. 1	0 17	0 18
Dairy, No. 2	0 16	0 17
Cooking	0 12	0 12
Eggs, per dozen	0 21	0 23
Cheese—		
Ontario, large	0 15%	
Ontario, twins	0 15%	
Lard—		
Tierces, per lb.	0 13%	0 13%
50 lb. tubs	0 20	0 20
30 lb. tubs	0 20	0 20
3 lb. tins, cases	0 20	0 20
5 lb. tins, cases	0 20	0 20
10 lb. tins, cases	0 20	0 20
Cured Meats—		
Hams	0 19	0 22
Bacon	0 21	0 22%
Long clear, D.S.	0 14%	
Shoulders	0 15%	
Mess Pork, bbl.	28 00	
Seneca root, new crop, per lb.	0 50	0 55

Working Towards Better Quality Eggs

What One General Merchant is Doing to Better the Situation— Publishes Store Paper and Gives Hints to Farmer Customers on Raising the Quality.

Some weeks ago an article on this page dealt with the methods of Walter Kidd, a general merchant in Indian River, Ont., in getting his former customers to be more careful about the eggs they marketed. As pointed out in that article, Mr. Kidd publishes monthly a store paper. (There is no newspaper in his village.) In this he runs editorials from time to time on looking after poultry and getting the most out of the eggs. These editorials have been bringing him in good results.

The following is one he published in the July issue:

During hot weather market eggs as often as possible. Never mind if you have not the crate full. Don't wait, bring it in half or quarter full. It will pay you to do so. If you find a stray nest of eggs do not market them with the rest. If you are satisfied they are good use them yourself, also the very small and soiled eggs. Below we give a few suggestions in regard to the production and care of eggs.

Suggestions for the Farmer in Regard to the Production and Care of Market Eggs.

1. Feed the hens on clean, wholesome food and provide an abundance of pure water in clean utensils.
2. Keep the poultry house clean, sanitary and free from vermin.

3. Provide plenty of clean, dry nests in darkened places.
4. Gather eggs at least once a day in cool weather and twice in hot or wet weather.
5. Keep eggs in a cool, dry place.
6. Cover eggs with a cloth to prevent fading.
7. Never keep eggs near kerosene, onions, fish, or any other strong smelling substance; they readily absorb odors.
8. Do not sell eggs known to be bad or which have been in an incubator. It is dishonest.
9. Do not wash eggs.
10. Use the dirty, small, very long and grass stained eggs at home.
11. Never expose eggs for market to direct sunlight, rain or to extreme heat from any source.
12. Remember that eggs are perishable.
13. Market eggs as regularly and frequently as possible.
14. Secure suitable crates for home use and thus prevent breakage and slight cracking.
15. Kill off, dispose of, or get rid of the male birds after the breeding season. Their presence in the flock after June 15th is costing Canadian farmers a million dollars each year through the sale of partially incubated eggs.

Window Displays Wanted

Many good window displays are going to waste all over the country—that is so far as the trade in other towns and cities are concerned. Next time you or your clerks dress an attractive window—one that makes many sales—why not get a photograph of it and send it in to The Canadian Grocer. We are on the lookout for all good window displays. Their publication shows our readers from Halifax to Vancouver how other grocers sell things by window display. It will also help you and your clerks to surpass former efforts each time a window is trimmed. Send the next good one along—whether it be canned goods, preserved fruits, green fruits and vegetables, or house-cleaning lines.

QUOTATIONS FOR PROPRIETARY ARTICLES

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

BAKING POWDER.

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

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

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Baking Powder—5-lb. size, \$8.25; 1-lb. tins, \$3; 12-oz. tins, \$1.60; 8-oz. tins, \$1.20; 6-oz. tins, 90c; 4-oz. tins, 65c; 5c tins, 40c.

BORWICK'S BAKING POWDER

Sizes.	Per doz. tins.
Borwick's ¼-lb. tins	1 35
Borwick's ½-lb. tins	2 35
Borwick's 1-lb. tins	4 65

COOK'S FRIEND BAKING POWDER.

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

In Tin Boxes—

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

FOREST CITY BAKING POWDER.

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

BLUE.

Koen's Oxford, per lb.	0 17
In 10-lb. lots or case	0 18

COUPON BOOKS—ALLISON'S.

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

UN-NUMBERED.

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

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

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case, \$3.00.

The King's Food, 2 doz. in case, per case, \$4.80.

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

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

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

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

White Swan Flaked Rice, \$1.

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

DOMINION CANNERS.

Aylmer Jams. Per doz.

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

Jellies.

Red currant	2 00
Black Currant	2 20
Crabapple	1 65
Raspberry and red currant	2 00
Raspberry and gooseberry	2 00
Plum jam	1 65
Green Gage plum, stoneless	1 05
Gooseberry	1 85
Grape	1 55

Marmalade.

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

Pure Preserves—Bulk.

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

14's and 30's per lb.

Strawberry	0 13
Black currant	0 13
Raspberry	0 13

Freight allowed up to 25c per 100 lbs.

COCOA AND CHOCOLATE THE COWAN CO., LTD.

Cocoa—

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

Special quotations for Cocoa in barrels, kegs, etc.

Unsweetened Chocolate—

Supreme chocolate, ½'s 12-lb. boxes, per lb.	0 35
Perfection chocolate, 20c size, 2 doz. in box, doz..	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box per doz.	0 90
Sweet Chocolate— Per lb.	

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

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

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

Diamond, 8's 6 and 12-lb. boxes
 0 29 |

Diamond, 6's and 7's, 6 and 12-lb. boxes
 0 25 |

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

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

Chocolate Confections—per lb.
Maple buds, 5-lb. boxes ..
 0 37 |

Milk medallions, 5-lb. bxs.
 0 37 |

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

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

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

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

Chocolate ginger, 5-lb. bxs.
 0 31 |

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

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

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

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

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

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

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

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

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

AGENTS.

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

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

Smaller quantities
 0 37 |

JOHN P. MOTT & CO.'S.

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

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

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

Nut milk bars, 2 dozen in box
 0 80 |

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

" No. 1 chocolate
 0 30 |

" Navy chocolate, ½'s..
 0 26 |

" Vanilla sticks, per grs. 1 00

" Diamond chocolate, ¼'s.
 0 24 |

" Plain choice chocolate liquors
 20 30 |

" Sweet chocolate coatings
 0 20 |

WALTER BAKER & CO., LTD.

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

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

THE CANADIAN GROCER

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

East of Fort William, Ont.

Preserved— Per Case.

Eagle Brand, ea. 4 doz.	\$3 00
Reindeer Brand, ea. 4 doz.	6 00
Silver Cow Brand, ea. 4 doz.	5 40
Gold Seal Brand, ea. 4 doz.	5 25
Mayflower Brand, ea. 4 doz.	5 25
Purity Brand, ea. 4 doz.	5 25
Challenge Brand, ea. 4 doz.	4 75
Clover Brand, ea. 4 doz.	4 75

Evaporated (Unsweetened)—

St. Charles Brand, small, ea. 4 dozen	2 00
Peerless Brand, small, ea. 4 doz.	2 00
St. Charles Brand, Family, ea. 4 doz.	3 90
Peerless Brand, Family, ea. 4 doz.	3 90
Jersey Brand, Family, ea. 4 doz.	3 90
St. Charles Brand, tall, ea. 4 doz.	4 50
Peerless Brand, tall, ea. 4 doz.	4 50
Jersey Brand, tall, ea. 4 dozen	4 50
St. Charles Brand, Hotel, ea. 2 doz.	4 25
Peerless Brand, Hotel, ea. 2 doz.	4 25
Jersey Brand, Hotel, ea. 2 doz.	4 25
St. Charles Brand, gallons, ea. 1/2 doz.	4 75
"Reindeer" Coffee & Milk, ea. 2 doz.	5 00
"Regal" Coffee and Milk, ea. 2 doz.	4 50
"Reindeer" Cocoa & Milk, ea. 2 doz.	4 80

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

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

Presentation (with tumblers) 28c per lb.

MINTO BROS.

MELAGAMA BLEND.

Ground or bean— W.S.P. R.P.	
1 and 1/2	0 25 0 30
1 and 1/2	0 32 0 40
1 and 1/2	0 37 0 50

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

FLAVORING EXTRACTS. SHIRRIFFS

Quintessential.

