

THIS IS THE 1,292nd ISSUE OF

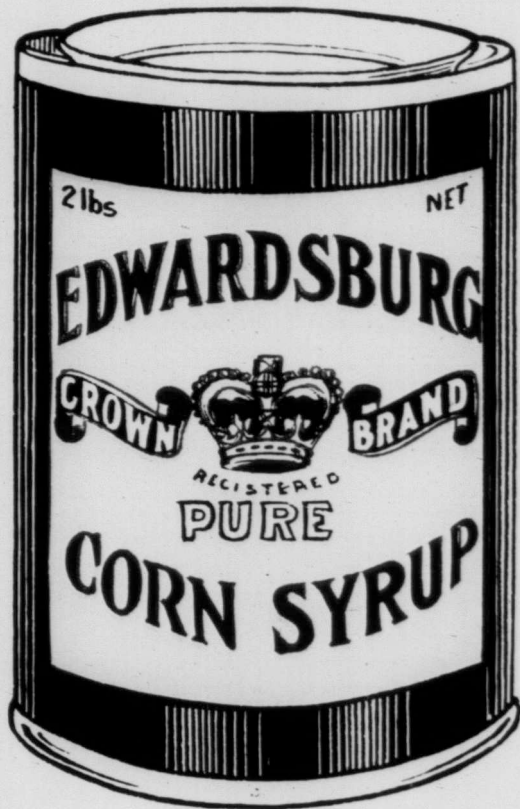
CANADIAN GROCER

PUBLISHED WEEKLY BY
THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVI

PUBLICATION OFFICE: TORONTO, SEPTEMBER 13, 1912

No. 37



Get This Fact

GROCERS ARE SELLING FIVE
TIMES MORE

CROWN BRAND

THAN ANY OTHER

CORN SYRUP

WHY? Because CROWN BRAND is the purest Corn Syrup it is possible to obtain—possessing the greatest food value. And its delicious flavor renders it ideal for table use, cooking and candy making.

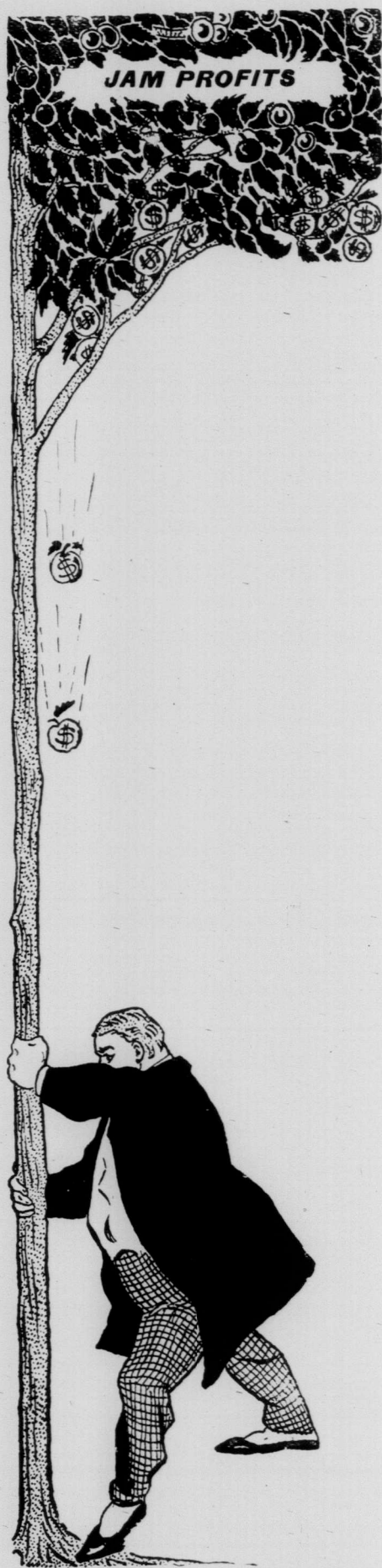
CROWN BRAND is sold from coast to coast, and the demand for it is permanent. It has an established place in the home by reason of its unquestionable excellence. This is the season and now is the time to stock CROWN BRAND.

The Demand is there—You Simply have to Supply it.



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





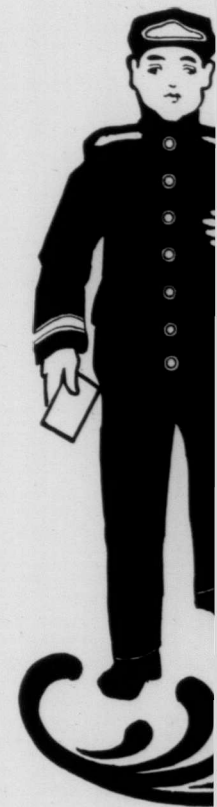
Jam Profits will come fast and quick if you feature Brigger's Pure Jams and Marmalades.

Get busy, Mr. Grocer, and put your powers of salesmanship behind the Brigger lines of high quality and absolutely pure Jams and Marmalades, and your profits will accumulate rapidly.

BRIGGER'S JAMS AND MARMALADES

are tasty and delicious, they have the full flavor of the fresh, ripe fruit—they could not be otherwise, because they are all fruit and sugar. They are quality goods, and will prove the best for you and your customers. The new season's pack is now ready, and when replenishing your stock be sure you get the Brigger line.

W. J. BRIGGER, Hamilton, Ont.



A Message from Overseas

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



Codou's

¶ Vermicelli, Spaghetti, Fancy Letters and Figures, as well as Macaroni, are the specialties produced—each one has a national reputation for high quality.

Taganrog Russian Wheat is used exclusively—the wheat that yields the BEST results—the wheat that is peculiarly adapted to the desired purpose. "Codou's"—that is the name to think of when the best is wanted.

ARTHUR P. TIPPET & COMPANY

AGENTS

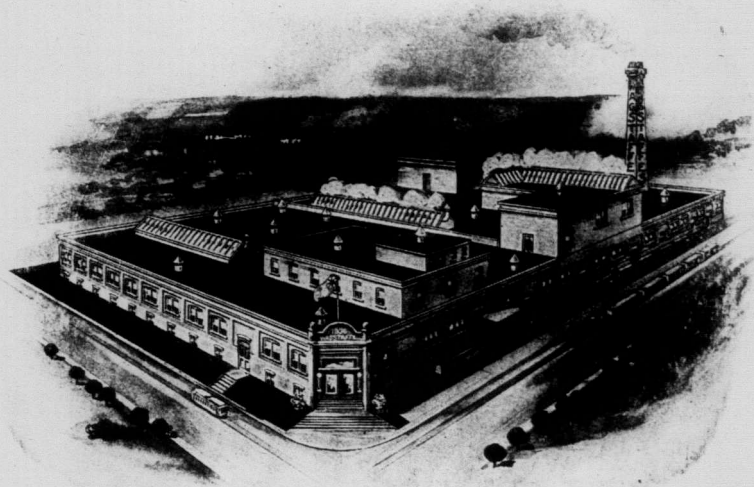
Montreal

Toronto

WAGSTAFFE'S

Fine Old English

Prepared
in
Copper Kettles
boiled
in
Silver
Pans



Packed
in
Gold
Lined
Pails

FINEST FRUIT PRESERVING PLANT
IN CANADA

Pure Jams 1912, Strawberry, Raspberry, Black Currant, Red Currant Jelly, Black Currant Jelly, Raspberry and Gooseberry, and Red Currant Jam, etc.

ALL READY FOR DELIVERY

WAGSTAFFE LIMITED

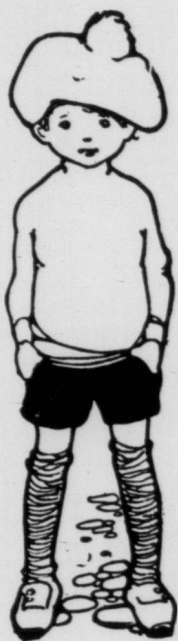
Pure Fruit Preservers

Hamilton

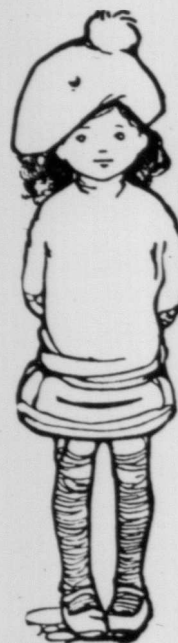
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Ontario





The Original and Leading Brand
Since 1857



CHILDREN of all nations flourish on the BORDEN BRANDS of Milk products, the wholesomeness, purity and the nutritious qualities of these lines are unsurpassable. This makes one of the best talking points to your patrons and the best recommendation to you to stock and feature

BORDEN'S PRODUCTS

Only the richest full cream milk is used in the scientific, careful and perfect condensing in a clean sanitary plant.

You know our brands, your customers know them because they are widely advertised for you to your customers, in newspapers, on billboards the country over and a large exhibit at the Toronto Exhibition. It's easy to sell Borden's Brands, and one sale ensures another, and that means money for you.



BORDEN MILK CO.

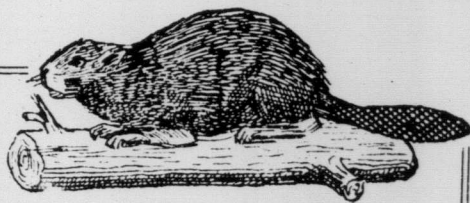
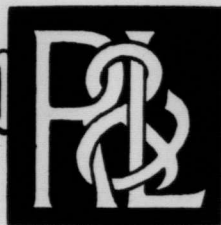
LIMITED

"Leaders of Quality"

Montreal

Branch Office: No. 2 Arcade Building, Vancouver





Two Brands of
RAISINS with
 An Unequalled Reputation
 "BEAVER" "W. ABEL"
VALENCIAS

These brands—"Beaver", the fancy quality—and "W. Abel", the standard—you probably know well by their unequalled reputation.

They are yearly increasing in favor with the grocery trade of Canada because of their uniform high quality. Shipped by Mahiques, Domenech & Co., Denia, Spain.



TRADE MARK

This Name---
 Jose Segalerva MALAGA SPAIN
 Means Perfect

Quality and Packing in Malaga
Table Raisins

Users of table raisins, and they are constantly increasing, know and appreciate this brand of Malaga Table Raisins. Jose Segalerva name is the guarantee of perfect fruit, perfectly packed.

Your wholesaler can supply you.



Rose & Laflamme
 Limited
Montreal - Toronto



Build
 Family

D



EAT
Simcoe
Baked Beans
if
Meat has become
too expensive



Dr. Doolittle, Head of Bureau of Chemistry in United States, says:---"Eat Beans if meat is too expensive. Beans are the best substitute for Beef."

Build up your business by featuring the Family Size Tin "**Simcoe Baked Beans.**"

"A larger tin at a smaller price." :

Dominion Cannery Limited
HAMILTON, CANADA

THE REQUISITES ARE QUALITY

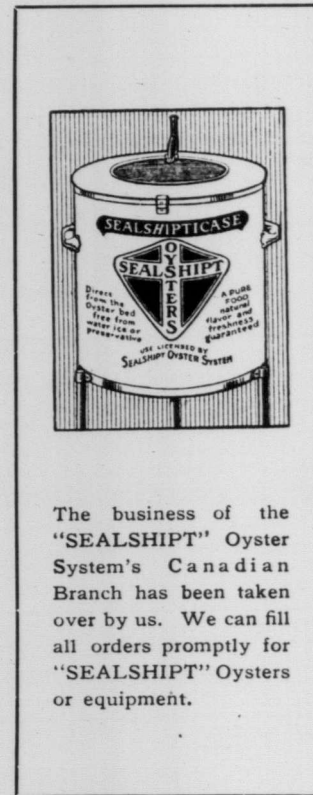
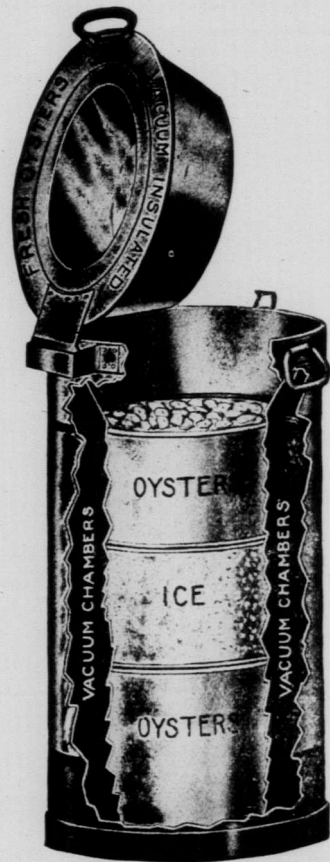
AND

EFFICIENCY

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

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

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



The 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.

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

We solicit your enquiry as to prices, etc.

Connecticut Oyster Co.

50 JARVIS ST.

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TORONTO

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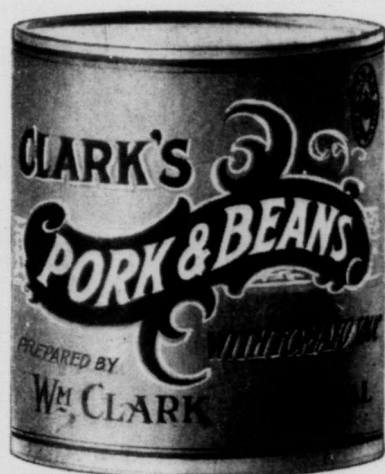
WM

A STANDARD OF QUALITY

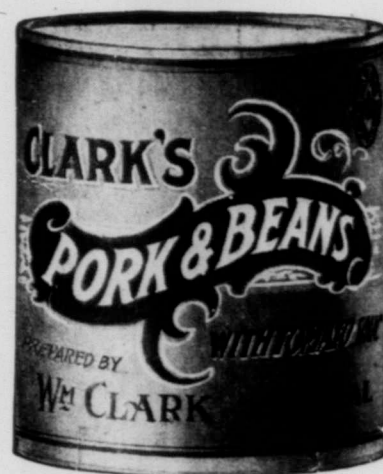
CLARK'S PORK AND BEANS

Have you, Mr. Grocer, ever attempted to make a sale of some inferior or less known brand than CLARK'S Pork and Beans?

Have you not on such occasions been frequently met with the query:---



ARE THEY
AS GOOD
AS
CLARK'S?



QUALITY is what the public demand and QUALITY is what CLARK gives them.

Long years of study and experience, the exercise of the utmost care in the selection of only the best materials and the adoption of the finest methods of preparation, are what make CLARK'S

A Standard of Quality
Stock the Best—it Pays

WM. CLARK, MONTREAL



Two Good Paying Lines:

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

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

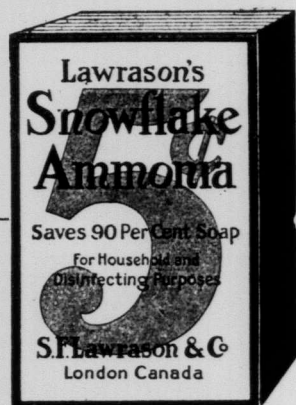
LAWRASON'S SNOWFLAKE AMMONIA

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

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

Write at Once.

S. F. Lawrason & Co.
LONDON, ONTARIO



*Doesn't
This Strike
You as a
Good Soap
Proposition*

You don't have to think twice to realize that Morton's Soap is going to make quick sales and reap good profits. We have a soap proposition that is worth your investigation.

N.P. Bar Soap

is simply an honest piece of soap with no fake or fad connected with it. It gives the consumer by far the best value for the money, both as regards quality and quantity, of any soap on the market to-day. Show it to your customers, test it on the scales, ask them to try a bar; if they are not perfectly satisfied with it, you have our authority to refund their money.

It is sure to please—the profits are good.

**David Morton &
Sons, Limited**

Victor Soap Works, Hamilton, Ont.

FO Y

MILLER
WHOLESALE
GROCER
Stony Plain,

The Oscar Onken
Cincinnati

Dear Sirs:
Please send us a
KEN Wood Wind
NITS. We have
trim and therefore
set.

Since using the
ped us for about
have concluded not
make of fixtures,
are none like your
They are easy to
be used for the d
merchandise we h
We would not be
sets for anything.

Yours tr
MIL



This is only ONE
in our
This 10-foot Window
the set, leaving 56 Y
Individual disp



Your show windows are
ONKEN Interchange
NITS can m

- Set No. 14 125 Y
inside
display
cigars
- Set No. 14 1/2 65 Y
inside
display
cigars
- Set No. 4 110 Y
trade,
hardwa

Freight and Duty A
of Winn

Finish—Made of Select
waxed finish.

Storage Chest—Each
toiled finish). A place to

Book of Designs—A
made with my YOUNITS

Shipments Made at O

FOR **\$21.00** NOW

You Can Buy a Small Set of

MILLER BROS.,
WHOLESALE AND RETAIL
GROCERS.
Stony Plain, Alta., Can.,
Sept. 10, 1911.
The Oscar Onken Co.,
Cincinnati, Ohio.

Dear Sirs:

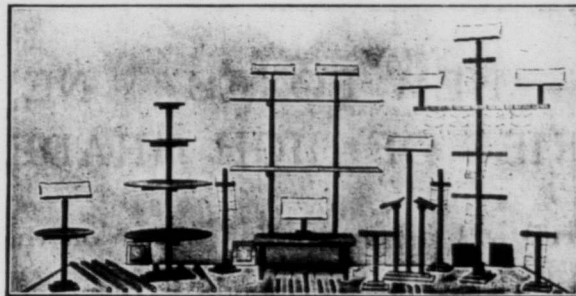
Please send us another set of ONKEN Wood Window Fixture YOUNITS. We have more windows to trim and therefore can use another set.

Since using the first set you shipped us for about two weeks, we have concluded not to use any other make of fixtures, as we feel there are none like yours.

They are easy to set up and can be used for the different kinds of merchandise we handle.

We would not be without the two sets for anything.

Yours truly,
MILLER BROS.



The Full Set No. 14

The above illustration shows the entire set of No. 14 YOUNITS, comprising 125 YOUNITS to the set. The entire set of YOUNITS is made of well seasoned oak and

nically finished. The display slabs are of distinct design, the edges of which are beveled and are fitted with tilting metal adjustment on back and front for holding them in various positions, also fitted with metal attachment for holding boxes on slabs. The base blocks are double thickness and of proper sizes, so that fixtures are not top-heavy. Upright, Cross Arm and Extension YOUNITS are in assorted lengths and sizes, which enable you to make HUNDREDS and HUNDREDS of window trims and as many odd and standard fixtures.

You Never Need A Tool.



Patented 1911 in United States and Foreign Countries.

The No. 14 set was used in making the window trims shown on this page; at no time was the entire set used in making any of these trims.

Absolutely Rigid When Set Up.

A. R. JOHNSTON & CO.,
DEALER IN
GROCERIES & PROVISIONS.
Nanaimo, B.C., April 12, 1912.
The Oscar Onken Co.,
Cincinnati, Ohio.

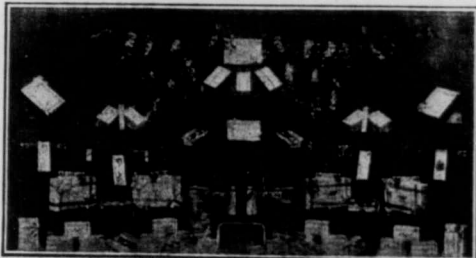
Gentlemen:-

We have received the window fixtures O.K. We are very, very pleased with same. For our line of goods these are unequalled in displaying. They have caused considerable talk in the city and are sure to mean a success.

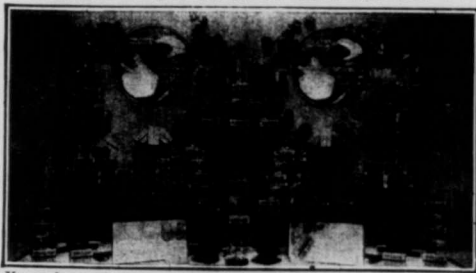
Our windows now are a real pleasure to trim and a strong drawing card to our business.

Yours very truly,

A. R. JOHNSTON & CO., LTD.



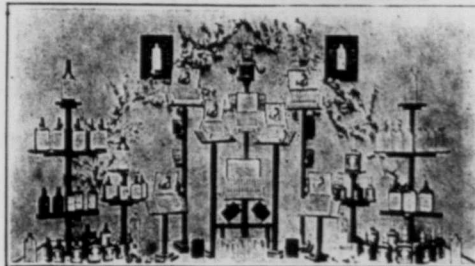
This is only ONE of the 25 Window Trims shown in our BOOK OF DESIGNS. This 10-foot Window Trim took 69 YOUNITS of the 125 in the set, leaving 56 YOUNITS that can be used in making individual display fixtures for inside store use.



Your show windows are the eyes and index to your business. ONKEN Interchangeable Wood Window Fixtures YOUNITS can make this index a lively one.



This is only ONE of the 25 Window Trims shown in our BOOK OF DESIGNS. This 10-foot Window Trim took 69 YOUNITS of the 125 in the set, leaving 56 YOUNITS that can be used in making individual display fixtures for inside store use.



If you are desirous of putting your windows on a 100% efficiency basis you need the ONKEN Interchangeable YOUNITS to be your Guiding Star.

Special Sets I Make

- Set No. 14 125 YOUNITS For 2 large grocery windows and besides inside store use on counters and cases. This set will display groceries, packages, bottles, fruits, candies, cigars and fancy goods. **\$36.00**
- Set No. 14 1/2 85 YOUNITS For 1 large grocery window and besides inside store use on counters and cases. This set will display groceries, packages, bottles, fruits, candies, cigars and fancy goods. **\$21.00**
- Set No. 4 110 YOUNITS. This set is made for the general store trade. This set can be used for displaying groceries, hardware, shoes, clothing, dry goods and furnishings. **\$28.00**

Freight and Duty Allowed to Winnipeg and to all ports of entry east of Winnipeg on the Southern Canadian Border.

Finish—Made of Select Oak in stock finish, Weathered Oak, all in a soft, mellow, waxed finish.

Storage Chest—Each set is put up in a hard wood, hinged-lid storage chest (oiled finish). A place to keep the unused YOUNITS.

Book of Designs—A beautiful book of photographs showing large size trims made with my YOUNITS sent FREE with each set.

Shipments Made at Once. Every Set Guaranteed Absolutely.

THE OSCAR ONKEN CO.

Established 32 years

788 Fourth Avenue,
Cincinnati,
Ohio,
U. S. A.

Order through your JOBBER or DIRECT

The Oscar Onken Co., 788 Fourth Ave., Cincinnati, Ohio.
Send me your Window Fixture Booklet.
Firm City Business

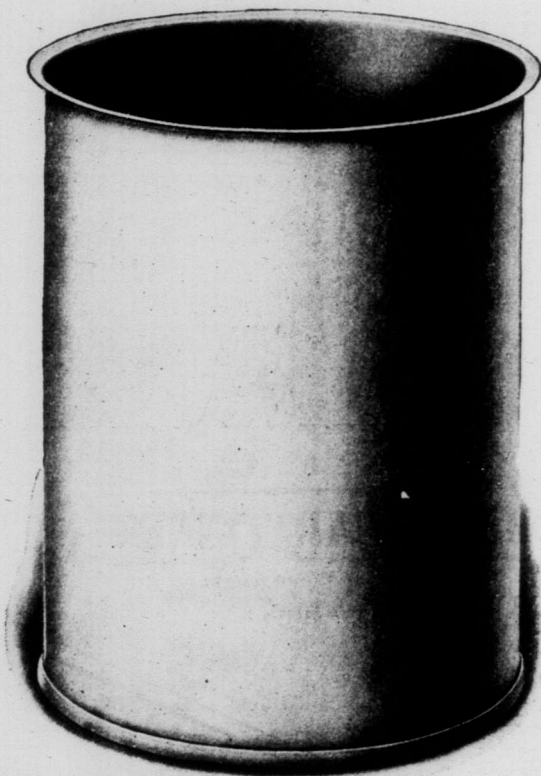
A
House
old enough to
have a reputation,
young enough to
be abreast
of the
times

Packer's Celebrated Chocolates

NEW IDEAS NEW BOXES NEW CENTRES
NEW SERIES OF HIGH GRADE GOODS


MR. J. P. WRIGHT will arrive in Vancouver on the 17th September
by the "Zealandia"

H. J. Packer & Co., Ltd., Chocolate
Manufacturers **Bristol,**
England



Sanitary Cans

"The Can of Quality"

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

Sanitary Can Co., Ltd.,

NIAGARA FALLS, ONT.

Nothing But The Best
The One Inflexible Rule For
DOMOLCO

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

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

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

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

DOMOLCO

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

THE
DOMINION MOLASSES CO.,
LIMITED

Halifax, - - - Nova Scotia

Kops Ale & Kops Stout

(Non-Alcoholic)

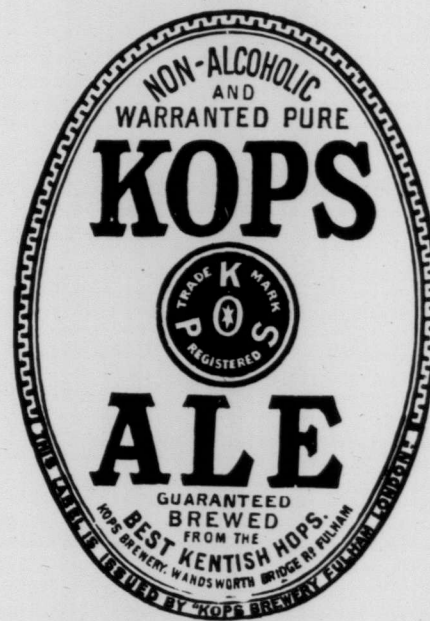
Ideal Summer Beverages

Scientifically brewed from the finest Kentish Hops, retaining the healthful, clear principle derived from Hops only. They are, nevertheless, non-alcoholic and non-intoxicating.

There are no more wholesome, salutary, palatable beverages than these.

Possess distinct tonic and stimulating properties.

If you did not try them last Summer, we should like to make arrangements to supply a sample lot.



THE BEST FOR YOUR TRADE.

CANADIAN AGENTS:—Hudson's Bay Co., Vancouver, B.C.; W. L. Mackenzie & Co., 306 Ross Ave., Winnipeg; Kenneth H. Munro, Coristine Bldg., Montreal; W. L. Mackenzie & Co., 606a Center St., Calgary; Royal Stores Ltd., St. John's, Nfld.

KOPS BREWERIES, London, S.W., England



Push This Line

Every time you introduce to your customers a line that really does lighten labor, you make another friend. That's why so many live grocers push hard on

Chinese Starch

—The "quality" is unsurpassable, the "quantity" is the fullest—full 16 oz. to the package. The profits are good.

O. Lefebvre, Prop. **OCEAN MILLS** Montreal

AGENTS: Standard Brokerage Co., Vancouver, B.C.; Escott & Harmer, Winnipeg, Man.; Harry Horne & Co., Toronto, Ont.; Norman D. McPhie, Hamilton, Ont.; The Lawrence Nfd. Co., Ltd., St. John's, Nfld.; J. J. McKinnon, Charlottetown, P.E.I.; Boivin & Grenier, Quebec, Que.; Eug. Foliot, St. Pierre, Miquelon; Scott, Boyd & Co., Port of Spain, Trinidad, B.W.I.; Desmarais & Gregoire, Chicoutimi, Que.; and all the Wholesale Grocers throughout the Dominion.

Candied and Drained PEELS

The kind that keeps its rich, juicy flavor after cooking.

We make one quality only—
THE VERY BEST

Samples and prices from

Maritime Provinces, Quebec, Manitoba, Saskatchewan and Alberta, W. H. Dunn, 396 St. Paul Street, Montreal; Toronto, Lind Brokerage Co., 73 Front Street East; Ottawa, E. M. Larner & Sons, 11 York Street; British Columbia and Yukon, Kirkland & Rose, 312 Water Street, Vancouver.

John Gray & Co., Ltd.
Glasgow

H

Sole M



Ge

HOLBROOKS

of Birmingham, England

Sole Manufacturers and Proprietors of

HOLBROOK'S Worcestershire SAUCE

Imported Absolutely!!



The most extensively advertised Worcestershire Sauce in the Dominion of Canada and throughout the World.

Used in the Dining Rooms of the English House of Commons, House of Lords and also the leading Hotels and Clubs throughout the Dominion.

Yields a larger percentage of profit to the grocery trade than any other advertised product.

General Offices for Canada and U.S.A., - TORONTO, Ontario

Manager, H. GILBERT NOBBS

DRIED FRUIT OF QUALITY

This Mark



**on every Box
Insures the Best**

Place Order Now for
Fall Delivery
All First-class Jobbers Handle

WHITE SWAN

YEAST CAKES

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

**ORDER FROM
YOUR WHOLESALER**

**White Swan Spices & Cereals
Limited**

SOLE DISTRIBUTORS TORONTO

From a Hard Headed Business Standpoint

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

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

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



COLES MFG. CO., Philadelphia, Pa.

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



Certainly You Have

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

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

Hamilton, Canada

Buffalo, U.S.A.

TC

All the Pa
Tins, Com
Boxes, Ca
etc., shov
this illust
are Specim
work actu
done on
LOVELL
chines.

LOVELL'S E

THE CANADIAN GROCER

TO EVERY LARGE PACKER

All the Packets, Tins, Composite Boxes, Cartons, etc., shown in this illustration are Specimens of work actually done on the LOVELL Machines.



Bag and Carton Making,
Packeting,
Wrapping,
Tin and Packet Lining and Labelling,
Etc., Etc.

Send us samples for quotations.

LOVELL'S BAG and PACKET MACHINERY Limited,

LONDON, Eng.

THE NAME "FAIRBANK" MEANS SOAP SURETY



SUNNY MONDAY

Tell your customers that SUNNY MONDAY (the White Laundry Soap) contains a wonderful dirt-starter that saves rubbing, time and clothes.

SUNNY MONDAY works equally well in hard, soft, hot or cold water.

You'll find SUNNY MONDAY will completely satisfy more women than any other laundry soap you can sell; this fact, together with our heavy advertising means you can SELL MORE of it than any other.

SOLD TO RETAIL AT 5c.

"Sunny Monday Bubbles Will Wash Away Your Troubles"

THE N. K. FAIRBANK COMPANY, MONTREAL

Tartan
BRAND
THE SIGN OF PURITY

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

Canned Vegetables, Fruits and Salmon, Syrup, Etc.

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

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

All orders shipped same day as received.

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



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 recom-
mending it.

SOLE PACKERS

SMITH & PROCTOR, - HALIFAX, N.S.

**SMITH
AND
PROCTOR**

SOLE PACKERS

Halifax, - N.S.

MR. GROCER!

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

"WALKER"
Refrigerator Counter

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

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

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

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

Write for Illustrated Catalogue and Estimates.

Walker Bin & Store Fixture Co.
LIMITED

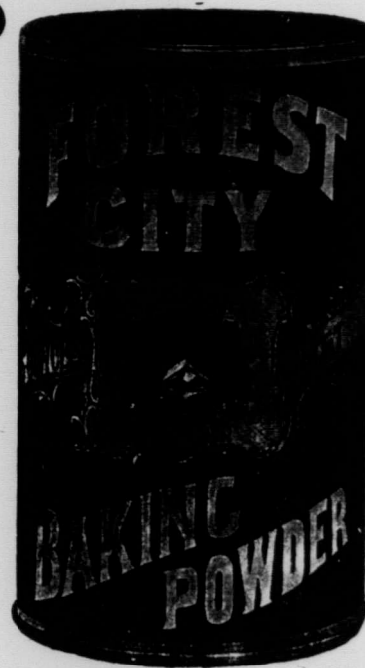
REPRESENTATIVES.—

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

Berlin, Ontario

Thousands
Are Doing
It

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



GORMAN, ECKERT & CO.
LIMITED

LONDON

Western Selling Agents
MASON & HICKEY

ONTARIO

WINNIPEG

are to-day p

Absc



Trade Mark of

IXL. SUGAR

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With the fall sea-
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SELLS WELL

THE CANADIAN GROCER

St. Lawrence Sugars

are to-day preferred by the majority of Merchants. This is the best recommendation as to quality.

Absolutely Pure Cane Sugar. The safest sugar to sell for preserving.



Trade Mark of Quality

PICKLING SEASON HERE

Now is the time, Mr. Grocer, to have a full line of spices, chillies, peppers, etc., to supply your customers for the pickling season.

Our SWEETHEART BRAND SPICES are guaranteed to be absolutely pure. Cleaned by our new vacuum system, and free from dust and dirt, our PICKLING SPICE is a favorite with all.

IXL. SPICE & COFFEE MILLS, Limited, London, Ont.

LASCELLES DE MERCADO & CO.

General Commission Merchants

KINGSTON,

JAMAICA

EXPORTERS OF

Sugar, Rum, Coffee, Cocoa, Pimento and all West Indian Produce

STOVE POLISH

With the fall season approaching and stoves coming generally into use, there will be an improved demand from now on for stove polish.

JAMES DOME BLACK LEAD

is the most satisfactory article in stove polish on the market to-day.

SELLS WELL.

WORKS WELL.

PAYS WELL.

JAPAN TEA

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

FURUYA & NISHIMURA



'NUFF SED

Canadian Coconut Co., Montreal

TEA LEAD

(Best Incorrodible)

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

ISLAND LEAD MILLS Ltd.

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

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

When The Hands Are Soiled

At the
Office,
Store,
Bank,
Printer's
Home,
in fact



At the
Foundry
Shop,
Mill,
Factory
Garage
or Farm

anywhere or after any kind of employment or amusement, use

SNAP

Beneficial to the skin.

Big Sale For This Hand Cleaner

SNAP COMPANY, Limited
MONTREAL, QUEBEC

A SLIGHT DIFFERENCE

in price on a cheap article like

SAL SODA

should not count when quality is considered

BRUNNER, MOND & CO.'S

ENGLISH SAL SODA

Is the PUREST, contains LEAST MOISTURE and
therefore GOES FURTHEST of any
Washing Soda Sold.

WINN & HOLLAND, LIMITED

SOLE AGENTS
MONTREAL

THE CANADIAN GROCER

COWAN'S CAKE ICING



Prepared ready for use. Save the housewife a lot of work, and give better results than any but an expert cook can produce. They are popular wherever known. Make them known among your customers and develop a new and profitable line of trade.

The Cowan Co., Limited, Toronto, Ontario

Manufacturers' Agents and Brokers' Directory

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

WESTERN PROVINCES.

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

WHOLESALE GROCERY
BROKERS, COMMISSION MERCHANTS and MANUFACTURERS' AGENTS

OFFICES:-
Winnipeg, Regina, Calgary,
and Edmonton

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

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

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Wholesale Commission Brokers and Manufacturers' Agents
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Domestic and Foreign Agencies Solicited.

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

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

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

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

WESTERN PROVINCES—Continued.

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

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

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

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

ONTARIO.

NORMAN D. McPHIE
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Offers New Crop
EVAPORATED APPLES
for spot or future shipment at best price.

27 Federal Life Building
HAMILTON - ONTARIO
Established 1903

CURRENTS

We represent the old reliable shipper C. Ceroni. We can quote you best prices and give you the best fruit. Wire when in want.

W. H. MILLMAN & SONS
Wholesale Grocery Brokers
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W. G. PATRICK & CO.
Manufacturers' Agents
and
Importers
77 York St. - Toronto

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

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

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

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

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MANUFACTURERS' AGENTS
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HALIFAX NOVA SCOTIA
First-class frost-proof storage facilities. Correspondence solicited on Domestic and Foreign lines.

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

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ST. JOHN'S
MANUFACTURERS' AGENTS
and CO.
Importers a careful attention
best Canadian
Cable address
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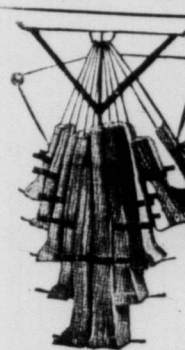
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Manufacturers' Agents and Brokers' Directory

(Continued.)

NEWFOUNDLAND.

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

BRITISH COLUMBIA.

McLEOD & CLARKSON
Manufacturers' Agents and Wholesale
Commission Agents
852-6 Cambie St., Vancouver, B.C.
Can give strict attention to a few first-class
Grocery Agencies. Highest References.

QUEBEC.

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

O. E. Robinson & Co.

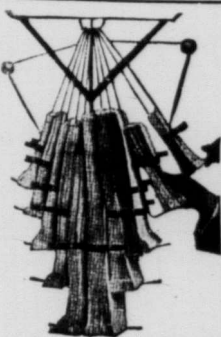
Manufacturers and Buyers of Dried,
Evaporated and Canned Apples.
Ingersoll, - - - Ontario
Established 1886.



No Odor

Common Sense
KILLS { Roaches and Bed-Bugs
Rats and Mice

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



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

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

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

Every Merchant who handles—

Mathieu's Nervine Powders



is a specific in all forms of colds.

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

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

Please send regular box of Mathieu's Nervine
Powders to the following address:—
Name.....
With (Name of firm).....
Street.....
City or town..... Prov.....

Grocery Advertising

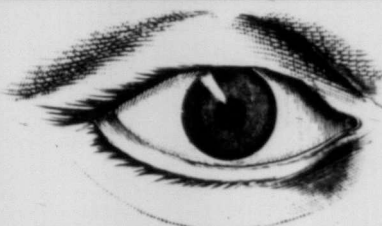
By Wm. Borsodi

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 ad-
vertising copy. A collection
of short talks, advertising
ideas and selling phrases
used by the most success-
ful grocery advertisers.

PRICE \$2.00

ALL ORDERS PAYABLE
IN ADVANCE.

MacLean Publishing Co.
143-149 University Ave., Toronto



Keep Your EYE on Your Bills

Every cent you lose by allowing too much
credit weakens your buying power. Bet-
ter have your money in the bank than the
other fellow's pocket.

Want Debts Collected?

We can collect anywhere for you and you
have not to pay us till you get your
money. Isn't that fair?

**WRITE FOR FORMS AND FILL THEM
IN RIGHT AWAY.**

THE NAGLE, MERCANTILE AGENCY
Westmount, Que.

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 thou-
sands of miles apart.

The "want ad." is the great force
in the small affairs and incidents of
daily life.

Buyers' Guide

YOUR TOBACCO DEPARTMENT

will look a great deal better if you have our travellers call and suggest some re-arrangement.

PIPES CIGARS TOBACCOS
CANADIAN LEAF TOBACCO (Specialty)
J. A. FOREST, 189 Amherst St., Montreal.

WRAPPING PAPER

has advanced. You know that, eh? Have you got the best at the price? Perhaps not. We can supply it, though.

Paper Bags—A Specialty.
Courtesy. Satisfaction.
COUVRETTE & SAURIOL - Montreal

I

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

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

AUTO ROACH KILLER

means awe to every class of insect, because where this powder is sprinkled no insect or vermin can possibly exist. There are other preparations on the market, but this one is positively guaranteed. We want representation.

AUTO ROACH KILLER CO. - Montreal.

COON SHOE POLISH FAVORITE STOVE POLISH

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

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

McDOUGALL'S CLAY PIPES

THE BEST IN THE WORLD

D. McDougall & Co., Ltd., GLASGOW, SCOTLAND

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

**Irish Grocer, Drug, Provision
and General Trades' Journal**
10 Garfield Chambers, Belfast, Ireland

WHEN COMTE'S COFFEE

was first marketed it "took" because of its unequalled flavor. It has been "taking" ever since. Have you tried it yet? If not, do it now. Write

AUGUSTIN COMTE & CIE - Montreal

VOL-PEEK

No necessity to throw away pots or pans or any agaware when VOL-PEEK is at hand. Mends SURELY in 2 minutes. Just fancy the sale! FINE PROPOSITION FOR WESTERN AGENT

Agents, write us about selling rights for Western Canada.
H. NAGLE & CO. - - - Montreal.
W. J. Flewelling, 65 Front St., Toronto.
Agent for Ontario.

SULTANA (Brand) TURKISH DELIGHT

is the big confectionery seller to-day. The real thing, the most delicious of confections. Write

ORIENTAL PRODUCE CO. - Montreal.
Ontario and Northwestern Agents.
MacLaren Imperial Cheese Co. Ltd, Toronto

OLYMPIA AND BEN BEY CIGARS

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

BOURQUE'S PICKLES

have an enormous sale. There's a good reason. You can guess why.

H. BOURQUE & FILS - - - Montreal.

Sanola Disinfecting Fluid.

Domophone, a perfect cleanser.
Insecticide Fluid, the modern bug killer.
Green Sweeping Powder, the leader.
 Don't overlook these lines. Write to-day.
MONTREAL GERMICIDE,
220 Colonial Ave., - - - Montreal

SUCHARD'S COCOA

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

AGENTS

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

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

Do It Now.
H. F. PACAUD & CO. (Reg.) Montreal.

SHOWCASES

Attractive, Finest Workmanship.
Prompt Attention.

Don't pass us when in need.
S. Meunier & Fils, - Maisonneuve, P.Q.

FINEST STILTON CHEESE

From English Prize Dairies.
Now on hand.

A.C. Chapman, 93 Durocher St.
Agent for Eastern Canada

RIGA WATER

Tell your customers that a bottle of Riga in the home will prove thoroughly useful. Cures constipation and allays all stomach troubles, besides being a healthful and pleasant beverage.

RIGA WATER CO. - MONTREAL.

QUALITY

is the keyword as far as our

Biscuits and Confectionery
 are concerned. Are you interested?

AETNA BISCUIT CO., LTD., MONTREAL

EXO-RATS-EXO

Must eat Exo once they smell it, but that's the end of them. Instant death and NO ODOR. Cats or dogs won't touch it, though. Have it at hand for your warehouse and customers. We have an interesting proposition for a large wholesaler.

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

A STEEL SECTIONAL BAKE OVEN

will bake your own goods and increase your GENERAL TRADE. You can have the best goods and obtain all the profit. No expressage or delivery charges for Bread, Rolls, etc. You can do what others are doing. Write for our Complete Catalogue.

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

Write us for New Price List of

WINDSOR SALT

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

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

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



You cannot stock forever some time chosen by than any of Put in a sto

CARBON
 AGENTS—Wm. Brereton, Winn C



This is an old say if you sell your will soon spread

Wonderful Soap w is a safe, sure an and is sure to p Wonderful Soap q the winner.





**DON'T
GUESS**

You cannot go on choosing your fancy biscuit stock forever. You must choose the right one some time or quit. CARR'S Biscuits have been chosen by more successful grocers more times than any other make. There must be a reason. *Put in a stock right away.*

**CARR & CO. CARLISLE
ENGLAND**

AGENTS—Wm. H. Dunn, Montreal and Toronto; Hamblin & Brereton, Winnipeg and Vancouver, B. C.; T. A. MacNab & Co., St. John's, Newfoundland.

EWING'S SPICES

PRINCE OF WALES BRAND



Positively no doubt about it, and the reason—only experts pack them, only experts are allowed a place in our Spice Mill. That's good enough, eh?

PURE SPICES

will make the housewife pleased with her pickling, impure will make her discontented and sore with you.

YOU WANT THE PURE

So Write

S. H. Ewing & Sons, Montreal



**BAD
NEWS
TRAVELS
FAST**

This is an old saying, but it holds good in a good many things if you sell your customers an inferior piece of soap the news will soon spread and you will be the loser.

Wonderful Soap will not injure the most delicate fabrics, and is a safe, sure and speedy cleanser. It saves time and labor, and is sure to please your customers—the good news of Wonderful Soap qualities will also spread fast—you will be the winner.



**THE
GUELPH
SOAP
Company**

QUELPH,
ONTARIO

THERE IS

a regular and certain way for grocers to obtain steady profits and give consumers satisfaction.

It is by recommending and selling standard goods.

In matches you want a line where every match is a sure light — no broken stems, etc., such a line is the DOMINION SILENT MATCH. Have you it?

**DOMINION MATCH CO., LIMITED
DESERONTO, ONTARIO**

Or The Canada Brokerage Company, Limited, Toronto, Ont.;
The A. Macdonald Co., Winnipeg, Man.; Snowdon & Ebbitt,
Montreal, Que.; J. B. Renaud & Co., Quebec, Que.; J. A. Tilton,
St. John, N.B.; J. W. Gorham & Co., Halifax, N.S.





Brand's A.1. Sauce

and invalid specialties were granted the highest possible award — THE GRAND PRIX—at the Festival of Empire Exhibition, Crystal Palace, London, 1911.

BRAND'S Essence of Beef

is one of the invalid specialties made by this firm. It is a clear jelly containing all the nutritive qualities of beef. There is nothing better for a weak digestion.

Give "Brand's Specialties" the prominence they deserve.

Brand & Co., Limited

Purveyors to H.M. the Late King Edward VII.

Mayfair, - - London, Eng.

NEWTON A. HILL, 25 Front St. East, TORONTO
H. HUBBARD, 27 Common St., MONTREAL



The Catsup with the Different Flavor!

There is a delicacy of flavor and appetizing richness to every bottle of "E. D. S." Brand *Tomato Catsup* that has won for it a lot of friends—the dealer, because it sells readily and means a good turnover, and the customer because it is so good.

It will pay you to feature this splendid line.

Made only by

E. D. SMITH
WINONA, :: ONT.

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

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2 **The Barr does at least** 15
 3 **16 Things Immediately** 14

4 The good effect of the Barr Register is felt immediately you instal it in your store. It immediately begins to save money, save bookkeeping and save customers, and within a short time it has more than paid for itself and becomes an absolute money-earner for you. Here are some of the things the Barr Register will do for you in your store: 13

- 5 (1) It gives your customer a bill of his current purchase.
- 6 (2) It gives your customer a statement of his account to date.
- 7 (3) It does all your bookkeeping with one writing.
- 8 (4) It keeps your accounts always posted up to the minute.
- 9 (5) It prevents mistakes in bookkeeping.
- 10 (6) It prevents clerks from forgetting to charge items.
- 11 (7) It does away with the cumbersome, inefficient system of running monthly accounts.
- 12 (8) It prevents customers loading your books with bad debts.
- 13 (9) It prevents customers from running a bill beyond their financial ability to pay.
- 14 (10) It handles credit sales as fast as cash sales.
- 15 (11) It enables settlement of accounts to be made at any time.
- 16 (12) It enables you to set a credit limit upon all your customers and to know immediately when that limit is reached.
- 1 (13) It tells you immediately what your customers owe you.
- 2 (14) It establishes the confidence and respect of your customers.
- 3 (15) It has an immediate effect in reducing your outstanding accounts.
- 4 (16) It decreases the cost of running your business.



Is not a machine that will do this in your store worth while? Isn't it more—isn't it a necessity? Don't you see that every day you are without such a machine you are absolutely losing money. Every day you neglect to use the coupon below you are just throwing away so much money. You are neglecting to add to your store equipment something that will surely, without a shred of doubt, greatly increase your earnings at the end of the year. Act NOW. Use the coupon NOW.

Every merchant who has credit accounts needs a Barr Register. There is no contrivance yet placed upon the market that can equal it in efficiency. It is the latest and by far the best of such devices. It handles anywhere from 100 to 750 accounts, and the 750-account register occupies no more counter or floor space than the 100-account register. If you want to earn money, use the coupon NOW.

Barr Registers Limited
 TRENTON, ONT.

Barr Registers Limited
 Trenton, Ont.
 We would like to know more about how the Barr Register can save money in our business. Please send full particulars, price, terms, etc.
 Name
 Street and Number
 City
 Province

16 - 15 - 14 - 13 - 12 - 11 - 10 -



Fall Housecleaning
means a big demand
for SOCLEAN. How
is your stock?

Your customers will soon be busy with the fall house cleaning and every dealer has an excellent opportunity of cleaning up some good profits if he promotes the sales of the modern cleaning and sweeping compound. Soclean (the dustless sweeping compound) absorbs the dust, cleans floors, saves exertion, brightens carpets, kills moths and leaves a clean, fresh odor after sweeping.

The size of the 25c pail has been enlarged and the larger 50c and \$1.00 sizes have been reduced to 40c and 75c respectively.

We aim to give the best in every respect—we could not better the quality so we bettered the quantity.

Soclean makes good profits and satisfied customers.

SOCLEAN LIMITED

"The Originators of Dustless Sweeping"

TORONTO

Agents for Western Canada: J. J. GILMOR & CO., WINNIPEG.

Agents for Montreal: HEDLEY M. SUCKLING & CO.

Agents for Ottawa: W. R. BARNARD & CO.

A great call
for 'Camp'

The luxury that's an everyday necessity.
Brings customers — and keeps them.

'CAMP'
COFFEE

Makers: R. Paterson & Sons, Ltd.
Coffee Specialists, Glasgow.

This is a
Positive
Fact:



Red Rose
Baking Powder

Is what good
baking powder
ought to be.

No Acids
No harmful
ingredients.

A. W. HUGMAN, Limited, Montreal

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Hatch a Good Egg This Year

Make your nest-egg a healthy one. In other words, get a good fat profit during the ensuing months. People **must** eat whether the cost of living be sky-high or not, but they'll eat most of the reasonably priced foodstuffs, so feature

Fish — And lots of it — Fish

Your Order Should Be in For

"Canada" Brand Pure Boneless Codfish

which affords a dish palatable enough for a King, but cheap enough for a beggar.

LOOK AT THIS RANGE.

| | | | |
|---------------------|----------------------------|------------------------|---------------------------------|
| Canada Tablet | 20 1 lb. Tablets. | Atlantic Special | 20 lbs., 1 lb. and 2 lb. Blocks |
| Canada Crate | 12 2 lb. Boxes. | Mariner Brand | 25 lbs. Bulk. |
| Canada Strip | 30 lb. Boxes, Whole Strips | Cod Bits | 25 lbs. Bulk. |

BONELESS FISH.

SKINLESS FISH.

| | | | |
|-----------------------|---------------|------------------------|----------------|
| Eastern Fifties | 50 lb. Boxes. | Eastern Hundreds | 100 lb. Boxes. |
|-----------------------|---------------|------------------------|----------------|

Wholesalers:—We can supply

LARGE DRIED CODFISH BY THE QUINTAL. LARGE FAT JULY SALT HERRING BY CAR LOAD.

THE NORTH ATLANTIC FISHERIES LIMITED

SUCCESSORS TO THE HALIFAX COLD STORAGE CO., LIMITED

Selling Branch : 47 WILLIAM STREET, - - - MONTREAL

Our Sales are up

Purnell's Pure Malt Vinegar

IS THE first brand that was imported to the Dominion.

It is the best for table use, and for pickling it has no equal, as it always makes the vegetables crisp and palatable.

It is always guaranteed to be kept considerably above standard.

Write to-day to our agents for quotations.

- Mr. H. Haszard, Charlottetown, P.E.I.
- C. E. McMichael, Manufacturers' Agent, St. John, N.B.
- J. Billman, 236 Hollis St., Halifax, N.S.
- A. W. Dunn, St. Peter St., Quebec.
- C. S. Harding, Room 64, Canada Life Bldgs., Montreal, Que.
- Lind Brokerage Co., 73 Front St. East, Toronto, Ont.
- L. H. Millen, Hamilton, Ont.
- Escott & Harmer, 137 Bannatyne Ave. East, Winnipeg.
- Nicholson & Bain, Edmonton.
- Nicholson & Bain, Calgary.
- C. E. Jarvis & Co., Mercantile Bldgs., Corner Cordova and Homer Streets, Vancouver, B.C.

Sole Proprietors

Purnell & Panter Limited

Sauces, Pickles, Malt Vinegar

BRISTOL

Established 1750



Atlantic Fish Companies
Boneless Codfish Products
ARE NOW READY FOR SHIPMENT

Send us your order for:—

HALIFAX 3 lb. Boxes
HALIFAX 1 " "
HALIFAX STRIPS
HALIFAX SHREDDED CODFISH
ACADIA 2 lb. Boxes
ACADIA 1 lb. Tablets.
ACADIA English Strips 30s.
BLUENOSE COD STEAK 20s. 1s. and 2s.
PILOT 20s. BLACKS 1s. and 2s.
SKINLESS CODFISH
COD BITS

Maritime Fish Corporation Ltd.
DISTRIBUTORS
MONTREAL

PRICES ON
"SANTA CLAUS" OATS
AS PROMISED IN LAST WEEK'S GROCER

Santa Claus Oats
Regular Size
\$2.70 per 36 Pkg.

Santa Claus Oats
With China
\$3.70 per 20 Pkg.

Santa Claus Oats
With Stockings
\$3.70 per 20 Pkg.

THESE OATS ARE PACKED IN SANITARY, STERILIZED SQUARE PACKAGES

We have bulk Rolled Oats. Price on request.

Here is something new, unique and practical in the line of premiums — a woman's stocking in every 25c package of **Santa Claus Rolled Oats**, other 25c packages will contain handsome pieces of decorated china. We also have a small package without premium to retail at 10c.



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

The "quality" of this product is absolutely guaranteed. Manufactured by the most modern and scientific milling process — Santa Claus Rolled Oats stand in a class by themselves when it comes to "quality." This line is sold direct to the retailer, who makes the extra profit of the jobber.

MORROW CEREAL Company
Toronto - - - Canada

Watch the Pendulum

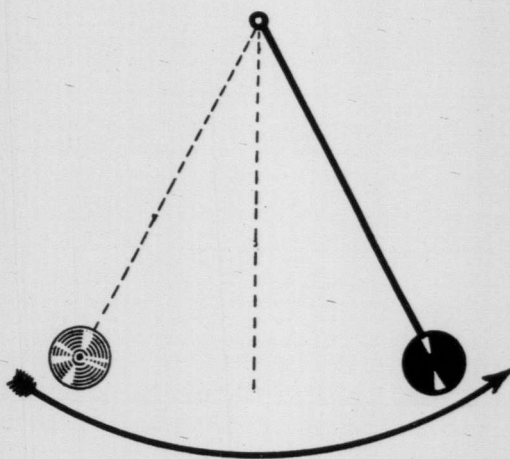
Thin Flavoury Teas



Unblended Teas



!Packets



Thick Rich Juicy
Teas with strength
and flavor.



Perfect Blends in
Bulk.

It is Swinging towards Blended Teas
Blended Trade increases week by week.

Up-to-date Grocers realize the advantage of selling our rich mellow blends. You can fight the Peddler, Butcher, Confectioner and Fruit Dealer (all handling packet teas), with our fine juicy Blended Teas.

Send us your order. Take your share of our success.

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

EBY-BLAIN, LIMITED

TEA BLENDERS TO THE TRADE

J. F. EBY, President.

HUGH BLAIN, Vice-President.



EVER FORWARD



Is our method. Keen to give the best Tea at the lowest prices; and to do everything to enable our customers to meet successfully the competition of the PEDDLER. When your customers once taste "SALADA" that is the only Tea that will please them afterwards, and it can be procured only at GROCERS.

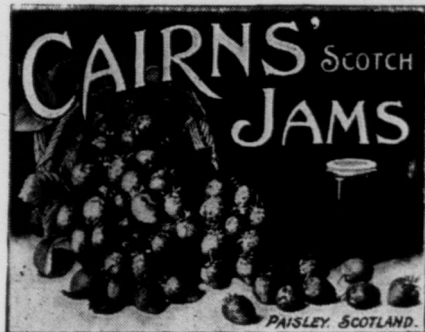
BLACK, MIXED and GREEN

"SALADA" TEA COMPANY

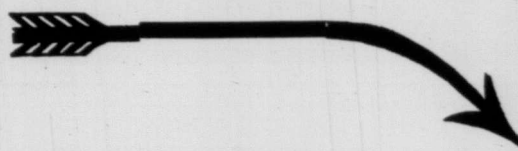
TORONTO

MONTREAL

LONDON, Eng., 41 Eastcheap



**PICKED
THEN
PACKED**



From the picking of the fruit to the packing and shipping of Cairns' Scotch Jams, Jellies and Marmalades, the greatest care is exercised as to cleanliness, thus preserving to a special degree the flavor of the fresh, ripe fruit.

Step clear of inferior fruit products and avoid dissatisfaction, and you will build up a substantial money-making trade.

Alexander Cairns & Sons
PAISLEY SCOTLAND

Canadian Agents:
SNOWDON & EBBITT, Montreal, Que.



*We have supplied the table of
Their Late Majesties Queen
Victoria and King Edward,
and are now catering to King
George V., by special com-
mand.*



KEEN'S OXFORD BLUE

KEEN'S OXFORD BLUE. The blue that ensures 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

403 St. Paul St., Montreal

30 Church St., Toronto

AGENTS FOR THE DOMINION OF CANADA



To Your Family Trade You Can Offer No Better

Pure Food Product Than

BENSON'S PREPARED CORN

† The purest and finest Corn Starch obtainable. The busy Housewife knows that with Benson's she can quickly prepare delicious and nourishing Summer dishes—rich custards, blanc mange, ice

cream, etc.—that will appeal to every member of the family.

† She knows that children, elderly people and convalescents thrive on Benson's.

† She wants Benson's because no other Corn Starch will do.

Display Benson's on your counter and shelves—Sales will quickly follow.

YOUR ORDER WILL RECEIVE IMMEDIATE ATTENTION.

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

A window

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To get the occasional purchase permanent ends aims of every

When such a dealer can know his business built

A look at a convincing sure to bring

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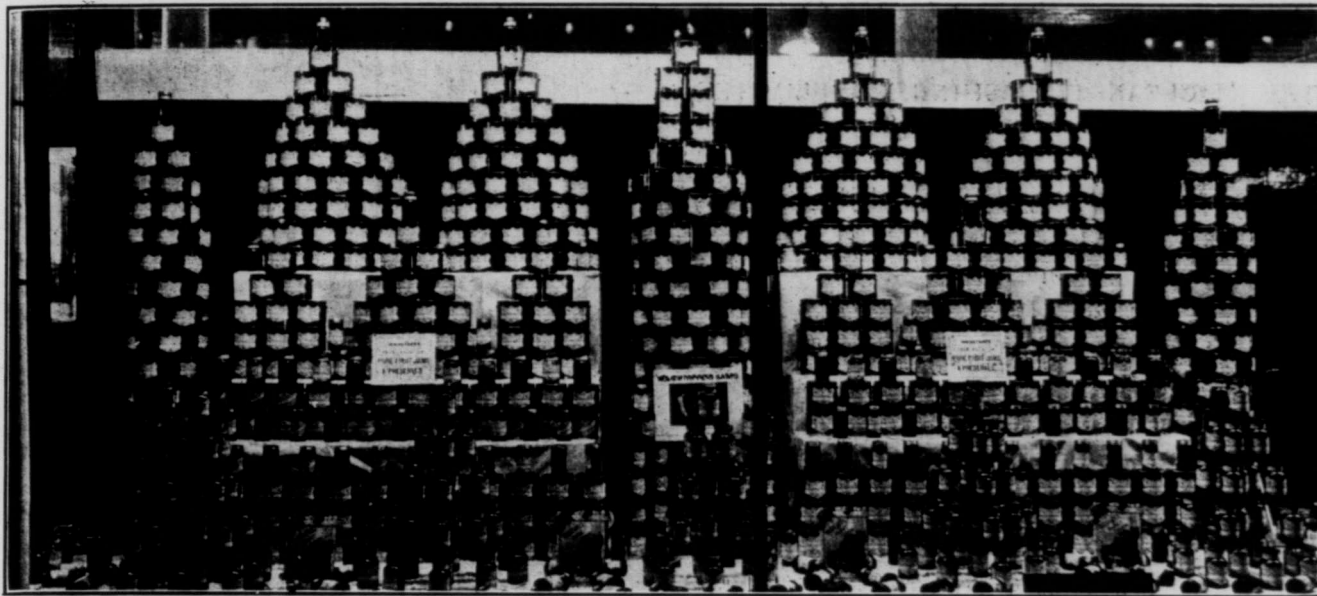
jam—if not comes back store where t

Turn

Window dr be well done

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symmetrical



A window display in which symmetry of arrangement is given much prominence. It will also be noted that only one line of goods is shown.

Making Customers Out of Passers-by

This is What Should be Made Every Dealer's Aim in Dressing a Window—The Advantage of Making Lasting Impression by Concentration—A Splendid Example of Regularity in Display—Best Windows Include Attractiveness, Originality and Selling Power.

To get the passerby to make the occasional purchase that leads to a future permanent customer, is one of the chief aims of every window trimmer.

When such has been accomplished the dealer can say with decision that he knows his window is a strong asset in business building.

A look at the above illustration shows a convincing display and one that is sure to bring in new business. It emulates the idea of the best trimmers—that each display should be confined to one line of goods. When a passerby observes such an array of jams and preserves, she has but one impression made on her mind. She doesn't have to think of soap, meat sauces or clothespins. She concentrates on jams and when she thinks of purchasing a jar of jam—if not at the time—that display comes back to mind and decides the store where the purchase is made.

Turn Energy into Profit.

Window dressing, if done at all, must be well done. It takes little more, if any, labor to make a neat, attractive, symmetrical display than a hap-hazard

jumble of goods irregularly strewn all over the window. There is considerable jam in the above illustration but it would not take two clerks very long to arrange it.

The good window artist knows that mere attractiveness in a grocery window is not everything to be desired. Neither is originality. Of the greatest importance is selling power—power to create a desire on part of passerby to buy. The best windows are produced from a combination of all three.

Construction of the Window

A close study of the display shown here reveals the simplicity of its arrangement. At either end of the window is a circular arrangement of pails of jam piled one on the other. In the very centre is a similar arrangement from the floor up and between this central pillar and each side are three steps covered with white cloth on which are placed several pyramids of pails of jam. The floor in front is tastefully covered with jars of jam while five pyramids also are shown in regular array. It

will be noted that symmetry was given special attention all the way through.

Here then is a window that commands respect. The display cards aid in impressing the onlooker with the fact that they are quality goods that can be depended upon; on the whole the display works for more business in this particular line of jams.

When the window trimmer learns something about the psychology of the human mind and discovers that lasting and convincing impressions are made by concentration on one object or series of objects of the same character, he has advanced considerably as a window artist. If he is imbued with a little originality and love for neatness the rest is quite easy.

Editorial note:—The Canadian Grocer is anxious to receive from clerks and grocers photographs of good windows for reproduction on this page. Whenever an attractive display is used get your photographer to take a picture of it and send it along. Your ideas as to the value of good displays would be interesting as well.

The CANADIAN GROCER

Established - - 1886

THE MACLEAN PUBLISHING CO., LIMITED

John Bayne MacLean - - President.

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

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

OFFICES:

CANADA—
Montreal—Rooms 701-702 Eastern Townships Bank Building. Telephone Main 1255. O. S. Johnston
Toronto—143-149 University Ave. Telephone Main 7324.
Winnipeg—34 Royal Bank Building. Phone Garry 2313.

UNITED STATES—
New York—R. B. Huestis, 115 Broadway, New York. Telephone Rector 2009.
Chicago—A. H. Byrne, 140 South Dearborn Street. Phone Rand 3234.

GREAT BRITAIN—
London—88 Fleet St., E.C. Telephone Central 12960.
 E. J. Dodd

FRANCE—
Paris—John F. Jones & Co., 31 bis Fauborg Montmartre.
 Subscription: Canada, \$2.00; United States, \$2.50;
 Great Britain and Colonies, 8s. 6d. Elsewhere, 12s.

PUBLISHED EVERY FRIDAY.

TORONTO, SEPT. 13, 1912

SUGGESTIONS FOR WINDOW DISPLAYS.

The Grocer has frequently emphasized the advisability of dealers keeping a file for window photographs. If up to the present this has not been done, this issue would be a splendid one to begin with. This being the number containing many of the exhibits shown at the Canadian National Exhibition, there will be found some fine displays to preserve for future use. Clip them out for the window dressing file or scrap book and many of them will undoubtedly come in very handy.

In addition to their value as aids to window trimming, the exhibits and descriptions have a strong bearing on the business of every dealer. They include a wealth of information that is bound to assist in selling the lines exhibited and in conducting business with better profit.

We would, therefore, urge readers to study them carefully and use them. They will be found very useful.

LOWERING OF LIVING COST.

There is every reason to believe that next winter we will see a lowering of the cost of living. The world's grain and produce crops are on the whole good, and as prices in majority of cases depend on supply and demand, this condition of affairs should work for cheaper living.

In the United States in the third week in August the index number of all foods was 60.3, as compared to 68.4 in June and 61.2 for same period last year. These figures indicate a lowering movement already in living costs. This fact, of course, had an important bearing on wages and labor difficulties. The total in the cost of living index is 115.1 now, as compared with 121.8 in June and 112.9 in September last year.

Wheat and flour, of which we exported during the first three months of the present year over \$27,000,000 worth as against under \$10,000,000 at the same time last year should be cheaper during coming year. This will allow Canada to increase materially its export trade in these products during the present year. Although cost of living prices will come down, thus improving industrial conditions generally, the farming class will not be hurt owing to the large crops. Of course, individual farmers have been affected unfavorably in Ontario and in the West by the

recent rains and may, in individual cases, not do so well this year as last, but on the whole production is large.

OPPORTUNITIES IN SOUPS.

After a lapse in demand caused by the warm weather, canned and condensed soups will with the advent of cooler weather once more return into public favor. As naturally to be expected, soups are not used so much during the summer months, but they have now passed the period of inactivity for this year and from now on will be a daily article of diet on the table. Now is undoubtedly the time when grocers should swing this line into prominence and push it strongly.

Not only will canned and condensed soups be in greater demand with the cooler weather, but another fact worthy of consideration is the general increase in demand for these lines. The reason for this is that they are scientifically prepared, that is, they contain exactly the proper ingredients to produce the best flavor and at the same time contain the greatest percentage of nutriment.

For a long time the housewife thought it was not possible for anyone to put out in cans or condensed form a soup that could be compared to that made in her own kitchen, but this prejudice is fast disappearing, and will disappear entirely in a short time if the grocer will bring these points home to the consumer.

This can be done by personal talks to customers while serving them. The points may be emphasized briefly in show cards on displays or by giving "soup talks" in the newspaper advertisement. Point out their scientific preparation and urge customers who have never used them to try a package or tin.

They are steadily increasing in favor. There are great possibilities in their sale for the grocer who is ready to push them.

REWARDS OF EFFICIENCY.

In glancing through the "Situations Vacant" column of one of our large daily newspapers the following advertisement was noticed:—

"Wanted—An experienced clerk for grocery store. Salary, \$10.00 per week. Give references, age and experience. Apply Box 732."

Just under it another advertisement read:—

"Manager wanted — For large wholesale house. One with knowledge of all branches. Salary no consideration to right man. Apply in first instance to Box 458."

As there was such a contrast between the two they were closely looked into, with the startling result that while for the former there were about a score of applicants, for the latter only two were received. A talk with the advertisers brought out the information that there were thousands of people who were only mediocre to every one who attained such a grasp of their work that they were able to direct others in their labors. When asked if they could account for these astounding circumstances, the answer given was: "Indifference. They are too easily satisfied with themselves. They are too ready to pat themselves on the back instead of striving to reach the stage where one is a leader in his work."

A great lesson can be taken by all young people who are out in the world to earn their way. Instead of doing

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things just because they have to be done, why not enter into the joy of your work and endeavor to learn all you can about each article you handle? Everyone likes to hear about a foreign article and how it is manufactured, but how few can ever give this information. Be one who knows!

Be a leader, strive to attain the highest point of efficiency and then your services will be in demand.

Recipe:—Concentrate, consecrate, work!

WESTERN CROP SITUATION.

The weather map of the three Western provinces up to well in the week showed generally fair weather with but few points reporting rain. The temperature has, however, been down to lowest yet recorded and thermometer has dropped close to freezing at many points, but no damage has been reported.

Under clear skies harvesting has made excellent progress during week and farmers have little fear that frost, which may come at any time now, can do much real damage.

Everything considered, crop prospects in the West look exceedingly promising. In spite of showers well distributed since harvest commenced, it has progressed favorably in all the provinces. Threshing is now general all over the Prairie Provinces, and the new grain will shortly begin to move to the head of navigation in large quantities. The estimates of the Grain Dealers' Association call for a wheat yield of 179,828,000 bushels, and an output of 220,290,000 bushels of oats. While the estimate on wheat is smaller than many of the earlier predictions, still the quality is on the whole good, and will from present outlook grade much higher than last year.

In fact, reports indicate that the color and general quality of the berry is much above normal, and grain men generally are in a state of feverish expectation.

The next problem is the moving of the crops.

WATCH THE ERRAND BOY.

Every dealer should be assured that his entire staff is working for him, not against him. Here is an actual instance illustrating the harm that can be done, thoughtlessly perhaps, to the business by an employe who has not been taught to look after the interests of the firm he is working for.

The errand and parcel boy in a well known grocery store in Toronto was asked by one of the customers how many pounds of sugar was given for a dollar. "Seventeen," was the reply, "but you can get nineteen at _____," mentioning a large department store in the same city.

No doubt the youngster was trying to oblige the customer, but he was doing it at the expense of his employer. He therefore became a liability rather than an asset. He did not, of course, know there were different kinds of sugar; that the department store was possibly selling the second grade at that price.

This is not a fairy tale, but an absolute fact, and it demonstrates the importance of the proprietor watching every employe in the store to see whether they are boosters and not knockers.

GIVE ATTENTION TO SHOW CASES.

A grocery traveler calls attention to the fact that grocers do not give enough attention to the trimming of show cases and silent salesmen. In this particular he is quite

correct, so far as many are concerned. To view the display cases in many stores it would seem that the grocers regard them much in the same light as the space under the counter or in the cellar—merely to be filled up without regard for the manner of arrangement.

A show case comes under much the same heading as the show window. We have all frequently had the fact demonstrated to us that two windows, much the same, differ widely in their sales-creating value, depending on the manner they are trimmed and also on their location. It is the same with the display case.

In the first place they should be located in the most advantageous part of the shop. A show case hidden behind some other display fixture or at the back of the store loses a great deal of its value.

Attention must also be given to its arrangement to make it the powerful selling agent that it should be. Goods tossed in without regard to arrangement are not liable to sell themselves. An even, symmetrical and not too crowded arrangement with due regard to the proper blending of colors should be aimed at. Some attractive and business pulling displays may be made if proper care is taken in the work.

EDITORIAL NOTES.

Judgment is needed in deciding what lines should be displayed in the most prominent part of the store.

* * *

The man who enters the grocery business without experience is faced with a serious handicap.

* * *

With September outbidding July in the matter of heat, soft drinks should be again brought to the fore.

* * *

An exhibit at the Fall Fair would be seen by a great many people and would undoubtedly create new business.

* * *

A reduction in the cost of living will be relished by the retailer. It will fair profits on many foodstuffs.

* * *

A little sunshine now and then is relished by the best of men—and more especially the farmers during harvest time.

* * *

The New Brunswick potato resents the intrusion of foreign competition. It wants to fill the Canadian demand itself this year.

* * *

Prosperity for the fall is coming under a full head of steam and prosperity is always accompanied by a big consumption of food products.

* * *

The good salesman never argues. When the trend of conversation is towards argument ask a question or relieve the tension of the talk.

* * *

Parcels Post is a detriment to the country as a whole. Every merchant should use his influence to check it in Canada.

* * *

No dealer will question the power of the window to make sales. Then why not develop that power to the highest degree.

The Detrimental Effects of Parcels Post

Interview With Former Merchant in Wales Shows That the Trade in the Old Country Has Suffered as the Result of Parcels Post—Mail Order Houses Are Doing a Big Business—The Small Dealer Has Felt the Effects Most Directly.

Is parcel post beneficial to a country as a whole? No, it is not. The proof of the pudding is in the eating. Parcels post has been in vogue in England for 20 years. In the motherland, it has proved a measure adverse to general business prosperity. It would probably prove even more so in Canada.

We have heard much in Canada in recent years about Parcels post, particularly from daily newspapers and legislators who are trying to hold themselves up as public benefactors. In their arguments they are prone to refer to the great benefits which other countries have derived from the adoption of the system and England is not infrequently held up as a shining example of its good points.

However, in their arguments they have largely selected those points which on the face may appear good and which can be talked up in such a manner as to appeal to public favor, but they have never sifted the matter out to see just how it really does effect the country as a whole. Let us, however, see just what the result of parcel post in England has been.

The statements of E. Lewis Evans, an English merchant now resident in Canada would indicate that parcel post in England has been a severe slap to business in that country. M. Evans had an experience of 15 years in the retail business at Rhyl, a North Wales town of 9,000 population where he was in business for himself. He is thus able to give an idea of how parcel post has affected the retail merchant as well as the general business of the country.

Perhaps the most significant feature, at least to the retail merchant, is Mr. Evans' statement that "since the adoption of parcel post in England there has been an enormous diversion of trade from smaller retail stores to the big departmental and catalogue houses in the larger centres."

Encourages Catalogue Buying.

"I do not remember just how the system was primarily instituted, but there is no doubt that the catalogue houses played an important part in having the measure put through," he states. "At any rate their catalogues are profusely distributed throughout the country and the cheapness with which goods may be shipped by rail played up so as to induce business.

"For instance any parcel up to one pound can be mailed to any part of Great Britain for 6 cents. There is a scale for all weights running up as high as 11 pounds. Five pounds can be sent for 6 pence—12 cents, while 11 pounds—the highest weight that can be sent cost 11 pence—22 cents. The aggregate length and breadth must not exceed 6 feet."

As Mr Evans states, parcels post has proved extremely detrimental to business of the retail dealers in the smaller centres, and beneficial to the catalogue houses. The country is flooded with catalogues, the institutions in the smaller centres upon which local dealers depend for no little portion of their business being especially looked after in this regard. These catalogues with their finely written descriptions and profuse illustrations lure the readers into buying. This sorely taxes the temper of the local dealers, but so much more so when they come to him to look after their repairs—which show little or no profit.

One Advantage.

"There is also another side to the question," reasons Mr. Evans. "It is handy for the dealer once in a while if he wishes to get a small shipment of goods in a hurry. But it has been bad—extremely bad for the small trader, and what is detrimental to the small traders, which means practically all the business men, is detrimental to the country as a whole. A country cannot prosper unless the merchants do."

Does It Pay For Itself?

There is another important point brought up as to whether it would work in Canada. It is not known really whether it pays for itself in England as it is mixed up with regular postal business. However, when first instituted it meant a costly change and enlargement of postal facilities."

"Even if it did prove profitable as a government business in England, it is a question whether it would do so in Canada. Canada is an enormous country and the distance parcels would have to be transported in some cases would get this unprofitable business. The express companies would get the shorter and profitable hauls."

Conditions Are Acute.