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

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

Discount on application.

CRESCENT MFG. CO.

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

GELATINE.

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

CLARK'S PORK AND BEANS

IN TOMATO SAUCE.

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

LAPORTE, MARTIN, LIMITEE. Montreal Agencies.

BASIN DE VICHY WATERS.

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

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

CASTILE SOAP.

"Le Soleil," 72 p.c. Olive Oil.	
Cs. 25 11 lb. bars, lb.	0 08 1/2
Cs. 200 3 1/2 lb. pieces, cs.	4 00
Cs. 12 3 lb. bars, lb.	0 10 1/2
Cs. 50 3/4 lb. pieces, cs.	3 75
Cs. 50 1 lb. sq. pieces, cs.	4 50
Cs. 50 1 lb. long pieces, cs.	4 50
Cs. 200 300 grs. pieces, cs.	12 00
Cs. 100 300 grs. pieces, cs.	6 00
Cs. 200 200 grs. pieces, cs.	7 50

ALIMENTARY PASTES.

BLANC & FILS.

Macaroni, Vermicelli, Animals. Small Pastes, etc.	
Box, 25 lbs., 1 lb.	0 07 1/2
Box, 25 lbs., loose	0 07

DUFFY & CO. BRAND.

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

Motts Golden Russett—

Sparkling Cider, 12 qts.	4 50
Sparkling Cider, 24 pts.	4 75
Sparkling Cider, 36 sp.	4 90
Extra Fins, 100 1/2	16 00
Apple Vinegar, 12 qts.	2 40

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

Per case	
Extra Fins, 50 1 kilo	14 50
Extra Fins, 100 1/2 kilo	15 00
Tres Fins, 100 1/2 kilo	13 50
Fins, 100 1/2 kilo	11 50
Mi-Fins, 100 1/2 kilo	11 00
Moyens No. 2 100 1/2 kilo	9 50
Moyens No. 3, 100 1/2 kilo	9 00
Fins 1 Frs Petit & Cie, 100 1/2 kilo	10 00
Moyens, 1 Frs. Petit & Cie, 100 1/2 kilo	7 50

MINERVA PURE OLIVE OIL.

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

CANNED HADDIES "THISTLE" BRAND.

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

INFANTS' FOOD.

Robinson's patent barley, 1/4 lb. tins, \$1.25; 1-lb. tins, \$2.25; Robinson's patent groats, 1/4 lb. tins, \$1.25; 1-lb. tins, \$2.25.	
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BOAR'S HEAD LARD

COMPOUND.

N. K. FAIRBANK CO., LTD.	
Tierces	0 10 1/4
Tubs, 60 lbs.	0 10 1/4
Pails, 20 lbs.	0 10 1/4
Tins, 20 lbs.	0 10 1/4
Cases, 3 lbs., 20 to case.	0 11 1/4
Cases, 5 lbs., 12 to case.	0 11 1/4
Cases, 10 lbs., 6 to case.	0 11

F.O.B. Montreal.

MARMALADE.

SHIRRIFF BRAND.

"SHREDDED."

1 lb. glass (2 dz case)	\$1.90 \$1.80
2 lb. glass (1 dz case)	3.20 3.00
4 lb. tin (1 dz case)	5.50 5.35
7 lb. tin (1/2 dz case)	8.60 8.35

"IMPERIAL SCOTCH."

1 lb. glass (2 dz case)	\$1.60 \$1.55
2 lb. glass (1 dz case)	2.80 2.70
4 lb. tin (1 dz case)	4.80 4.65
7 lb. tin (1/2 dz case)	7.75 7.50

MUSTARD.

COLMAN'S OR KEEN'S.

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

VERMICELLI AND MACARONI C. H. CATELLI CO., LIMITED.

Hirondelle Brand 1 lb. pkgs. Loose	
Vermicelli, Macaroni, Spaghetti, Macaroni (short cut), Animals, Stars, Alphabets, Small Paste Assorted, 30 lbs. cases	7 6 1/2
Egg noodles, case 10 lbs. loose; case 60 pkgs., 1/2 lb. each	7 7
Marguerite Brand. Same assortment as above	6 1/2 6
Egg noodles in 10 lb. cases, loose, in 60 pkgs., 1/2 lb. each	7 6 1/2
Catelli Brand. Vermicelli, Macaroni, Spaghetti, 5, 10, 30 lbs. (loose)	5 1/2
30 lb. cases, 1 lb. packages	6
Terms, Net 30 days.	

D. SPINELLI CO., Registered.

Globe Brand. Vermicelli, Macaroni, Spaghetti, Macaroni (short cut), Alphabets 30 lb. case	7 6 1/2
Spinelli Brand. Vermicelli, Macaroni, Spaghetti, 5, 10, 30 lb. cases (loose)	5 1/2
30 lb. cases, 1 lb. pkgs.	6
Terms—Net, 30 days.	

JELLY POWDERS.

JELL-O.

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

JELL-O ICE CREAM POWDER

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

SOAP AND WASHING POWDERS.

SNAP HAND CLEANER.	
3 dozen to box	3 60
6 dozen to box	7 20
30 days.	
RICHARDS PURE SOAP.	
5-case lots (delivered), \$4.15 each with 20 bars of Quick Naptha as a free premium.	
Richards Quick Naptha Soap. GENUINE. Packed 100 bars to case.	

FELS NAPTHA.

Prices—Ontario and Quebec:	
Less than 5 cases	\$ 5.00
Five cases or more	4 95
SAPHO MFG. CO., LTD., MONTREAL "SAPHO" INSECTICIDE.	
1-16 gall., doz.	\$ 2 00
1/2-gall., doz.	6 00
1/4-gall., doz.	10 80
1 gall., doz.	19 20
1-16 gall., gross lot	20 80

The Gold of the West

We were and are prospectors of the Western Grocery trade and know every inch of the Western field, covering it as we do regularly and often.



The money is here, your goods are needed, why not share in the Western harvest and turn your goods into Western gold?

With our large staff on the road we guarantee to bring in sales for your goods and also guarantee your patrons service with our five large and centrally located warehouses.

Write for our terms.

Nicholson & Bain, Wholesale Commission Merchants and Brokers

HEAD OFFICE—WINNIPEG, MAN.

REGINA SASKATOON EDMONTON CALGARY LETHBRIDGE

BACON

Do not forget to put a piece of "Star Brand" English Bacon in the order for your customer when going to Camp or Summer Home. Boneless Bacon is the best and at the same time the cheapest line of either fresh or cured meats and will not fail to give your customer the best of Satisfaction.

Made under Government inspection.

F. W. FEARMAN CO.

LIMITED

HAMILTON

Established 1854

NOW

is the time to think of

MINCE MEAT

GET YOUR ORDER IN EARLY. IT COSTS YOU NOTHING TO ANTICIPATE YOUR REQUIREMENTS AND YOU ASSURE YOURSELF OF PROMPT DELIVERY WHEN REQUIRED.

J. H. Wethey, Limited

ST. CATHARINES

THE CANADIAN GROCER

"SOCLEAN."

THE DUSTLESS SWEEPING COMPOUND.

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

"ANTI-DUST" SWEEPING POWDER.

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

STARCH.

THE CANADA STARCH CO., LTD.

EDWARDSBURG BRANDS and BRANTFORD BRANDS.

Boxes.	Cents
Laundry Starches—	
40 lbs. Canada Laundry....	.05½
40 lbs., Boxes Canada white gloss, 1 lb. pkgs.....	.06½
48 lbs., No. 1 white or blue, 4 lb. cartons06½
45 lbs., No. 1 white or blue, 3 lb. cartons06½
100 lbs., kegs, No. 1 white.	.06½
200 lbs., bbls., No. 1 white.	.06½
30 lbs., Edwardsburg silver gloss, 1 lb. chrome pkgs.	.07½
48 lbs., silver gloss, in 6-lb. tin canisters08
36 lbs., silver gloss 6-lb. draw lid boxes08
100 lbs., kegs, silver gloss, large crystals07
28 lbs. Benson's satin, 1-lb. cartons, chromo label07½
40 lbs. Benson's Enamel (cold water), per case....	3 00
20 lbs. Benson's Enamel (cold water), per case....	1 50
Celluloid—boxes containing 45 cartons, per case....	3 60

Culinary Starch.