Since the institution of parcel post in England conditions in some trades

have gradually been growing more and are now indeed acute with the smaller dealers. This is shown by Mr. Evans' statement that, "You can't realize the state of things in certain trades of the Old Country. There may be certain portions flourishing, but as a whole the trading class is suffering.

Price Cutting Prevalent.

"There has been so much trade taken by the mail order houses that there is keen competition among local dealers for what remains. There is an awful lot of price cutting. It has got to such a point in hardware for instance, that a dealer wouldn't think of allowing a customer to go out of the store without buying even if he had to cut the article in question down to cost price.

"If a man is going to build a cottage, he makes a canvass of the local trade to get them bidding against one another. He will go to one dealer and say, 'I can get it for so much from so and so. How much will you take?' Thus price cutting is carried on.

"I could give you instances of good men with good experience dragged down to failure—just by unflourishing conditions. It was not so 15 years ago."

It would, therefore, seem that England is a very poor example to hold up as showing the benefits of parcel post. True it has been beneficial to one factor—the large departmental and catalogue houses. It is not the catalogue houses that make the country, however, it is the smaller retail dealers. Therefore, swat the parcel post.

SOME CO-OPERATING NEEDED HERE.

A dispatch from Calgary, Alta., says that the retail grocers of that city may endeavor to eliminate the wholesaler and deal direct with the manufacturer. The matter was broached at a recent meeting of the Calgary Retail Grocers' Association. The contention was made that the wholesalers' profit are extortionate and the retailer must bear the burden of separating the public from its money.

Evidently there is room for co-operation between the wholesale and retail trades in Calgary in order that a correct understanding of one another may be secured.



A view of the Canadian National Exhibition grounds just inside the new entrance through which passed nearly a million people in two weeks. The new Government Building is seen in the centre.

Features of the Canadian National

Million Mark Not Yet Attained, But 1913 Will Probably See It—Some Improvements From Year Ago and Others Suggested For the Future—Visitors From All Parts of Canada—Some of the Manufacturers Exhibits.

Special Staff Correspondence.

Toronto, Sept 12. (Special.)—The 1913 Canadian National Exhibition has passed into history. The object of the men behind was to reach the million mark in point of attendance, and had the weather been more respectful there is no doubt this number would have been realized. As it was the attendance was estimated at 962,000 as compared to 926,000 of 1911. Again next year the million mark will be the object to be striven for and with the present rate of increase it will require more than every-other-day rains to defeat that object.

Greatest in the World.

Those merchants who found it possible to attend the Exhibition readily realize its importance on the National educational and commercial life of the country. The Canadian National is recognized as the greatest annual exhibition in the world and we Canadians are all proud of it. Its instructive character

is exemplified in every building and that it develops our ideas of things and enlarges our views is beyond contradiction.

Every Province Represented.

The importance of the exhibition lies in its national scope. Every Province of the Dominion was represented by visitors and exhibits of natural resources and manufactured products. The Prairie provinces of Alberta, Saskatchewan and Manitoba were conspicuous with their wheat, and British Columbia with its fruits. The resources of Ontario and Quebec and Maritime Provinces were also well exhibited, and to one not fully acquainted with the wonderful country we have all was a great revelation.

From year to year improvements are made in the grounds, buildings, etc. Last year the streets were paved for the first time and the advisability of having this done was well exemplified during

the numerous rains which fell during the fortnight.

Since a year ago the new Government building shown above was erected and in itself contained a wealth of educational material.

No sooner was the Exhibition closed than improvements for next year were discussed. It is quite likely that a couple of thousand benches will be added and that there will be some new cattle and horse sheds.

The handsome new entrance seen this year is a splendid acquisition to the Exhibition. Particularly at night did it show up to great advantage.

Many Exhibits Illustrated.

In succeeding pages of this issue are a number of illustrations of food products and store equipment lines shown by manufacturers. Those who did not visit the Exposition will be interested in them and will get a great deal of knowledge about goods they sell.

FOSTER CLARK'S CREAM CUSTARD AND EIFFEL TOWER LEMONADE.

There were few livelier booths at the Canadian National Exhibition this year than that of Foster Clark's Cream Custard and Eiffel Tower Lemonade, conducted by their agents The Harry Horne Company, grocer brokers of Toronto.

The exhibit was in the Manufacturers' Annex and every day for two long weeks a steady stream of people passed, to

is evidenced by the fact that 10,000 souvenir tins of Foster Clark's Custard were given to Canadian women. Everyone who tasted it was unanimous that it was superior to anything they had ever tried. This cream custard is certainly a dainty dish, and besides it is one of the most economical desserts that any woman could wish for. A 10 cent tin makes four quarts of delicious cream custard, a 15 cent tin makes seven quarts, and a 25 cent tin, twelve quarts,

firm with a high reputation for turning out quality products and co-operating with the retail grocer, so that dealers who have not yet stocked their cream custard should do so at once. It means many extra sales and extra profits.

None the less important is Foster Clark's Eiffel Tower Lemonade. This is a lemonade powder of an exceptionally good quality and is known all over the world. It was also demonstrated at the



The exhibit where Foster Clark's Cream Custard and Eiffel Tower Lemonade were demonstrated.

whom was explained the merits of the widely known Foster Clark specialties.

The demonstrators in the booth had a busy time of it during the fortnight, but Foster Clark's Custard and Eiffel Tower Lemonade are known to thousands more Canadian people than before.

The efforts of the Harry Horne Co. this year were concentrated solely on creating a wider knowledge for these specialties. That they were successful

by simply adding milk and sugar to the cream powder. It can be made ready in ten minutes so that there is no wonder this exhibit was one of the most attractive to the Canadian women who attended the Exhibition.

Dealers who have already stocked and sold Clark's Cream Custard have long since found it a splendid selling line when once introduced. The Foster-Clark Co. is an O'd Country manufacturing

Exhibition and won thousands of new friends.

Here are two lines that every grocer in Canada should handle. With the extensive advertising done at the Exhibition as well as that being carried on at all times they are bound to continue leading sellers for this class of goods.

The Harry Horne Co., 309 King street West, Toronto, will supply full particulars.



MELAGAMA TEA AND COFFEE.

"MELAGAMA" means the highest quality and best trade winners to the Canadian trade in teas and coffees. "Melagama" has long since held the most prominent position on the shelves of the grocers, because of the satisfaction and merit they give to the tea and coffee drinking public.

stands for have been wafted from coast to coast.

The demonstration was the best ever held, and broke all previous records, as to the thousands that sampled and enjoyed the excellence of "Melagama," and naturally the delightful and delicious flavor appealed to the multitude, and they were loud in their acclamations

The fact that many comments were heard as to the quality of "Melagama" will undoubtedly assist the dealers who handle this high-grade package tea and coffee, and that they will follow the example of a great many other merchants, and make "Melagama" their leader.

"Melagama" tea and coffee and put



The exhibit of "Melagama" Tea and Coffee, which are being featured by hundreds of Canadian grocers.

Again this year at the National Exhibition was "Melagama" Tea and coffee attractively exhibited and effectively demonstrated at their booth in the manufacturers' Building. This means that the name "Melagama" will have a much greater and wider significance in the homes of thousands of customers all over the Dominion. The name "Melagama" and the excellent beverages it

of the ever-increasing popularity of "Melagama."

Those in charge of the exhibit pointed out to the visitors that 225 cups of excellent tea can be made from a pound of 40 cent "Melagama" tea and that 50 cups of the most delightful coffee are guaranteed from every pound of 40 cent "Melagama" Coffee.

up in attractive packages, which are extensively advertised to the consuming public; this with the excellent quality of their products, ensures the dealer of tea and coffee trade of the highest order.

Minto Bros., of 35 years establishment are the proprietors of "Melagama" tea and coffee, and have their headquarters at 45 Front St. E., Toronto.

LEA'S PICKLES AND CONDIMENTS.

There was no more compact or attractive display in the Manufacturers' Building than that of the pickles, salad dressing and olives manufactured by The Lea's Limited, of Simcoe, Ont.

The Lea's Limited is a somewhat new

ling the product, as well as the employees.

A visitor to the main plant at Simcoe is always struck with the scrupulously clean appearance of the female employees, who wear blue and white striped aprons and white caps; also the pre-

tivated for vegetable product. It is interesting and surprising to see the great loads of cucumbers, etc., coming into the factory, being automatically sorted and stored for further processing.

As a further evidence of the pride



The appetizing display of Lea's Pickles and Condiments. They are made in a scrupulously clean factory.

concern, having been established since 1907, when the business was bought from Mr. Lea. The demand for their goods has increased to such an extent as to warrant the building of a new cement factory on a railroad siding with the most up to date conveniences for hand-

cision with which the goods are packed. The Lea's lay particular stress on the flavor of their product, which they have made their slogan.

The factory is situated in a district which has been referred to as the Garden of Canada, some 400 acres being cul-

they take in their products, The Lea's, Limited, served thousands of visitors at the Exhibition with their delicious Sweet Pickles and many were the words of appreciation for their appetising flavor.



Exhibit of Kelloggs Toasted Corn Flakes—"The sweetheart of the corn."

KELLOGG'S CORN FLAKES.

At the National Exhibition this year, the Kellogg's Toasted Corn Flakes Company continued along their same progressive methods that have been of such great assistance to the retail grocer

in bringing him a steady and increasing sale for this "the Sweetheart of the Corn." Girls in attractive dresses, blue plaid waists with white aprons and red trimmings, a replica of the popular "Sweetheart of the Corn" posters, dem-

onstrated the particular merits and good qualities of this breakfast food to the throngs that invaded the booth daily.

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

STIMPSON COMPUTING SCALES.

There is only one manufacturer making automatic counter computing scales with a capacity of 100 pounds. That is the Stimpson Computing Scale Co. This is a handsome scale with plate glass platform, low base, electric flashlight attachment if desired, 23 agate bearings and fine enamel finish. That this 100 pound scale is a popular one among grocers is evidenced by the large number that have been placed on the counters of some of Canada's most progressive dealers.

A word should be said about the superiority of the computing scale. A merchant using the old weight and pan scale faces handicaps every day. He has to put a little merchandise back and forth into the package being weighed to get the correct balance. He loses time and money and at the same time creates the impression upon customers that he is close and exacting in his methods.

If a grocer is not careful to balance the old variety of scale correctly, he is giving away goods little by little with every weighing and this is one of the

you have on the scale and also gives at the same time the correct price and value.

At this exhibit in the Industrial Building, the uses and advantages of the Stimpson Scale were demonstrated to scores of retail dealers, many of whom left their orders. Stimpson Scales are being used by thousands of grocers all over America, and the great satisfaction given is proof of their superiority. They have realized that money spent on this scale is money wisely invested because of the great saving of time and

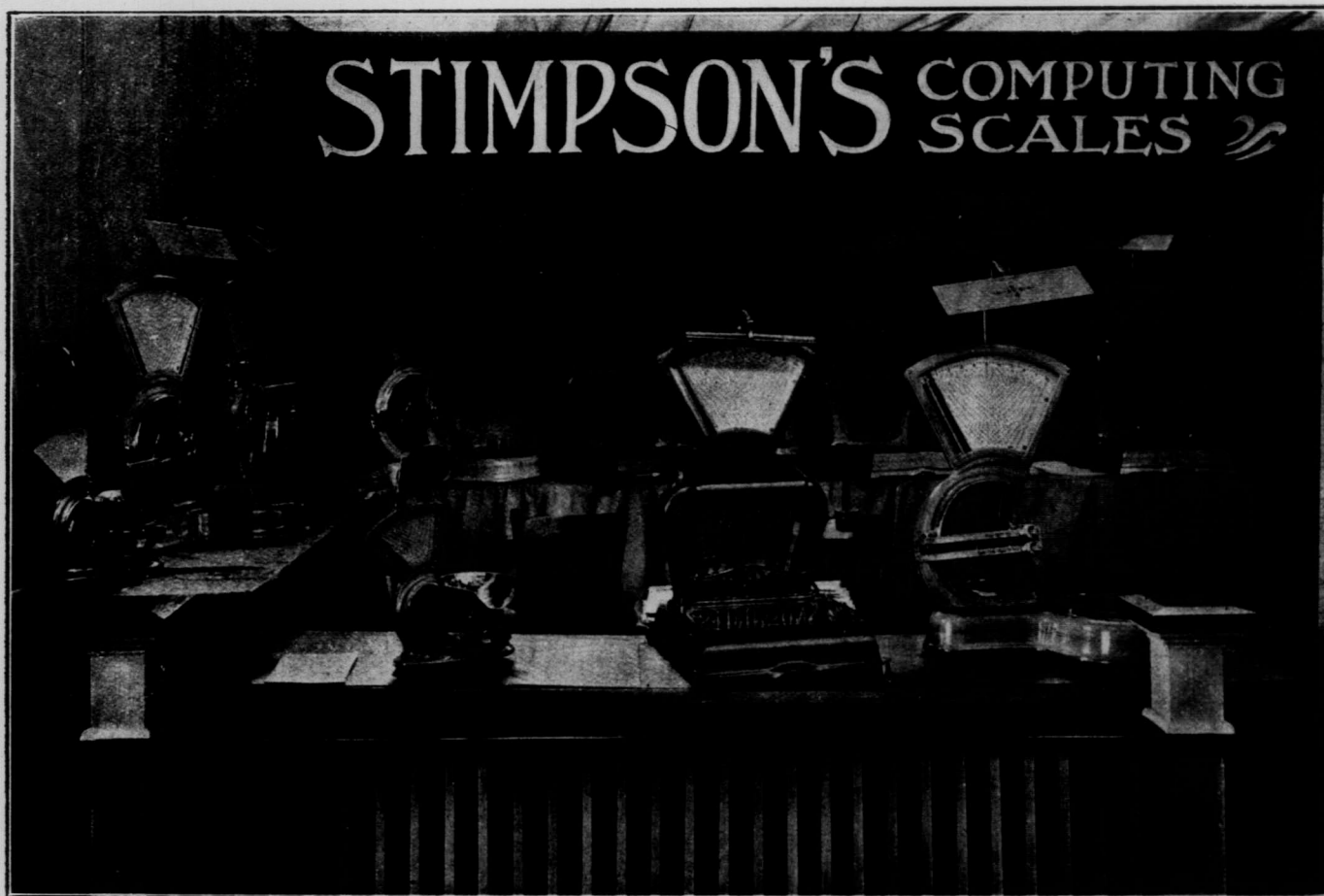


Exhibit of the Stimpson Scale Co., the only firm to manufacture an automatic hundred pound capacity computing scale.

A feature of this scale is that the computing chart is located always directly in front of the user, so there is no chance of a mistake in computing as on some styles of chart scales. Every dealer should consider this in the purchase of a computing scale. It is exceedingly handy in testing weights of hundred pound sacks or less purchased or sold.

"small" leaks which looms large at the end of the year.

With the Stimpson Automatic Computing Scale this loss is entirely and effectively eliminated. It is never necessary to take anything out of the package being weighed and it is a positive check against the giving of overweight. The Stimpson Automatic Scale shows instantly exactly how much merchandise

the elimination of losses from overweight.

The Stimpson Scales are guaranteed to comply with the Weights and Measures laws. They are sold on easy monthly payments without interest or with a liberal discount for cash.

A. L. Dent, 340 St. James St., London, Ont., is general sales manager for Ontario. Drop him a card for full particulars.



The ocean

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Included i be "OCEAN" gloss, and "strong trio serve the at Canadian gr ishing head These article specialties, a ed to any er in business t

Profit and portant than of "OCEAN



The ocean scene at the background of the "Ocean Blue" exhibit was very attractive. "Linoleo" floor polish and "Gipsy" stove gloss were also shown here.

HARGREAVES BROS. & CO.

"The success I have achieved," once said a shrewd grocer, "is largely attributed to selling goods in which I believe, articles upon whose merits I would stake my reputation, and therefore could safely recommend to customers."

Included in this category would surely be "OCEAN" blue, "GIPSY" stove gloss, and "LINOLEO" floor polish, a strong trio of trade-winners which deserve the attention of every progressive Canadian grocer, and are making astonishing headway wherever introduced. These articles are essentially "quality" specialties, and are heartily recommended to any enterprising merchant who is in business for more business.

Profit and retail prices—not less important than quality—make the handling of "OCEAN" blue, "GIPSY" Stove

Gloss and "LINOLEO" Floor Polish worth while. Add to this attractive packages and labels and eye-catching show cards, and it is little wonder that Hargreaves Bros. & Co., Ltd., Hull, England, are finding their specialties daily increasing in popularity with the trade and the consumer.

At their exhibit in the Manufacturers' Annex "OCEAN" Blue demonstrations took place and thousands of people were impressed with its value. A strong selling point for dealers is that it will impart superior snowy whiteness to linens and other white goods, and it contains nothing that could possibly injure the most delicate fabrics. "OCEAN" blue is sold in small cartons and is made up in little bags all ready for immediate use.

"GIPSY" Stove Gloss is put up in two cans under the one cover so that it

does not get an opportunity to dry out. A good feature of it is that it will not burn off the stove quickly.

"Linoleo" floor polish is used for polishing hardwood, parquet, stained floors, linoleums, oil cloth, canvas, etc. It will be found a most attractive line to handle as once tried repeat orders are assured.

The booth in which this trio of "Willing Servants" was shown was a most appropriate one for the leader, "OCEAN" Blue. A glance at the illustration shows the ocean background.

Messrs. J. T. Berrington, P. A. Calderhead and R. E. Edwards, the Canadian representatives of Messrs. Hargreaves Bros. & Co., conducted the exhibit during the fortnight. The Ontario agents of the company are Messrs. F. E. Robson & Co., 25 Front Street East, Toronto.

THE DOMINION REGISTER CO.

The accompanying illustration shows how prominently the McCaskey Account Register was exhibited at the great Canadian National Exhibition this year by the Dominion Register Co., of Toronto. Scores of merchants all over the Dominion visited the exhibit, where the value and advantages of the McCaskey Register—undoubtedly the superior of any on the market—were demonstrated. Many old friends dropped in and voiced their satisfaction with the McCaskey,

The great value of the McCaskey Account Register lies in the fact that it handles every account with but one writing. Credit sales are made just as rapidly as cash sales. Every time a customer makes a purchase you give him the itemized account of the sale and the total amount owed to date. This is done simply by bringing forward the total of the past account and adding on the amount of last purchase.

With the McCaskey system every customer receives the entire amount owed

short, the McCaskey Register is a collector of accounts. The effort is automatic and satisfactory, obviating unpleasant relations.

A glance at the above advantages of the Dominion Register clearly shows how the dealer can save hours of labor worrying over books, posting up and sending out accounts. When the store closes at six, eight or nine o'clock, at the end of the week or month, every customer has his or her account up to date.

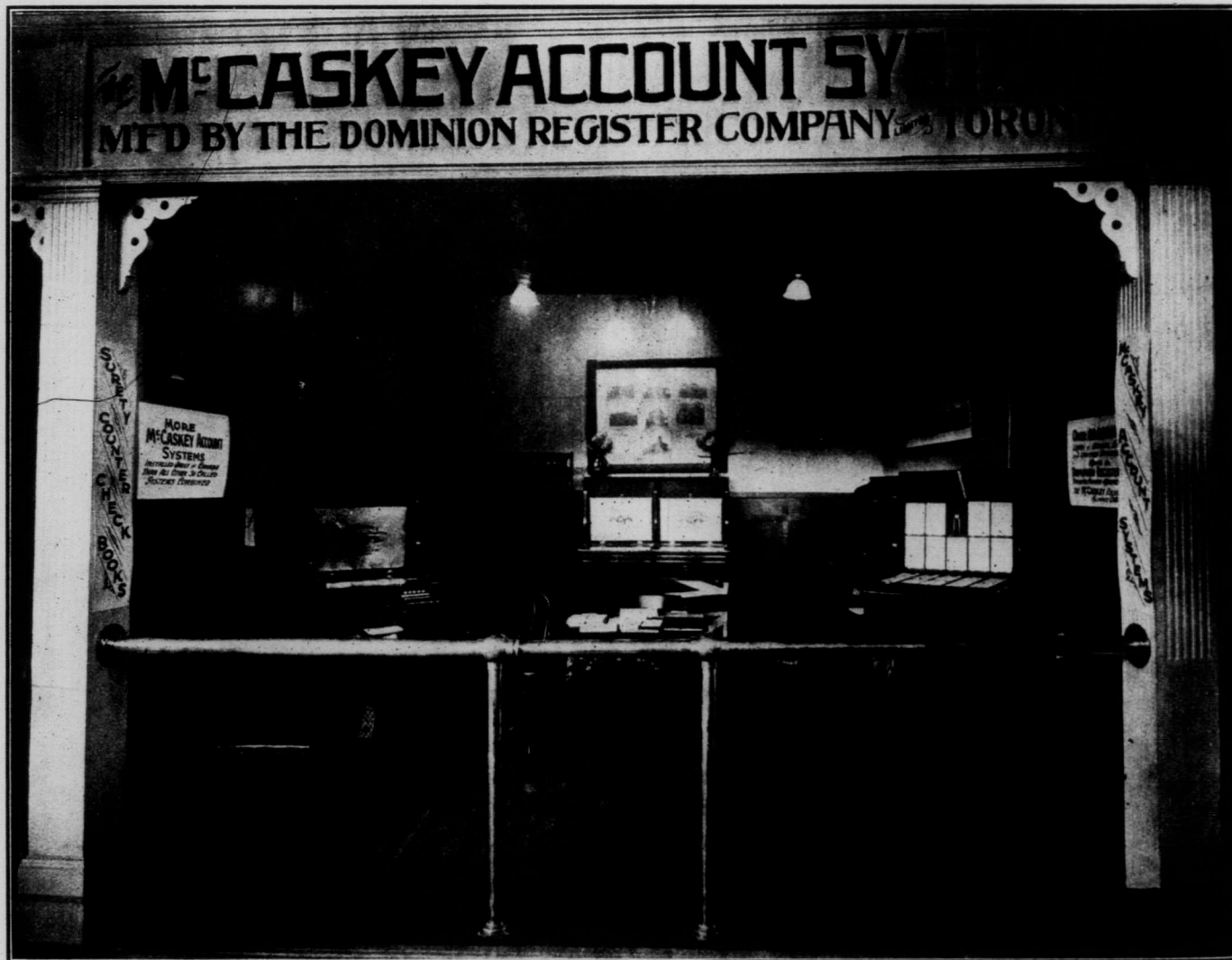


Exhibit of the Dominion Register Co.'s McCaskey Registers. This is one of the greatest assistants the dealer can have in his store.

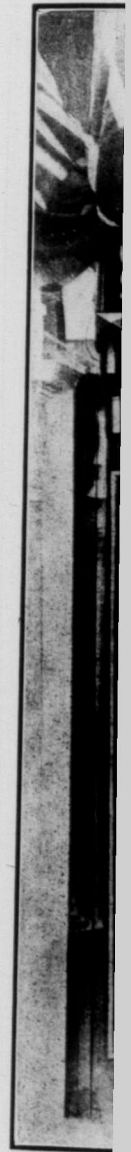
the register that has eliminated the cares and worry attached to operating the old-fashioned daybook, journal and ledger system. The Dominion Register Co. manufacture the McCaskey in their own factory at Toronto and they are also large manufacturers of Counter Check books, both duplicate and triplicate, as well as the celebrated Surety Block Back Counter Check Book, which is clean and gives a perfect copy.

you, so that your clerks are bound to be correct. It compels them to be careful. You can see instantly what any slow payer owes you, and in five minutes what a hundred good customers owe. You have a record of all money received on account and from whom. With but a few moments work you can tell the amount sold for credit each month to the cent, and the grand total for the year. In

In case of fire, proof of loss can be made instantly and insurance adjusters satisfied absolutely of the amount of stock carried at the time of the fire.

For full particulars of this greatest of all aids to the merchant, write the Dominion Register Company, Ltd., Toronto. The McCaskey is "made in Canada" and its high merits have made its success.

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WAGSTAFFE, LIMITED.

As in other years Wagstaffe, Limited, of Hamilton, had one of the most attractive exhibits in the Manufacturers Building. The fine display of pure jams, jellies and preserves was a splendid lesson in window dressing to any grocer, particular about this feature of his selling plan.

"Purity" is the motto of this firm. Wagstaffe, Limited have never manu-

as to the quality of Wagstaffe products were held. Thousands tasted the delicious flavor of the strawberry and raspberry preserved with all their original flavor. The various lines were shown in glass cases while large jars of particularly tempting fruit were displayed throughout the exhibits.

Retail dealers should know that the Wagstaffe products are prepared in copper kettles and boiled in silver pans

strawberries to permit them to fill 100 per cent. of orders. To do this in a year of scarcity meant the outlay of considerable money as fruit had to be purchased at high prices. In face of this, prices to the trade are but a fraction above a year ago. A hundred per cent. of raspberry orders is also being delivered.

Here, therefore, are a number of good



Wagstaffe's handsome display of pure jams, jellies and preserves. This firm makes no compounds whatever.

factured compounds, so that every dealer who purchases their products has confidence in the quality and purity of every jar of fruit he sells a customer. Now that there is a strong agitation on all over the country in favor of the general use of only the purest of foods, the merchant who handles nothing but the best he can buy is building up a permanent and profitable business.

Throngs of people stopped at the booth every day, where demonstrations

in one of the most cleanly and sanitary food factories in Canada. Nothing but rich, ripe fruit is used, and as stated above every line put on the market is guaranteed to be absolutely pure.

There has been a great deal of talk about the scarcity of strawberries this year, and some factories are not filling all their orders. This is not the case with Wagstaffe, Limited. This firm made a special effort to secure sufficient

reasons why Wagstaffe's Fine Old English Jams, Jellies and Preserves should be given special prominence on the shelves of the grocery stores. They are absolutely pure; they contain the original true fruit flavors; they are made in a modern, clean, sanitary factory; they are known all over Canada to the general public and they are backed by the guarantee of the firm which have an enviable record as jam, jelly and preserve manufacturers.

BULL DOG AMMONIA AND BLEACH-O.

The exhibit of the Jno. B. Payne Co. in the Manufacturers' Annex was a centre of attraction for thousands at the Canadian National Exhibition.

Considerable attention was given to the introduction of a new product called "Bleach-O." This preparation, as shown by practical demonstration, instantly removes all kinds of tea, coffee, cocoa or fruit stains from even the most delicate fabrics and bleaches woollen underwear absolutely white in color. Judging from the numerous sales made after each demonstration "Bleach-O" seems to have made a decided "hit."

Over 200,000 samples of "Bull Dog" Ammonia Powder and other Bull Dog

specialties were distributed. The company is anxious to co-operate with the trade in pushing their goods. The goods are well advertised, and give the dealer a very substantial margin of profit. The sale of these goods brings satisfied customers back to your store with repeat orders. Many cases can be cited where merchants have built up a very large business in this line of goods by featuring the "Bull Dog" specialties. This advertising will insure an increased demand for these popular lines and the trade should prepare by stocking at once—"Ask your jobber."

Hundreds of dealers have long since recognized the advantages of handling "Bull Dog" Ammonia, and now that so many people at the Exhibition were told

of its uses and presented with samples, dealers all over Canada should push it strongly, as it will be readily accepted when offered. With the fall housecleaning campaign now on, large sales can be made right away. It is only necessary to give some special prominence in the window, on the counter and on the shelves to create sales for Bull Dog Ammonia and Bleach-O. There is nothing superior to them for their respective purposes and they are therefore, sure sellers if given some attention and positively will bring repeat orders.

Messrs. Paine & Williams who were in charge of the exhibit, greeted many of the trade from all parts of Canada, and presented each with a dainty souvenir watch fob.



This illustration shows how effectively Bull dog Ammonia and Bleach-O were displayed.

Among the Manufacturers' Annex of Red Front.

A corporate service cups of 4 The at daintily a of interest tea served

Red Renowned consumer Estabrook of his cus



The Red Rose Tea exhibits, where a cup of "good" tea was obtained by thousands.

RED ROSE TEA.

Among the many attractive exhibits in the Manufacturers' Building at the Canadian National Exhibition this year that of Red Rose Tea was well to the forefront.

A corps of girls each wearing a red rose served to the many callers sample cups of 40c Red Rose Tea.

The attractively decorated booth, and daintily arranged tables made it a centre of interest which the high quality of the tea served fully justified.

Red Rose Tea has, through its maintenance of a high standard of quality, gained an enviable position among the consumers of Canada, and has given Mr. Estabrooks the respect and confidence of his customers.

This year the firm sent out complimentary tickets to all their customers in Toronto to attend the booth, and many were the friends who gathered there and enjoyed the hospitality extended through the firm's travelers, and those in charge of the booth. Also they had, through the columns of *The Canadian Grocer*, extended a hearty invitation to all their customers to visit their exhibit. Many thousands took advantage of this, and expressions of appreciation of both the tea and the exhibit were heard on all sides.

As usual, while 5c was charged for a cup of the delicious Red Rose Tea, it was returned to the customer in the form of a coupon worth 5c when purchasing

Red Rose Tea, thus insuring to the dealers numerous extra orders for Red Rose. These coupons are redeemed by the company directly or through their travelers.

It was easily seen by the number of orders left at the booth that this means of introducing and further acquainting both the trade and the public with Red Rose worked well. Not only will the sales of dealers handling this line be increased by the added demand for this popular tea, but many who did not stock it before will find it necessary to do so now. The popularity of Red Rose Tea has grown to such an extent that it is now the universal favorite with the tea-drinking public.

MacLAREN'S "IMPERIAL PRODUCTS."

The exhibit of the MacLaren Imperial Cheese Co., in the Manufacturers' Building caused considerable favorable comment, both for its neatness and cleanliness, and also for the taste shown in the decorations in honor of Imperial Year and his Royal Highness, the Duke of Connaught, and this, being Imperial Year, made "IMPERIAL PRODUCTS" the centre of attraction.

The MacLaren Imperial Cheese Co., Ltd., found it necessary, after last year's experience, to increase their demonstrating staff to cope with the crowds of visitors who always seem anxious to taste "IMPERIAL PRODUCTS," which in itself is a sufficient guarantee that the public appreciate their quality. "IMPERIAL CHEESE," of course, comes first and needs little introduction, as it is known the world over, and the demand for it is steadily increasing at every point to which it is exported.

Perhaps the line which attracted most attention was their latest production, "MacLAREN'S PIMENTO CHEESE."

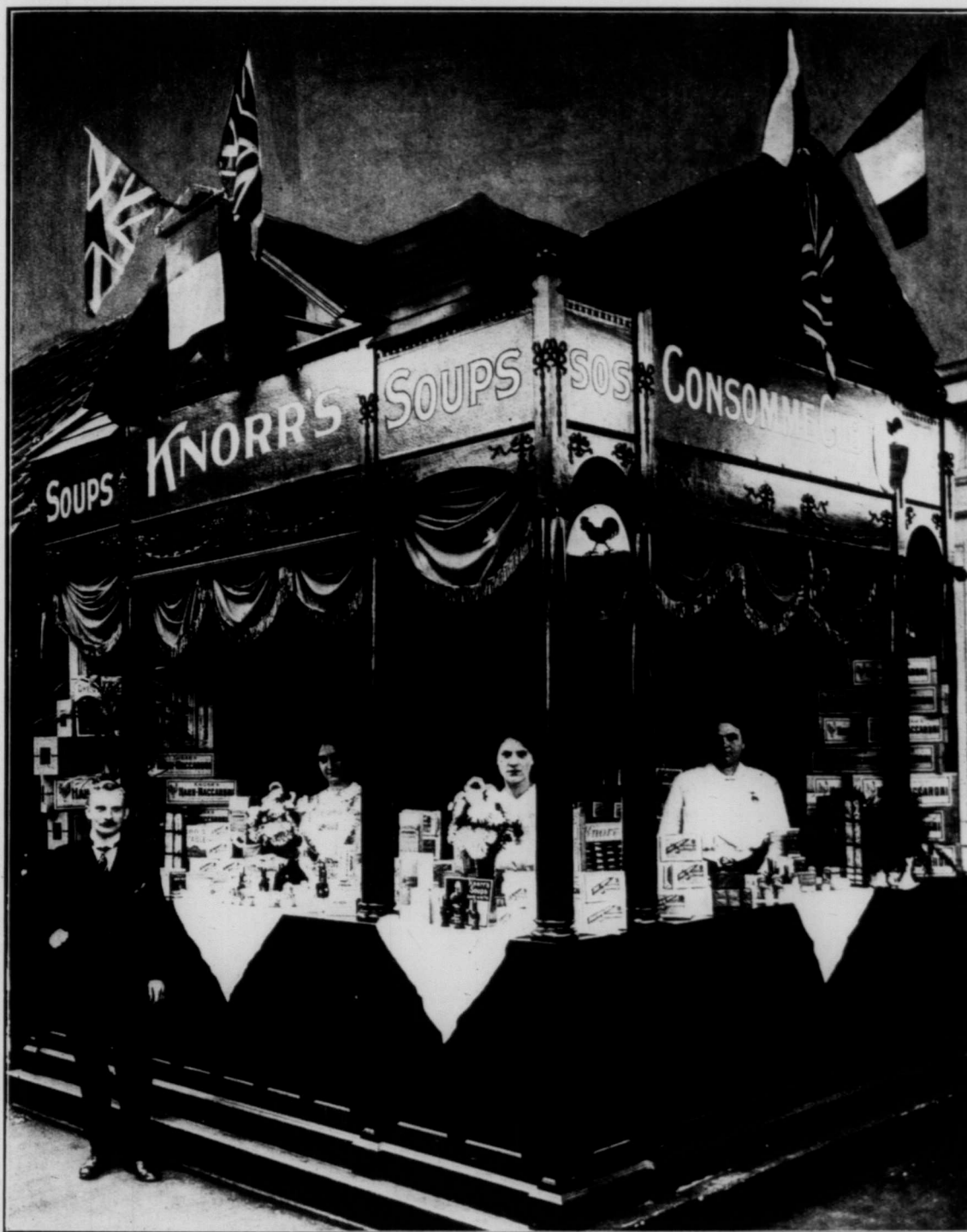
MacLAREN'S IMPERIAL PEANUT BUTTER was greatly in favor, especially with the children and young people what a tasty and nourishing article of diet this is and what delicious sandwiches it makes.

Mr. W. H. Wilson, Canadian manager of the MacLaren Imperial Cheese Co. was in charge of this exhibit and had the pleasure of meeting many old friends.



This exhibit of MacLaren's Imperial Cheese was a most appropriate one for Imperial year.

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The booth where "Knorr's Soups" were shown was decorated with flags of all nations.

KNORR'S SOUPS, ETC.

One of the new exhibits at the Canadian National Exhibition this year which deeply interested a number of the visitors was that of "Knorr's Soups" in the Manufacturers Building in a well-located and beautifully constructed booth of solid oak, hung with the flags of all nations, and beautifully draped in Imperial colors in honor of his Royal Highness, the Duke of Connaught.

Knorr's ready-made soups in squares or sausage shape (Erbswurst) were entirely new and very interesting to the

visitors who called at this booth. Quite a number had been in the habit of using Erbswurst for camping and prospecting, and were much pleased to learn of so reliable a make as Knorr's.

Their soups comprise thirty different varieties, including tomato, and their latest production asparagus, which is becoming extremely popular. A five-cent package of soup will make three platefuls, and of course the grocer's strong talking point is that they are so nourishing and delicious and yet so easily prepared.

This firm is one of the largest, and

probably the oldest in the prepared food manufacturing business, having grown from very small dimensions until to-day each of their departments would in itself be considered a large concern, as in addition to soup, squares and soup rolls, they manufacture dried vegetables, Knorr Sos, noodles, Macaroni, Vermicelli, consomme cubes, digestive flours for soups, etc.

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

GORMAN, ECKERT'S "CLUB HOUSE OLIVES."

When a dealer thinks of olives he knows that it is a good profitable line to handle. Olives are sold chiefly among the high-class trade, and the dealer who handles quality olives can be sure of good profit.

One of the most striking exhibits in the Manufacturers' Building was Gorman, Eckert & Co., London, Ont., in which were shown their Club House brands of olives. Everyone was impressed with the massive effect which was produced, of nothing but olives. It fairly made one's mouth water to see so many luscious olives—olives filled to suit the taste of the most particular people, and packed with the same careful attention from the highest priced

lines to the smallest package which they turn out. Gorman, Eckert & Co. import only the choicest Seville olives and by careful handling, packing and inspection produce a product of which any firm might be proud.

Club House Brand is the name that the consumer is having impressed upon him. This line consists of olives packed in many different ways, of which the following are a few:—Pimento stuffed, Nutoliv, Banquet Queen, Lunch Queen, Manzanilla, Imperial Mixed (three kinds) California ripe, Celery and Pimento, Celery stuffed, Queen stuffed with Manzanilla.

The Gorman, Eckert Co. was the pioneer in Canada with the olive and still retains its lead by a long stride in the matter of quantity sold and quality of manufactured products. This is be-

cause "Club House" brand is the finest produced. Dealers should know and point out to their customers the value of "Club House" olives as food value as well as a delicacy. Their sales should be promoted at all time and their use encouraged by window, counter and shelf display.

G. A. Witmer, of London, was in charge of the exhibit, and he and his assistants were kept busy answering the thousands of questions about olives. Their little booklet "Olive Facts" was eagerly taken by visitors at the booth. This booklet gives many interesting facts in regard to the olive industry, also some receipts for delicious olive dishes, showing that olives produce the finest flavors. These recipes will undoubtedly produce a large number of requests for "Club House" olives.