40 lbs. W. T. Benson & Co.'s prepared corn07½
40 lbs. Canada pure corn starch
 .05½ |

(20-lb. boxes ¼c higher.)

Casco Potato Flour, 20-lb. boxes, per lb.10

BRANTFORD STARCH. Ontario and Quebec.

Laundry Starches—

Canada Laundry—

Boxes about 40 lbs.05½

Acme Gloss Starch—

1-lb. cartons, boxes of 40 lbs.06

First Quality White Laundry—

3-lb. canisters, ca of 48 lbs. .06½

Barrels, 200 lbs.06

Kegs, 100 lbs.06

Lily White Gloss—

1-lb. fancy cartons, cases 30 lbs.07½

6-lb. toy trunks, lock and key, 3 in case
 .08 |

6-lb. toy drum, with drumsticks, 2 in case.....
 .07½ |

Kegs, extra large crystals, 100 lbs.07

Canadian Electric Starch—

Boxes containing 40 fancy pkgs., per case
 3 00 |

Celluloid Starch—

Boxes containing 45 car-
tons, per case 3 00

Culinary Starches—

Challenge Prepared Corn—

1-lb. pkts., boxes of 40 lbs. .05½

Brantford Prepared Corn—

1-lb. pkts., boxes of 40 lbs. .07½

"Crystal Malze" Corn Starch—

1-lb. pkts., boxes of 40 lbs. .07½

(20-lb. boxes ¼c higher than (40's.)

OCEAN MILLS, MONTREAL.

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

SOUPS—CONCENTRATED.

CHATEAU BRAND.

Vegetable, Mutton Broth, Mulligatawny, Chicken, Ox Tail, Pea, Scotch Broth, Julienne, Mock Turtle, Vermicelli, Tomato, Consomme, Tomato.

No. 1's, 95c per dozen.

Individuals, 45c per dozen.

Packed 4 dozen in a case.

SYMINGTON'S SOUPS.

Quart packets, 9 varieties, doz. 0 90

Clear soups, in stone jars, 5 varieties, doz. 1 40

SODA—COW BRAND.

Case of 1-lb., containing 60 packages, per box, \$3.00.

Case of ½-lb., containing 120 packages, per box, \$3.00.

Case of 1-lb. and ½-lb., containing 30 1-lb. and 60 ½-lb. packages, per box, \$3. Case of 5c packages, containing 96 packages, per box, \$3.00.

SYRUP.

THE CANADA STARCH CO., LTD.

CROWN BRAND CORN SYRUP.

2-lb. tins, 2 doz. in case... 2 40
5-lb. tins, 1 doz. in case... 2 75
10-lb. tins, ½ doz. in case. 2 65
20-lb. tins, ¼ doz. in case. 2 60
Barrels, 700 lbs. 3¼
Half barrels, 350 3¼
Quarter barrels, 175 3¼
Pails, 38½ 1 75
Pails, 25 lbs. each 1 25

LILY WHITE CORN SYRUP.

2-lb. tins, 2 doz. in case... 2 75
5-lb. tins, 1 doz. in case... 3 10
10-lb. tins, ½ doz. in case. 3 00
20-lb. tins, ¼ doz. in case. 2 95
(5, 10 and 20-lb. tins have wire handles.)

BEAVER BRAND CORN AND MAPLE SYRUP.

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

MOLASSES.

THE DOMINION MOLASSES COMPANY, LTD.

Gingerbread Brand.

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

DOMOLCO BRAND.

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

SAUCES.

PATERSON'S WORCESTER

SAUCE.

½-pint bottles 3 and 6 doz.
cases, doz. \$ 0 90
Pint bottles, 3 doz., cases,
doz. 1 75

H. P.

H. P. Sauce— Per doz.
Cases of 3 dozen \$1 00

H. P. Pickles—
Cases of 2 doz. pints.... 3 35
Cases of 3 doz. ½-pints.. 2 25

STOVE POLISH.

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

NUGGET POLISHES.

Polish, Black and Tan	0 85
Metal Outfits, Black and Tan	3 65
Card Outfits, Black and Tar	3 25
Creams and White Cleaner	1 10

TOBACCO.

IMPERIAL TOBACCO COM- PANY OF CANADA.

Chewing—Black Watch, 6s... 45
Black Watch, 12s 45
Bobs, 5's and 10's 39
Bully, 6s 44
Currency, 6½s and 12s 39
Stag, 5 1-3 to lb..... 39
Old Fox, 6 lb. boxes 40
Pay Roll Bars, 7½s 59
Pay Roll, 7s 59
War Horse, 6s 42

Plug Smoking, Shamrock, 6s, plug or bar 45
Rosebud Plug, 7s 50
Empire, 6s and 12s..... 44
Ivy, 7s 50
Starlight, 7s 50

Cut Smoking — Great West
Pouches, 6s 59
Regal Cube Cut, 9s 70

TEAS.

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

Wholesale R't'l

Brown Label, 1s and ½s .25 .30
Green Label, 1s and ½s .37 .50
Blue Label, 1s, ½s, ¼s,
and ⅛s30 .40
Red Label, 1s and ½s .. .36 .50
Gold Label, ½s44 .60
Red-Gold Label, ½s55 .80

LUDELLA CEYLON TEA.

Orange Label, ½s 24 .30
Brown Label, ½s and 1s. .28 .40
Brown Label, ½s 30 .40
Green Label, ½s and 1s .35 .58
Red Label, ½s 40 .60

MELAGAMA TEA.

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

Wholesale R't'l

Brown Label, 1-lb. or ½ .25 .30
Red Label, 1-lb. or ½... .27 .35
Green Label, 1s, ½ or ¼ .30 .40
Blue Label, 1s, ½ or ¼. .35 .50
Yellow Label, 1s, ½ or ¼ .40 .60
Purple Label, ¼ only... .55 .80
Gold Label, ¼ only70 1.00

JAMS AND JELLIES. T. UPTON & CO.

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

Packed in assorted cases or crates if desired.

Pure Fruit Jellies — Rasp- berry, strawberry, black cur- rant, red currant and pineap- ple flavors, 9 - oz. glass tumblers, 2 doz. in case, 95c per doz.; 12-oz. glass jars, 2 doz. in case, \$1.00 per doz.; No. 2 tin, 2 doz. in case, \$1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; No. 7, tin pails 6 in. crate, 52½c; 30-lb. wood pails, 7¼c per lb.

Packed in assorted cases or crates if desired.

Pure Orange Marmalade — Guaranteed finest quality. 12-oz. glass jars, 2 doz. in case, \$1.10 per doz.; 16-oz. glass jars, 2 doz. in case, \$1.50 per doz.; pint sealers, 1 doz. in case, \$2.25 per doz.; No. 2 tins, 2 doz. in case, \$2 per doz.; No. 4 tins, 2 doz. in case, 35c per tin; No. 5 tins, 9 in crate, 42¼c per tin; No. 7 tins, 12 in case, 57¼c per tin; No. 7 wood pails, 6 in crate, 57¼c per pail; 30-lb. wood pails, 8c per lb.

JELLY POWDERS.

WHITE SWAN BRAND CEREALS, LTD.

White Swan, 15 flavors, 1 doz. in handsome counter carton, per dozen \$0 90

List Price.

"Shirriff's" (all flavors), per doz. 0 90
Discounts on application.

YEAST.

White Swan Yeast Cakes, per case, 3 doz. 5c pack- ages 1 15

Local Fruits

in Large Supply
AT THE FRUIT MARKET

TOMATOES CHEAPER

Canadian Peaches and Plums coming

California Peaches,
Pears, Plums,
Grapes, etc.

A Full Assortment

WHITE & CO., LIMITED

Wholesale Fruit and Fish
TORONTO HAMILTON

TOMATOES

This will be the big week. We have large consignments of Fancy No. 1 Shipping Stock arriving every day. Send us your orders.

Peaches Pears Plums
Apples Musk Melons
Oranges Lemons Bananas

The House of Quality.

HUGH WALKER & SON

Established 1861

GUELPH and NORTH BAY



Litster Goods

are made good enough to guarantee. They recommend themselves and sell themselves wherever introduced. Is the best any too good for your trade?

Litster Pure Food Co.,
Limited
TORONTO



SMOKED MEATS

—they're as appetizing as ever cured meat was

The curing of meats require years of practical experience to perfect. This is the reason why Elgin Brand Smoked and Cooked Meats have no equal in the trade.

We handle only the best grade of dairy products and selected eggs.

Try our Old Canadian Cheese.

Send for Post Card Order Book.

We solicit your Cold Storage consignments.

The St. Thomas Packing Co. LIMITED

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

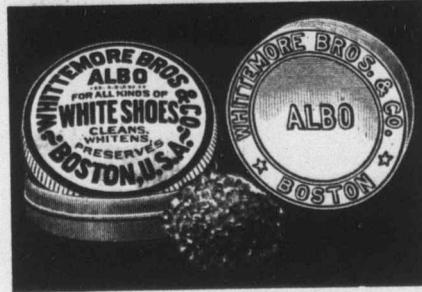
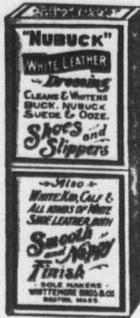
ST. THOMAS, ONT.

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

Finest
Quality

Whittemore's Shoe Polishes

Largest
Variety



Oldest and Largest Manufacturers of Shoe Polishes in the World

"GILT EDGE" Oil Polish. The only Ladies' Shoe Dressing that positively contains OIL. Softens and preserves. Imparts a beautiful Black lustre. Always ready to use. Largest quantity. Finest quality. Polishes without rubbing. Retail 25c.

"ALBO" Cleans and whitens Canvas, White Buck, Suede and Nubuck shoes. Each cake in a zinc-tin box with sponge (see cut). Retail 10c. Each cake in a handsome aluminum box with sponge. Retail 25c.

"NUBUCK" White Leather Dressing cleans and whitens Buck, Nubuck, Suede and Ooze leathers, both smooth and nappy finish. Retail 25c.

"DANDY" COMBINATION. For cleansing and polishing all kinds of russet, brown or yellow boots, shoes, saddles, bridles, etc. Retail 25c. **"STAR"** russet combination (10c size). Russet, Brown and Ox Blood pastes (5 sizes of each color).

"ELITE" COMBINATION. For those who take pride in having their shoes look A1. Restores color and lustre to all black shoes. Retail 25c. **"BABY ELITE" COMBINATION** (10c size). **"ELITE" PASTE** in 5 sizes.

"QUICK WHITE" makes dirty Canvas shoes Clean and White. In liquid form, so can be quickly and easily applied. A sponge in every packet so always ready for use. Two sizes, retail for 10c. and 25c.

Send for circulars giving full particulars of our other Polishes to **WHITTEMORE BROS. & CO., Boston, Mass., U.S.A.**
For Sale by the Shoe Findings and Shoe Jobbing Trades of all Canada.

Tobaccos worth while

Quality backed up by extensive advertising is a big argument in favor of you handling these two popular tobaccos

Rose Quesnel Smoking —Pure Canadian

This tobacco is made of specially selected and cured leaves of a high quality tobacco. It is delightfully sweet, cool and non-irritating.

King George Navy Plug A delicious chewing tobacco.

This is a popular brand and is in every way a good proposition for you to handle—it sells fast.

Rock City Tobacco Co.,
QUEBEC LIMITED



Goes To The Very Bottom And Removes The Dirt

without in any way injuring the daintiest fabric either by discoloring or deteriorating the fabric.

WONDERFUL SOAP has that loosening quality which is so desirable in washing soaps and which is a strong point of talk when introducing this soap.

Think this over and send for a sample lot. It will pay you.

We quote the following prices for Wonderful Soap and other standard lines:

	Per case.
WONDERFUL SOAP (100 cakes)	\$4.15
ROYAL CITY BAR (24 bar)	2.85
PEERLESS BAR (30 bar)	2.45
STANDARD SOAP (100 cakes)	2.30
CRYSTAL SOAP CHIPS (100 pkg.)	3.75

FREIGHT PAID 5 CASE LOTS.
Crystal Soap Chips (200 lb. bbls.) 5%c. Freight paid.

YOURS FOR QUALITY.

GUELPH SOAP CO.
GUELPH, ONTARIO

BISCUITS

from the Old Country

Notice to Grocers and Stores in Canada
McVitie & Price, Limited

are now sending regular supplies of their biscuits to Ontario, Quebec, Manitoba, Alberta, Saskatchewan, British Columbia and the Yukon Territory.

When you sell **McVITIE & PRICE'S Biscuits** you are supplying your clients with first-class goods noted for their excellence and absolute purity.

AGENTS:

Manitoba and Saskatchewan
RICHARDS & BROWN, James Street, WINNIPEG
Alberta
CAMPBELL, WILSON & HORNE, Limited,
CALGARY, EDMONTON AND LETHBRIDGE
British Columbia and Yukon
KELLY, DOUGLAS & CO., Ltd., Water St., VANCOUVER

PURITY SALT

Should Go Into Every Basket of Orders That Leaves Your Store



When salt is asked for give the customer "Purity," it's everything its name implies. It satisfies the customers every time and allows you a liberal profit. Insist on getting it — recommend it to your patrons.

THE
Western Salt Co. LTD.

COURTRIGHT, ONT.

Automatic Lock Holds Bunch at Any Point



And the heavier the bunch, the tighter the grip! Hook on . . . Pull to desired height . . . Let go pull rope . . . and the patented lock grips the rope in a hold that never can slip. Don't lift—shift your burden to the



Banana Hoist

Farmers and others are using over a quarter of a million Hall Self Locking Safety Hoists. They know that such a labor-saving device is almost worth its weight in gold. Fruitmen and others with such lifting and swinging to do, are welcoming the advent of this saving device now so perfectly adapted to their needs.

Guaranteed to Satisfy or Money Refunded

Our little leaflet tells many ways this Hoist will serve you and earn its cost. You should have this leaflet at once. If your wholesale grocer or hardware dealer can't supply Hall Banana Hoists, send 50 cents and we will ship by parcel post under "Money Back Guarantee."

Act to-day!

HALL MANUFACTURING Company, Monticello, Iowa

Those Who Know Cane's Washboards Always Specify Them

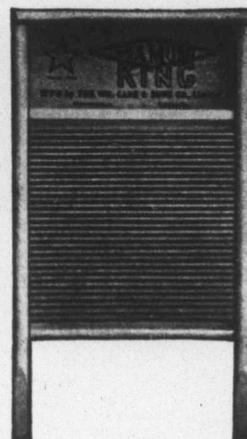
Because They are Right in Price and Give the Best Service

Cane's Washboards stand in a class by themselves for neat construction, quality and durability, and pay an attractive profit.

Among the 13 different styles and grades you will have one to meet every demand.

If you haven't our catalog on "Cane's" Wash-day woodenware, we will be pleased to send you one.

WM. CANE & SONS CO. LIMITED
NEWMARKET, ONT.





EVERY POUND OF
ANCHOR BRAND FLOUR

has character in every ounce

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

The most searching analysis and tests make uniformity certain.

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

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

Standard Prices—Worth More.

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

Leitch Brothers' Flour Mills, Ltd.

Oak Lake,, Manitoba



is the ideal chocolate for cooking and drinking purposes. Is especially suitable for icing cakes, making fudge, etc. Your customers want and should be given only the best—MOTT'S

JOHN P. MOTT & CO.

MANUFACTURERS

HALIFAX, NOVA SCOTIA

**We Put the Quality in
and Left it There**



that is why

Gilmour's Antiseptic Handcleaner

sets the pace, and, mind you, it is the "pace that kills" (the others) once the customer gets that YELLOW TIN she will ask for it by name again. GILMOUR'S MAKES THE HANDS VELVETY. SMOOTH AS A SEALSKIN. How much?

THE GILMOUR CO.

604 PAPINEAU AVE., MONTREAL

AGENTS:

E. O. Cornish, Vancouver; Watson & Truesdale, Winnipeg; Fenwick & Hendry, Kingston; F. E. Roberge, Ottawa; G. W. Gorham, Halifax; Edward Lacroix, North Sydney.

We have them

Giant

Prince

Globe

Beaver

Fruit Jar Rings

Quality Guaranteed

Walter Woods & Co.

HAMILTON and WINNIPEG

Protection from the Summer Heat

This is not an advertisement of a summer resort, but a straightforward talk to grocers who are not observing the best method to big cheese profits.