Club House brands of olives are here shown. They are the finest that can be purchased.

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HOLBROOK'S LIMITED.

Those who visited the National Exhibition this year no doubt carried home a mental picture of one exhibit in particular—that of Holbrook's, Limited, in the Manufacturer's Building. Their booth was an outstanding one that no doubt did much to impress the many thousands who passed it daily.

It was built along the line of an English house, bringing out the important feature that the firm has been long established. In fact "Ye House of Hol-

to attract them, but it was the purity and quality of their goods that was then given prominence by the salesmen in charge. The good points of their products were explained; people were allowed to "taste and try" various lines of goods, and urged when purchasing any of them to "always ask for Holbrook's." That visitors were pleased with their product when they had tried them and had their good points explained is shown by the deluge of orders given at the booth to be delivered through their grocers.

Holbrook's Worcestershire Sauce, now so widely known throughout the world,

and ageing to produce the rich, mellow, flavor which it possesses.

Holbrook's pure malt vinegar was another line prominently displayed. It also is made in their own breweries on the banks of the River Stour, Worcestershire, England, and they have the reputation of laying claim to the largest vinegar brewery in the world.

Holbrook's pickles, sardines and Punch Sauce, all lines which are making rapid headway in America, were also shown. This, however, does not end the list of goods they sell; for quite important also is their olive oil, renowned for its purity, as well as their cocoa, jellies,



This beautiful English house, containing display of Holbrook's, Limited, products, was a feature of the exhibits in the Manufacturers' Building.

brook's" was founded in Birmingham, England, in 1798. The various lines of goods sold by the firm were displayed within as well as in display counters at the front.

It was not the booth, however, that they attempted to bring prominently before the people. It's appearance served

was one of the chief lines shown. This firm has the largest sauce factory in the world. In Canada it is fast becoming known in every household along with the adopted slogan "Imported Absolutely." Only the purest and best malt vinegar is used in its manufacture and it takes over two years of careful preparation

custard powder, rice, flour, etc. In fact they are constantly adding new lines to their already extensive array.

Their products are widely and extensively known, for, as shown on their booth, they have offices in London, and Birmingham, England, Toronto, Montreal, Chicago, Cape Town and Sydney.



Display of Borden's Milk - Agent, W. H. Dunn, Toronto.

BORDEN'S MILK PRODUCTS.

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

At the Canadian National Exhibition, this year again, the Borden Booth, in the Manufacturers' Building, was one of the central attractions, and it is

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

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

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

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

Reindeer coffee is simply a combination of true flavored coffee essence, sugar and cream and one spoonful added to a cup of boiling water is enough to make a delightful cup of coffee. Think

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how useful this tin must be to the roomer who feels a chill at night, or hunger's nip before retiring, or to the housewife who is not inclined to spend time at the stove or range. Just a spoonful as aforesaid in boiling water and your coffee is ready. The grocer should be able to build up a big trade in this line as Reindeer Coffee is so rich and tasty and always ready by simply adding boiling water, and it should be remembered that when the tin is opened it does not go bad, but retains its full flavor for an indefinite period.

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

Borden's Milk Products are recognized on every hand to be the highest stan-

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



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

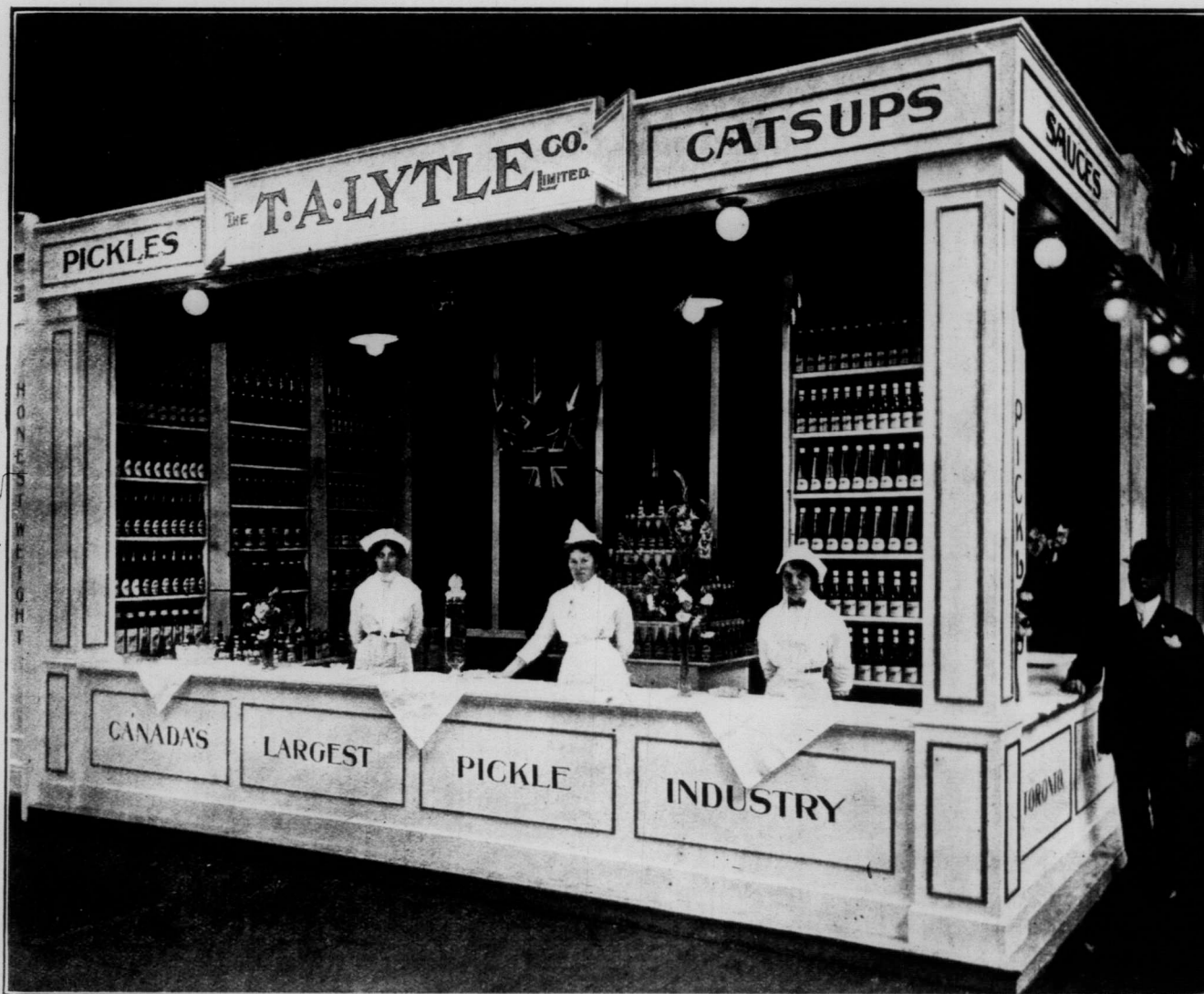


Exhibit of the T. A. Lytle Co.'s "Sterling" Brand products showed to advantage the quality of this firm's goods.

"STERLING BRAND" PRODUCTS.

Retail grocers throughout Canada are rapidly recognizing the merits of Sterling Brand products, so much so, that the large and modernly equipped factory of the T. A. Lytle Co., Ltd., Sterling Road, Toronto, is unable to keep up with the demand, and in order to better take care of their customers, are building an additional 80 feet to their factory. Dealers should, therefore, place their orders as early as possible to meet their respective requirements for the fall and winter trade. The factory is busy putting up this season's pack and as always, only fresh, luscious, carefully selected fruits and vegetables are used, together with the usual discretion as to cleanliness in preparing and packing—this is one of the big points that has

brought Sterling brand to the front. The demonstration of sweet pickles at their exhibit at the big National Fair was one of the centres of attraction of the masses during the fortnight of the exhibition. Here many thousands of visitors from all parts of Canada had the opportunity to sample the delicious "Sterling Brand" Sweet Pickles. Supplemented to this introduction of the goods was the distribution of some 35,000 buttons and glass mustard spoons.

Pickles and catsups were the feature of the exhibit though the other lines of the big range and varieties of Sterling Brand goods were also well represented. These included orangeades, lemonades, lime fruit juice, grape and port wines, extracts, crushed fruits, mint sauce, chow chow, white onions, jams, etc.

Everything in fact, about the booth was pleasing and attractive, the background was in purple and white and all the goods were well displayed, and many comments of admiration were expressed. T. A. Lytle & Co.'s, "Sterling Brand" products are everywhere advertised and this exhibit was just another move on the part of the company to assist the dealer in making the goods still more widely known, and make the sales easier because the goods have already been introduced. The dealer who always keeps a stock of this brand of table delicacies shows good sound business judgment—it takes little talk to make a sale and the demand will last because it is built up on a quality basis and the dealer makes a good profit on his investment.

SNAP COMPANY, LTD.

The accompanying photograph of Snap Company's exhibit at the Canadian National Exhibition shows one of the most original advertising ideas seen at the fair this year.

These are not really Snap cans you see but are fac-similes of the cans brought out as a wall paper design. At a little distance the deception is complete, thousands were attracted to the booth where they were told something about Snap.

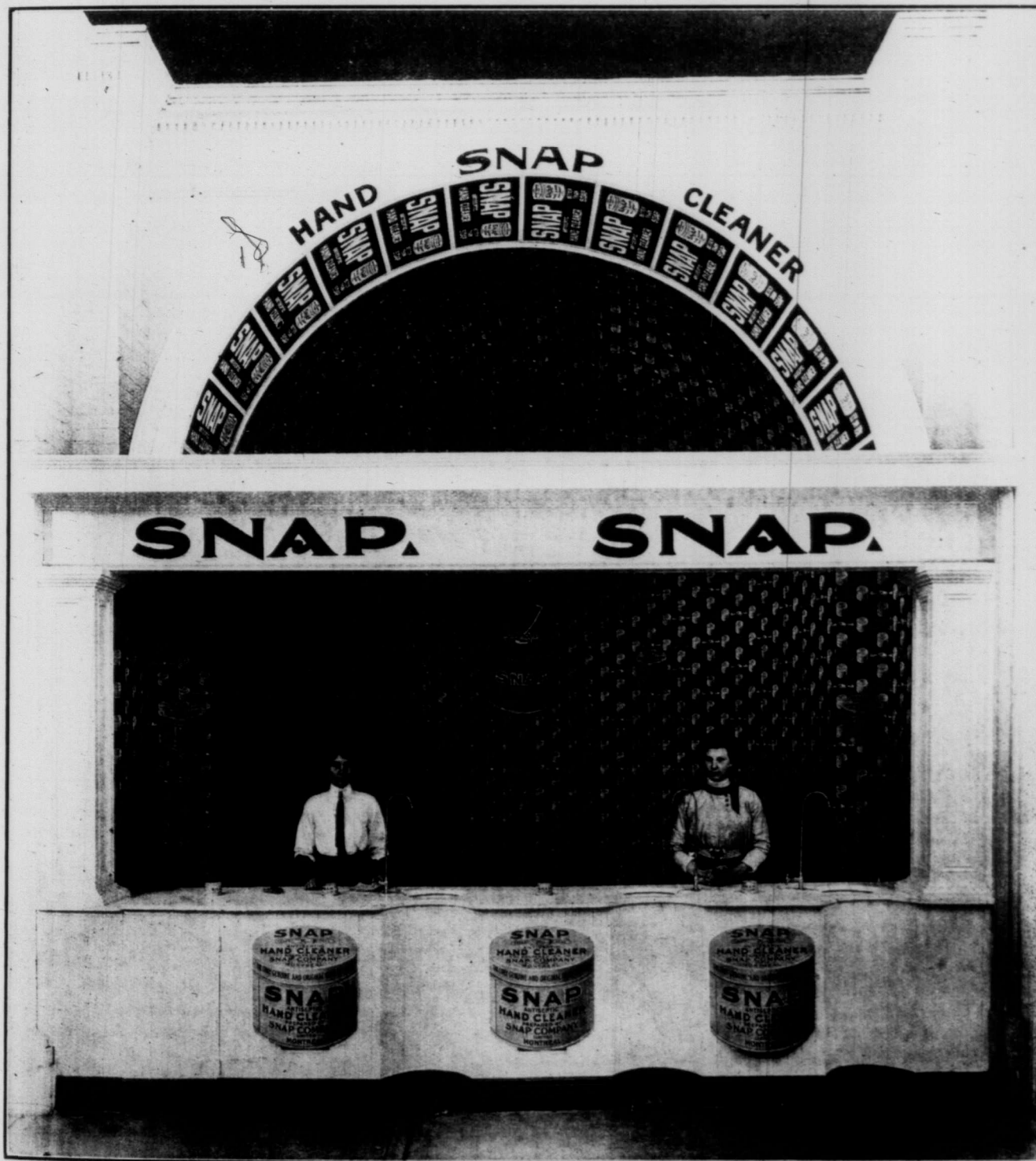
The exhibit being located at the en-

trance to the women's building, was visited by multitudes of ladies; in addition, it was a literal Mecca for the army of exhibition attendants in the Manufacturers' Building, some of whom put Snap's cleansing powers to a severe test.

Many thousands from all parts of Canada were "tagged" during the two weeks. The tag consisted of a paste-board imitation Snap can. These were carried by men, women and children. (25,000 children were tagged on Labor Day alone) and should prove a very forceful advertisement. In addition, those who called were presented with a

sanitary drinking cup, which may be folded and carried conveniently in the pocket. The whole exhibition advertising campaign was very carefully planned and most successfully carried out. There will certainly be an increased demand for this already well known antiseptic hand cleaner.

It has a steady sale during the whole year, sells at a popular price and brings the dealer a substantial profit. If you have not already stocked, order from your jobber at once. You will be pleased with results because you will have satisfied customers.



The "Snap" paper on the walls of the "Snap" Hand Cleaner exhibit was an interesting feature.

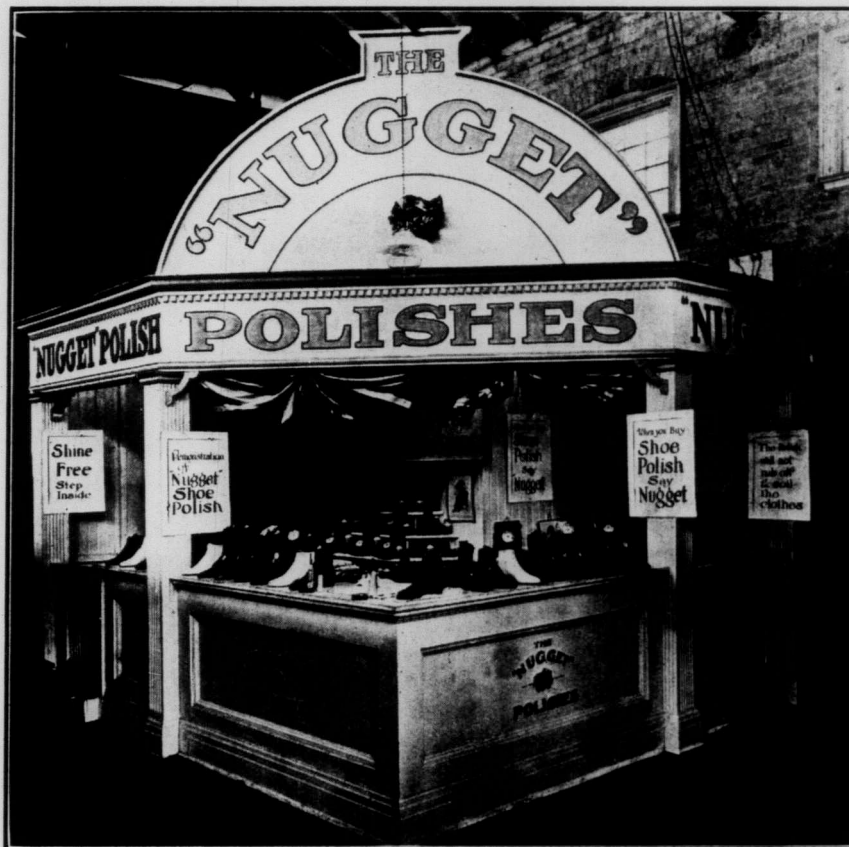
"NUGGET" SHOE POLISH.

"Nugget" polishes, now a world-wide product, and celebrated for their waterproof qualities were demonstrated in the usual effective manner at the Canadian National Exhibition again this year.

The chief object of their exhibit this year was to demonstrate convincingly to the public that "Nugget" Polish is absolutely waterproof. This was done by actual test, for seeing is believing. A shoe was polished until it showed the usual excellent shine produced by "Nugget." It was then submerged in a dish of water. When removed and wiped off with a cloth, the shine still remained and besides there were no stains on the cloth.

This shows that it will do no harm to clothing. Another feature is that "Nugget" Polishes are frost proof, and will not dry out while in stock. These are all points which have assisted in making "Nugget" a public favorite and can be used to good effect by the dealer in pushing their sale.

The slogan adopted this year was "When you buy shoe polish say "Nugget." Souvenirs were given with every tin, and a shine given gratis to visitors. The company sell "Nugget" black, tan and paste, white cleaner, creams, harness polish and "Nugget" furniture paste, all of which allow the dealer an attractive basis of profit.



The "Nugget" polish exhibit, where thousands were shown the high quality of this polish.

PUTZ CREAM AND SILVA PUTZ POLISHES.

Mr. B. A. Burke, the popular sales manager of the American Metal Polish Co., of West Somerville, Mass., was again in charge of the company's exhibit on "Polish Avenue" in the Industrial Building.

Putz Cream Metal Polish and Silva Putz silver polish have stood the test of competition for over thirty years, and are to-day unsurpassed. Putz Cream is free from acid, and gives a quick lasting polish to all metals. Silva Putz is guaranteed to polish all kinds of silver, gold, jewelry, cut glass, etc. It contains nothing that will scratch or injure in any way, and being in paste form is very economical to use.

Samples of each of the company's products were put in neat pasteboard boxes and distributed to thousands. The company received many unsolicited testimonials from those who received samples in previous years, and have been since using the goods for various purposes.

"Putz" polishes were introduced to many who took samples, and who were referred to their retail grocer for further supply. Many grocers report that they are already feeling the effects of this method of advertising and are ordering increased stock in anticipation of a very brisk fall trade.



Display of Putz Cream Metal Polish and Silva Putz Cream, two excellent lines for the dealer.

LITTE

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Display of the Litster Pure Food Co. Note how prominently the Litster mark stands out.

LITSTER PURE FOODS.

The significance of the trademark of the Litster Pure Food Co., was hammered home to the thousands of people who visited and passed their attractive exhibit in the Manufacturers' Building. Every day for two weeks, a steady stream of humanity saw the demonstration of Litster lines arranged in appealing array, and representing the mark that always stands for and guarantees food purity and satisfaction. Among the lines shown were Litster's jelly powders, extracts, spices, puddings, icings, gelatine and baking powders.

The success of Litster products has been due to a careful, close study of the chemistry of food by the men behind and the resulting superior excellence and satisfaction they have always given.

The retail dealer of to-day who is in-

ferent on business-building for the future knows the folly of handling and pushing goods that have no reputation and cannot be depended upon. This is just where foods bearing the Litster mark excel. They are the result of years of study in producing the highest quality and they can be positively and absolutely guaranteed to the consuming public.

At the exhibition, attractive informative and recipe booklets were given away to assist in making the Litster mark and products better known to thousands of Canadian homes. This is bound to aid the retail dealer who stocks and gets behind these goods with his selling power.

Purity in foods is one of the most talked of questions in household circles to-day. People are realizing the inadvisability of purchasing and using cheap,

inferior, unwholesome food products. They know such are injurious to health and in the long run prove expensive. Every department of the Litster Pure Food Co.'s factory is surrounded with the same clean and wholesome conditions as a well-kept store or home. There can be no question as to the purity and cleanliness of Litster foods, because the work is clean by system with superior facilities and carefully trained helpers to carry it out.

The work that Litster Pure Food Co. are doing to impress on the public the high character of their goods and the co-operation they are showing the dealer, will certainly mean more sales, more satisfaction, and more profit to the merchant who stocks and displays prominently the Litster lines. The trade mark itself, standing for purity and satisfaction, will be a big feature in creating sales.

H. P. SAUCE.

The well-known products of the Midland Vinegar Company were again prominently and well exhibited at the National Exhibition this year. Demonstration of H. P. Sauce, H. P. Malt Vinegar and H. P. Pickles was again carried on and without doubt will result in a still greater increase in the sales

for this sauce. This accounts for its increasing sales.

It might be well to explain the meaning of the letters "H. P.," This sauce is used continually on the dining tables of the Canadian and British Houses of Parliament, hence the title. It is a high class appetizing sauce, possessing great digestive properties, and if a

gallon is allowed to leave the factory until it is twelve months old. This gives it a uniform quality and adds a mellowness that is essential of the best vinegar.

The H. P. Pickle prepared from the choicest ingredients is a delicious appetizer, as all who have used it know. It, as well as the sauce, was served to



This illustration shows how exceedingly attractive the exhibit of H. P. Sauce and Midland Vinegar looked.

of these lines, which have met with such great success in Canada.

The popularity of all their lines must indeed be pleasing to the manufacturers and agents. H. P. Sauce takes first place with the public, and is quite a household word throughout Canada. Various titles have been given to the two initials "H. P." by the public. "Hungry People" is one of these, and there is no denying the fact that people who have once used it are really hungry

customer wants a really good sauce, the grocer should readily recommend H. P.

Nearly as well-known and advancing by leaps and bounds is Midland Pure Malt Vinegar. Perhaps no better recommendation could be given it than that it is used in the manufacture of both the sauce and the pickle. Its purity and mature age is winning public favor. It might be well to mention that two million gallons of Midland Vinegar is kept stored in Birmingham, and not a

thousands who visited the booth during the exhibition. That the public were favorably impressed is shown by the large number of orders which were left for the goods, both by householders and grocers. Besides serving these lines, thousands of samples of the celebrated H. P. Sauce were distributed to visitors.

N. G. Patrick & Co., Limited, 77 York St. Toronto, who are the Canadian agents, carry stock at those branches in Montreal, Winnipeg and Vancouver.

REDPA

One of the Nation the striking "Redpath" Sugar Refinery real.

It was a company sold at the Fair. eers of the from the first granulated Dominion, latest improved five pound

These attracted much in evidence made a fine the booth floor

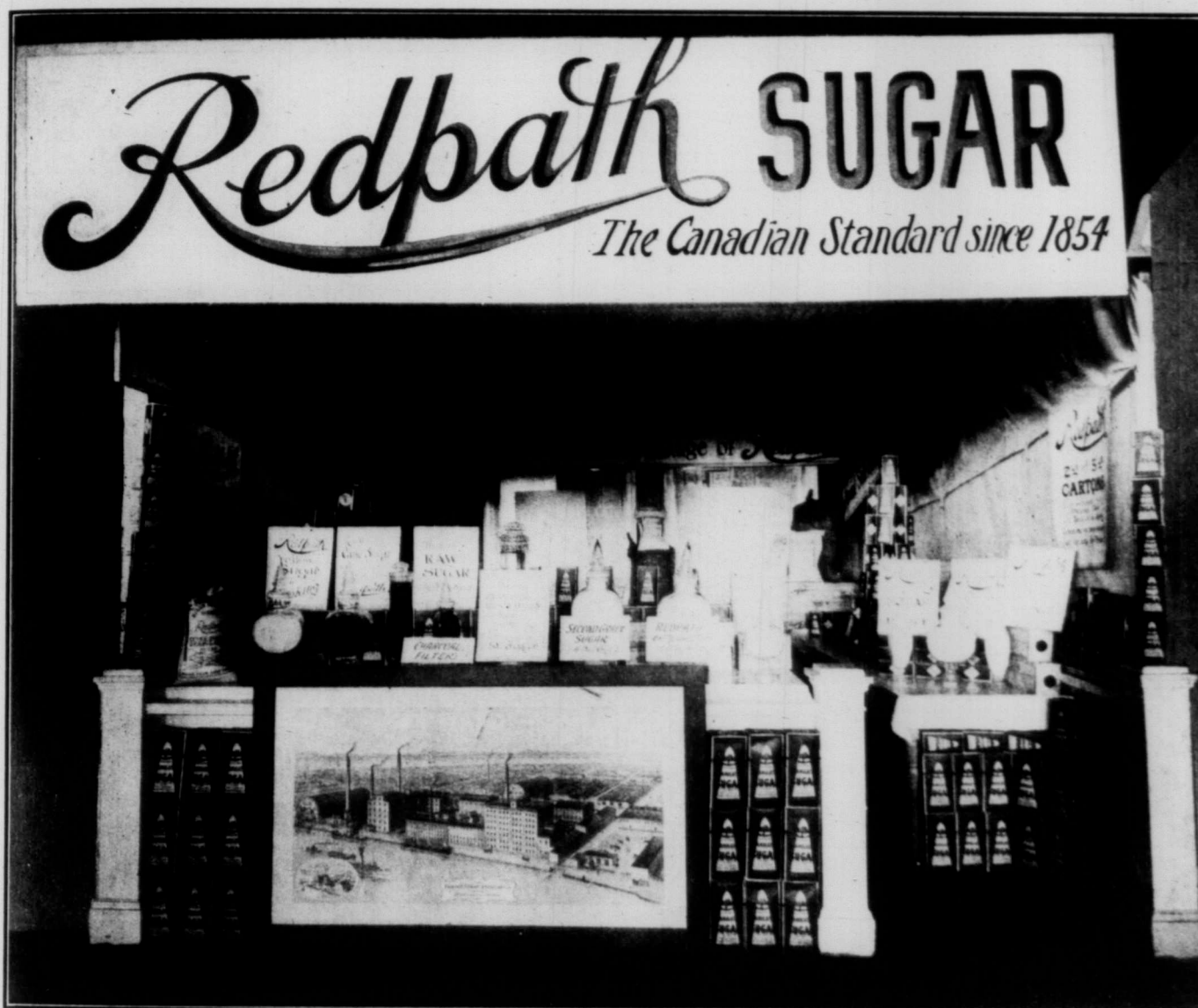


Exhibit of the Canada Sugar Refining Co., the Canadian pioneer in the sugar business.

REDPATH SUGAR EXHIBIT.

One of the entirely new features of the National Exhibition this year was the striking exhibit of the famous "Redpath" Sugar, made by the Canada Sugar Refining Co., Limited, of Montreal.

It was only to be expected that this company should be the first to exhibit at the Fair, as they have been the pioneers of the sugar business in Canada from the beginning. Their's was the first granulated sugar produced in the Dominion, and last year introduced the latest improvement, the two pound and five pound sealed cartons.

These attractive looking cartons were much in evidence in their exhibit, and made a fine showing. The big sign over the booth flashing forth "Redpath Sugar

—The Canadian Standard since 1854," the striking photograph of the big Redpath Refinery in Montreal, and the samples of different sugars on exhibition made the Redpath Booth exceedingly interesting to every man, and more particularly to every woman.

The demonstrator made very clear the superiority of "Redpath" sugars, illustrating it with samples. The pure crystal whiteness of Redpath, when compared with ordinary white sugar, must have been an eye-opener to those who had been in the habit of accepting the ordinary kind.

The two pound and five pound cartons naturally attracted a great deal of attention, and the comments made must have been gratifying to those in charge. One could not help seeing the great advantage in buying sugar, as one buys

tea, spices, breakfast foods and so many other groceries, in sealed cartons, which protect it from contamination of any kind. The cartons are very convenient, too, for keeping the sugar in the pantry.

The unanimous approval expressed by the thousands of visitors to the booth promised a demand for "Redpath" Package Sugar much greater even than at present, which means a great deal, for the cartons have sprung into popular demand almost overnight.

When Canada's finest sugar is thus put up in the most attractive way, and vigorously advertised, it simply cannot fail to be a splendid success. Grocers who feature "Redpath" Sugar are enjoying a most satisfactory trade, and those who have not previously paid much attention to "Redpath" are waking up to its possibilities.

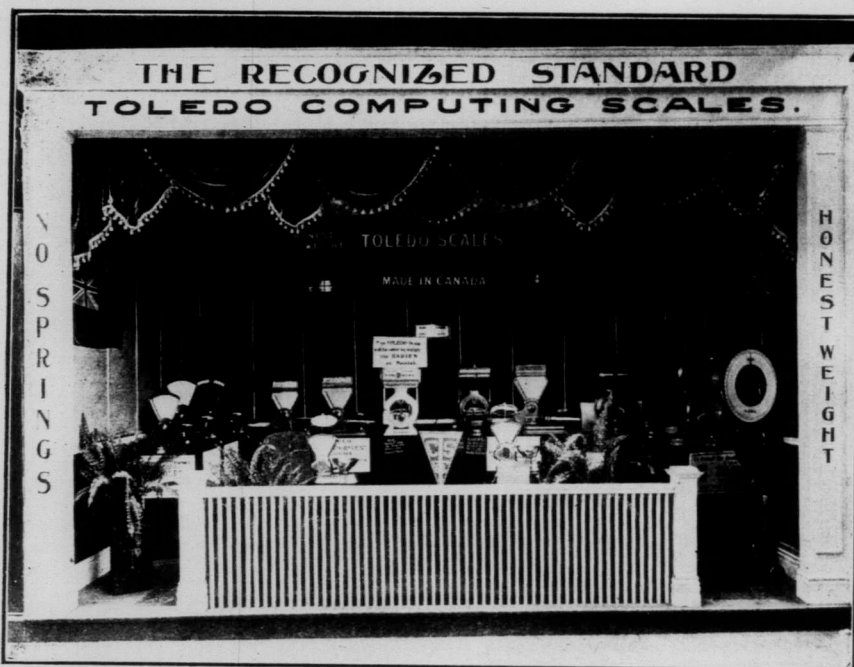


Exhibit of the scale that has "no springs" and gives "honest weight"—the Toledo.



Fine display of "2 in 1" Shoe Polish shown by F. F. Dalley & Co., Ltd., of Hamilton.

TOLEDO COMPUTING SCALES.

"Do you know what scale you just got weighed on?" asked The Canadian Grocer scribe of a man who was moving away from the booth of the Toledo Computing scale Co., where he had just been weighed on the big automatic scale—the only one of its kind in the world.

"Why, yes, the Toledo, and I am going to see if our grocer uses the Toledo when I get home. A person can certainly be sure of honest weight when they are used. Mr. Collins has just been explaining their good points to me and I can see plainly why every grocer should use them." Just then The Canadian Grocer bumped into a merchant who was leaving the booth with a happy smile on his face. He had just purchased a Toledo scale, and was happy in the thought of the money it was going to save him.

He was not the only one either for the number of scales sold by the Toledo Co. at their booth in the Manufacturer's Building this year was simply astonishing, demonstrating beyond doubt that the Toledo is the recognized standard. An extensive variety of models were shown up to good effect in their finely decorated booth. One model which attracted particular attention was an electric Toledo which besides lighting up the scale when weight is placed on it, also by an electric attachment lights up signs which may be placed at different positions of the store. These signs may be changed by the merchant whenever he desires and have an appreciable advertising value. Another new model shown was a counter computing scale with 105 pound capacity.

The Toledo Scale played an important part at the Exhibition. Thousands of people were weighed free of charge at the booth and impressed that Toledo works for honest weight. A Toledo scale also weighed the babies at the Baby Show and was used in official tests of fruits. They are the recognized standard.

TWO IN ONE POLISH.

F. F. Dalley & Co., Ltd., had an excellent exhibit of their famous "2 in 1" shoe polish in the Process Building at the National Exhibition this year in their usual effort to make their product better known throughout the continent, and thus help the grocer to sell this polish that gives "the shine that won't rub off."

Actual demonstration is the best method of convincing the public of the good quality of an article and this was the method used at this booth. During the whole Exhibition a free shine was given to anyone who wished it. The superior qualities of "2 in 1" were thus hammered home in a convincing manner, and people were urged when buying shoe

Advertis

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GUNN'S

There is standard than Gunn packers a Their goo at the C where the in the Da Manufact ticultural.

In the their fres

polish to get "2 in 1" if they really want the best. Samples were distributed for visitors to take home with them.

"2 in 1" is quite appropriately named, for, as the name implies it does the work of both a cleaner and a polish. It contains no turpentine and can be recommended by the dealer for the finest of leather.

There is no doubt that the demonstration given at the Exhibition this year will still further increase the fame of "2 in 1" polish, already so widely and favorably known. This will mean more business for the dealer who handles and pushes "2 in 1."

jellied meats, canned meats, lard and shortening, eggs, butter, cheese and dressed poultry. Gunn's, Limited, make a feature of paying special attention to the developing demand for the very highest class of food products. Gunn's Maple Leaf hams and bacon are from specially selected hogs. Every hog won't do for the Maple Leaf brand. Only about one out of every twenty is chosen. Their cure is exclusive, the rich juices and all nutriment of the ham and bacon being retained.

Inquiries for Gunn's Quality Wafer

more appetizing display at the Exhibition than Gunn's cooked meats. Their Produce Department, too, has developed wonderfully. The three well-known brands of butter, Gunn's Brand, Pon Honor and Willowdale are the acme of butter manufacturing. They put up also Gunn's "Fancy New Laid" marked eggs in specially attractive cartons, every egg guaranteed.

Gunns control the "Cooked Roulette" brand of roast and boiled ham which was originally put on the market by them and now registered.



Gunn's "Pon Honor" Food Products display in the Dairy Building.

GUNN'S "PON-HONOR" PRODUCTS.

There is no firm doing more to raise the standard of its manufactured products than Gunn's, Limited, the widely known packers and refiners of West Toronto. Their good work was well demonstrated at the Canadian National Exhibition, where they had three fine exhibits—one in the Dairy Building, a second in the Manufacturers', and a third in the Horticultural.

In the Dairy Building were shown their fresh and cured meats, cooked and

Sliced Breakfast Bacon are coming in every day. It is put up in handsome cartons of one pound net. In fact, Gunns are now selling lard, Easefirst Shortening, Breakfast Bacon and Gunn's Quality Sausages in cartons, a feature, judging from the remarked demand appeals to the consumer from a sanitary point of view. The general public are realizing more and more the value of clean, sanitary foodstuffs, and none better than "Pon-Honor" products can be recommended them. There was certainly no

This progressive firm are also going into canned meats. They will soon put on the market Gunn's pork and beans, plain and in tomato and Chili sauce, potted ham and tongue, corned beef, roast beef, jellied hock and brawn, in all different sizes. The labels are especially attractive and with the well known Gunn's quality large sales of these lines can be confidently expected.

In the Manufacturers' Building a number of young ladies were kept busy during the two weeks demonstrating Easi-

first Shortening, Quality Mincemeat and Quality Cooking and Salad Oils. The orders booked for delivery through grocers for these articles in both city and throughout the country were very numerous and far beyond expectations of the company. In fact they extended as far west as Vancouver. The two-pound tins in which the Quality Cooking and Salad Oils are put up is very attractive and

the only one of the kind put up in Canada.

In the Horticultural Building, Gunn's exhibit showed many lines which every merchant should introduce to his farmer customers, especially Gunns' Shur-Crop Fertilizers, Shur-Gain Stock and Poultry Foods; all of which have made exceedingly rapid progress since placed on the market.

Gunns, Limited, are a purely Canadian firm of 40 years standing. The company neither own nor control any retail stores, confining themselves strictly to the trade. The wonderful growth of the business may be attributed to this progressive and independent policy. They are represented by brokers in all the larger cities in Eastern and Western Canada, while their selling staff of 48 salesmen look after the Toronto and Ontario trade.



Where "Mapleine" with the "flavor de luxe" was shown. "Mapleine" is an exclusive concentrated flavoring.

MAPLEINE DEMONSTRATION.

One of the newest and most attractive displays at the Exhibition was that of Mapleine—"the flavor de luxe." Its sales have developed wonderfully in Canada because it is an article that brings customers back for more. It is an exclusive concentrated flavoring to be used in everything from a soup to a custard. It is used for flavoring cakes, candies, bon bons, ice cream, nut bread, icing, blanc mange, jelly and for making delicious Mapleine syrup—a two-ounce bottle of Mapleine makes two gallons of syrup.

"Mapleine" is not a substitute for, not an imitation of maple, but an or-

iginal, pure and wholesome preparation of roots and herbs producing a rich creamy flavor that is better than the real maple itself. It is guaranteed under the pure food laws of America to be absolutely pure and free from all injurious ingredients.

It is favored by the housewife and caterer because the flavor will not cook out of pastry and because it is impervious to atmospheric changes. It will not freeze and is not spoiled by heat; neither is it volatile.

These are some of the strong selling points for "Mapleine" and they can be used effectively by the grocer anxious to increase his trade. To assist in ac-

quainting the housewife with "Mapleine," thousands of recipe books entitled "Mapleine Dainties and How to Make Them" were given away at the demonstration booth. The courteous attendants also distributed thousands of samples of sugar and syrup made from Mapleine. The exhibit was the first shown by the Crescent Mfg. Co., at the Canadian National Exhibition and it undoubtedly created a great deal of interest which will help the grocer to increase his sales.

Samples and all information can be secured from the agents, F. E. Robson & Co., 25 Front street east, Toronto, and Mason & Hickey, Winnipeg.

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NATIONAL CASH REGISTERS.