Summer heat, flies, and insects go together—all are destructive to cheese and deteriorating to its value. This is the remedy—

The Perfection Cheese Cutter and Cabinet



It is the only properly sanitary and absolutely practical device for retaining cheese in a store in summer. *CHEESE* has to be displayed well to sell it. Get a wood and glass cabinet that displays and protects the cheese at the same time.

Write us to-day for further convincing proof of the PERFECTED CHEESE CUTTER as a summer guardian of your cheese.

**American Computing Co.
of Canada**

Hamilton

Canada

Made in Canada

THE NAME "FAIRBANK" MEANS SOAP SURETY

FAIRY SOAP



FAIRY SOAP QUALITY. No better soap can be made; your customers can't buy better for five times the 5 cents they pay for it.

FAIRY SOAP ADVERTISING. The extensive advertising that helps the sale of every Fairbank product has made the pure, white, sweet floating oval cake known to women everywhere.

FAIRY SOAP SALE. Because of the combination of exceptional quality and extensive advertising, all you need do is display Fairy Soap prominently to enjoy a steady stream of profits from its persistent sale to pleased customers.

"Have you a little 'Fairy' in your home?"

**The N. K. Fairbank Company,
LIMITED, MONTREAL**

A Profitable Line For You

1. Attractively packed and labelled.

2. "King Oscar" sells readily.

3. Have the natural sea flavor.

4. Packed in Pure Olive Oil.



5. Uniformity of size.

6. Tasty, Nutritious, Zesty.

7. Satisfaction for your customers.

8. Profit for you.

By Special Royal Permission.

9. Put up by the largest packers on the coast of Norway—the home of the finest sardines in the world.

Canadian Agents:

J. W. Bickle & Greening

(J. A. Henderson)

Hamilton, Ontario

THE British Columbian Fisheries, Limited

Salmon Packers

SALMON BRANDS:—

"Location"

"Dreadnaught"

"Alford Bay"

FRESH FISH

FISHING STATIONS:—

Skidegate

Alford Bay

Cumshewa

Manufacturers of

FISHMEAL, FERTILIZER, and SKIDEGATE DOG FISH OIL and RAT FISH OILS

OFFICES—

Bank of Ottawa Building
VANCOUVER

25 Victoria St.
LONDON, ENG.

Telegrams "Fishfoods" Vancouver



Three Lines You Should Know and Introduce to Your Customers

Tone up your stocks of Condensed Milk by adding these three lines—New Ones and Good. They will bring you new customers and quick returns.

St. George Evaporated Milk, 4 doz. in case \$3.60
Princess Condensed Milk, 4 doz. in case \$4.50
Banner Condensed Milk, 4 doz. in case \$5.25

Order them from your wholesaler or direct from the factory. Delivered in 5-case lots to any point in Ontario or East or Halifax. We will prepay freight up to 50c. per 100 lbs.

J. MALCOM & SON
St. George, Ontario

With the sale of D. W. C. Spanish Olives goes customer satisfaction

† This is what live grocers enjoy, for with this satisfaction the grocer realizes an increased percentage of profit. D.W.C. stands for superior quality in both the olives and their preparation.

Your jobber handles them.

Rowat & Co.
Glasgow, Scotland

CANADIAN DISTRIBUTORS

Snowdon & Ebbitt, 325 Coristine Building, Montreal, Quebec, Ontario, Manitoba, and the Northwest; F. K. Warren, Halifax, N.S.; J. A. Tilton, St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.



Pacific Coast Halibut and Salmon

FRESH AND FROZEN

Order your Pacific Coast Frozen Halibut and Salmon for next Winter's requirements from

The Canadian Fishing Company, Limited
VANCOUVER, BRITISH COLUMBIA

Write for prices and information.

We produce and ship all kinds of Pacific Coast Fish—Fresh—Frozen—Salt—and Smoked.

Quality and Service Unsurpassed



Sterling Brand Pickles

solves the pickling problem. An inviting display of either our bottled or bulk pickles will settle the pickling problem for many a heat-tired housewife. Sterling Brand Sweet or Mixed pickles always satisfy, they create a longing for more. Try them out.

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

MASON'S 'O.K.' SAUCE

THE ORIGINAL

As purveyed by appointment to the House of Lords. As supplied to the House of Commons, H.M. Navy & Army, Government Offices and the Leading Hotels and Caterers throughout the World.

CAUTION—No connection with any firm or company trading in a similar name.



THE MARK OF QUALITY

An introductory size and a certain leader to the larger size. Price

10cts.

Sole Manufacturers:
GEORGE MASON & CO. LIMITED,
LONDON, ENGLAND.

Represented by:—

The Lind Brokerage Co., 49 Wellington St. E., Toronto.
G. H. Gillespie, 437 Richmond Street, London, Ont.
J. T. McBride, 62 Canadian Life Chambers, Montreal.
Nelson Shakespeare Watkins, Limited, 860-864 Cambie Street, Vancouver.
David Brown, 328 Smith St., Winnipeg, Man.
W. C. Mullins & Co., 25 King St., St. John, N.B.
Fenwick Hendry & Co., Wholesale Distributors, Kingston and District.

BLACK JACK

**QUICK!
CLEAN
HANDY**

½-lb. tins—
3 doz. in case



TRY IT

**SOLD BY
ALL
JOBBER'S**

Certainly You Need a Refrigerator

The heat of summer makes it necessary that every Grocery store be equipped with a refrigerator.

EUREKA

REFRIGERATORS

are backed with over twenty-seven years of manufacturing experience, which serves to make this line the standard on the Canadian market.

The Eureka contains no zinc or galvanized iron to rust and corrode. It is the sanitary dry cold circulating air way that makes perfect refrigeration possible with minimum ice expense.



Catalog and prices sent on request.

Eureka Refrigerator Co., Limited

54 Noble Street TORONTO

Montreal Representative
JAMES RUTLEDGE, Tel. St. Louis 3076

Distributing Agents, **Walter Woods & Co., Winnipeg**

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

Cleans alike, the hardest and most delicate skin



Snap is the friend of the horny hand of the laborer, and the delicately soft hand of the pretty miss.

It removes soil and stain without injuring the skin or irritating it in any way. Snap is antiseptic, healing.

Replenish your Fall stock.

SNAP COMPANY, Limited
MONTREAL

"Look Before You Leap"



is a good proverb, but a like good one is "Look into our prices before you buy."

Our soaps fill every need, they are made of highest quality materials and pay a liberal profit.

"PURITY" LAUNDRY SOAP, a cake soap for those who prefer soap in the lump form. Gives splendid satisfaction.

"YOUNG-TOM" WASHING POWER for washing clothes, floors, dishes, windows, etc., performs a maximum of service with minimum labor. It does not injure the hands.

PURE OLIVE OIL SOAP. The purest soap made. A splendid cleanser and a toilet delight for particular people. Wash the Baby with Pure Olive Oil Soap.

We also make Liquid Olive Oil Soap, Liquid Olive Oil Shampoo, and Liquid Tar Shampoo.

GET OUR PRICES.

Young-Thomas Soap Co., Ltd.
Regina, Sask.

UNCLE TOM TAR SOAP
A perfect shampoo soap and a boon to roughened complexions and hands. Fragrant and soothing. A most pleasing adjunct to the bath.

GLYCERINE PUMICE, a soap which thoroughly cleanses the hands without injury to the skin.

WARNING!

CRESCENT



BRAND

SODA-CRYSTALS (WASHING SODA)

Foreign Soda Crystals—and some of English manufacture—are being extensively offered for sale in this country which are grossly adulterated with Glauber-Salts (Sulphate of Soda), a cheap product which is not only entirely useless for washing purposes, but is even likely to injure the fabrics with which it comes in contact. The Adulterated Soda-Crystals, although nominally lower in price than BRUNNER, MOND'S PURE SODA CRYSTALS, are in reality much dearer owing to the large quantity of useless and injurious matter which they contain.

BRUNNER, MOND & CO., LIMITED
WINN & HOLLAND, Agents
MONTREAL

Don't Shoot at Random!

If you are desirous of adding the class trade to your store you cannot *guess* your stock to suit their demands. To fill the bill you must stock *Carr's Biscuits*. They are *known* for quality, and carry the best trade with them.

Packed for export in air tight tins. Send an order to the nearest agent.



AGENTS:
Wm. H. Dunn
Montreal and
Toronto

Hamblin &
Brereton, Ltd.
Winnipeg and
Vancouver
B.C.

T. A. MacNab
& Co.,
St. John's,
Newfound-
land.

CARR & CO. CARLISLE ENGLAND

TO THE COFFEE & TEA TRADE



Use Fancy Paper Bags
Adolph Kraut Co.
57 Warren St. New York.

Macaroni
(Hirondelle).

Vermicelli
(Hirondelle).

Spaghetti
(Hirondelle).

Hirondelle means Swallow

Get the brand that makes a good swallow. We see that the palate of all is entirely satisfied by using only the choicest of ingredients.

Besides, we do not overlook your profit. It's more reasonable than you imagine.

C. H. Catelli Limited
MONTREAL

Dust on The Floor Means Dust
on The Sunbeam. That Means
Dust all Over.

Keep the Dust Down by Using

ANTI-DUST



After you find how nicely it works, tell your Customers all about it.

For Attractiveness of Tin and Quality of Powder You Can't Beat ANTI-DUST.

Sapho Mfg. Co., Limited
MONTREAL

OUR TRAVELLERS COVER



CANADA FROM OCEAN TO OCEAN

GAZELLE

THE REAL SYNONYM FOR QUALITY

A pack of gazelles presents an interesting study in animal life. The gazelle impresses by its neatness, lasting power, and easy moving.

The Gazelle Pack of Canned Goods is also attractive. The Neatness, Durability, and Easiness in Selling, make it the grocer's favorite.



Hudon, Hebert & Co., Limited
MONTREAL

The Most Liberally Managed Firm in Canada



CHANGE YOUR SIGNALS

Switch over right away to



The War Is Now On Purity Must Win Out

Being manufacturers of **Pure Spices** only, we have never been in sympathy with the laws rendering retailers liable to a fine for the handling of adulterated spices, but candidly believe the onus should be on the manufacturer.

We have had some lengthy correspondence with the leading daily paper here on the matter, in which we upheld the honesty of the retailer. Write us and we will send you copies of these letters, so that you can interest your local press and

Agitate

For the Repeal of Unjust Legislation.

A. W. Hugman, Limited, Montreal

Pure Spices and Pure Only. Headquarters for Pickling Spices.

CLASSIFIED ADVERTISING

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

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

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

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

FOR SALE

NEW ARCTIC REFRIGERATOR, SIZE 7 ft. x 9 ft. x 10 ft. high (up-to-date), bargain for quick sale. Also new Toledo Scale. Apply Box 322, Simcoe, Ont.

HIGH-CLASS GROCERY BUSINESS IN LIVE city west of Winnipeg, in Sask., population over 25,000. Party in poor health and must sell. Sales will average \$60,000 per year. Stock is turned over fifteen times a year. Fixtures and stock will run about \$7,000. Possession at once, \$2,000 cash, balance on very easy terms. Apply Box 492, Canadian Grocer, Toronto.

GROCERY FOR SALE

HIGH-CLASS GROCERY AND PROVISION business and fixtures for sale. Situated in Toronto, on corner in rapidly growing locality. Modern equipment; 2 delivery outfits, coffee mill, computing scales and interior fittings. Lease can be renewed at reasonable terms. Communicate direct with us, D. M. Johnson & Co., Real Estate, 948 Gerrard St. E., Toronto.

REPRESENTATIVES WANTED

A SIDE LINE FOR COMPETENT SALESMEN—a commission of 25% will be paid to salesmen of ability calling on grocery, drug, cigar stores, confectionery stores, etc., throughout Canada. Strictly high-grade goods manufactured by largest concerns in Canada. Only men of ability need apply, and by letter only. H. Jackson, Room 724, 64 Wellington St. W., Toronto.

SIDE LINES WANTED

TRAVELLER CALLING ON THE RETAIL trade and mines in Northern Ontario would like some good side line. Address A. L. Box 155, Byng Inlet, Ont.

MISCELLANEOUS

BUCKWHEAT FLOUR GUARANTEED pure and unsurpassed by any mill in the province. T. H. Squire, Queensboro, Ont., solicits your orders.

DOUBLE YOUR FLOOR SPACE. AN OTIS-Fensom hand-power elevator will double your floor space, enable you to use that upper floor, either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only \$70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

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

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adequate to all classes of business. The Copeland-Chatterson Co., Limited, Toronto and Ottawa.

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

COUNTER CHECK BOOKS—WRITE US to-day for samples. We are manufacturers of the famous Surety Non-Smut duplicating

and triplicating counter check books, and single carbon pads in all varieties. Dominion Register Co., Ltd., Toronto.

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott-Fisher, Ltd., Room 134, Stair Building, Toronto.

PENS—THE VERY BEST PENS MADE ARE those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c. assorted box of Mitchell's Pens and find the pen to suit you.

THE "KALAMAZOO" LOOSE LEAF BINDER is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt and which we will sell at \$10.00, \$15.00 and \$20.00 each. We have also a large stock of better rebuilds at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. W., Toronto, Canada.

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

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

EGRY BUSINESS SYSTEMS ARE DEvised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire for our nearest office. Egrý Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258 1/2 Portage Ave., Winnipeg; 308 Richards St., Vancouver.

BUSINESS-GETTING TYPEWRITEN Letters and real printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letter-forms, real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. American Multigraph Sales Co., Limited, 129 Bay St., Toronto.

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada. THE NATIONAL CASH REGISTER COMPANY guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge St., Toronto.

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

MOORE'S NON - LEAKABLE FOUNTAIN pens. If you have fountain pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction, and it costs no more than you pay for one not as good. Price \$2.50 and upwards. W. J. Gage & Co., Limited, Toronto, sole agents for Canada.

LIKE EVERY SUCCESS

MAPLEINE

has been followed by imitations and would be substitutes, but remains pre-eminent as

AN ORIGINAL FLAVOR

It won't cook or freeze out. Order from your Jobber, or:

Frederick E. Robson & Co., 25 Front St. E., Toronto, Ontario.
Mason & Hickey 287 Stanley St., Winnipeg, Man.

The Crescent Mfg. Co. SEATTLE. - WASH.



Good Retail Business for Sale

An excellent opportunity for a first-class retail merchant in one of the most rapidly growing towns of Southern Saskatchewan. A general stock of approximately \$21,000.00, well assorted and in first-class condition. Five years' lease. Full particulars as to stock, sales and location can be obtained by communicating with the undersigned. That this business is on the market at the present time is due to under-capitalization.

The Canadian Credit Men's Trust Association Limited, Assignee 502-504 Leader Building, Regina, Sask.

Grocery Advertising

By Wm. Borsodi

It contains suggestions for special sales, bargain sales, cash sales, etc.; ideas for catch lines or window cards, and many hints for the preparation of live advertising copy. A collection of short talks, advertising ideas and selling phrases used by the most successful grocery advertisers.

PRICE \$2.00

ALL ORDERS PAYABLE IN ADVANCE.

MacLean Publishing Co. 143-149 University Ave., Toronto

THE "WANT AD."

The "want ad." has grown from a little used force in business life, into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

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

Buyers' Guide

WRITE TO
10 Garfield Chambers, Belfast, Ireland,
for Sample Copy of the
**Irish Grocer, Drug, Provision
and General Trades' Journal**
if you are interested in Irish trade.

O. E. Robinson & Co.
Manufacturers and Buyers of Dried,
Evaporated and Canned Apples.
Ingersoll, - - - - - Ontario
Established 1886.

Write us for New Price List of
WINDSOR SALT
TORONTO SALT WORKS
TORONTO, ONT. GEO. J. CLIFF, Manager

Comte's High Class Coffees
are forging ahead. Retailers are getting
wise to the quality. We want more agents.
Write
Augustin Comte & Co., Limited
P.O. Box 2963, MONTREAL

**Importers and Brokers Wanted
THROUGHOUT THE DOMINION FOR
WELL KNOWN OLD COUNTRY
TOFFEES PRESERVES
BOOT POLISHES HEALTH SALINE
FLY-CATCHERS, ETC.**
Apply **EDWARD KIDD & CO.**
1090 Hamilton St., VANCOUVER, B.C.