National Cash Registers were demonstrated at the Exhibition in the Manufacturers' Building to scores of visiting merchants. The practical advantages of the cash register and the necessity for it in the store were brought home to them through actually seeing for themselves the registers in operation.

However, other store equipment may be regarded, there is no question that the National Cash Register is an absolute necessity to every keen business man.

ceipt, which is most beneficial in times of special sales.

The advantages gained from this knowledge, protection and advertising are great. They enable the merchant to check up his business from time to time and thereby eliminate the weak and develop the strong points.

The old cash drawer under the desk is but a relic of by-gone days. More money has been lost by the average dealer who has used this method for

The exhibit demonstrated that various sizes and types of registers are made by the National Cash Register Company, to suit any business. Any one of them would be a handsome acquisition to the store in addition to their great practical value, and the dealer who has not yet installed a "National" should not delay getting fullest particulars and information. The head office for Canada is at 285 Yonge street, Toronto, and their Canadian factory is in the same city.



The National Cash Register exhibit, which attracted many retail merchants.

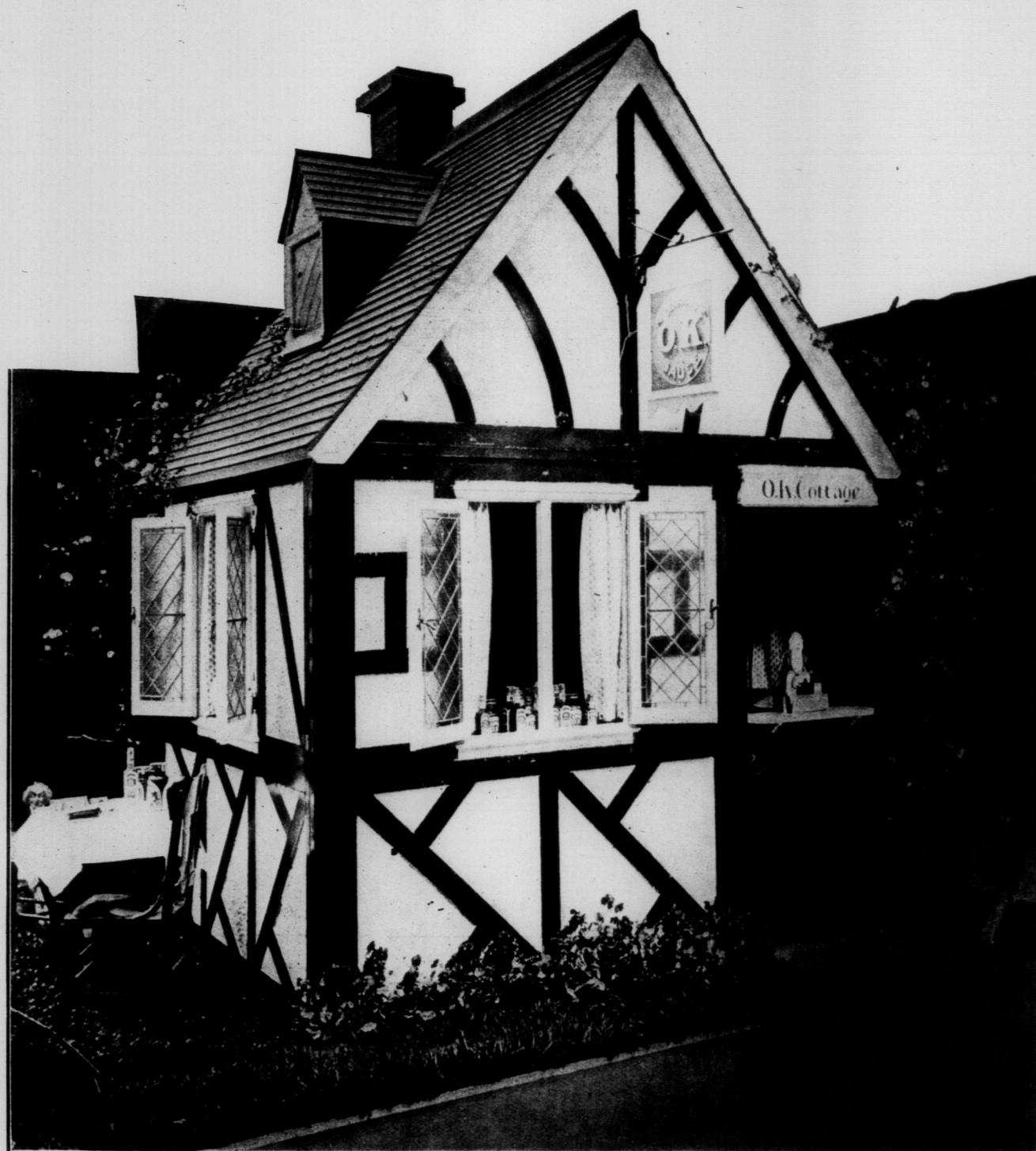
The installation of a cash register is one of the best investments a merchant can make. It relieves his mind of numerous details, some of which are bound to be forgotten. It shows him exactly amount of cash and credit sales each day, amount of money received on account, and amount of money paid out. It prevents by the "get a receipt" plan, the merchant or his clerks forgetting sometimes to charge goods sold on credit. It shows the amount of sales made each day by each clerk; it increases the efficiency of each clerk through friendly rivalry, and it gives an additional inexpensive advertising medium through the re-

any length of time, than would pay for a National Cash Register two and three times over. Forgotten charges and cash losses of all kinds would be surprising if they could only be known.

The Cash Register enables the merchant to KNOW and does not ask him to GUESS things. With the National Cash Register he knows which clerk is most valuable to the business; he knows whether one or another is entitled to the "raise," requested or not. He prevents mistakes and losses by knowing who makes mistakes, and he develops the greatest efficiency of the clerks by knowing what each is doing.

N.C.R. KINEMACOLOR MOVING PICTURES MADE A BIG HIT.

Another "exhibit" of the company in a separate building just south of the Art Building scored heavily for the company at Toronto Exhibition. Fitted up as a lecture hall, with seats and music, hundreds of people were entertained with the hourly "shows" of colored moving pictures and slides showing the rise and development of the wonderful plant and now world-wide business of the N.C.R. Co. Of wonderful interest were the pictures showing the company's "well fare" work, how by means of flowers, gardens, country clubs, classes, sports and libraries the company is seeking to make better men and women of its employes—which insensibly re-acts on their product and means better Registers for the world's merchants.



The beautiful house exhibit of the well known O. K. Sauce and Pickle.

O. K. SAUCE AND PICKLE.

If there was any booth at the National Exhibition this year worthy of the favorable comments bestowed upon it, it was that of Mason's O. K. Sauce and Pickle in the Manufacturers' Building.

The construction of the exhibit was unique, to say the least and attracted a great deal of attention. It was in the form of a small cottage surrounded by a plot of grass. Inside, there was a table daintily set for four persons, two of the articles of diet prominently

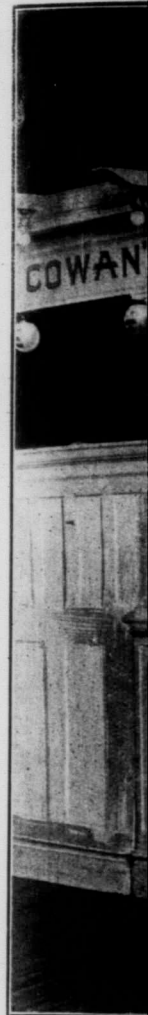
shown on it being O. K. Sauce and O. K. Pickle. Samples of the sauce were distributed to thousands of people and the high quality of both lines pointed out by those in charge.

O. K. Sauce is an absolutely pure and delicious condiment calculated to create and promote digestion. One of the strong points emphasized by the manufacturers is the purity which is absolutely guaranteed.

O. K. Pickle is the other condiment of the same firm. The company when plac-

ing O. K. Pickle on the market confidently looked to a large sale and their anticipations have been more than realized. The trade can recommend this pickle to customers as something quite distinct from the ordinary variety.

O. K. Sauce and Pickle made many more friends at the National Exhibition. They are manufactured by Geo. Mason & Co., Limited, of London, Eng. The Turnbull Co., Winnipeg, are the Dominion agents.



Exhib

COWAN'S CO

"Music hat age breast"—there in the s music as the pour forth. I to be eagerly bystander, I knew could be most delightf Exhibition — through the d facturers' Bu the Cowan Ex dozen assista serving the co Cocoa." Sur this well-know that all-satisf age—Perfeci Exhibition in to get my ore it was to feel breakfast and an icy stream So different to some of which ary thirst-que greater thirst

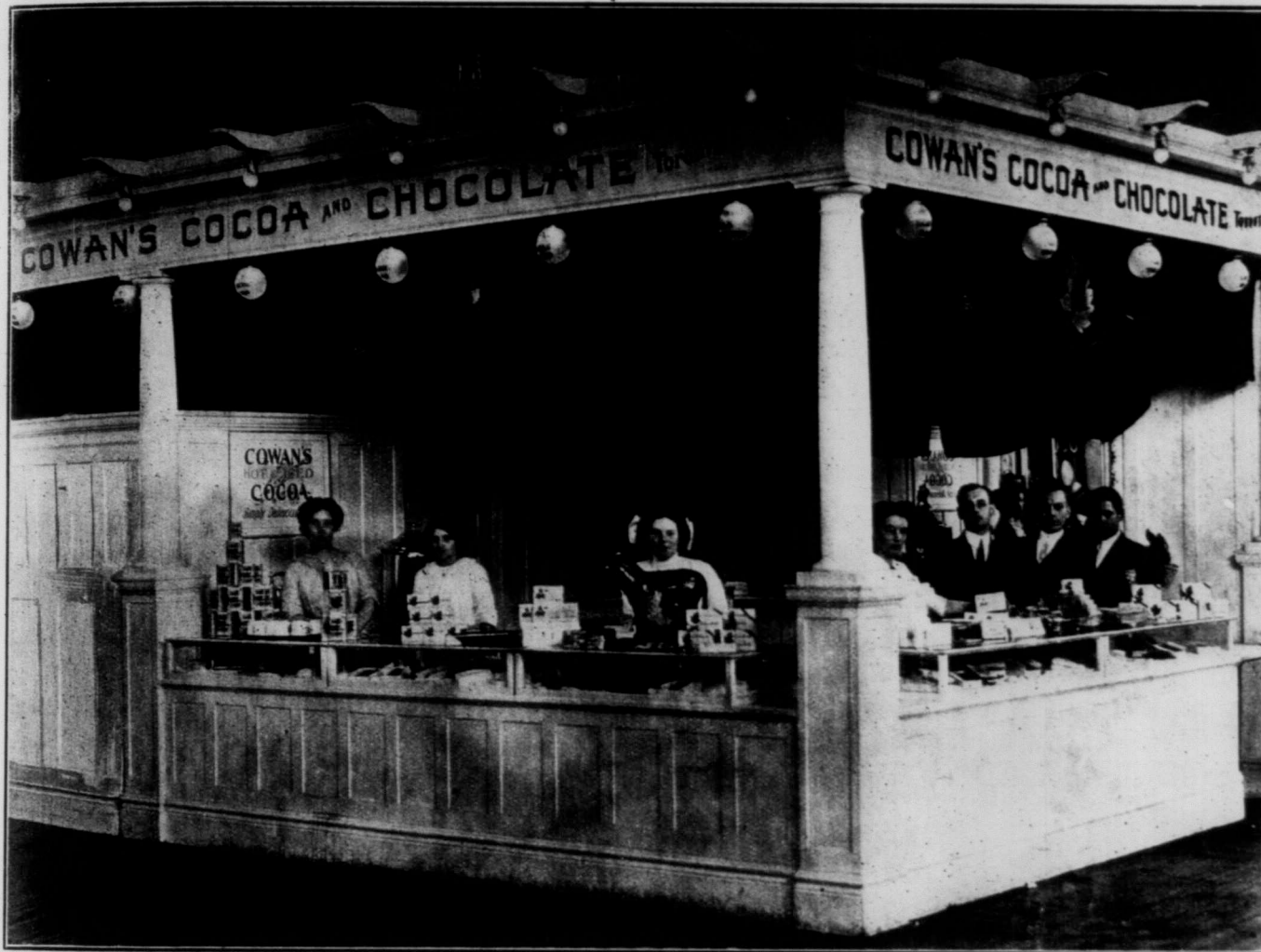


Exhibit of the Cowan Co. Iced and hot cocoa was served here, making it one of the busiest in the Manufacturers' Building.

COWAN'S COCOA AND CHOCOLATE.

"Music hath charms to sooth the savage breast"—but, oh, it was hot out there in the sun, listening to even such music as the Scots Guards Band can pour forth. Leaving my seat, therefore, to be eagerly seized upon by some weary bystander, I made my way to where I knew could be obtained the coolest and most delightful refresher in the whole Exhibition — Iced Cocoa. Struggling through the dense crowds in the Manufacturers' Building, I at last arrived at the Cowan Exhibit. No wonder the half-dozen assistants were as busy as bees serving the constant demand for "Iced Cocoa." Surely it was inspiration for this well-known Canadian firm to put that all-satisfying and refreshing beverage—Perfection Cocoa—before us at the Exhibition in ice cold form. I managed to get my order placed, and how good it was to feel the well-known friend of breakfast and supper time trickling in an icy stream down one's parched throat. So different to many of the Fair drinks, some of which seem to be only temporary thirst-quenchers, and to give one a greater thirst than ever before long.

Mothers — with their eager offspring round them—were a strong feature of the patrons of the Cowan Exhibit. Most of the children seemed to know what was good just as well as the little Cowan boy and his genial grandpa, whose faces smile at us from the newspapers and billboards. Certainly they were as keen on the Maple Buds—and why shouldn't they be. Pure milk, pure sugar, pure chocolate, as the buds are, cannot harm the kiddies. Another sweetmeat in great demand was "Almond Nut Bar"—Milk Chocolate. This is the latest Cowan delicacy. I tried a bar and found it excellent. The nuts tasted fresh and the milk chocolate was really good, making a delightful confection. Noah's Arks were there, whose animals went in two by two, but would come out one by one, to enter the waiting mouth of some happy child; for were they not made of chocolate?

Flanking the booth were huge chocolate models of donkeys—source of wonder and delight to the young folk. Milk chocolate in sticks—Maple Buds—Medallions—and every other kind of chocolate—in small dainty packages or the most artistic boxes, were being sold at a great

rate. In fact, for variety the Cowan stand was a Chocolate and Cocoa Exhibition of itself.

What lent added zest to the spending of their nickels and dimes was the fact that every child received some novelty with its purchase as a memento of this: Canada's Record Exhibition.

The Cowan Company must have been intensely gratified at this extraordinary demonstration of the popularity of their goods. To have so constant a demand from all classes of people, old and young, means that their policy of high class manufacturing methods, coupled with the use of only the choicest Cocoa Beans, is the right one.

The Cowan factory, situated in Toronto, is one of the finest Cocoa and Chocolate manufacturing plants on the continent, and—what must be very satisfactory to the patriotic purchaser—the Cowan firm is a purely Canadian firm. Their policy of making only the highest quality of goods has placed them in an enviable position with the people of Canada. The Grocer bespeaks long continued prosperity to this aggressive concern.

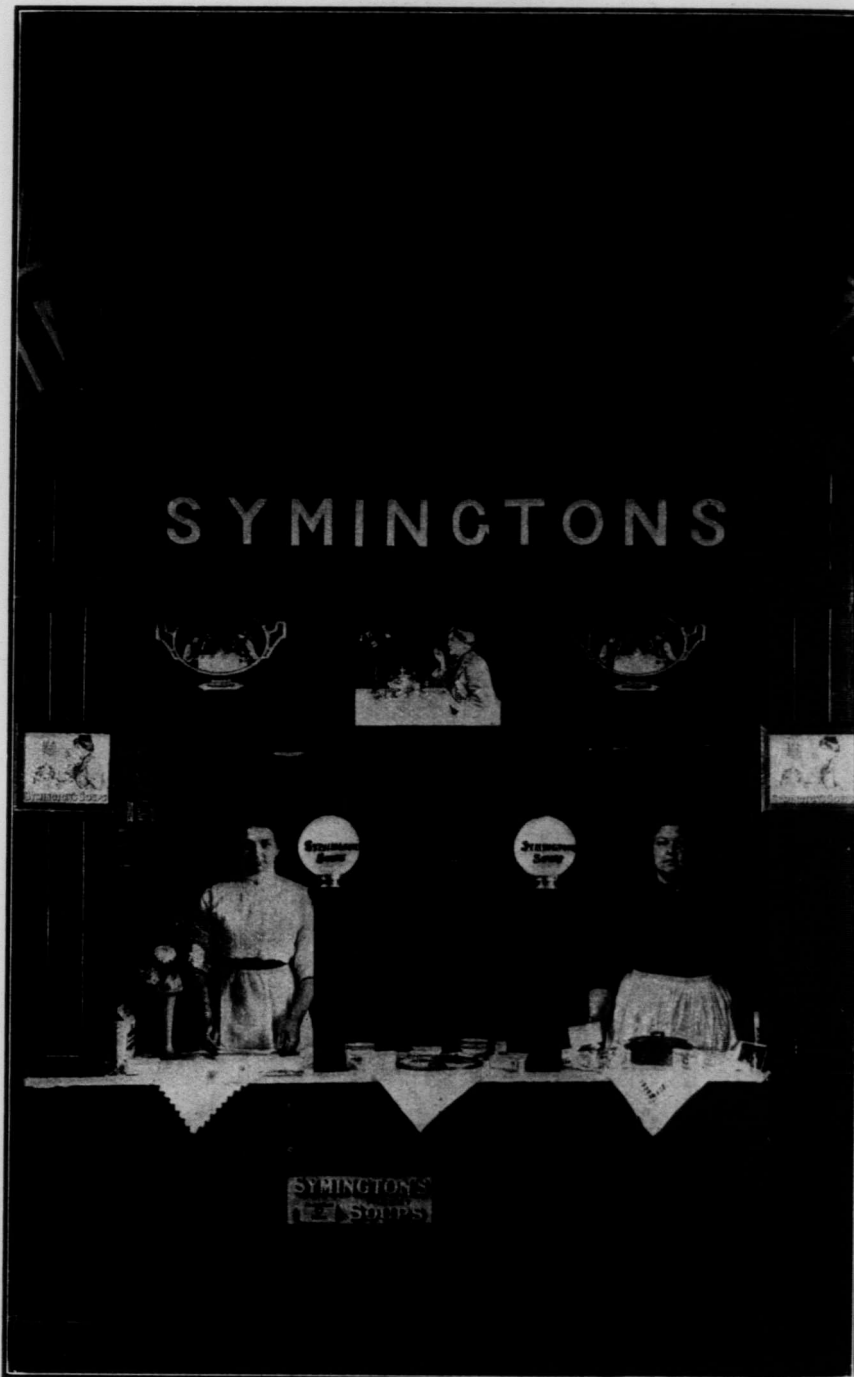
SYMINGTON'S SOUPS.

The demonstrators at the Symington booth deserve great credit for the courteous and generous manner in which they distributed thousands of dishes of delicious soup to the eager spectators, and thereby added a multitude of friends to the already lengthy list of users in Canada of these high quality soups. Symington's soups and table delicacies are MADE IN ENGLAND and sold extensively throughout the British Empire. They are used in the House of Lords and in the House of Commons.

Symington's soups have a very big sale with hundreds of Canadian grocers because of their merits. They are put up in concentrated form in nine different varieties. A full quart can be made from every package, while the cost is only 10 cents. The simple manner in which they are prepared for use is another strong reason why they have met and are meeting with such universal favor. As Ellen Terry says, "I find them delicious they always give satisfaction."

The packages in which Symington's soups are sold are very attractive in color, design and size and these all assist the dealer to sell them readily. Messrs. Symington & Co., are a firm which gives every co-operation to the dealer by manufacturing high quality soup, putting them up attractively, assisting to get them to the consumer by demonstrations such as were given at the Exhibition, and last but by no means least, by allowing the dealer a good margin of profit.

A large number of very ingenious puzzles were given away at the booth which were responsible for familiarizing the name of Symington with thousands of visitors. The agents, F. E. Robson & Co., 25 Front street East, Toronto, have a special offer for the trade in this regard and any grocer who did not visit the booth should write them at once. Take this opportunity of sending for samples of Symington's Soups if you have not already stocked them.



The "Symington Soups" display. The picture of Ellen Terry, who says that these soups "also give satisfaction," is conspicuous.

Products of the West Indies Exhibited

Various British Islands Well Represented—Raw Sugar, Molasses, and Rum Among the Interesting Exhibits—St. Vincent Arrowroot Also Shown.

In referring to the many splendid and interesting exhibits at the Canadian National Exhibition this year, a word or two must be said of those from our sister colony, the British West Indies. Products of the various Isles were shown in the new Government Building and as they were not so familiar to Canadians

as wheat, oats and potatoes and apples, the exhibit was a Mecca for the thousands of visitors.

The British West Indies include British Guiana, Trinidad, Grenada, St. Vincent, St. Lucia, Barbadoes, Dominica, Montserrat, Antigua, Bermuda, Jamaica, St. Kitts and many others.

As everyone knows the most important product of West Indies is sugar and it is probably the most important line handled by the wholesale and retail grocer in view of its extensive sale. Sugar in both the raw and refined state was shown. With its by-products, molasses and rum, the total value of sugar produced by the British West Indies amounts to some \$14,800,000 per annum. Sugar cane growing and manufacturing into raws, forms the chief industry in British Guiana, Barbadoes, Antigua and St. Kitts.

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John H. C ducers Ass tended the onto, wher hibit.

Cacao, lime juice, cotton, bananas, oranges, grape fruit are the leading products in other islands, all of which were represented in the exhibit.

The St. Vincent Arrowroot Growers' and Exporters' Association were also represented, the exhibit of arrowroot being a particularly interesting one because of its increased demand. In addition to above there were coffee, nutmegs, spices, sweet potatoes, cocoanuts, etc.

Retail Grocery Exhibits at the Fall Fair

First Prize Display Shown Last Year at Collingwood—Advantages of Such An Exhibit —Creates An Individuality For the Store Showing It.

That the Fall Fair presents a splendid opportunity for grocers to do some special and effective advertising is recognized by many. Now that the season is with us again, dealers should give some consideration to this matter and

demand. The array of food products in this booth is one that reflects credit on the proprietor. It is attractive, inviting and compelling.

And why should not the retail grocer take advantage of the Fall Fair as well



An exhibit by a retail grocer which took first prize at a Fall Fair last year.

The West Indies exhibits were in charge of Mr. Pickford, of Pickford & Black Steamship Co., which operates between St. John and Halifax to the Islands.



John H. Grimm of the Maple Tree Producers Association, Ltd., Montreal, attended the national exhibition at Toronto, where the company had an exhibit.

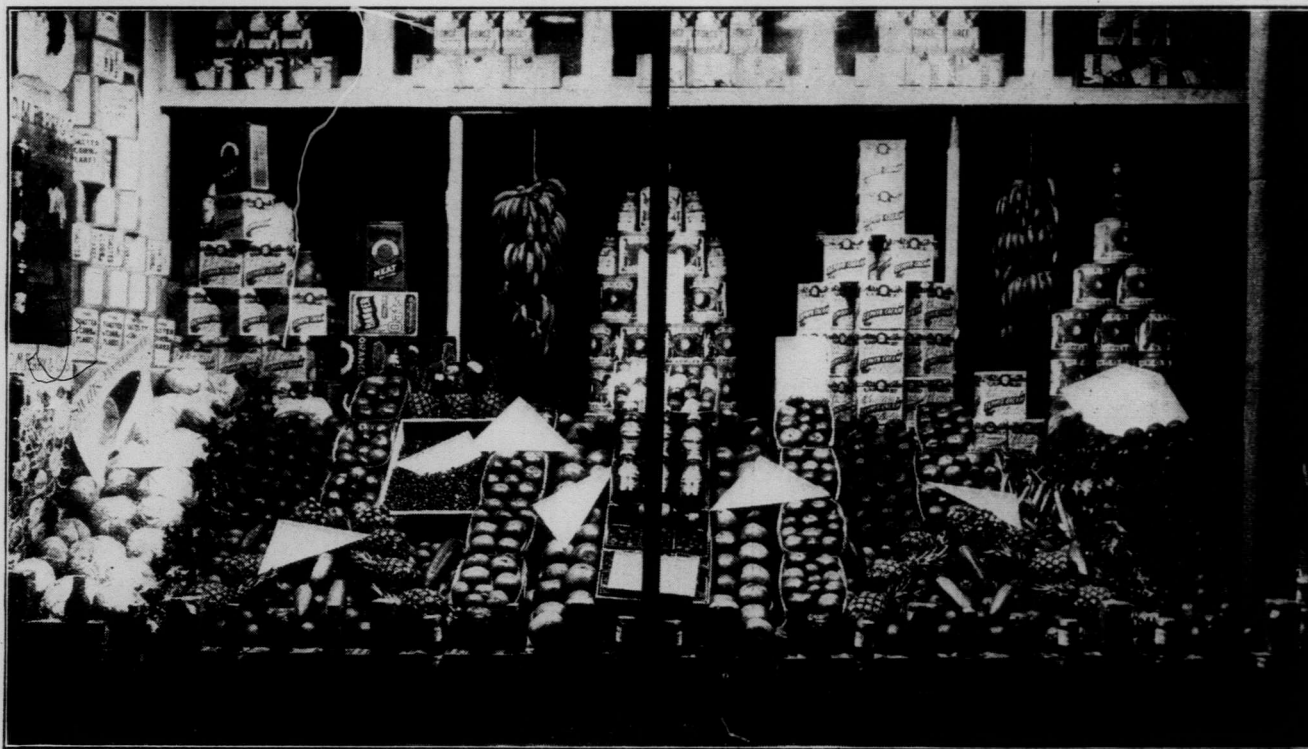
arrange if possible to have displays of the goods they sell, on the grounds.

The illustration shown herewith represents the exhibits of E. Fawcett, at the Great Northern Exhibition in Collingwood in 1911. It won first prize.

An exhibit of this character is sure to increase sales. It gives the house a reputation that will last. The words "Pure Food Grocery" is a strong drawing card in these days when wholesome food sold under the most sanitary conditions is

as the manufacturer? The retail dealer should strive just as much as the manufacturer to create an individuality about his store that would give him a reputation for selling good goods.

Those dealers who exhibit at Fall Fairs should pay particular attention to two things. They should first have an attractive display of good foods and they should have an expert demonstrator in charge.



A fruit display which will attract considerable attention.



An attractive method of showing vegetables.

A display of this nature would pay for a week-end sale.

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Auto Delivery Experience of 15 Months

A Dealer who Has Given It Fair Trial Is Satisfied with Results—What Two Machines Have Done—Cost of Maintenance and How It Has Been Reduced—A Limit To What Any Machine Will Do.

*By Henry Johnson, Jr.

In these pages, on May 12, 1911, I detailed the circumstances that led to my purchasing two automobiles to take the place of three horse-drawn wagons. I outlined a program on which I had based the purchase. After upwards of 15 months' experience, I am so satisfied with what I have got out of machines, that I have bought another. I am moved to write up what I have done particularly by a review of various opinions which I recently read, one of which ended with the statement that the writer felt he was out just about \$1,000 during the past year because he had gone into automobiles.

Big Demand for Chauffeurs.

Shortly after I bought my machines, circumstances compelled me to leave my store and turn the management over to another. Our town has gone almost altogether to motor cars during the past three years or so, hence there was great scarcity of drivers a year ago. Almost anybody who thought he could "drive a car," could get a job on his own terms. That is, he could get \$12.00 to \$15.00 a week; and he could demand the services of a "helper" to ride with him and do all the work except simply drive the car and give it such "expert" attention and care as he felt fully capable of giving it.

Our town has one strict ordinance against leaving the car unless the engine is stopped. The cranking of the machine is somewhat hard; and it was therefore easy to convince an inexperienced owner that the "chauffeur" could not run the car and deliver too. I had some ideas on this subject myself, but, as stated, I had to leave so soon that I had no opportunity to work any of them out. Add to all this, that many of our streets were badly cut up for new pavement and that the winter was one of exceptional severity, and you have a combination that it was truly hard to beat.

Went Through the Deep Snow.

To judge from reports I got, the expense was terrible and the worry past understanding. The cars seemed to be in the shop most of the time. It looked like they would be a pile of junk at the end of the first year. They were, and are—air-cooled cars, with high wheels,

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

so they did not freeze up and they did go through the snow—20 to 28 below zero and plenty of snow, if you will remember. Many days the engines were started at eight a.m., and ran without one stop until 6.30 p.m., or so—which was some test of endurance, if you stop to think of it.

So it was when I returned and took hold again, sixty days ago. Since then I have been doing a few things.

Cost of Maintenance.

My first investigation into Facts not fancies, revealed the facts that the cost of repairs had been \$15 per month, per car; and gasoline and other supplies had run up to \$20. So it had cost me \$35 per month each car, or \$70 per month for the two. Next I found that the cars had run in places and circumstances where horses could hardly have gone at all. Then I found that they had done the work of four single horse wagons. Basing the drivers and helpers on two to the car, I had the same number of employees on that work that I should have had on four wagons at about the same average pay, so that played even. Figure it out for yourself and see how the expense compared.

Drivers' Expenses Cut Down.

But I was doing better than that, for during the year many more men had become educated to run cars, so I could readily get all the good help I wanted. Then those men had found it less easy to get work, because the men had come along faster than the new cars had come into service, so they had suddenly discovered that they were perfectly willing to run the cars and also deliver; thus, two good, bright boys, at \$12 and \$13 per week respectively, were—and are—running the two cars, and delivering the goods, unless on such big loads as it pays me to give them helpers to get the work done speedily.

So it looked to me as if I were already getting the cars run at less expense than four horses would cost and at not more than 60 per cent. of the wages cost of four drivers.

What the Repairs Had Done.

But the repairs were still too high—needlessly so, it seemed to me—and there was the question of what was the real condition of the cars themselves; that is, whether the abuse to which they had been subjected throughout the formative period had not in fact made the depreciation a prohibitive charge. So

I got busy to satisfy myself on that head. Here I was again pleasantly surprised. For I found that the heavy repairs had operated to actually replace such parts as had been broken or shaken loose, and a moderate overhauling would really put the cars into condition to run probably for four or five years more, with such ordinary good care as greater experience on the part of the drivers would enable me to get.

So, when the smoke had all cleared away, I concluded that my investment of \$1,500 had been a good one. Then I proceeded to buy another car of a somewhat later model, but still of the same make and kind, a little more substantial in build, for \$850. Now I am having all the cars put into first class shape, cleaned up, painted and made like new, preparatory for the winter of 1912-13. Moreover, I have instituted a system of routine care of the cars which up to date has reduced my repair bills to about 10 per cent. of what they had been; and, with the new car to work in for changing around, I believe I can reduce that item of repairs to such little things as are entailed by a horse picking up a nail, or dropping a shoe. So I feel that I am excellently fixed for the future and am well pleased with my delivery outfit. Add to this that I can use three fine cars on busy days, and I have reason, indeed, to feel completely satisfied with my experience.

The Routine Details.

Next week I shall give you full details of the daily routine of which I have spoken, for it deserves a separate article. Meantime I want to outline some of the points on which we should think before we jump to hasty conclusions on this automobile question.

First, we are in a transition stage in this matter of motor delivery. We shall have some troubles; but they are new troubles and are therefore liable to seem more puzzling than old ones to which we have become accustomed through long years of familiarity. For instance; we have had a horse die of colic, and have looked upon the loss as one of those things which "cannot be helped" in our business. We have had a nice little mare step into a manhole and break her ankle—had to be shot. That was an "act of God" and must be borne with. Let us offset these old things with some of the new ones and we shall get on better—also lose less sleep.

A Limit to Everything.

Second, just because a motor car is made to run, it is not well to conclude that it will always run automatically. No horse will do that. No locomotive ever goes out on a run until it has been

completely overhauled from the previous run; and even then it sometimes gives out. Yet locomotives have been found economical as a general proposition. Years ago, railroad men used to take some chances with locomotives; but they found it was expensive to do so. We have long known that it is expensive to take chances with horses. Let

us give the auto a chance by being just a little bit careful and foresighted with it.

Third, do not blame the boys. Look into things and plan a little bit yourself. You can hardly expect a young man to "take an interest" in a machine you neglect entirely yourself.

Effect of Weather on the Western Crops

Report From Edmonton States Wheat is All Ready to be Cut — Quality Likely to be Better Than Last Year — Insufficient Harvesters a Handicap—Wet Weather Delay Helped Twine Supply.

Special Staff Correspondence.

Edmonton, Alta., Sept. —Since writing last the West has been experiencing a period of very wet weather which has very seriously retarded harvesting operations. In this northern country the grain is nearly all ready to cut but on account of the heavy downpour it has been almost impossible for the farmers to make any headway. The grain that is uncut is, so far, the best off, there having been few heavy rainstorms or hail to injure it, while that in the shock, on account of the continued damp, is beginning to grow, and unless the weather continues fine as it is today very much of it will be seriously injured.

Hope for Quantity and Quality.

However, there is no very widespread damage done yet, and if the weather takes up now the yield will be good both in quantity and quality.

Through the West generally the reports are very conflicting as to the amount of damage done, but the prevailing opinions of those best able to judge are that although harvesting and threshing have been seriously retarded by the wet weather there is so far no great cause for alarm, but it is admitted that a continuation of present conditions for a week or ten days longer will have very serious results, and both farmers and business men through the whole West are feeling very anxious about the general situation. Had it not been for the wet spell threshing would now have been in full swing, and large quantities of grain would be finding its way to the lake ports.

Farm Laborer Question Serious.

The help question is a serious one at many points, not enough harvesters having come from the east this season to supply the demand.

The binder twine supply is lately more plentiful, large quantities having been shipped in from Chicago and other points. The delay caused by the wet

weather was a big factor in relieving the situation. If it had not been for this the shortage would have been acute.

A FINE OF \$20,000.

The American Sugar Refining Company has been ordered by the Treasury Department to refund to the United States \$20,000 due the Government as the result of fraud committed by the officers or employes of the Sugar trust.

Suit to collect the amount will be filed by the Government if the trust does not make payment within a reasonable time, it is said.

The alleged fraud was committed at the port of New Orleans and covers a period of years. Agents of the departments of the Treasury and Justice have found that during this period considerable sugar was admitted which did not correspond to the samples which were submitted to the appraiser of the port. The officers of the port have been directed to reliquidate these entries to the amount of \$20,000.

TRACING BAD EGGS.

In a certain town in Ohio the grocers have devised a scheme to protect themselves from financial loss entailed by replacing ancient eggs with good ones when customers complain. These dealers have adopted the system of assigning a number to each wholesaler or farmer from whom they purchase. Each egg, when it enters the store, is numbered corresponding to the name of the seller. If the housewife finds an egg that offends, she calls the grocer, gives the number, the egg is replaced and the original seller is required to make good to the grocer.



A store cannot qualify in the elite class if the floor, where customers are expected to walk, is littered with boxes, baskets, barrels, etc.

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Experience Necessary for Good Success

A Man Unacquainted With a Trade Cannot Expect to Make a Success of it—The Story of a Farmer Who Saw a Fortune in the Grocery Trade But Failed to Secure it—His Methods Spelled Failure—A Lesson for Clerks.

"The man in the grocery business needs to know something about it," remarked an old grocer the other day. "In fact," he added, "a man cannot expect to succeed in a business with which he is not acquainted.

"It is true that there are men who have entered the grocery business without experience and by means of careful application and study have succeeded but chances are all against it. In such cases, it is safe to say that if their early training had been in connection with this trade, their success would have been even greater."

Farmer Seeks Other Fields.

Down near a progressive Eastern Ontario town there was a farmer, and a good farmer too, who had managed to make considerable money in the tilling of the soil. Like many another man he saw better futures in other lines of endeavor and yearned to give up the farm for one of them. In this case the bag of gold which dangled before his eyes was to be secured in the grocery business. A nice little corner grocery with plenty of customers was his ideal. He had seen other men engaged in the business making more money than he was. He had not taken into consideration that these men had made a careful study of this line, which, if he only had known, explained the reason for their success.

Goes into Grocery Business.

His spirit kindled with the fire of discontent, he sold his farm and began to look around for a place to locate in business. It came too, for a good block in an excellent location was being opened in the town in question. He secured a clerk supposed to be well acquainted with the grocery trade to take the helm while he secured some slight insight into the trade in which he had decided to launch.

The clerk was entrusted with the buying of the stock. Apparently, he believed that a good sized stock was the main thing in business, and he bought heavily, all lines of goods and in large quantities. Under these conditions, with a much larger stock than was really needed the store was opened. Then the clerk, puffed up with importance of the position he held, demanded an enormous salary which the farmer-grocer refused, so he left.

The proprietor decided he would look

after things himself. He could not, of course, weigh or parcel correctly or rapidly and seldom knew the price of any article so that when a customer enquired a price, there was a long waiting spell while he looked up the necessary figures.

No Advertising Done.

He attempted no advertising. Probably the idea never occurred to him. As regards window displays, it consisted mostly in keeping that portion of the store well filled with goods which were seldom changed. It is hardly necessary to say that in a city where competition is keen, using unprogressive methods, or practically no real methods at all, the business did not prosper. At the back of the store eating peanuts or employed in some similar task, he sat, waiting for business to turn up.

Made an Early Sale.