GRATTAN & CO., LIMITED
ESTD. 1825
The Original Makers of
BELFAST GINGER ALE
Agents in Western Canada
EMERSON, BAMFORD CO.
842 Cambie Street VANCOUVER, B.C.

SUCHARD'S COCOA
The Highest Quality
Most Reasonably Priced
"Quality" Cocoa.
On Sale Anywhere.
FRANK L. BENEDICT & CO.
Agents Montreal

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

Readers of The Grocer, Let Us Know Your Wants

The Canadian Grocer is in a position to secure information
on new lines in the grocery trade, and of novelties occasion-
ally asked for in the grocery store.

Don't hesitate to write us. As a subscriber of The Canadian
Grocer you are entitled to this service.

HOLLAND RUSK

The most delicious, nourishing food you can offer your
customers, and it means a liberal profit to you. Order a
case from jobber to-day.

HOLLAND RUSK COMPANY
HOLLAND, MICH.



D. & J. McCALLUM PERFECTION SCOTCH WHISKEY

is known throughout the Canadian trade as the
finest flavored Scotch on the market. It hasn't that
smoky flavor of most Scotch Whiskies. It repre-
sents customer satisfaction and good profits.

Wm. E. McIntyre, Limited
23 Water Street, St. John, N.B.
GENERAL AGENT

ZIP



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

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

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

The Zip Mfg. Company, - Sutton, P. Q.
AGENTS:—R. E. Boyd & Co., Montreal; The Harry Home Co.,
Toronto; Leadley & Company, Winnipeg; A. Francois Turcot, Quebec,
Que.; C. O. Genest & Fils, Sherbrooke, Que.

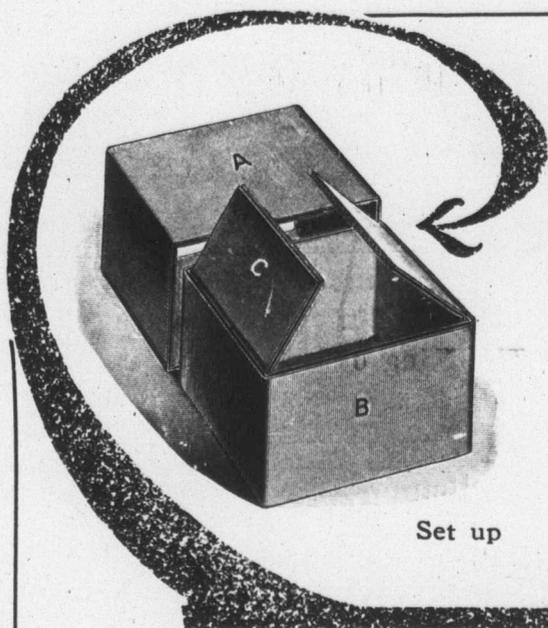
Style 75 Cellular Express and Freight Box

half the weight of a light-wood box

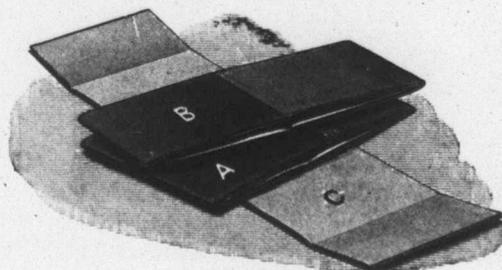
Think, Mr. Wholesaler, Mr. Canner, Mr. Packer, what a saving of room in your shipping department can be effected by the use of Thompson and Norris Cellular Express and Freight Boxes. Note the difference in space required for the box "set up" and "knocked down."

There is a box to suit every requirement, boxes that will stand any kind of abuse in transportation. T. and N. Boxes are easier to pack and are half the weight of the same size wooden box. Further details of your shipping proposition on request. The illustration shows only one of our many styles. We furnish a style that best suits your needs.

Let us know your requirements. Write for illustrated catalog.



Set up



Knocked down

The Thompson & Norris Co.
of Canada, Limited

Niagara Falls, Ontario Brooklyn, N.Y. Boston, Mass
Brookville, Ind. London, Eng. Julich, Germany



John Gray & Co., Limited

Glasgow

Scotland

1 lb. Floral Glass

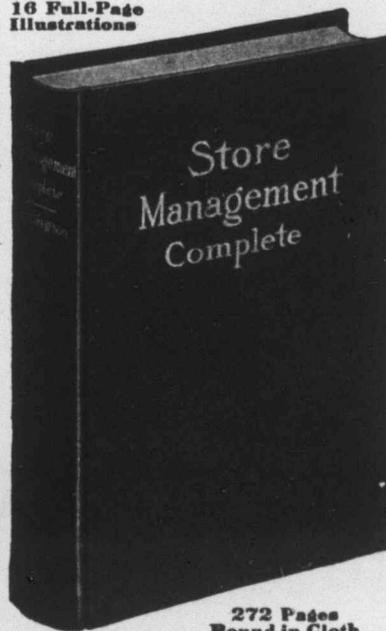
Samples and Prices
from

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



Store Management—Complete

16 Full-Page Illustrations



272 Pages
Bound in Cloth

ABSOLUTELY NEW

ANOTHER NEW BOOK

BY
FRANK FARRINGTON

A Companion Book to
Retail Advertising Complete

\$1.00 POSTPAID

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

THIRTEEN CHAPTERS

Here is a sample:

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

JUST PUBLISHED

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

Technical Book Dept., MacLean Publishing Co.
TORONTO

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When It's Champagne

See that you give them

PIPER-HEIDSIECK

The King of Them All!

Every Knowing Consumer knows it, so
tell us whether you want the

Brut Sec or Tres Sec In Baskets and Cases Quarts, Pints, Splits

PUSH CANNED GOODS.

We have a large assortment of Canadian Canned Goods, all top-notch quality. Select from

Vegetables	Fish	Fruits
Tomatoes	Salmon	Apples
Corn	Sardines	Raspberries
Peas	Lobsters	Strawberries
Haricots	Herrings	Pears
Beets	Oysters	Peaches
Asparagus	Cod Fish	Plums
Etc.	Etc.	Etc.

We recommend **Victoria Brand.**

IMPORTED CANNED GOODS.
Le Soleil Brand.

Here is the brand that has never raised a complaint. The packers are the pioneers in the business, so you can rely on them.

Le Soleil Brand

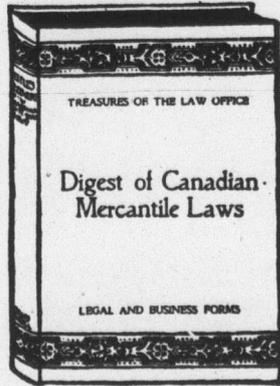
is the leader. Has been for years past. The pack of most reliable people whose efforts on behalf of "HIGHEST PURITY in CANNED GOODS" has won for them a world-wide reputation.

Write, Phone, Wire.

Laporte, Martin, Limitee
568 St. Paul St., - Montreal
Telephone Main 3766

THE GROCER'S LIBRARY

"Digest of the Mercantile Laws of Canada."



A ready reference for merchants and their assistants in their daily business.

Have you any outstanding accounts you wish you could collect? This book will show you **HOW.**

NEW EDITION—1913

No work published in Canada equals it for the Grocer

The entire work has been critically revised, a considerable amount of new matter added, and numerous cases and authorities have been cited in support of the most important points in the various Chapters. It is bound in the same dark green cloth.

A veritable consulting library on this one line so universally needed. Based on Dominion and Provincial Statutes and Court Decisions. **Indorsed** by barristers, sheriffs, magistrates and conveyancers. Recommended by the Ontario Institute of Chartered Accountants. **Used** by more accountants, bankers and business firms than any other work on the subject. Forwarded direct post free on receipt of price.

EASTERN EDITION, PRICE, \$2.00
SPECIAL WESTERN EDITION, \$2.50

To meet the needs of subscribers in New Ontario and the Western Provinces, where land is under The Land Titles System of Registration, an Appendix of 16 pages, containing a synopsis of the Land Titles Acts, has been added to our regular edition, thus constituting a special "Western Edition." Price, \$2.50.