The end of the story lies in the fact that business continued without improvement, he found himself falling farther behind and he was forced to sell while there was yet time to save a little of the money he had invested. The experience he secured in the grocery business had been costly. He is now engaged as a day laborer, making much less than he did while on the farm. Thus, is shown the folly of discontent and bearing out the fact that fields far off look green, but often are not.

The merchant who took over the business was acquainted with the grocery trade. He has done well so far and is destined to make it a good paying proposition.



FOOD INSPECTION DISTRICTS.

Order in Council Passed Establishing Them in Canada.

Ottawa, Sept. 2.—An order in Council has just been passed establishing certain districts throughout Canada under the adulteration of food act. The Maritime and Prairie Provinces each composes a district in itself. Ontario is divided into six districts—Ottawa, Kingston, Northern Ontario, Toronto, Hamilton and Windsor.

Toronto comprises the city of Toronto and the counties of Simcoe East, North and South; York Centre, North and South, and Ontario, North and South.

POSTPONED PICNIC A SUCCESS.

Four Thousand People Enjoy Outing With the London Grocers.

London, Ont., Sept. 12.—(Special)—

After being postponed for a week, on account of rain the Retail Grocers' picnic at Springbank Park, was attended by four thousand people. It was an ideal day, just warm enough to make one want lemonade and ice cream cones, and the committee saw to it that everyone got what he wanted. The programme was replete with features of unusual excellence. The playing field was roped off so that all could see the big event of the day, the Johnston-Flynn fight was staged as near to the real thing as possible, Jack Anderson played the part of Jack Johnston and Charley Meyers that of Jim Flynn. Four fast rounds were fought, and to make the event as realistic as possible seconds were in attendance between rounds. The seconds were Harry Ranahan and Thos. Shaw, and Ed. Ryan and Wm. Mullins, respectively. Despite the efforts of the police the "fight" was finished at the end of the fourth with "Johnston" the winner.

Bun eating and watermelon contests kept the crowd in roars of laughter, as well as the boxing in barrels. Wm. Mullins sustained the injury of a broken thumb in the last named event.

The bay show which included 42 entries, was looked after by Harry Ranahan, who claimed the finest babies in London were entered and it was difficult for the judges to make their decisions.

The Irish and Scotch dances in costume were great attractions, as good as any seen on a vaudeville stage.

Gordon Drake and Robt. Collins looked after the refreshments and saw that the boys had all they wanted. The committee who deserve credit for all the details and hard work were, Pres. John Diprose; Treas., Thos. Shaw; Secretary Jas. McKenzie; J. A. McFarlane, H. Fountaine, Harry Ranahan, Wm. T. Mullins, G. B. Drake, J. W. Eddy, M. A. Young, Norman McLeod, and E. J. Ryan, chairman of committee.

Notes on the Day.

It was a touching scene to see Adam Palmer bid good bye to his wife as he left to judge the babies.

The grocers from Toronto, Hamilton and Brantford were missed, and the guests' race had to be eliminated. The weather man was certainly unkind to them.

Some of the local travelers acted at judges.

The ball game between grocers and butchers was won by the latter.

Current News of the Week

Ontario

H. B. Clement, grocer, Burlington, Ont., has sold his business.

Mrs. J. A. Ewing, grocer, Hamilton, Ont., has disposed of her business.

M. J. Crowley, grocer, Peterboro, Ont., has sold to H. O'Rourke.

Norman Edwards of Hamilton has sold his grocery business to Daniel Mahoney.

Spencer Smith of Toronto has sold his grocery business to E. S. Calder.

Hot weather and a flood of supplies caused 700 baskets of fruit on the Hamilton market to spoil on Saturday last.

John A. Ewing has sold his grocery and butcher business at Hamilton to Geo. Robert.

E. F. Mason, grocer, Peterboro, Ont., visited the Canadian National Exhibition on Friday last.

E. J. Ryan and Gordon Drake of London, Ont., were in Toronto last week attending the exhibition.

Frank B. Sheidy's grocery store, Welland, was broken into recently, and about ten dollars worth of tobacco and cigarettes were stolen.

Thos. Marion, general merchant of Rapids Des Joachings, Ont., was in Toronto last week attending the exhibition and making fall purchases.

An executive meeting of the Ontario Retail Grocers' Association will be held in the Board of Trade Building, Hamilton, on Wednesday evening next, Sept. 18, when the different committees will report on their progress and the work to be done during the fall outlined. All members of the Association whether on the executive or not are invited to be present and take part in the discussions.

Quebec

A. W. Hugman, A. W. Hugman, Ltd., attended the Sherbrooke Exhibition and superintended the firm's booth there.

R. Hendery, Rose & Laflamme, Ltd., Montreal, has returned from a business trip through Ontario.

J. Strike of L. H. Packard & Co., has returned after a fortnight's vacation in the Laurentians. He reports that the trout were in a "taking" mood.

A. G. Snowdon, of Snowdon & Ebbitt, commission merchants, Montreal, has returned after an extended trip through the North-western Provinces and Ontario.

A. H. Brittain, president of Maritime Fish Corporation, Limited, Montreal, has

left town for Westport, N. S., on business. Harold G. Connors of same firm has returned from his honeymoon trip.

The Asch Co., Montréal, at present located at 1486 St. Lawrence Boulevard, will soon occupy their four storey building situated on same street and will manufacture the new A. B. C. mop and other grocery specialties.

Joseph R. Wilson, manufacturers' agent, Toronto, has been appointed sole agent for Canada of the Tenney Candy Co., New York. This firm manufactures fruit and nut chocolates and a standard line of chocolates as well as small package goods.

F. H. Anson, for many years connected with the Ogilvie Flour Mills Company, has resigned, and last week his departure was marked by two presentations. On behalf of the company and the directors, a handsome silver tea service was presented, while the employees made him the recipient of a solid gold cigarette case. Brief addresses were made referring to the manner in which the retiring superintendent always fulfilled his duties.

Western Canada.

Mrs. A. M. Roff, general dealer, Morse, Sask., has sold to Pitcairn & Sharman.

Stock of the estate of John Manners, grocer, Winnipeg, has been sold to Geo. T. Grant.

Max Hayman, general dealer, Calder, Sask., has been succeeded by the Calder Supply Co.

Arthur Hemingway, general merchant, Arrow Park, Sask., has sold to B. M. Bawran.

The Canadian-American Egg Company, Limited, are erecting a plant at Canora, Sask., for the preserving of eggs by a Danish process. They propose to establish plants in Regina, Sask., and Calgary, Alta.

Sir Max Aitkens and R. B. Bennett, M. P., of Calgary, have purchased a string of eighty grain elevators in Western Canada, with a total capacity of 3,000,000 bushels. The elevators were owned by U. S. interests.

William Wilson of the Winnipeg factory is the manager of the Mooney Biscuit & Candy Co.'s new factory at Vancouver, B. C. Before leaving he was presented with a solid gold watch by fellow employees in the Winnipeg factory.

The first of a dozen fishing boats to cost \$16,000 each for the Canadian Fish & Cold Storage Company, Ltd., of Prince Rupert, is nearing completion in Vancouver. The vessels will be built on the same uniform design. Geo. H. Collins, managing director of the company, states that fishing operations will be started early in the new year. A \$500,000 cold storage plant with a capacity of 12,000,000 pounds was recently completed at Prince Rupert. Three trawlers, each costing \$45,000, were recently launched at Grimsby, England, and will reach the coast in December. A plant for the manufacture of boneless and dry salt cod fish is now under construction for the company at Prince Rupert. It is also proposed to erect a fertilizer plant next year on an island in that vicinity and supply it with the non-edible fish caught in connection with fishing operations.

CURRENT MARKET NEWS.

Reports from Almeria indicate a short crop of grapes. Last year Almeria sent away 2,500,000 barrels. This year it does not expect over 1,600,000 perhaps 1,800,000. Bad weather is given as cause of the shortage.

Reports from Cape Cod, Massachusetts, are to the effect that the cranberry crop in many sections of that state will be small during the coming season. The crop was first damaged by frost and later the hot weather and drought caused the fruit to wither.

Conditions in Florida have been favorable for oranges, and it looks as if there would be good crops. The season, it is stated, is about three weeks earlier than usual, or about Oct. 1.

California's walnut crop will exceed that of last year by about 2000 tons, it is said. This would make the yield about 12,665 tons.

California is having the largest almond crop in its history. It will exceed that of 1910, a banner year, that witnessed a yield of 3,000 tons, valued at \$750,000. The increase is due to larger acreage and favorable weather.

BUSINESS FOR SALE

GROCERY BUSINESS FOR SALE—ABOUT \$2,800. One of the best located and longest established in west end Toronto. Best class of trade. Good profits. Owner retiring. Lease obtainable. Rare chance for hustler. Box 447, Canadian Grocer.

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Granulated, 2-lb

The Markets---Big Demand for Sugar

For Preserving Purposes—Fruits are Plentiful in Most Sections—Sugar Market Fairly Steady at Moment—Fancy Cheese Lower in Montreal—Canadian Sardines and Herring Easier—Cotton Twine Steady.

QUEBEC MARKETS.

POINTERS—

Sugar—Steady.
Valencias f.o.s.—Up 1 cent.
Fancy Cheese—Lower.
Canadian Sardines—Down.
Canadian Herring—Down.

Montreal, Sept. 12.—There seems to be some prospect of lower prices on some lines just now, as the present high cost covering practically all lines has undoubtedly proven an incentive to greater production. Again, the world's crops of grain are generally conceded to be very large this year, and this must go far towards reducing prices on a number of food stuffs.

Fancy cheese shows a decline, that is the Limburger and Edam varieties, the price for the former being 19-20 now instead of 24-25, while the latter is selling at \$10 per dozen instead of \$10.50. Gruyere cheese on the other hand has advanced.

More lines on the "mark down list" are Canadian pack herring, five cents having been knocked off, making prices now 90 cents per doz., while Canadian sardines which once sold as high as \$3.50 per case are now quoted at \$2.80.

SUGAR.—The market is steady at present, there being a good demand. Wholesalers expected an increase following advance of raws in New York but refiners evidently felt that the stiffening was more a result of speculation owing to a temporary scarcity, it being the end of the season. Needless to say the period between arrival of new crop and tail end of season for old crop affords a good opening for the speculative elements to get to work. What lends further strength to situation though, is the fact that U.S.A. have been obliged to import certain quantities of European sugars until the domestic new crop is supplied. It is stated that some 25,000 tons of good quality beets were imported from Hamburg. But it is hardly likely that a similar shipment could be secured on same money basis as its effect on the European market is reflected in the advance which took place there. It is too much of a problem for us to state definitely what the future trend of the market will be, suffice it to say that at time of writing the tone of market is generally steady with a tendency towards a stiffening.

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|------------------------------------|------|
| Granulated, bags | 4 95 |
| Granulated, 20-lb. bags | 5 05 |
| Granulated, 5-lb. cartons | 5 25 |
| Granulated, 2-lb. carton, per cwt. | 5 25 |

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

MOLASSES.—The market continues firm for molasses, grocery grades having sold well, due no doubt to the cooler weather which has set in.

Syrups are also selling well, the scarcity of maple, having stimulated an already good trade.

| | | |
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| Fancy Barbados molasses, puncheons | 0 38 | 0 40 |
| Fancy Barbados molasses, barrels | 0 41 | 0 43 |
| Fancy Barbados molasses, half-barrels | 0 43 | 0 45 |
| Choice Barbados molasses, puncheons | 0 33 | 0 35 |
| Choice Barbados molasses, barrels | 0 36 | 0 38 |
| Choice Barbados molasses, half-barrels | 0 38 | 0 40 |
| New Orleans | 0 25 | 0 28 |
| Antigua | 0 30 | 0 33 |
| Porto Rico | 0 40 | 0 43 |
| Corn syrups, bbls. | 0 03½ | 0 04 |
| Corn syrups, half-barrels | 0 03½ | 0 04 |
| Corn syrups, quarter-barrels | 0 04 | 0 04 |
| Corn syrups, 3½-lb. pails | 1 90 | 1 95 |
| Corn syrups, 25-lb. pails | 1 35 | 1 40 |
| Cases, 2-lb. tins, 2 doz. per case | 2 90 | 2 95 |
| Cases, 5-lb. tins, 1 doz. per case | 3 25 | 3 30 |
| Cases, 10-lb. tins, ½ doz. per case | 3 15 | 3 20 |
| Cases, 20-lb. tins, ¼ doz. per case | 3 10 | 3 15 |

DRIED FRUITS.—Considerable harm is reported to have been done to fruits drying on the trays throughout the coast districts with the result that several quotations have been withdrawn. But too much weight should not be placed on this statement as late advices go to show that no very heavy rain has fallen, the weather only being "unfavorable for drying." If the latter be correct we do not look for any curtailment of the season's output whatsoever. Local brokers are not alarmed and report that they will not take anything for gospel until they get authoritative statements on the situation.

Valencia raisins f.o.s., have advanced owing to scarcity this being the end of season and the amount on hand at various points being insignificant.

Apricots and peaches are none too active nor do prunes show much movement. Of course as reported previously the outlook for prunes is none too good nor do the latest advices from Oregon give us any more reason for optimism as the rain lately experienced there, has certainly done harm.

New crop Greek currants are on the way but the supply is not large though of course fuller shipments will follow. The market for spot is weak but for fu-

tures decidedly firm, though the demand is only normal. Smyrna figs are also coming along in small quantities. Towards the middle of October Persian dates should arrive as the weather has been remarkably good at centres of production, the result being an earlier ripening.

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|--|---------|---------|
| Evaporated apricots | \$ 0 22 | \$ 0 24 |
| Evaporated apples | 0 11 | 0 11 |
| Evaporated peaches | 0 18 | 0 19 |
| Evaporated pears | 0 18 | 0 19 |
| Currants, fine filiatras, pr lb, not cleaned | 0 08½ | 0 09½ |
| Currants, fine filiatras, per lb, cleaned | 0 07 | 0 07½ |
| Currants, 1-lb pkgs, fine filiatras, cleaned | 0 08 | 0 08½ |
| Currants, Patras, per lb. | 0 09 | 0 09½ |
| Currants, Vostizzas, per lb. | 0 09½ | 0 10 |
| Dates, 1-lb. packages | 0 06½ | 0 06 |
| Dates, Hallowee, loose | 0 06 | 0 06 |
| Figs, 3 crown | 0 11 | 0 11 |
| Figs, 4 crown | 0 07½ | 0 10½ |
| Figs, 5 crown | 0 08 | 0 10½ |
| Figs, 6 crown | 0 08½ | 0 11 |
| Figs, 7 crown | 0 09 | 0 11 |
| Figs, 9 crown | 0 10 | 0 12 |
| Comadre figs, about 33-lb. mats | 1 30 | 1 40 |
| Glove boxes, 15-oz., per box | 0 10½ | 0 11½ |
| Glove boxes, 10-oz., per box | 0 07 | 0 07½ |
| Prunes— | | |
| 20-30 | 0 13 | 0 13 |
| 30-40 | 0 12 | 0 12 |
| 40-50 | 0 11 | 0 11 |
| 50-60 | 0 10 | 0 10 |
| 60-70 | 0 09½ | 0 09½ |
| 70-80 | 0 09 | 0 09 |
| 80-90 | 0 08½ | 0 08½ |
| 90-100 | 0 08 | 0 08 |
| Bosnia prunes | 0 08 | 0 09 |

| | | |
|---|-------|-------|
| Raisins— | | |
| Choice seeded raisins | 0 08 | 0 08 |
| Choice fancy seeded, 1-lb. pkgs. | 0 08½ | 0 08½ |
| Choice loose muscatels, 3-crown, per lb. | 0 08 | 0 08 |
| Choice loose muscatels, 4-crown, per lb. | 0 08½ | 0 08½ |
| Seedless, new, in packages | 0 07½ | 0 07½ |
| Select raisins, 7-lb. box, per lb. | 0 07½ | 0 08 |
| Sultana raisins, loose, per lb. | 0 11 | 0 13 |
| Sultana raisins, 1-lb. cartons | 0 16 | 0 19 |
| Malaga table raisins, clusters, per box | 2 50 | 5 75 |
| Malaga table raisins, clusters, per ¼ box | 1 80 | 1 90 |
| Valencia, fine, off stalk, per lb. | 0 07½ | 0 07½ |
| Valencia, select, per lb. | 0 06½ | 0 07½ |
| Valencia, 4-crown layers, per lb. | 0 07½ | 0 08 |

TEAS.—Second crop Japan teas are now arriving the quality comparing favorably with last year, and the price being somewhat lower. Local jobbers report a good sale for Japans, the cup quality being generally conceded excellent. China teas now coming to hand are dearer, though, due no doubt to the high rate of exchange. Considerable difficulty has been experienced with banking transactions, the growers in troubled districts in many cases refusing to part with supplies unless for spot cash from purchaser.

COFFEE.—It is quite a problem to decide the weather question as far as Brazil is concerned so conflicting are the reports, but one conclusion we can come to and that is, the bulls and bears are "at it." It is locally thought, though, that the recent reports about damage from frost, etc., were greatly exaggerated. However, in a very short time there will be official reports to hand which will be thoroughly reliable.

Demand here is good and though some of the houses are finding the business too unprofitable to go after business hard, others who are stronger financially

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report that a number of substantial orders have been received.

| | | |
|-----------|-------|-------|
| Mocha | 0 25 | 0 28 |
| Rio | 0 21½ | 0 23½ |
| Mexican | 0 25 | 0 28 |
| Santos | 0 22 | 0 24 |
| Maracaibo | 0 23 | 0 26½ |

SPICES.—There is a fairly good show of activity in this market but there is no change in price locally. Still it must be estimated that demand this year, so far, has not been so heavy as during corresponding period of 1911. Peppers are firm again, while nutmegs are more eagerly requested. Gingers are also active.

| | | |
|------------------|------|------|
| Allspice | 0 13 | 0 18 |
| Cinnamon, whole | 0 16 | 0 18 |
| Cinnamon, ground | 0 15 | 0 19 |
| Batavia cinnamon | 0 25 | 0 30 |
| Cloves, whole | 0 25 | 0 35 |
| Cloves, ground | 0 23 | 0 35 |
| Cream of tartar | 0 25 | 0 32 |
| Ginger, whole | 0 17 | 0 30 |
| Ginger, Cochon | 0 17 | 0 20 |
| Mace | 0 25 | 0 35 |
| Nutmegs | 0 25 | 0 30 |
| Peppers, black | 0 16 | 0 18 |
| Peppers, white | 0 22 | 0 27 |

RICE.—It looks as if there will be little relief in this market as conditions in the Far East, are still strained though the suffering among the poorer class has been somewhat mitigated by imports of cheaper rice into the various affected centres. It is reported that the United States Government intends holding an inquiry into the rice situation in the Philippines with a view to devising means for increasing the production. Now that the world's markets have been depleted and will hardly be replenished for a few years yet, it looks as if there should be a successful period ahead for planters in the western world.

| | | |
|---------------------------------------|------|------|
| Rangoons— | | |
| Rice, grade B, bags 250 lbs. | 3 90 | 4 00 |
| Rice, grade B, bags 100 lbs. | 3 90 | 4 00 |
| Rice, grade B, bags 50 lbs. | 3 90 | 4 00 |
| Rice, grade B, ½ pockets, 12½ lbs. | 4 10 | 4 20 |
| Rice, grade B, pockets 25 lbs. | 4 00 | 4 10 |
| Rice, grade C.C., bags 250 lbs. | 3 80 | 3 90 |
| Rice, grade C.C., bags 100 lbs. | 3 80 | 3 90 |
| Rice, grade C.C., bags 50 lbs. | 3 80 | 3 90 |
| Rice, grade C.C., pockets 25 lbs. | 3 90 | 4 00 |
| Rice, grade C.C., ½ pockets, 12½ lbs. | 4 00 | 4 10 |
| Rice, grade C.C., ¼ pockets, 12½ lbs. | 4 45 | 4 50 |
| Patna, polished | 5 00 | 5 10 |
| Pearl | 5 40 | 5 50 |
| Imperial Glace | 5 55 | 5 65 |
| Sparkle | 5 55 | 5 65 |
| Crystal | 5 55 | 5 65 |
| Snow | 5 55 | 5 65 |
| Ice Dips | 6 10 | 6 20 |
| Carolina Rice | 7 90 | 8 00 |
| Brown Sago, lb. | 0 06 | 0 07 |
| Tapioca, medium pearl, lb. | 0 07 | 0 09 |
| Seed, lb. | 0 07 | 0 09 |

NUTS.—The crop of Tarragona almonds has turned out small and prices will be higher, in fact an advance has already taken place in the primary market, the general report being that growers have no inclination to get rid of their crop but are disposed to hold for future high prices. Of course the jobbing interests are none too pleased at this disposition, having already booked substantial orders which must be filled at a loss.

Brazil nuts are a little easier but Bordeaux walnuts have advanced owing to scarcity of stocks at this the end of the season.

The approach of the Jewish New Year festival has created a movement in the local nut market and some extra business is expected.

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| In shell— | | |
| Brazils | 0 14 | 0 15 |
| Filberts, Sicily, per lb. | 0 10½ | 0 12 |
| Filberts, Barcelona, per lb. | 0 11 | 0 12 |
| Tarragona Almonds, per lb. | 0 16 | 0 17 |
| Walnuts, Myette Grenobles, per lb. | 0 14 | 0 15 |
| Walnuts, Marbots, per lb. | 0 14½ | 0 15½ |
| Walnuts, Cornes, per lb. | 0 11 | 0 12 |
| Hungarian | 0 13½ | 0 15 |
| Shelled— | | |
| Almonds, 4 crown selected, per lb. | 0 35 | 0 37 |
| Almonds, 3 crown selected, per lb. | 0 32 | 0 34 |
| Almonds, 2 crown selected, per lb. | 0 31 | 0 32 |
| Almonds (in bags), standards, per lb. | 0 27 | 0 28 |
| Valencia shelled almonds, new crop. | 0 35 | 0 37 |
| Cashews | 0 15 | 0 17 |
| Peanuts— | | |
| American— | | |
| Japanese roasted | 0 08½ | 0 09 |
| Joan, roasted | 0 09 | 0 10 |
| Diamond G, roasted | 0 09 | 0 10 |
| Bon Ton, roasted | 0 11 | 0 12 |
| Sun, roasted | 0 10 | 0 11 |
| Spanish No. 1 | 0 12 | 0 13 |
| Virginia No. 1 | 0 13 | 0 15 |
| Pecans, jumbo | 0 18 | 0 19 |
| Pistachios, per lb. | 0 15 | 0 17 |
| Walnuts— | | |
| Bordeaux halves, bright | 0 27 | 0 28 |
| Broken | 0 27 | 0 29 |

ONTARIO MARKETS.

POINTERS:—

Sugar—Big demand.

Rice—General steadiness.

Cotton Twine—Quoted at 29c.

Toronto, Sept. 12.—Sugar is a big selling line at present time, and is expected to continue so for some time yet. There is a plentitude of preserving peaches and plums coming forward now and a good deal are being canned by the housewife. Accordingly there is a big demand for sugar. Pears are also opening up as are grapes as well and altogether it looks like a big fall preserving season. For this reason, retailers should look carefully to their stock of sugar as well as sealers and other associated lines which will be in demand. Pickling is also getting underway and deserves considerable attention from the grocer.

Cotton twine still holds a steady position in sympathy with cotton. It is quoted at 29 cents per pound now.

SUGAR.—There are no outstanding features to sugar situation at present time. Raws have continued to hold a strong position in New York, but this has had no influence on Canadian refined. A bullish factor has been the scarcity of available sugar on this side of water and it is evident that sugars from Europe are to be required to some extent at least to tide refiners over until new domestics and Cubas become available. This fact is being taken advantage of by speculators. On the other hand, while new crop beets are also firmer, Europe reports fairly favorable weather with indications that beet roots are of full weight, although reports vary as to saccharine contents.

Although opinions differ as to fall trend of market, at present there is a steady tone.

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| Extra granulated, bags | 5 05 |
| Extra granulated, 20-lb. bags | 5 15 |
| Extra granulated, 5-lb. cartons | 5 35 |
| Extra granulated, 2-lb. cartons | 5 35 |
| Imperial granulated | 4 90 |
| Beaver granulated | 4 97 |
| Yellow, bags | 4 65 |
| Barrels of granulated and yellow will be furnished at 5 cents above bag prices. | |
| Extra ground, bbls. | 5 45 |
| Extra ground, 50-lb. boxes | 5 65 |
| Extra ground, 25-lb. boxes | 5 85 |
| Powdered, bbls. | 5 25 |
| Powdered, 25-lb. boxes | 5 05 |
| Powdered, 50-lb. boxes | 5 45 |
| Red Seal, 5-lb. box | 0 37 |

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| Crystal Diamonds | 7 50 |
| Paris lumps, in 100-lb. boxes | 5 80 |
| Paris lumps, in 50-lb. boxes | 5 90 |
| Paris lumps, in 25-lb. boxes | 6 20 |

SYRUPS AND MOLASSES.—Trade in molasses is as good as it usually is locally at this season of year. Greater briskness is expected later on.

A fair reasonable movement seems present in corn syrups, but cooler weather will help them.

| | | |
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| Syrups— | | Per case. |
| 2-lb. tins, 2 doz. in case | 2 55 | |
| 5-lb. tins, 1 doz. in case | 2 90 | |
| 10-lb. tins, ½ doz. in case | 2 80 | |
| 20-lb. tins, ¼ doz. in case | 2 75 | |
| Barrels, per lb. | 0 03½ | |
| Half barrels, lb. | 0 04 | |
| Quarter barrels, lb. | 0 04 | |
| Pails, 3¾ lbs. each | 1 90 | |
| Pails, 25 lbs. each | 1 35 | |
| Maple Syrup—Compound— | | |
| Gallons, 6 to case | 4 80 | |
| ¼ gals., 12 to case | 5 40 | |
| ½ gals., 24 to case | 5 40 | |
| Pints, 24 to case | 3 00 | |
| Maple Syrup—Pure— | | |
| Gallons, 6 to case | 6 60 | |
| ¼ gallons, 12 to case | 7 25 | |
| Quarts, 24 in case | 7 25 | |
| Pints, 24 to case | 4 00 | |
| Quart bottles, 12 to case | 3 50 | |
| Molasses, per gallon— | | |
| New Orleans, medium | 0 30 | 0 32 |
| New Orleans, barrels | 0 26 | 0 30 |
| Barbados, extra fancy | 0 45 | 0 50 |
| Porto Rico | 0 45 | 0 52 |
| Muscovado | 0 30 | 0 30 |

DRIED FRUITS.—New Valencia raisins are on the way and should arrive in week or ten days. Quality of advance samples has been fairly good, but they can hardly be sized up until regular stock is examined. As pointed out before, Valencia raisins are on high level this year.

New crop currants are also on way and advices seem to indicate that there will probably be considerable poor quality fruit. Currant market is rather unsettled on account of pending change in retention percentage. Figs are also on the way.

There is a good deal of business being done in California raisins as they are lower than for several years. There are reports on local market this week that heavy storms in California have been detrimental to raisins, causing a big change in situation, but these reports have not been confirmed.

Evaporated apples continue favorable with prospects of a good yield.

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| Prunes— | | |
| 30 to 40, in 25-lb. boxes | 0 11½ | 0 12½ |
| 40 to 50, in 25-lb. boxes | 0 10½ | 0 11½ |
| 50 to 60, in 25-lb. boxes | 0 10 | 0 10½ |
| 60 to 70, in 25-lb. boxes | 0 09½ | 0 10 |
| 70 to 80, in 25-lb. boxes | 0 09 | 0 09½ |
| 80 to 90, in 25-lb. boxes | 0 08 | 0 08½ |
| 90 to 100, in 25-lb. boxes | 0 08 | 0 08 |
| Same fruit in 50-lb. boxes, ¼ cent less. | | |
| Bosnia prunes | 0 07½ | 0 09 |
| Apricots— | | |
| Choice, 25-lb. boxes | 0 20 | |
| Slabs | 0 18 | |
| Candied Peels— | | |
| Lemon | 0 10 | 0 11 |
| Orange | 0 10 | 0 12½ |
| Citron | 0 15 | 0 17 |
| Tapnets | 0 04½ | 0 04½ |
| Bag figs | 0 05 | 0 07 |
| Evaporated peaches | 0 15 | 0 17 |
| Evaporated apples | 0 10½ | 0 11½ |
| Currants— | | |
| Patras | 0 08 | 0 08½ |
| Fine Filiatras | 0 07½ | 0 08 |
| Vostizzas | 0 10 | 0 12 |
| Uncleaned, ¼ cent less. | | |
| Raisins— | | |
| Sultana, choice | 0 12 | 0 14 |
| Sultana, fancy | 0 14½ | 0 15½ |
| Valencias, selected | 0 08 | 0 08½ |
| Seeded, 1 lb. packets, fancy | 0 15 | 0 08½ |
| Seeded, 16-oz. packets, choice | 0 08½ | 0 08½ |
| Dates— | | |
| Hallowee', full boxes | 0 06½ | 0 07 |
| Package dates, per 1 lb. | 0 07 | 0 07 |
| Fards, choicest, 12-lb. boxes | 0 09½ | 0 10½ |
| Fards, choicest, 60-lb. boxes | 0 06½ | 0 07 |

TEA.—There are no new features to tea locally, but a tone of steadiness is maintained in all varieties. There is some interest in second crop Japanese, which holds a steady position.

Reports from Colombo state that shortage of labor in Ceylon has caused large supplies of low quality rough leaf, there being insufficient pluckers to deal with the heavy flushes and coarse plucking was unavoidable.

There was a remarkable scarcity of really good Ceylon tea during July. As a rule a marked improvement in quality is noticeable during July; the improvement, however, has been late this year, and it was only quite the latter end of the month that any real change took place. A very decided difference is apparent in the teas being manufactured now and there is no doubt this month will produce some very fine quality, and very high prices will be paid.

COFFEE.—Local coffee market continues the even tenor of its way, with a tendency to steadiness in spite of the fluctuations which continue on other markets. Both the United States and European markets are as variable as the wind that blows, although Brazils, which continue firm, lend a steadying hand.

There are plenty of rumors as to cold weather and too frequent rains in the Brazil coffee districts injuring the August flowering, as well as the September prospects, but they apparently have no real basis of fact to support them. The period of frost danger will soon be over, and if within next two weeks no killing frost happens, the blossoms will be saved from injury from that source.

"The new crop now in its most critical stage," says a coffee report, "is the chief point of concern. If it escapes any serious climatic injury between now and October, it will serve as a restraint in forcing up prices beyond a reasonable basis, and the trade can count on a market assimilating more and more to the actual relationship between supply and demand."

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

SPICES.—Despite reports from other centres that spice trade does not measure up to sales of last year, no complaint is being made by local jobbers and grinders. High prices may have somewhat of a curtailing effect, but a fair seasonable trade is being transacted. Mixed pickling spice is one line in urgent demand at present time.

General firmness prevails in most lines. However, the incoming crop of pimento is causing an easier undertone. This is the big season for celery seed, which it

will be remembered has made sensational advances during the year. In January it sold locally at 16 to 18 cents. To-day's price is 50 cents and upward. It is scarce and cannot be purchased f.o.b. New York for less than 45 cents. October prices are, however, on a more reasonable level.

| | 5 and 10 lb. Tins. | ¼ lb. pkgs. | ¼ lb. tins doz. |
|----------------|--------------------|-------------|-----------------|
| Allspice | 14-17 | 60-0 70 | 70-0 80 |
| Cassia | 22-27 | 72-0 90 | 80-0 90 |
| Cayenne pepper | 23-33 | 72-0 90 | 90-1 15 |
| Cloves | 25-29 | 90-0 95 | 85-1 10 |
| Cream tartar | 25-26 | 90-0 00 | |
| Curry powder | 25-00 | | |
| Ginger | 22-27 | 65-0 85 | 75-0 85 |
| Mace | 65-80 | | 0-2 75 |
| Nutmegs | 25-30 | 90-0 00 | 1 60-2 50 |
| Peppers, black | 19-22 | 67-0 75 | 80-0 90 |
| Peppers, white | 28-30 | 90-1 05 | 1 05-1 15 |
| Pastry spice | 20-27 | 65-0 95 | 75-1 10 |
| Pickling spice | 14-18 | 75-0 00 | 75-0 00 |
| Turmeric | 16-18 | | |

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

RICE AND TAPIOCA.—Rice still continues high, and there is nothing to indicate any immediate change from this order of things. Markets in the East hold steady. Japan rice is coming on now, but is high in price. No prices have been received on Texas, but they are expected to be on a corresponding level with other varieties.

| | | |
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| Standard B., from mills, 500 lbs. or over. | | |
| f.o.b. Montreal | 3 90 | |
| Rice, standard B., f.o.b., Toronto | 3 98 | |
| | Per lb. | |
| Rangoon | 0 04 | 0 04½ |
| Fancy rangoon | | 0 05½ |
| Patna | 0 05½ | 0 06 |
| Japan | 0 06 | 0 07 |
| Java | 0 06½ | 0 07 |
| Carolina | 0 06 | 0 10 |
| Sago, medium brown | 0 06½ | 0 07 |
| Tapioca— | | |
| Bullet, double goat | | 0 08 |
| Medium pearl | 0 06½ | 0 07 |
| Flake | | 0 08 |
| Seed | 0 06½ | 0 07 |

NUTS.—Dwindling of baseball season may cause a lessening in consumption of peanuts, but this probably will be made up for by the arrival of the fall fairs.

As to new crop nuts, Sicily filberts retain their strength. Advices from France on walnuts in shell report a firmer market.

| | | |
|------------------------|-------|-------|
| Almonds, Formigetta | 0 15 | 0 15½ |
| Almonds, Tarragona | 0 16½ | 0 17 |
| Almonds, shelled | 0 35 | 0 36 |
| Walnuts, Grenoble | 0 15 | 0 16 |
| Walnuts, Bordeaux | 0 13 | 0 14 |
| Walnuts, Marbets | 0 12 | 0 13 |
| Walnuts, shelled | 0 28 | 0 30 |
| Filberts | 0 11 | 0 12 |
| Pecans | 0 17 | 0 18 |
| Brazils | 0 13 | 0 15 |
| Peanuts, roasted | 0 19 | 0 13 |
| Peanuts, green, extras | | 0 08½ |
| Peanuts, green, jumbo | | 0 10 |

BEANS.—Fact that spot beans are scarce is becoming an old story. Some jobbers are completely cleaned up and are finding it difficult to get supplies to tide them over. There are some more Austrian beans on the way, but it will be some little time yet before their arrival.

Many opinions are expressed regarding prospects for Ontario bean crop. Outlook in Michigan is promising, a recent report being that prospects are the best the State has ever seen. A recent canvass by Michigan Bean Jobbers' Association indicates an average condition as 80 per cent. and average acreage 106 per cent. With continuation of warm

dry weather, conditions will improve, and it looks like a banner year.

| | |
|------------------------|------------|
| Prime beans, per bush. | 3 10 |
| Hand picked, per bush. | 3 25 |
| California Lima, lb. | 0 08 0 08½ |
| Hungarian, per bush. | 2 65 2 80 |

CANNED GOODS.

TORONTO.—There have been really no big packs in any lines of canned goods so far reported this year and interest is accordingly being directed to progress of late fruits and vegetables. Recent weather has been of a quite favorable nature for tomatoes and corn after the many rains and packing of these lines is being rushed. The outturn in these two lines depends to no little extent on length of season. The weather man holds the key to the situation. Peaches and plums are giving promise of fairly good results.

While some firms are only delivering 60 per cent. of peas, made up 35 per cent. of standards, 15 per cent. of early June, and 10 per cent. of sweet wrinkle, others are delivering a full hundred per cent. made up of the various kinds while some other jobbers are doing even better and are giving a full 100 per cent. of standards. In order to do this of course, it has been necessary for them to make additional purchases, so that the brands will naturally not be the same as originally ordered.

It is difficult to get a line on exact value of canned peas if they were purchased now as jobbers are not offering any until they see how they stand. Ideas seem to favor prices above the opening on both peas and beans.

The supply of Scottish tinned fish is likely to be short. The fishing season was unsatisfactory and the high price of raw fish has prohibited the packers putting up quantities. Some of them will hardly be able to fill contracts already made.

MANITOBA MARKETS.

Winnipeg, Sept. 12.—Business conditions in Western Canada continue most satisfactory. There is a steady active movement in fall goods, sorting orders coming in satisfactory volume. The greater part of wheat crop is cut notwithstanding unsettled weather and what new grain has come in has graded high. Threshing should commence in most districts next week with a continuance of present fine weather.

In the grocery business wholesalers report the volume of August business as having been most satisfactory, greatly exceeding that of the same month last year.

There are no changes of importance to note in prices of staple lines. Oriental rices are a little dearer and brick cod fish is up ½ cent per lb. Both Rangoon and Patna rice have advanced.

Many new retail businesses have opened up in the rapidly growing suburbs of the city and the volume of cash trade is still maintaining the season's high average. Country collections are only fair, but will no doubt improve when the grain begins to move.

SUGAR.—Eastern advices report sugar market as firm, but as yet there is no change in local market. Demand has been unprecedented and an advance would not be a surprise.

| | |
|--|------|
| Montreal and B.C. granulated, in bbls. | 5 50 |
| Montreal and B.C. in sacks | 5 45 |
| Montreal and B.C., yellow, in bbls. | 5 10 |
| Montreal yellow and B.C., yellow, in sacks | 5 05 |
| Icing sugar, in bbls. | 4 95 |
| Icing sugar, in boxes (25 lbs.) | 6 20 |
| Powdered sugar, in bbls. | 5 70 |
| Powdered sugar, in boxes | 5 70 |
| Powdered sugar, in small quantities | 5 50 |
| Lump, hard, in bbls. | 6 40 |
| Lump, hard, in half bbls. | 6 45 |
| Lump, hard, in 100-lb. cases | 6 40 |

SYRUP.—Since last report, syrups have been steady and in fair demand. No immediate changes are expected.

| | |
|---|------|
| Syrups— | |
| 24 2-lb. tins, per case | 2 48 |
| 12 5-lb. tins, per case | 2 88 |
| 6 10-lb. tins, per case | 2 76 |
| 3 20-lb. tins, per case | 2 77 |
| Half-barrels, per cwt. | 4 22 |
| Barbados molasses, in half bbls., per gal | 0 45 |
| New Orleans molasses, half bbls., per gal | 0 30 |
| Maple syrup— | |
| Imperial quarts, 2 doz. case | 6 20 |
| ½ gals., 1 doz. case | 5 85 |
| Gals., ½ doz. case | 5 40 |

DRIED FRUITS.—Situation in Pacific Coast dried fruit lines may be summarized as follows: In future sellers are refusing to accept bids on a 37½¢ four-size bag basis on all October shipments. Wires refusing bids quoted a 4¢ four-size basis on 40s to 90s inclusive. There is a good deal of irregularity in the offerings. Prices are made on different assortments of sizes with no two offering the same percentages. In most cases the assortments offered are equal quantities of 40s to 70s or 40s to 90s inclusive, but in all cases there is a premium of 1½¢ to 1½¢ on the large sizes.

The tone is easy in peaches. This applies to both spot and futures. The market on apricot futures is steady, while 5½ cents is offered for seeded raisins for October delivery. Sales at present for spot cash are at 6¼ to 6½.

| | |
|------------------------------------|-------|
| Prunes— | |
| 90-100s, 25s, s.p. | 0 06½ |
| 99-100s, 10s, s.p. | 0 06 |
| 80-90s, 25s, s.p. | 0 06½ |
| 80-90s, 10s, s.p. | 0 07½ |
| 70-80s, 25s, s.p. | 0 07½ |
| 70-80s, 10s, s.p. | 0 08 |
| 60-70s, 25s, s.p. | 0 07½ |
| 60-60s, 25s, s.p. | 0 08½ |
| 40-50s, 25s, s.p. | 0 09½ |
| Cooking Figs— | |
| Choice boxes | 0 05½ |
| Half boxes | 0 05½ |
| Half bags | 0 04½ |
| Valencia Raisins— | |
| Fine, f.o.s., 28s, s.p., per box | 2 25 |
| Fine selected, 28s, s.p., per box | 2 40 |
| 4-crown layers, 22s, s.p., per box | 5 35 |
| 4-crown layers, 14s, s.p., per box | 1 25 |
| 4-crown layers, 7s, s.p., per box | 0 70 |
| Ne plus ultra, 82s, s.p., per box | 2 20 |
| Currants— | |
| Dry, clean, per lb. | 0 08 |
| Washes, per lb. | 0 08½ |
| 1-lb. package | 0 08½ |
| 2-lb. package | 0 17½ |

BEANS.—Nothing new to note since last report. A heavy potato crop in the West will reduce demand for beans this winter.

| | |
|--------------------------|------|
| Beans— | |
| Hand picked, bushel | 3 30 |
| 3 lb. picked, bushel | 3 20 |
| Split peas, sack 98 lbs. | 4 00 |

TEAS AND COFFEES.—New teas are coming in at Pacific Coast ports in large volume, but there is nothing in the way of price changes to record for present.

| | |
|-----------------------|-------|
| Coffee— | |
| Green Rio | 0 18 |
| Roasted | 0 22 |
| Green Santos | 0 19 |
| Roasted Santos | 0 24 |
| Chicory | 0 12½ |
| Teas— | |
| China blacks, per lb. | 0 15 |
| Ceylons | 0 25 |
| Japans | 0 20 |

NUTS.—Trade normal and quite up to the average at this time of the year.

| | |
|-------------------------|-------|
| Nuts— | |
| Brazil, per lb. | 0 18 |
| Parragon Almonds | 0 19 |
| Peanuts, roasted Jumbos | 0 16½ |
| Peanuts, choice | 0 12½ |
| Pecans | 0 18 |
| Marbot Walnuts | 0 13½ |
| Grenoble Walnuts | 0 16 |
| Sicily Filberts | 0 11½ |
| Shelled Almonds | 0 33 |
| Shelled Walnuts | 0 31 |

NEW BRUNSWICK MARKETS.

St. John, Sept. 10.—Market dealings during week have been quiet. The exhibition held this week was a splendid success and greatly enlivened trade in general. There were thousands of visitors to the city and the dealer reaped the benefits. Fine weather added to this, made business still more satisfactory. So far as quotations are concerned there was nothing of particular interest in the way of changes.

In country market dairy produce came in a little more plentifully and demand was brisk. Butter still remains high and dealers are not looking for marked change downwards. It is expected that the price during the coming winter will be decidedly in advance of any paid for years. Eggs remain about the same, a little firmer possibly, and cheese is also firmer.

| | | |
|-----------------------------|-------|--------|
| Bacon | \$ 15 | \$0 15 |
| Beans, hand picked, bushel | 3 20 | 3 30 |
| Beans, yellow eye, bushel | 3 00 | 3 05 |
| Butter, dairy, per lb. | 0 26 | 0 28 |
| Butter, creamery, per lb. | 0 24 | 0 25 |
| Buckwheat, W. grey, bag | 0 24 | 0 25 |
| Cheese, new, lb. | 0 15½ | 0 15½ |
| Currants 1's, lb. | 0 08 | 0 08½ |
| Canned Goods— | | |
| Beans, baked | 1 25 | 1 35 |
| Beans, string | 1 02½ | 1 05 |
| Corn, doz. | 1 00 | 1 05 |
| Peas, No. 4 | 1 40 | 1 40 |
| Peas, No. 3 | 1 42½ | 1 45 |
| Peas, No. 1 | 1 80 | 1 80 |
| Peaches, 2's, doz. | 1 95 | 2 00 |
| Peaches, 3's, doz. | 3 00 | 3 05 |
| Raspberries, doz. | 2 20 | 2 20 |
| Strawberries | 2 20 | 2 20 |
| Tomatoes | 1 85 | 1 85 |
| Clams | 4 00 | 4 25 |
| Cornmeal, gran. | 5 25 | 5 25 |
| Cornmeal, bags | 1 90 | 1 90 |
| Cornmeal, bbls. | 3 95 | 3 95 |
| Eggs, henry | 0 27 | 0 28 |
| Eggs, case | 0 25 | 0 26 |
| Finnan Haddies | 4 40 | 4 50 |
| Fish, cod, dry | 5 50 | 5 50 |
| Flour, Manitoba | 6 65 | 6 75 |
| Flour, Ontario | 5 75 | 5 85 |
| Lard, compound, lb. | 0 11½ | 0 11½ |
| Lard, pure, lb. | 0 14½ | 0 15 |
| Lemons, Messina, per box | 3 50 | 4 00 |
| Molasses, Barbados, fancy | 0 35½ | 0 36 |
| Oatmeal, rolled | 5 75 | 5 75 |
| Oatmeal, std. | 6 35 | 6 35 |
| Pork, domestic mess | 25 50 | 26 00 |
| Pork, American clear | 25 25 | 27 25 |
| Potatoes, barrel, new | 1 40 | 1 60 |
| Raisins, California, seeded | 0 09 | 0 09½ |
| Rice, per lb. | 4 25 | 4 50 |
| Salmon, Case— | | |
| Red Spring | 9 25 | 9 50 |
| Cohoos | 8 50 | 8 75 |

| | | |
|---------------------|------|------|
| Sugar— | | |
| Standard granulated | 5 10 | 5 20 |
| Austrian granulated | 5 00 | 5 10 |
| Bright yellow | 4 90 | 5 00 |
| No. 1 yellow | 4 60 | 4 70 |
| Paris lumps | 6 15 | 6 40 |



Following items are from The Canadian Grocer of September 16, 1892:—

“The grocers who were losers in last week's fire in Montreal were: Louis Simard, R. Bertrand, August Morin, Francois Lemaire and Wm. Cantin.”

“The fruit preserving factory at Chiliwack, B.C., declines to purchase any more plums for canning, the reason being that owing to the extraordinary abundance of the crop, plums have been offered in greater quantities than the works could handle without neglecting other varieties of fruit.”

Editor's Note.—The twenty years have brought forward many changes and history is not likely to repeat itself in this regard, with such an increasing population.

“The Trades and Labor Council meeting at Montreal, approved of the bill for the early closing of stores and other business places, presented at the last session of the Quebec Legislature.”

Editor's Note.—Early closing is still an important question among the trade, but wonderful strides have been since the above was penned. Twenty years hence early closing will be universal in Canada.

“The Western Ontario Commercial Travelers' Association at a meeting held at their rooms in London, Ont., on Saturday evening, decided to ask the Toronto Association to join them in having a Provincial sanitary inspector appointed for hotels. . . . Some of those present at the meeting were W. J. Reid, S. N. Sterling, J. M. Dillon, J. Marr, S. Sreaton, C. E. Perry, Wm. Gray and W. S. Case.”

WANT TO ABOLISH GROCERS' LICENSE.

Montreal, Sept. 12.—The license committee recently appointed by the Gouin government to enquire into the liquor traffic in Quebec held its first session this week. A deputation of temperance workers demanded the total abolition of the saloon bar and the grocers' licenses.



Another Drop in Rolled Oats Probable

Bearish Opinions Expressed on Market—Good Crops Have Depressing Tendency—Better Quality Wheat Than Last Year Expected—U.S. Government Report Is Quite Bearish.

From present indications, it would seem well for retailers to watch the rolled oats market and conditions affecting it quite closely. It will be remembered that prices were reduced 25 cents per barrel two weeks ago. Crop prospects still continue favorable and are exerting a bearish influence on the market. If nothing crops up to mar progress of western oat yield, opinion is expressed that we will have lower prices on rolled oats before long. The Northwest Grain Dealers' Association estimates the oat yield at 220,290,000 bushels, and while this is considered rather high by some dealers, there is no denying the fact that it looks like a big yield.

For the same reason there is a bearish tendency in flour, and if nothing happens to change the complexion of affairs, it is felt that lower prices on wheat and wheat products will probably be seen. The wheat estimate of 179,828,000 bushels is little better than last year, although quality is to date much better. That the major portion will be so is however not to be banked on until the harvest has progressed farther. However, conditions at present time are excellent and grain men and millers generally are in a state of feverish expectation.

September crop report of U. S. Department of Agriculture is bearish. It is estimated that final total production will be about 300,000,000 bushels, compared with 191,000,000 bushels harvested last year, and 201,000,000 harvested in 1910. Oats are estimated at 1,290,000,000 as compared with 922,000,000 bushels harvested last year and 1,186,000,000 in 1910.

A feature of markets at present time is continued active demand for both bran and shorts even in the face of excellent pastures. Many mills are behind in orders for these lines and at moment there is an undertone of firmness.

MONTREAL.

FLOUR.—There has been a slight improvement in demand from across the water and some pretty good business has been transacted. Demand locally is good and a fair volume of business is passing at steady prices.

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

CEREALS.—Rolled oats market is steady at present, with an inclination to easiness. With good weather during next fortnight prices should weaken considerably and we are inclined to look for a decline very shortly. Dealers should therefore follow western crop reports and weather statistics.

| | |
|--|-------|
| Fine oatmeal, single bag lots | 2 64 |
| Standard oatmeal, single bag lots | 2 64 |
| Granulated oatmeal, single bag lots | 2 64 |
| Rolled Cornmeal, 100 bags | 2 25 |
| Rolled oats, jute bags, 90-lb. single bag lots | 2 27½ |
| Rolled oats, cotton bags, 90-lb. single bag lots | 2 32½ |
| Rolled oats, barrels | 5 25 |
| Rolled wheat, bbl. | 2 75 |
| Hominy, 98 lb. sack | 2 30 |

TORONTO.

FLOUR.—There is no particular activity to demand for flour at present time, trade being principally for immediate needs. Interest in Western crop prospects continues quite keen and with general bright conditions reported, dealers see nothing to be gained by taking hold just now.

There is no special change in winter wheat flour, wheat still coming forward tardily. There is no denying that yield of winter wheat was poor and farmers apparently believe prices will be maintained. It is, however, probable that deliveries are held back because farmers are busy. Export demand as has been the case for some time continues quiet.

| | |
|--------------------------------------|-------------|
| Manitoba Wheat. | |
| 1st patent, in car lots, per bbl. | 5 70 |
| 2nd patents, in car lots, per bbl. | 5 20 |
| Strong bakers, in car lots, per bbl. | 5 90 |
| Feed flour, in car lots, per ton | 31 00 33 00 |

Winter Wheat.

| | | |
|--|------|------|
| Fancy patents, domestic consumption | 4 85 | 5 15 |
| Patents, 90 p.c., domestic consumption | 4 55 | 4 85 |
| Straight roller, domestic consumption | 4 35 | 4 55 |
| Blended, domestic consumption | 4 85 | 5 05 |

CEREALS.—Lower prices on rolled oats of a few weeks ago have not stimulated demand to any great extent. Feeling that still lower prices may be seen is probably the cause of quietness, although general business may detract attention from this line. At any rate approach of new crop is apparently causing an undertone of uneasiness, and many jobbers are of the opinion that lower prices will prevail in near future.

| | |
|---|-----------|
| Rolled oats, small lots, 90 lb. sacks | 2 27½ |
| Rolled oats, 25 bags to car lots | 2 27½ |
| Standard and granulated oatmeal, 98-lb. sk. | 2 64 |
| Rolled wheat, small lots, 100-lb. bbls. | 3 00 |
| Rolled wheat, 5 barrel to car lots | 2 80 2 90 |
| Cornmeal, 98 lb. bags, 25 bag lots | 2 25 2 30 |
| Rolled oats in cotton sacks, 5 cents more. | |

MILL FEEDS.—Demand for barn and shorts still continues brisk and a firm undertone characterizes market. So urgent is the demand for these lines that one big mill is several weeks behind in its orders. Some others are sold ahead for some little time while there are reports of one mill trying to buy from another in order to fill orders. Notwithstanding excellent grazing season, demand keeps up.

| | |
|-----------------------|---------|
| Bran, ton, car lots | \$22 00 |
| Shorts, ton, car lots | 26 00 |

WINNIPEG.

FLOUR AND CEREALS.—There is no change expected in flour until the new crop affects the market when a decline is not improbable. Rolled oats and oatmeal are in moderate demand.

| | |
|------------------------------|-----------|
| Flour— | |
| 1st patents, cwt. | 3 05 3 15 |
| 2nd patents, cwt. | 2 85 |
| Strong bakers', cwt. | 2 75 |
| Rolled Oats— | |
| 20 lb. sack | 0 65 |
| 40 lb. sack | 1 15 |
| 80 lb. sack | 2 25 |
| Granulated oatmeal, per cwt. | 2 75 |
| Corn Meal— | |
| 98 lb. sacks | 2 30 |
| 49 lb. sacks | 1 20 |



Time to Push Fruits for Preserving

Preserving Peaches and Plums at the Flood—Pears and Grapes Moving Into the Limelight—U.S. Fresh Fruits Continue In Good Demand—Lemons Continue Steady—Demand for Pickling Supplies.

Now is undoubtedly the right time to push most late fall fruits for preserving purposes. At least this is true in many sections of the Dominion. The preserving peach is now about at the flood with freestones moving forward in goodly quantities. Plums have also reached the critical stages, while pears are on the way, although for some varieties of the latter there is probably some time yet to spare. Grapes are now at a more reasonable level and are fast becoming an important feature.

Notwithstanding that Canadian fruit is plentiful, fresh fruits from United States points keep in quite keen demand. California is sending plums to some sections of Canada. Bartlett pears are arriving from Oregon, fancy Elberta peaches from Colorado and Malaga grapes from California. These all belong to the fancy varieties.

Lemons still maintain their position of steadiness. Warmer weather has caused a revival in demand and this has caused an even stronger tone at certain centres. Oranges, too, hold quite a steady position for good quality stock. Late Valencia is the only variety coming along now.

Now is the time that retailers should begin to push pickling supplies. This trade is worth going after. The housewife will be demanding such lines as tomatoes, cucumbers, pickling onions, gherkins, peppers, etc.

MONTREAL.

GREEN FRUITS.—There is no change in price as far as green fruit lines are concerned, nor has the demand been any too strong, though generally good business has been done. Bananas, as is customary, are moving out freely, the quality of recent arrivals being good. Lemons are easing off some, due to the early

arrival of cooler weather. Basket fruit is in good demand at reasonable prices.

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

VEGETABLES.—Considerable activity marked this market last week, and all dealers have reported a pretty encouraging business. Potatoes seem likely to get a little cheaper, though of course sweet potatoes are very scarce. Radishes are not over plentiful and a slight advance has taken place, while carrots are coming forward better, the size of bunches varying considerably. Cabbage is now sold by the basket.

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

TORONTO.

GREEN FRUITS.—The juice stained and soaked floors at several sections of the fruit market on Monday was plain evidence of a glutted fruit market at the end of last week. "The warmer weather brought fruit on in a hurry," said one dealer this week, "and shippers thought that because exhibition was on, we could sell any quantity. The truth is that people couldn't be induced to purchase fruit for preserving during

exhibition, but I expect them to start in now."

Plums and peaches were the lines that came in too freely, peaches of a non-desirable quality selling as low as 20 cents. One man sold 50 baskets of plums of off-quality at 5 cents per basket.

Preserving is now expected to commence in earnest. Late Crawford peaches are arriving, while Elbertas of excellent quality are starting. There is a wide range in prices on pears and plums. Grapes are down to 17½ to 20 cents, fancy varieties bringing 25 cents. Notwithstanding that local fruit is plentiful, fancy quality from across the line continues in demand.

A firmer feeling as intimated as probable prevails in lemons, and for 300's from \$5.50 to \$6 is asked. Oranges are also steady for good quality stock.

| | | |
|---------------------------------|-------|------|
| Bananas, per bunch | 1 50 | 2 00 |
| Huckleberries, basket, 11 qt. | 1 50 | 1 50 |
| Lemons, Verdelli | 5 50 | 5 50 |
| Limes, per 100 | 1 25 | 1 25 |
| Lawtonberries, per qt. box | 0 07 | 0 09 |
| Oranges— | | |
| Late Valencias, case | 4 00 | 4 25 |
| Watermelons, each | 0 30 | 0 50 |
| Imported Fruits— | | |
| Musk melons, basket | 0 25 | 0 35 |
| Peaches, box | 1 25 | 1 25 |
| Pears, Bartlett, full box | 3 00 | 3 00 |
| Grapes, Malaga, per box | 2 00 | 2 00 |
| Canadian Fruits— | | |
| Peaches, fancy, Leno, 11 qt. | 0 80 | 1 00 |
| Peaches, ordinary, 11 qt. | 0 40 | 0 60 |
| Pears, Clapp's Favorite, 11 qt. | 0 30 | 0 50 |
| Pears, Bartletts, 11 qt. | 0 50 | 0 65 |
| Plums, 11 qt. | 0 35 | 0 60 |
| Grapes, blues | 0 17½ | 0 20 |
| Grapes, More's Early | 0 23 | 0 25 |

VEGETABLES.—Potatoes have still a tendency to easiness, Ontario stock selling around \$1.15. Some fine New Brunswick Delawares are being sold at \$1.25. Prospects seem excellent for a generally good yield of potatoes this year and if nothing crops up to mar situation, it is likely that prices will be on a much more reasonable level than last year.

Pickling supplies are now in good demand, cucumbers, pickling onions, tomatoes, green peppers, etc., moving out. Tomatoes were a drug on the market on Saturday last when a flood of supplies sent prices down as low as 13 cents. Prevailing price is 17½ to 20 cents per basket. Sweet potatoes are quoted at \$1.90 per large hamper.

| | | |
|---|------|------|
| Beets, new, Canadian, basket | 0 20 | 0 25 |
| Beans, green, Canadian, basket, 11 qts. | 0 20 | 0 25 |
| Carrots, new, basket | 0 15 | 0 15 |

Cabbage, new
Celery, per
Corn, doz.
Cucumbers,
Marrow, bush
Onions—
Spanish, 1

Bump

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|-------------------------------|------|------|-------------------------------------|-------|------|
| Cabbage, new, per crate | 0 50 | 1 25 | White pickling, basket | 1 00 | 1 25 |
| Celery, per doz. | 0 12 | 0 40 | Yellow onions, 100 lb. sack | 2 25 | 2 25 |
| Corn, doz. | 0 12 | 0 15 | Potatoes, Ontario, per bag | 1 15 | 1 15 |
| Cucumbers, Can., basket | 0 20 | 0 25 | Potatoes, N.B. Delawares, bag | 1 25 | 1 25 |
| Marrow, bushel basket | 0 25 | 0 25 | Peppers, green, basket | 0 35 | 0 50 |
| Onions— | | | Tomatoes, per basket | 0 17½ | 0 20 |
| Spanish, per crate | 2 50 | 2 75 | | | |

FACTS ABOUT MACKEREL.

THE MACKEREL.—The mackerel differs widely from the haddock as far as the features which naturalists take into account are concerned, but it is economically as important. The average size of the fish is from 14 to 16 inches long, weight for this size being about 2½ pounds. In May and June the fish move towards the shore to spawn. They come near the Nova Scotian coast, and then move into the Gulf of St. Lawrence from a south easterly direction. Up to the middle of July it is difficult to get them to take bait, the truth of the matter being that they lose all desire for bait during period of spawn. It has been proven that in practically every instance the fish coming into Pleasant Bay, early in July and going up the north shore (Quebec) as far as Point de Monts, about the end of July, are spawning or partly spawned. June and July cover the period, though the fish remain and feed in the Gulf and along the Canadian shores until the end of October. The spawning fish when caught and marketed are none too toothsome but the fall mackerel, after recovery feeds up, and becomes fat and firm and therefore is superior in every respect.

The mackerel cannot be called a truly migratory fish, nor are there such differences noted in the various schools along our coasts as can be traced in those noticed in European seas. The mackerel largely confines its movements to coming into shallow waters from deeper water and vice versa.

A few words about the eggs may be of interest in passing. They average about 40,000 to each female fish, but 200,000 have been taken from one fish, while the largest mackerel according to one eminent authority would produce 1,000,000. The egg itself is a small transparent sphere over 1-25th of an inch in diameter. In about six days the young fish hatches out and at first a few specks of yellowish color are seen near the eyes. The yellow specks later appear mingled with black spots over the head and body and form an irregular line along the back, these spots being a blue black. After the eleventh day the young schools come inshore and vast numbers may be seen off Prince Edward Island and the Bonaventure coast during August and September. In November when 6 or 7 inches long they move into deeper water and are not seen again until they reappear as "tinker" mackerel 8 or 9 inches long, abounding in harbors and bays. In short, a one year mackerel is as long as the finger.

Bumper Potato Crop in New Brunswick

Yield This Year Expected to be Record Breaker—Acreage Was Large and Yield Will be Heavy Except in Few Districts Affected by Wet Weather—Prices Beginning to Ease—May Not Need Any Foreign Stock This Year.

St. John, N.B., Sept. 12.—(Special.)—It is now practically assured that the potato crop of 1912 in New Brunswick will be in every way a record breaker. Large quantities of the early arrivals are now in the market and being rapidly bought up. At present the selling price is about \$1.50 but it must drop in a few days to at least \$1.25 if not cheaper because in central districts, Hartland for instance, potatoes are bringing only \$1 per barrel, so abundant is the supply. There is now no reason to believe that stocks will this year advance to the remarkable prices attained last year because the yield in general is above the average and buyers will be more careful in the storing of their supplies.

The opening of wider markets in Upper Canada and Cuba, the fact that potatoes could be sold for as high as \$3.50 a barrel and the enormous demand created through shortages elsewhere, last year, were all weighty factors with provincial farmers in sowing their crops this spring and seeding was carried on on a scale almost double that of last year, which was particularly great and much above the general standard. The yield per acre was expected to be nearly twice as much as was the case in previous years. And from present indications there appears to be every reason to believe that the optimistic hopes of the farmers will be for the major part, verified.

Rainfall Did Some Damage.

Of course in some sections of the province there has been a falling off. For several weeks there was continual rainfall and in some places a wet rot set in and growth was impeded, in fact many barrels were lost. This refers mostly to the territory embraced in farmlands between St. John and Westmorland counties where heavy rains interfered with what would otherwise have been an exceptionally heavy harvest. The coming of a finer stretch of weather just saved the potato crops from utter destruction. But throughout the upper St. John River valley, through York, Carleton and Victoria counties, particularly, the harvest has been most encouraging; the return per acre has been surprising, and with

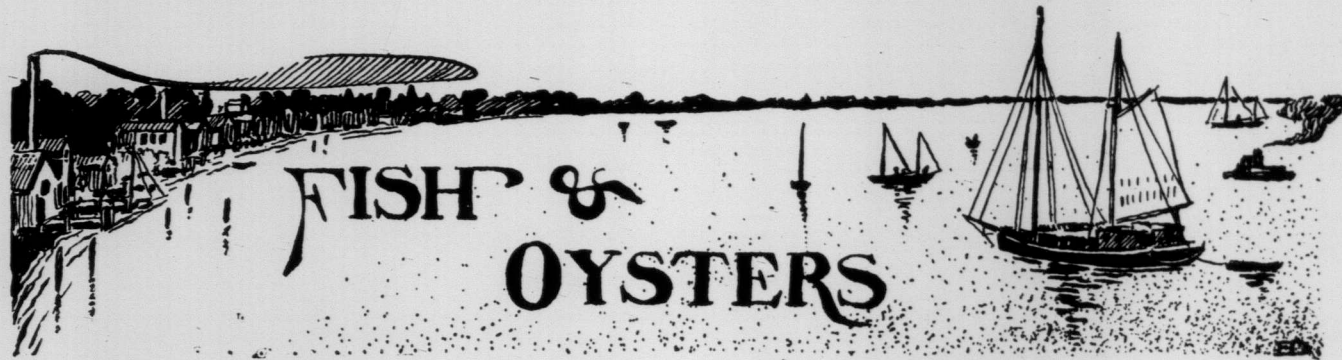
few spoilations in the yield, there should be an abundance of all kinds of potatoes on the market both for local and foreign consumption this year.

In the Aroonstook districts potatoes can now be bought for \$1 a barrel. Excepting on the lowlands there was little rot and the farmers are now hustling their stocks to market and seem ready and quite willing to dispose of them at this price. Buyers from St. John, and other centres are already busy canvassing for first place in purchases, and many large orders have been given. The fact that in the up-river sections this low price is ruling will soon force local quotations to nearly the same figure and at that price the storing away will begin.

Where West Bought From Last Year.

Last year the North Shore of the province proved the Mecca of interest to Upper Canadian buyers and ear after ear was sent forward to Montreal and other places. Long after it had become necessary to make importations of potatoes from the Old Country the farmers throughout the North Shore districts continued to market their products and receive prices far in advance of what their confreres in other parts of the province had procured. They had stored their stocks away securely awaiting the certain coming of higher prices and when the time arrived they sold at tremendous profits.

A prominent local wholesaler who has been most active in potato dealings for years past, said to-day that he did not expect to see any foreign pommes de terre on the Canadian market this year, unless there was a great shortage in some other part of the Dominion or in Maine. The fact that the crop in the lower sections of New Brunswick had fallen below expectations through rot, would not matter so much in the general marketing for the abundance of the harvest in other parts of the province would easily make amends. The North Shore yield is estimated as being splendid, though the harvesting will not begin for a fortnight or more.



Interest Developing in Smoked Fish

Season Getting Under Way—Wholesalers Carrying Larger Supplies—Retailers Making Inquiries—Halibut Continues Scarce—Some Montreal Houses Shipping Frozen Stock—White Fish Scarce.

Greater interest is developing in smoked fish and the season is getting under way. Wholesalers are beginning to carry larger supplies and varieties and inquiries are coming in from retail dealers. As pointed out last week rainy weather interfered with curing of fish on east coast for a time and it is felt that this may have some slight effect on prices later on.

One of the features in fresh fish is the shortage of halibut. Situation on the Pacific Coast is quite acute with supplies shorter than for many years. The catch is also poor on the east coast. Montreal has small supplies and some wholesalers are shipping out frozen stock instead.

QUEBEC.

MONTREAL.—Haddock and cod are in good supply and prices remain the same, but swordfish is scarce and prices advanced. Lake fish are now arriving more freely. Brook trout is also in good supply. Mackerel prices are firm owing to poor supply, while halibut is also none too plentiful, a number of wholesalers shipping out frozen stock instead. The smoked fish season is open and inquiries are coming to hand.

FRESH AND FROZEN.

| | | |
|---------------------------------------|-------|------|
| Fancy spring salmon, per lb. | 0 18 | 0 20 |
| Large shad herring, each | 0 02 | |
| Market cod, cases, 250 lbs., per lb. | 0 04 | |
| Less than case | 0 04½ | |
| Smelts, fancy | 0 10 | |
| Haddock | 0 04½ | |
| Halibut, per lb. | 0 12 | |
| Herring, frozen, per 100 fish | 1 97 | 2 00 |
| Mullets | 0 04½ | 0 05 |
| Pike, dressed and headless, lb. | 0 08 | |
| Steak, cod | 0 06 | |
| Mackerel | 0 10 | |
| B.C. red salmon | 0 10 | 0 11 |
| New Gaspé salmon, per lb. | 0 15 | |
| Qualla salmon | 0 08 | |
| No. 1 smelts, per lb. | 0 09 | |
| Lake trout, per lb. | 0 12 | |
| Whitefish, large, per lb. | 0 09 | 0 10 |
| Pure cod tablets, 20 1-lb. tablets | 2 30 | |
| Whitefish, small, lb. | 0 06 | |
| Barbotte (dressed) bullheads, per lb. | 0 08½ | |

PREPARED FISH.

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

SALTED AND PICKLED.

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

SMOKED.

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

SHELL FISH.

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

ONTARIO.

TORONTO.—The getting under way of the fish and oyster season has received a temporary check by reason of the warmer weather of the past week, but this is not expected to continue for long and with advent of cooler weather, trade is expected to become more interesting.

Warm weather is preventing oyster trade from making any rapid headway but trade is described as fair for September. More interest is being shown in smoked varieties, haddie, fillets, kippers and bloaters being offered. Trout is more plentiful of late but white fish is still scarce. Halibut still continues in quite short supply.

FRESH CAUGHT FISH.

| | |
|---------------------|------|
| White fish, per lb. | 0 12 |
| Lake trout, per lb. | 0 12 |
| Steak, cod | 0 09 |
| Haddock | 0 07 |
| Halibut | 0 11 |
| Flounders | 0 07 |
| Herrings, per lb. | 0 06 |
| Pike | 0 07 |
| Perch | 0 07 |
| Restigouche salmon | 0 25 |
| Bluefish | 0 20 |
| Striped bass | 0 25 |
| Butterfish | 0 15 |
| Sea bass | 0 20 |
| Sea herring | 0 08 |

SMOKED.

| | | |
|----------------|------|------|
| Finnan haddie | 0 08 | 0 09 |
| Smoked fillets | 0 08 | 0 12 |

| | |
|---|-------|
| Smoked bloaters, 60s | 1 25 |
| Kippers | 1 35 |
| PREPARED. | |
| Shredded cod, 2 doz. pkgs. to box | 2 25 |
| Acadia cod, 2-lb. boxes, 12 to crate | 2 80 |
| Cod in loose strips, 25-lb. to box, lb. | 0 06½ |
| Mackerel, each | 0 22 |

NEW BRUNSWICK.

ST. JOHN.—Because of the fact that most of the fishermen from bay ports have been busy during past week in catching pollock for the West Indies market, there has been but a small supply of fresh fish on the local market, but the demand has been brisk.

Clams and oysters are coming in better, and season promises well. Season really opened for them this week. The establishment of a commission to investigate the shell-fish industry in Maritime Provinces may prove of vast benefit to the producing of better results in so far as the fishing and cultivation of growth is concerned. The commission is now at work.

MANITOBA.

Winnipeg.—Oysters came in with September and are quoted by local jobbers at \$3 per gallon. Halibut has advanced ½ cent per lb. dearer. Demand for all lines is steady and supplies sufficient.

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

NO DELIVERY.

A customer who purchased a cake of soap at a grocery store, when asked by the salesman if he would have the scented or unscented kind, said he would take it with him.

Wa

The war experience minion of provisions is the ease smoked an

Summer season for year has n on account ruled for ever, a non as one de becoming mer foods sold only Now, it is year-round

A featu noticeable products upward m larly rapid following in so that co been reach at the mo with adva centres.

The but puzzling f excellent expect a te not prove is quite a duction of low what while Wes vent any a kets. Fro complaints ed to the grass at p

Eggs va instance T of easines from Mont ticularly g



Produce & Provisions



Warm Weather Helps Provision Trade

Revival in Demand for Smoked and Cooked Meats—Pork Products Have Been Gradually Attaining High Level—Firm Front to Lard—Butter Holds Steady in Face of Good Pastures—Eggs Vary at Different Centres.

The warmer weather which has been experienced in most sections of the Dominion of late has revived the trade in provisions to some extent. At least this is the case in certain lines particularly smoked and cooked meats.

Summer is acknowledged as the big season for both these lines but this year has not been particularly favorable on account of rather cool weather which ruled for a greater portion of it. However, a normal trade was transacted, for as one dealer points out these lines are becoming staples and not merely summer foods. At one time cooked ham sold only during the warm weather. Now, it is established into an all-the-year-round seller.

A feature which is becoming quite noticeable is the high level which pork products are gradually attaining. The upward movement has not been particularly rapid but it has been steady following in the wake of live hog values, so that comparatively high prices have been reached on some lines. Lard even at the moment holds a firm position, with advances being made at several centres.

The butter market continues rather puzzling for with the copious rains and excellent pastures one would naturally expect a tendency to easiness. Such does not prove to be the case. In fact there is quite a firm tone at some centres. Production of butter continues to fall below what one would naturally expect, while Western Canada's demands prevent any accumulation on Eastern markets. From some districts have come complaints of quality of butter attributed to the excessive moisture of the grass at present time.

Eggs vary at different centres. For instance Toronto would look for tinge of easiness while Firmness is reported from Montreal. There is at least a particularly good consumptive demand.

MONTREAL.

PROVISIONS.—General steadiness prevails in this market, there being no particular change in price, but undoubtedly a better demand, no doubt the result of the warmer weather. There is an average business passing for all lines of smoked meats, while lard is also in demand and an advance in the near future may be scored.

| | |
|--|-------------|
| Long clear bacon, heavy, lb. | 0 13½ |
| Long clear bacon, light, lb. | 0 14½ |
| Hams— | |
| Extra large sizes, 28 to 40 lbs., per lb. | 0 14½ |
| Large sizes, 20 to 28 lbs., per lb. | 0 16 |
| Medium sizes, 15 to 19 lbs., per lb. | 0 16½ |
| Extra small sizes, 10 to 14 lbs., per lb. | 0 16½ |
| Bone out, rolled, large, 16 to 25 lbs., per lb. | 0 16½ |
| Bone out, rolled, small 9 to 12 lbs., per lb. | 0 16½ |
| Breakfast bacon, English, boneless, per lb. | 0 18 |
| Windsor bacon, skinned, backs, per lb. | 0 14½ |
| Spiced roll bacon, boneless, short, per lb. | 0 14½ |
| Boiled ham, small, skinned, boneless.... | 0 26 |
| Hogs, live, per cwt. | 8 50 |
| Hogs, dress, per cwt. | 12 50 12 75 |

| | |
|---|-------|
| Pure Lard— | |
| Boxes, 50 lbs. net, per lb. | 0 10½ |
| Cases, tins, each 10 lbs., per lb. | 0 14½ |
| Cases, tins, each 5 lbs., per lb. | 0 14½ |
| Cases, tins, each 3 lbs., per lb. | 0 14½ |
| Pails, wood, 20 lbs. net, per lb. | 0 14½ |
| Pails, tin, 20 lbs. gross, per lb. | 0 10 |
| Tubs, 50 lbs. net, per lb. | 0 14½ |
| Tierces, 375 lbs., per lb. | 0 14 |
| One pound bricks | 0 13½ |

| | |
|---|-------|
| Compound Lard— | |
| Boxes, 50 lbs., per lb. | 0 14½ |
| Cases, 10-lb. tins, 60 lbs. to case, per lb. | 0 10½ |
| Cases, 5-lb. tins, 60 lbs. to case, per lb. | 0 10½ |
| Cases, 3-lb. tins, 60 lbs. to case, per lb. | 0 10½ |
| Pails, wood, 20 lbs. net, per lb. | 0 10½ |
| Pails, tin, 20 lbs. gross, per lb. | 0 14½ |
| Tubs, 50 lbs. net, per lb. | 0 10½ |
| Tierces, 375 lbs., per lb. | 0 10½ |
| One pound bricks | 0 11 |

| | |
|---|-------|
| Pork— | |
| Heavy Canada short cut mess, bbl., 35-45 pieces | 27 00 |
| Best pork | 19 00 |
| Canada short cut back pork, bbl., 45-55 pieces. | 27 00 |
| Heavy short cut clear pork, bbl. | 23 00 |
| Clear fat backs | 25 50 |
| Heavy flank pork, bbl. | 26 50 |
| Dry Salt Meats— | |
| Green bacon, flarks, lb. | 0 14 |

BUTTER.—There is no change in prices locally but an advance is not far off, as supplies are pretty short and there is little hope of any improvement. The English market pretty well controls the situation as it is hardly likely that imports will be large as the tendency over there is also for higher prices. Again, while the bulk of the Danish production usually was forwarded to Great Britain, still Germany is now competing for this supply as she seems to be

unable to produce enough to fill the growth in demand.