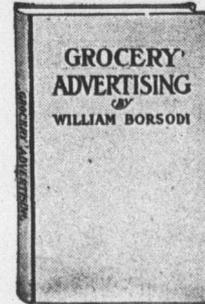
Practical Bookkeeping

By James B. Griffith

288 pp., 140 illus. Cloth binding. Theory of accounts; methods of bookkeeping; single entry and double entry; journalizing and posting; cash discounts; bank deposits; single proprietors' and partners' accounts; retail business; inventory; departmental records; partnership accounts; books and forms used; accounting for commission and brokerage business; produce shippers' books; commission merchants' books; storage accounts; special records. Price, postpaid, \$1.60.

Grocery Advertising

BY WM. BORSODI



Price Postpaid \$2.00

It contains suggestions for special sales, bargain sales, cash sales, etc.; ideas for catch lines or window cards, and many hints for the preparation of live advertising copy. A collection of short talks, advertising ideas and selling phrases used by the most successful grocery advertisers.

Tea Hints for Retailers

By John H. Blake

This book, written by a practical tea man, contains information which will be of great value to every grocer. There are ten chapters, one being devoted to each of the following subjects:

HOW TO ESTABLISH A TEA TRADE

- The Tea Gardens of the World.
- Tea from Seed to Leaf
- Tea from Leaf to Cup
- The Tea Marts of the Orient
- How to Test Teas
- Where to Buy Teas
- Is it Wise to Place an Importation Order?
- Bulk Versus Package Teas
- Tea Blending

Price postpaid, \$2.00.

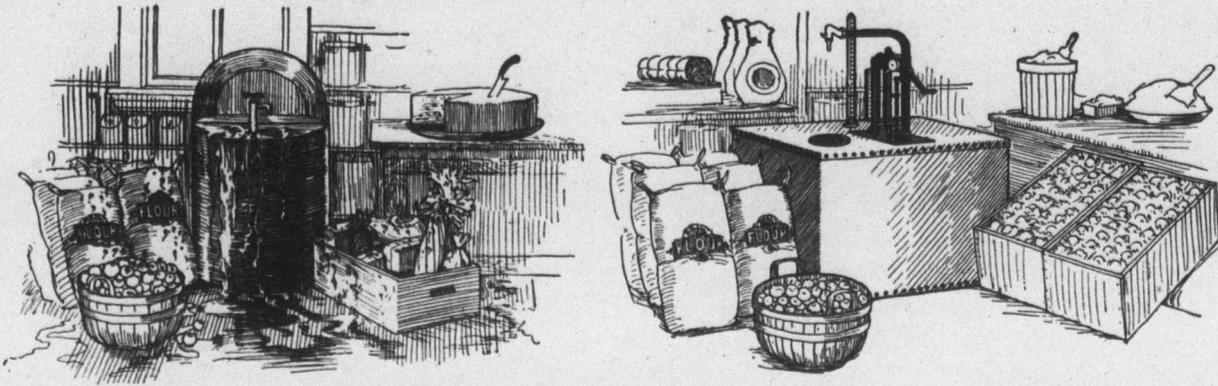
275 Pages 24 full-page illustrations

The MacLean Publishing Co., Ltd.

All orders payable in advance.

MONTREAL TORONTO WINNIPEG VANCOUVER
BOOK DEPARTMENT
143-149 University Ave., Toronto

If remitting by cheque make same payable at par, Toronto



The Bowser Safe Self-Measuring Oil Tank is Profitable Because it is Clean

The old style tank reduces your profits by letting oil drip, and the oil ruins other articles, besides making your store "oily" and "smelly." The BOWSER TANK cuts off the oil as soon as you stop pumping; it does not drip; it positively prevents evaporation; you save the oil and the food stuffs; there's no oily smell, no dirty, oil-soaked floor, no odor—you get all your profit. The BOWSER outfit does away with the nasty oily measure and funnel—you hang the customer's can on a clean nozzle and pump till you fill it. Then the oil stops, and there's no drip, no dirt, no stain—no necessity for washing your hands. Write us for our booklet and full information FREE.

S. F. BOWSER & COMPANY, Inc.

66-68 Frazer Avenue

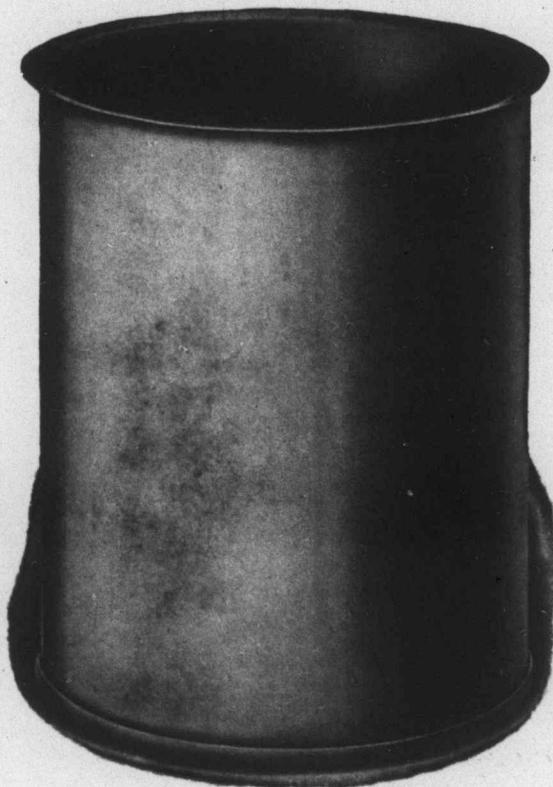
Toronto, Ont., Canada

Made by Canadian Workmen and Sold by Canadian Salesmen.

Sales Offices in all Centres and Representatives Everywhere.

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

Established 1885.



Sanitary Cans

"The Can of Quality"

Tomatoes, Peaches, Pears,
Plums, Apples.

Enamel Lined Cans for Straw-
berries, Raspberries, Beets.

Sanitary Can Co., Ltd.,

NIAGARA FALLS, ONT.

Five Roses Flour

Not Bleached



Not Blended

Selecting the Right Flour

I can say without contradiction, that for the past 20 years I have used the best brands of flour manufactured in the U. S. and Canada, and no other brand has given me the same satisfaction as FIVE ROSES. — Mrs. M. A. D., Roundwood, Ont.

FIVE ROSES makes the most bread out of a barrel than any other. Have kept house for 20 years and it has given me the best satisfaction for bread and pastry. — Mrs. J. E. L., Woodstock, N. B.

Used FIVE ROSES for about 10 years and find it the best for bread or any kind of pastry you would want. — Mrs. S. F. O., Parry Sound, Ont.

Used FIVE ROSES for a number of years. Can guarantee its success for bread and pastry. — Miss E. H., Cushing, Que.

I use a barrel of FIVE ROSES every month. Have been using the same for 21 years and it beats all other flours for me. — Mrs. H. J., Bridgetown, N. S.

I could not be without FIVE ROSES flour in my home for any price. Would not trade one bag of FIVE ROSES flour for 3 of any other. — Mrs. R., Birdhill, Man.

Have used your flour for 7 years and find it splendid for bread, cakes and pastry. I always refuse the "just as good" as I am not sure about their being good, but I am sure of FIVE ROSES. — Mrs. J. I., Edmonton, Alta.

FULL NAMES ON REQUEST

NO GROCER really knows the possibilities of a flour till his customers have given their verdict. Then will he find them in perfect accord with the thousands of other Canadian housewives who for a full generation have proved FIVE ROSES perfect in bread and pastry making.

While we are not in the habit of using testimonials, we ask your attention this once to these few simple, sincere commendations taken from a host of *unsolicited* statements received from the satisfied customers of grocers selling FIVE ROSES.

If we had only reports from one locality, only a limited conclusion could be drawn; but when we have reports from *all over Canada*, from housewives who have been using FIVE ROSES for years and years, are we not justified in concluding that FIVE ROSES offers the retailer his best opportunity for a consistent profitable flour trade?

The right flour for you to buy to sell again is the one that enthusiastic consumers advertise so eagerly to one another, the flour that sells best to-day while assuring to-morrow profit on a larger scale.

Ask your jobber or write our nearest office.

LAKE OF THE WOODS MILLING COMPANY, LIMITED
 Montreal Ottawa Toronto London St. John Kewatin Winnipeg Vancouver

"The House of Character"

Capacity 11,500 bbls.