Prices in the country centres have stiffened up, as high as 27½ cents, having been reached. The next few weeks should show an interesting situation.

| | | |
|-----------------------|------|-------|
| Creamery blocks | 0 28 | 0 28½ |
| Dairy tubs, lb. | 0 15 | |

EGGS.—Prices have advanced a cent all round this week and it looks as if a few more points will be scored if supplies are not more plentiful. Shipments coming forward this week were over 1,000 cases smaller than last, though the total shows a slight advance over those received during corresponding period of last year. The market is firm in every respect, under a good demand.

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

POULTRY.—There is no change in price, nor can we report an encouraging demand, things being particularly slow. Supplies are not good either, and it is quite certain that under conditions prevailing this week, if a firm demand sets in, quotations would ascend a few points. However, a heavy business is expected in the course of a few weeks.

| | |
|------------------------------|-----------|
| Turkeys, No. 1, per lb. | 0 25 |
| Turkeys, No. 2, per lb. | 0 22 0 24 |
| Chickens, per lb. | 0 18 0 22 |
| Fowls, per lb. | 0 15 0 16 |
| Ducks, per lb. | 0 25 |
| Geese, per lb. | 0 15 |

TORONTO.

PROVISIONS.—The warmer weather experienced of late has added more life to trade in smoked and cooked hams. This has not been an over brisk summer in these lines but on the whole a normal business has been done.

As noted last week, there is a firmer feeling in certain lines. Rolled bacon for instance is up to 13¾ to 14 cents while long clear as intimated last week is selling higher, 14¼ to 14½ cents being asked. In addition to this a strong undertone still marks the last market

and some firms would quote even as high as 14 cents in tierces. Gradually but steadily pork products have been mounting to a high level following the trend of hogs which are worth quite a stiff figure.

| Smoked Meats— | | |
|-----------------------------------|-------|-------|
| Light hams, per lb. | 0 17½ | 0 18 |
| Medium hams, per lb. | 0 17 | 0 17½ |
| Large hams, per lb. | 0 15 | 0 16 |
| Bacon, plain, per lb. | 0 19 | 0 20 |
| Bacon, pea meal | 0 20½ | 0 21½ |
| Breakfast bacon, per lb. | 0 18 | 0 18½ |
| Roll bacon, per lb. | 0 13¾ | 0 14 |
| Shoulders | 0 11½ | 0 12 |
| Pickled Meats—less than smoked. | | |
| Heavy mess pork, per bbl. | 20 00 | 20 50 |
| Short cut, per bbl. | 24 00 | 25 00 |
| Cooked hams | 0 25 | 0 25 |
| Long clear bacon | 0 14¾ | 0 14½ |
| Lard, tierces, per lb. | 0 13¾ | 0 14 |
| Lard, tubs, per lb. | 0 14 | 0 14½ |
| Lard, pails, per lb. | 0 14¾ | 0 14½ |
| Lard, compounds, per lb., tierces | | 0 10 |
| Live hogs, local | | 8 55 |
| Live hogs, at country points | | 8 25 |
| Dressed hogs | 11 75 | 12 25 |

BUTTER.—In spite of the excellent pastures, there is no change in butter prices. "Nor can it be sold any cheaper," said one man this week, "because no concessions can be secured from sellers in the country." There appears to be considerable stock coming along but it is apparently being well cared for. There has been a good deal stored this year.

"It is difficult to say for sure," said one dealer this week, "but it seems to me that they may be overdoing the storing of butter. There is a lot in storage and there may be some sleepless nights ahead for some dealers."

| | Per lb. | |
|---------------------------|---------|------|
| Fresh creamery print | 0 27 | 0 29 |
| Creamery solids | 0 26 | 0 27 |
| Farmers' separator butter | 0 25 | 0 26 |
| Dairy prints, choice | 0 23 | 0 24 |
| Dairy solids | 0 22 | 0 23 |

EGGS.—With exhibition over and a somewhat lessened demand combined with warmer weather which may work for larger production, there seems to be a slightly easier undertone to eggs. There is the fact, however, that warmer weather will probably bring a larger shrinkage in receipts.

"Prices should be a shade easier," said one egg man this week. "Our price in the country is 24 cents and that is the limit we are paying. Buyers for a time have been slightly overstepping that mark."

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

CHEESE.—While there is no change, steadiness prevails in cheese market in sympathy with tendency in country.

| Old Cheese— | | |
|-------------|-------|-------|
| Large | 0 18 | 0 20 |
| Twin | 0 18 | 0 19½ |
| New Cheese— | | |
| Large | 0 14½ | 0 14¾ |
| Twin | 0 14¾ | 0 15 |
| ½ Twin | 0 15 | 0 15¾ |
| Stilton | 0 16 | 0 17 |

POULTRY.—Poultry has been in quite good demand with a considerable volume offering. There is a little easier feeling which will probably continue until weather becomes cool enough to make storage possible. There are several Jewish holidays during September that will cause a brisker demand for poultry.

| LIVE POULTRY (prices paid to country merchants). | | |
|--|------|------|
| Spring chickens | 0 12 | 0 12 |

| | | |
|--------------|------|------|
| Spring ducks | 0 10 | 0 11 |
| Old fowl | 0 09 | 0 10 |
| Roosters | 0 07 | 0 08 |

| WHOLESALE PRICES (to city retailers). | | |
|---------------------------------------|------|------|
| Spring chickens, dressed, lb. | 0 18 | 0 21 |
| Spring ducks, dressed, lb. | 0 14 | 0 18 |
| Poultry, dressed | 0 12 | 0 13 |

HONEY.—There is a seasonable trade

being done in honey but there is nothing but steadiness in view.

| White clover honey, in combs, No. 1, doz. | 2 75 | 3 00 |
|---|------|-------|
| Honey, strained— | | |
| Clover honey, 60-lb. pails, per lb. | | 0 12 |
| Clover honey, 10-lb. pails, per lb. | | 0 12½ |
| Clover honey, 5-lb. pails, per lb. | | 0 12¾ |
| Ruckwheat, 60-lb. tins, lb. | 0 07 | 0 08 |

Displays Provisions at Front of Store

Has Slicing Counter Farther Back—John Laird, Galt, Ont., Divides Department Up so That Provisions May be Shown in Prominent Position Without Taking Up Too Much Valuable Space—Importance of Clearing Out the Ends.

There is no getting away from the fact that the front is the most desirable part of the store to show goods if you want to sell them. It is forever the cry of manufacturers to the retail dealer, "Why don't you put my goods out where the people will see them. Then you will sell them."

The biscuit man wants every dealer to show his goods at the front and so does the provision man and the baking powder man and so on, down the line. Every retailer is being constantly urged to place some particular line to the fore. He is in somewhat of a quandary as to which lines are best to place in a position of prominence.

Provisions Need Display.

Now, perhaps if there is any line which needs to be shown in the store, it is provisions. For this reason, it is well to have provisions to the front, but against this, it is argued that a provision department takes up a good deal of space and this many a grocer can ill afford at so important a part of his store.

John Laird, of Galt, Ont., has attempted to solve this problem by dividing up the department, having his display part at the front and his slicing counter farther back. Thus, the object arrived at—that of bringing provisions prominently before customers—is accomplished with the taking up of the minimum amount of valuable space at the front.

Display Right at Front.

The display portion of the provision department is just at the right hand as customers enter. Here for a space of about six feet a couple of rows of shelving have been removed, and in the recess so formed, provisions are shown. Meat hooks to hold hams, breakfast bacon and other lines are placed at the top. Various kinds of meat are shown on white platters below. During the summer a screen covers the front, thus preventing the entrance of the fly. Farther back in a less important part of the store is the slicing counter, where a meat slicer is used. It requires a few more steps to take the meat to the slicing counter and to return it, but this is made up for

by the extra display space secured at the front.

"One of the difficult problems in the provision department," says Mr. Laird, "is to tell if any money is being made. This is an easy matter in a store properly departmentalized, but this is hardly possible in a small store. You can tell exactly how much you make or do not make when a whole ham or side is sold, as we always weigh our meats as they come in. When they are sliced, however, it is not always possible to tell how much you have made."

Clears Out Ends.

"One of the important parts in handling meats," he continued, "is to clear up the ends. Every end which is left unsold means a deduction in profit. I don't try to slice them right up to the end, as there is bound to be a certain unsaleable amount left. Instead, I try to work off the ends in a piece, and I think it is better to clear them out, say at 20 cents than slice at 25 cents, for as I said, there is bound to be a piece left."

Butter forms quite an important part of the produce and provision section of this store. An interesting feature is the change in late years. When Mr. Laird first started in business, there was lots of butter available from the surrounding country. This is not so now, as about 300 pounds of butter has to be purchased weekly from outside sources.

Demand Quality.

"People of to-day," states Mr. Laird, "demand the best quality butter, even if the price is high. There is no sale for poor butter. If you tell a customer you have some butter of not quite so high quality at a lower price, she will refuse it. This seems the case even with poor customers. They all want the best regardless of price."

There is an improved style this year in the natural Japan tea leaf, reports indicating that second and third crop teas are good from a cup quality standpoint.



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

GUNN'S QUALITY BRAND

Nothing better for household use.

GUNNS LIMITED,

PACKERS AND REFINERS

West Toronto, Ont.

Montreal, Que.

St. John, N.B.

FEARMAN'S "STAR BRAND" English Breakfast BACON

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

MADE UNDER GOVERNMENT INSPECTION.

F. W. FEARMAN CO., Limited
HAMILTON

The quality of

WETHEY'S

Condensed

Mince Meat

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

WHAT ABOUT YOURSELF?

Are you one of its friends?

If not, now is the time to get acquainted

All Jobbers. 3 doz. to a case.

WRITE US

J. H. WETHEY, Limited
ST. CATHARINES

"THE MINCE MEAT PEOPLE."

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS \$40 PER INCH PER YEAR

BAKING POWDER.
W. H. GILLARD & CO.
 Diamond.
 1-lb. tins, 2 doz. in case ..\$2 00
 ½-lb. tins, 3 doz. in case... 1 25
 ¼-lb. tins, 4 doz. in case... 0 75

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

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

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Baking Powder—
 5-lb. size, \$8.25; 1-lb. tins, \$2;
 12-oz. tins, \$1.60; 8-oz. tins, \$1.20;
 6-oz. tins, 90c; 4-oz. tins, 65c;
 5c tins, 40c.

BORWICK'S BAKING POWDER
 Sizes. Per doz. tins.
 Borwick's ¼-lb. tins 1 35
 Borwick's ½-lb. tins 2 35
 Borwick's 1-lb. tins 4 65

COOK'S FRIEND BAKING POWDER.

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

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

FOREST CITY BAKING POWDER.
 6-oz. tins 0 75
 12-oz. tins 1 25
 16-oz. tins 1 75

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

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

UN-NUMBERED.
 Under 100 bookseach 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 00
 Raspberry 2 00
 Black currant 2 00
 Red currant 1 85
 Peach 1 85
 Pear 1 85

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

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

Pure Preserves—Bulk.
 5 lbs. 7 lbs.
 Strawberry 0 69 0 95
 Black currant 0 69 0 95
 Raspberry 0 69 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 40
 Perfection, ½-lb. tins, doz. 2 35
 Perfection, ¼-lb. tins, doz. 1 25
 Perfection, 10c size, doz. 0 90
 Perfection, 5-lb. ins, 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 28
 Diamond, 6's and 7's, 6 and 12-lb. boxes 0 24
 Diamond, ¼'s, 6 and 12-lb. boxes 0 25

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 36
 Milk medallions, 5-lb. bxs. 0 36

Chocolate wafers, No. 1,
 5-lb. boxes 0 30

Chocolate wafers, No. 2,
 5-lb. boxes 0 25

Nonparell wafers, No. 1,
 5-lb. boxes 0 30

Nonparell wafers, No. 2,
 5-lb. boxes 0 25

Chocolate ginger, 5-lb. bxs. 0 30

Milk chocolate wafers, 5-lb. boxes 0 36

Coffee drops, 5-lb. boxes .. 0 36

Lunch bars, 5-lb. boxes .. 0 36

Milk chocolate, 5c bundles,
 3 doz. in box, per box.. 1 35

Milk chocolate, 5c cakes,
 3 doz. in box, per box.. 1 35

Nut milk chocolate, ½'s, 6-lb. boxes, lb. 0 36

Nut milk chocolate, ¼'s, 6-lb. boxes, lb. 0 36

Nut milk chocolate, 5c bars
 24 bars, per box 0 90

EPPS'S.

Agents—Willson & Warden, Toronto; Forbes & Nadeau, Montreal; J. W. Gorham & Co., Halifax, N.S.; Buchanan & Gordon, Winnipeg.
 In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb. 0 35
 Smaller quantities 0 37

JOHN P. MOTT & CO.'S.

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

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

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

Nut milk bars, 2 dozen in box 0 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, ½'s 0 24

" Plain choice chocolate liquors 20 50

" Sweet chocolate coatings 0 20

WALTER BAKER & CO., LTD.

Premium No. 1 chocolate, ¼ and ½-lb. cakes, 33c lb.; Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins, 39c lb.; German's sweet chocolate, ½, and ¼-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-6 lb. cakes, 6-lb. boxes, 32c lb.; cinquieme sweet chocolate, 1-5 lb. cakes, 6-lb. boxes, 20c lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, ¼-lb. pkgs., 6-lb. bags, 32c lb.; Caracas tablets, 5c cartons, 40 cartons to box, \$1.25 per box.

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

COCOANUT.

CANADIAN COCOANUT CO
 Packages—5c, 10c, 20c, and 40c packages, packed in 15-lb. and 30-lb. cases. Per lb.
 1-lb. pkgs. White Moss ... 0 26

½-lb. pkgs. White Moss .. 0 27

¼-lb. pkgs. White Moss .. 0 28

1 and ½-lb. pkgs., assorted 0 26½

¼ and ½-lb. pkgs., asstd 0 27½

¼-lb. pkgs., astd., in 5-lb. boxes 0 28

½-lb. pkgs., astd., in 5-lb. boxes 0 29

¼-lb. pkgs., astd., 5, 10, 15-lb. cases 0 30

Bulk—

In 15-lb. tins, 20-lb. pails and 10, 25 and 50-lb. boxes.

Pails Tins Bbls.

White Moss, fine strip 0 19 0 21 0 17

Best shredded . 0 18 0 16

Ribbon 0 19 0 17

Macaroon 0 17 0 16

Desiccated 0 16 0 14

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

Per Case

East of Fort William, Ont.

Eagle Brand, each 4 doz. \$6 00

Gold Seal Brand, each 4 dz 5 25

Challenge Brand, each 4 dz 4 60

Peerless Brand, "Hotel," each 2 doz. 4 25

Peerless Brand, "Tall," each 4 doz. 4 60

Peerless Brand, "Family," each 4 doz. 3 90

Peerless Brand, "Small," each 4 doz. 2 00

St. Charles Evaporated Milk (baby size) 2 00

St. Charles Evaporated Milk (family size) 3 90

St. Charles Evaporated Milk (hotel size) 4 25

Silver Cow Milk 5 40

Purity Milk 5 25

Good Luck Milk 4 60

Reindeer Brand (4 doz. in case) 5 75

Mayflower Brand (4 doz. in case) 5 25

Clover Brand (4 doz. in case) 4 60

Reindeer Jersey Brand, Family (4 doz. in case). 3 90

Reindeer Jersey Brand, tall (4 doz. in case).... 4 60

Reindeer Jersey Brand, Hotel (2 doz. in case)... 4 25

Reindeer Jersey Brand, Gallon (½ doz. in case) 4 75

CANADA FIRST BRAND.

The Aylmer Condensed Milk Co.

Per Case.

Canada First Baby Evaporated Milk 2 00

Canada First Family Evaporated Milk 3 90

Canada First Medium (20 oz.) Evaporated Milk... 4 60

Canada First Hotel Evaporated Milk 4 25

Canada First Gals Evaporated Milk, Manufacturer's Special 4 75

Canada First Condensed (sweetened) 5 25

Rose Bud Condensed Milk 5 15

Beaver Condensed Milk .. 4 50

COFFEE.

(Combined with Milk and Sugar)

Reindeer Brand (2 doz. in case) 5 00

Regal Brand (2 doz. in case) 4 50

ANNOUNCEMENT

We have purchased from Foley Bros. & Larson the well-known trade mark "FORT GARRY," under which label we are packing a full line of

**Tea, Coffee, Cocoa, Canned Goods,
Extracts, Spices and Baking Powder.**

This brand of goods has always been noted for its quality, and at all cost we will keep up the quality of FORT GARRY BRAND GOODS, and our guarantee will cover every package.

SPECIAL

In addition to purchasing this well known registered name of FORT GARRY, it was necessary for us to take over all the goods which Foley Bros. & Larson had on hand, and as these were packed by Foley Bros. & Larson, and have their name on the label, we are willing to sacrifice them at what they cost, as follows:

| | | |
|-------|----------------------------------|-----|
| 3 # | enamelled tins, marked \$1.00, @ | 69c |
| 1 # | packages, marked 35c, @ | 26c |
| 1/2 # | packages, marked 20c, @ | 17c |
| 1 # | packages Finest Japan | 27c |
| 1/2 # | packages Finest Japan | 28c |

We have the following bulks in stock:

| | | |
|-----|---|-----|
| # 4 | of fine appearing Tiffy, long leaf, bulk, @ | 25c |
| # 6 | of fine appearing Tiffy, long leaf, bulk, @ | 28c |
| # 1 | Japan, @ | 28c |
| # 2 | Japan, @ | 21c |
| # 1 | Japan Siftings, @ | 10c |
| # 2 | Japan Siftings, @ | 9c |

We are prepared to give special terms for large orders on the above and will furnish samples upon request.

We are carrying large stocks of high-class groceries and are anxious to quote you prices at all times.

Our prices for NEW CROP RAISINS, CURRANTS and NUTS are out, and as we have purchased only the very best quality at the lowest market prices, we are in a position to give you the benefit. Write for our prices before placing your order.

RICHARDS & BROWN

WHOLESALE GROCERS AND COMMISSION MERCHANTS

WINNIPEG, - - - - - CANADA

THE CANADIAN GROCER

Reindeer Brand, in glass jars (2 doz. in case) 6 20
COCOA.
 (Combined with Milk and Sugar)
 Reindeer Brand (2 doz. in case) 4 80

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

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

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

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

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

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

CONFECTIONS.
PEANUT BUTTER.
 Ontario Prices
 MacLaren's Imperial— Per doz
 Small, 2 doz. 0 85
 Medium, 2 doz. 1 80
 Large, 1 doz. 2 75
 Tumblers, 2 doz. 1 35
 Pails, 24 lbs., per lb. 6 15

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

FLAVORING EXTRACTS.
SHIRRIFF'S.
 1 oz. (all flavors) doz. 1 00
 2 oz. (all flavors) doz. 1 75
 2 1/2 oz. (all flavors) doz. ... 2 60
 4 oz. (all flavors) doz. 3 90
 5 oz. (all flavors) doz. 3 75
 8 oz. (all flavors) doz. 5 50
 16 oz. (all flavors) doz. 6 00
 32 oz. (all flavors) doz. 6 00
 Discount on application.
CRESCENT MFG. CO.
 Mapleine— Per doz.
 2 oz. bottle (retail at 50c) 4 50
 4 oz. bottle (retail at 90c) 6 80
 8 oz. bottles (retail at \$1.50) 12 50
 16 oz. bottles (retail at \$3) 24 00
 Gal. bottles (retail at \$20) 15 00

GELATINE.
 Knox Plain Gelatine (2 qt. size), per doz 1 30
 Knox Acidulated Gelatine (2 qt. size), per doz 1 30
CLARK'S PORK AND BEANS IN TOMATO SAUCE.
 Per doz
 No. 1, 4 doz. in case 0 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 & CO., MONTREAL AGENCIES.
 These prices are F.O.B. Montreal. Imported Peas "Soleil"

Per case
 Sur Extra Fins, 1/2 flacons, 40 bou. 11 00
 Sur Extra Fins, tins, 1/2 kilo, 100 tins 15 50
 Extra Fins, tins, 1/2 kilo, 100 tins 15 00
 Tres Fins, 1/2 kilo, 100 tins 14 00
 Fins, tins, 1/2 kilo, 100 tins 12 50
 Mi-Fins, tins, 1/2 kilo, 100 tins 11 00
 Moyens No. 1, tins, 1/2 kilo, 100 tins 10 00
 Moyens No. 2, tins, 1/2 kilo, 100 tins 9 50
 Moyens No. 3 8 75
 Asparagus, Haricots, etc.
MINERVA PURE OLIVE OIL.
 Case—
 12 litres 6 50
 12 quarts 5 75
 24 pints 6 00
 24 1/2-pints 4 25
 Tins—
 5 gals. 2s 23 00
 2 gals. 6s 29 00
 1 gal. 10s 25 00
 1/2-gal. 20s 26 00
 1/4-gal. 40s 13 50
 1/8-gal. 80s sq. 17 00
 1/4-gal. 48s rd. 15 50

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

La Sanitas Sparkling, 100 pints 9 00
 La Sanitas Sparkling, 100 splits 4 00
 Lemonade Savoureuse, 50's 7 50

CASTILE SOAP.
 "Le Soleil," 72 p.c. olive oil.
 Case, 12 lbs. 2 1/2-lb. bars, lb 0 08 1/2
 Case 25 lbs., 11-lb. bars, lb 0 07 1/2
 Case 50 lbs. 1/2-lb. bars case 3 50
 Case 200 lbs. 3 1/2-oz., case. 3 75
 "La Lune," 65 p.c. olive oil.
 Case 25 lbs. 11-lb. bars, lb. 0 07
 Case 12 lbs. 2 1/2-lb. bars, lb 0 08
 Case 50 lbs., 1/2-lb. bars, case 3 25
 Case 100 lbs. 3 1/2-oz. bars, case 1 80
 Case 200 lbs. 3 1/2-oz. bars, case 3 40

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

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

CANNED HADDIES "THIS-TLE" BRAND.
A. P. TIPPET & CO., Agents.
 Cases 4 doz. each, flats, per case 5 40
 Cases 4 doz. each, ovals, per case 5 40
INFANTS' FOOD.
 Robinson's patent barley, 1/2-lb. tins, \$1.25; 1-lb. tins, \$2.25; Robinson's patent groats, 1/2-lb. tins, \$1.25; 1-lb. tins, \$2.25.

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

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

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

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

D. S. F., 1-lb. 5 00
 F. D., 1/4-lb. 0 85
 F. D., 1/2-lb. 1 45

Per jar
 Durham, 4-lb. jar 0 75
 Durham, 1-lb. jar 0 25
MACLAREN'S IMPERIAL PREPARED MUSTARD.
 Ontario Prices.
 Small case 4 doz., per doz. 0 45
 Medium, cases 2 doz., doz. 0 90
 Large, cases, 1 doz., doz. 1 35
VERMICELLI AND MACARONI
D. SPINELLI C'Y., MONTREAL
 Fine.

4-lb. box "Special" per box 0 22
 8-lb. box "Special" box .. 0 44
 5-lb. box "Standard" box 0 27 1/2
 10-lb. box "Standard," box 0 55
 60-lb. cases or 75-lb. bbls. per lb. 0 06
 25-lb. cases, 1-lb. pkgs. (Vermicelli) per lb. 0 06
 Globe Brand.
 5-lb. box "Standard" box 0 30
 10-lb. box "Standard," box 0 60
 25-lb. cases (loose) per lb. 0 06
 25-lb. cases, 1-lb. pkgs., lb 0 06 1/2

JELLY POWDERS.
JELL-O.
 Assorted case, contains 2 doz. 1 80
 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 dozen 2 50
 Straight
 Chocolate contains 2 doz. 2 50
 Vanilla contains 2 dozen. 2 50
 Strawberry contains 2 doz. 2 50
 Lemon contains 2 dozen ... 2 50
 Unflavored contains 2 doz. 2 50
 Weight 11 lbs. to case. Freight rate, 2nd class.

IMPERIAL DESSERT JELLY.
 Ontario Prices.
 Assorted flavors, \$10.75 per gross. Imperial Sterilized Gelatine.
 Cartons, 1 doz., 90c per dozen.
SOAP AND WASHING POWDERS.
A. P. TIPPET & CO., AGENTS.
 Crle soap, per gross \$10 20
 Floriola soap, per gross. 12 00
 Straw hat polish, per gr. 18 20
SNAP HAND CLEANER.
 3 dozen to box \$ 3 60
 6 dozen to box 7 00
 30 days.

RICHARDS PURE SOAP.
 5-case lots (delivered), \$4.15 each with 20 bars of Quick Naptha as a free premium.
 Richards Quick Naptha Soap GENUINE. Packed 100 bars to case.
FELS 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
 1/4-gall., doz. 6 00
 1/2-gall., doz. 10 00
 1 gall., doz. 18 20
 1-16 gall. gross lot 20 00

LUDELLA

On account of the high price of teas during the past few months, we have been compelled to keep withdrawn from the market our Blue Label twenty-five cent retailer. Of course, had we been indifferent about the quality of tea which we put into it, we could easily have continued it and still made a profit, but we desired to retain the high reputation which this priced package has attained, and retired it.

The tea market has now eased off sufficiently to enable us to again pack this line with the old standard of quality, and we now have pleasure in announcing that Ludella Blue Label, to retail at twenty-five cents the full pound in lead package, is here for you at a cost of twenty cents net, and we solicit your orders.

H. P. ECKARDT & CO.

WHOLESALE GROCERS

Cor. Front and Scott Sts. - TORONTO

THE CANADIAN GROCER

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

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

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

OCEAN MILLS, MONTREAL.
Chinese starch, 48 1 lb., per case, \$4; Ocean Baking Powder 3-oz. tins, 4 doz. per case, \$1.60, 4-oz. tins, 4 doz. per case, \$3.00, 8-oz. tins, 5 doz. per case, \$6.50; 16-oz. tins, 3 doz. per case, \$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 45 8-oz., \$4; Ocean borax, 48 8-

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

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

SYMINGTON'S SOUPS.
Quart packets, 9 varieties, doz. 0 60
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.
EDWARDSBURG STARCH CO.
CROWN BRAND CORN SYRUP
2 lb. tins, 2 doz. in case.. 2 55
5 lb. tins, 1 doz. in case .. 2 90
10 lb. tins, ½ doz. in case 2 50
20 lb. tins, ¼ doz. in case 2 75
Barrels, 700 lbs. 3½
Half Barrels, 350 3½
Quarter Barrels, 175 4
Pails, 38½ \$1 90
" 25 lbs. each 1 35

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

BEAVER BRAND MAPLE SYRUP.
2-lb. tins, 2 doz. in case.. \$3.50
5-lb. tins, 1 doz. in case .. 4.00
10-lb. tins, ½ doz. in case... 3.95
20-lb. tins, ¼ doz. in case... 3.90
(5, 10 and 20 lb. tins have wire handles.)
Terms: 30 days net. No discount for prepayment.
Freight prepaid on 5 case lots, to all stations in Quebec and Ontario (east of North Bay), and during navigation to ports as far as Sault Ste. Marie Inclusive.
To points beyond North Bay we prepay freight to North Bay only.

MOLASSES.
DOMINION MOLASSES CO.
Gingerbread Brand (Toronto)
2's—2 doz. to case, per doz. 23
3's—2 doz. to case 1 45
Winnipeg.
2's—Tins, 2 doz. cases, per doz. 1 20
3's—Tins, 2 doz. cases, per doz. 1 75
5's—Tins, 1 doz. cases, per doz. 3 20
10's—Tins, ½ doz. cases, per doz. 5 30
20's—Tins, ¼ doz. cases, per doz. 19 40
Pails—1's each 0 65
Pails—2's each 1 12
Pails, 5's, each 2 55

DOMOLCO BRAND.
Maritime Provinces and Ontario:
2's, 2 doz. case, pe. doz. 7 35
3's, 2 doz case, per doz 1 95

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

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

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

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

HOLBROOK'S IMPORTED PUNCH SAUCE.
Per doz.
Large, packed in 3-doz. case \$2 25
Medium, packed in 3-doz. case 1 40
HOLBROOK'S IMP. WORCESTERSHIRE SAUCE.
Per doz.
Rep. ½ pints, packed in 6-doz. case \$2 25
Imp. ½-pints, packed in 4-doz. case 3 15
Rep. qts. packed in 2-doz. case 6 50

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

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

TOBACCO.
IMPERIAL TOBACCO COMPANY OF CANADA.
Chewing—Black Watch 6s .. 44
Black Watch, 12s 45
Bobs, 6s and 12s 46
Bully, 6s 44
Currency, 6½s and 12s 40
Stag, 5 1-3 to lb. 38
Old Fox, 12s 44
Pay Roll Bars, 7½s 56
Pay Roll, 7s 46
War Horse, 6s 42
Plug Smoking—Shamrock, 6s, plug or bar 54
Rosebud Bars, 6s 54
Empire, 6s and 12s 44
Ivy, 7s 50
Starlight, 7s 50
Cut Smoking—Great West Pouches, 8s 53
Regal Cube Cut, 9s 70

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

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

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

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

Wholesale R't'l
Brown Label, 1-lb. or ½ .25 .30
Red Label, 1-lb. or ½ .27 .35
Green Label, 1's, ½ or ¼ .30 .40
Blue Label, 1's, ½ or ¼ .35 .50
Yellow Label, 1s, ½ or ¼ .40 .60
Purple Label, ¼ only .. 55 .80
Gold Label, ¼ only 70 1.00

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

JAMS AND JELLIES.
T. UPTON & CO.
Compound Jams—Red Raspberry, strawberry, peach, plum, red currant, black currant, cherry, gooseberry, blueberry, apricot, huckleberry, 12-oz. glass jars, 2 doz. in case, \$1 per doz.; No. 2 tin, 2 doz. in case, \$1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 tin pails, 6 pails in crate, 52½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; 30-lb. wood pails, 7½c per lb. Packed in assorted cases or crates if desired.

Compound Jellies—Raspberry, strawberry, black currant, red currant, pineapple, 9 oz. glass tumblers, 2-doz. in case, 95c per doz.; 12-oz. glass jars, 2 doz. in case, \$1.00 per doz.; No. 2 tin, 2 doz. in case, \$1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; 30-lb. wood pails, 7½c 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. 6 tins, 9 in crate, 42½c per tin; No. 7 tins, 12 in case, 57½c per tin; No. 7 wood pails, 6 in crate, 57½c per pail; 30-lb. wood pails 8c per lb.

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

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



WHEAT AND WESTERN CANADIAN PROGRESS

Little need be said about the bumper crops and the prosperity that will abound in Western Canada this year. And if you as a wide-awake manufacturer, have your ear to the ground—you know the facts.

THIS YEAR'S CROP WILL BEAT ALL RECORDS and prosperity generally in Western Canada has taken a double stride this year. These remarkable facts, granted; and you, as a manufacturer, who could do excellent business among these prosperous people with organized representation.

We are at your service with five great warehouses and a selling staff that is daily in touch with every pulsating point in this Western country.

Do not overlook this market—WRITE US TO-DAY.

NICHOLSON & BAIN

Wholesale Commission Agents and Brokers

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WINNIPEG, REGINA, SASKATOON, EDMONTON, CALGARY

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How to increase your profits with a

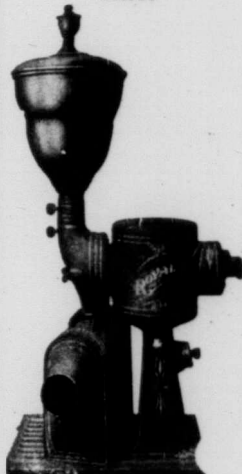
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Our display will be found in the north wing near the north door of the Industrial Building at the

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Toronto, Aug. 24 to Sept. 9th, 1912

ROYAL ELECTRIC COFFEE MILL
The Mill that "cuts" the coffee



One of 72 styles

Royal Coffee Roasters enable the progressive merchant to roast his own "coffees," no experience required—saves the cost of cans, boxes, labels, advertising and selling expenses. Builds up a permanent store patronage. Everybody wants fresh roasted coffee.

Royal Electric Coffee Mills "cut" the coffee according to requirements for any style coffee pot, percolator or urn.

Royal Electric Double Cutting Meat Choppers are "sanitary"—eliminate handling of meat, save time and labor.

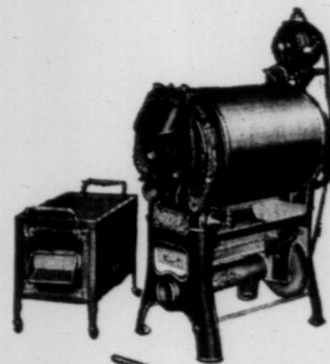
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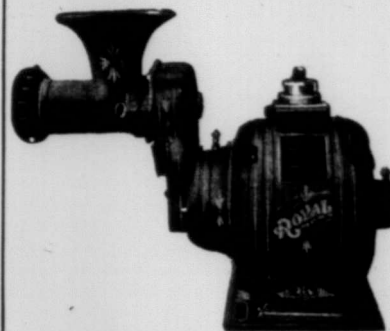
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Capacity from 10 to 150 lbs. according to size.



ROYAL ELECTRIC MEAT CHOPPER
Cuts the meat twice in one operation

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FAVORITE



WHITE DOVE
Cocoanut

The White Dove, symbolic of purity, is the proper brand for this popular cocoanut. Every can passed over the counter will return many profits in good will. Be sure to stock "White Dove." Full particulars from

W. P. Downey
MONTREAL, QUE.

BANANAS
Tomatoes
Celery

AND

all early vegetables

We invite
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Prompt attention and first-class
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LEMON BROS.
Owen Sound, Ontario

"St. Nicholas,"
"Home Guard,"
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"Kicking"

The Brands of Lemons
that give you and your
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Thorne's
HEALTH COCOA

Manufactured from a blend of the finest Cocoa Beans procurable — Pure, soluble cocoa with all the superfluous oil extracted, making it extremely palatable and easy to digest. Thorne's cocoa is stronger than most makes and more economical— $\frac{1}{4}$ -lb tin will make 32 cups.

The price of Thorne's Health Cocoa is competitive and it allows of a good profit being made by you. We also manufacture cheaper qualities, guaranteed pure, to suit your trade.

Send for sample and prices to

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

Parke's Catsup Flavor and Preserver



Sells rapidly and is a sure
repeater

- (1) It saves a lot of time and waste to a dealer making up recipes with 2 cents of this spice and 2 cents worth of another.
- (2) A 25 cent bottle flavors and preserves catsup made from a bushel of tomatoes.

Sold at \$2.00 per doz., less regular cash discount, by most wholesale grocers and druggists. If not procurable from them we will send it to you at regular prices, and allow express charges on a 3 dozen lot.

PARKE & PARKE, Druggists
HAMILTON, ONTARIO

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(The Flavor de Luxe)

Is not the exception.
Try the imitation yourself and note the difference.
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SILVER SKIN ONIONS,
CAULIFLOWER, GHERKINS,
RED PEPPERS, GREEN PEPPERS.

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The best preserving peaches will be on this week. Have your customers buy now, also

PEARS, PLUMS, TOMATOES,
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Always pure and sweet
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Everybody will want it
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It is homogenized
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Dry air circulating Refrigerator of the age.



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**Genuine Caviare,
Anchovies in Brine,
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Sold by all High-class Provision Dealers.

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**CHOCOLATE
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Our Cocoa and Chocolate preparations are Absolutely Pure — free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements

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Established 1780

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White Oil**

GIVES PERFECT LIGHT

The most economical high-grade oil
ever sold in Canada

FOR SALE EVERYWHERE

TRY A
Condensed Ad.
IN
This Paper



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Ask your wife or sister or housekeeper or cook or landlady whether she likes to make Jell-O desserts. You will find that even if a woman doesn't like to cook, she loves to make up

JELL-O

There is a fascination about it that appeals to every woman.

That is one of the chief reasons why Jell-O moves off your shelves so quickly and turns the money paid for it into profit.

Seven delightful Jell-O flavors.

**THE GENESEE PURE FOOD CO.,
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The name JELL-O is on every package in big red letters. If it isn't there, it isn't JELL-O.

Frequency of Sailings

Every eleventh day a Pickford & Black steamer leaves Halifax for Bermuda, St. Kitts, Antigua, Barbados, Trinidad and Demerara; the round trip occupying thirty days.

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

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Are years of square dealing,
An aggressive advertising campaign,
Good profit to dealers,
Sales guaranteed.

You should keep an eye on Post
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Your customers will want it for
Tomorrow's Breakfast

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CARTER'S



Big Wheel Lemonade Powder

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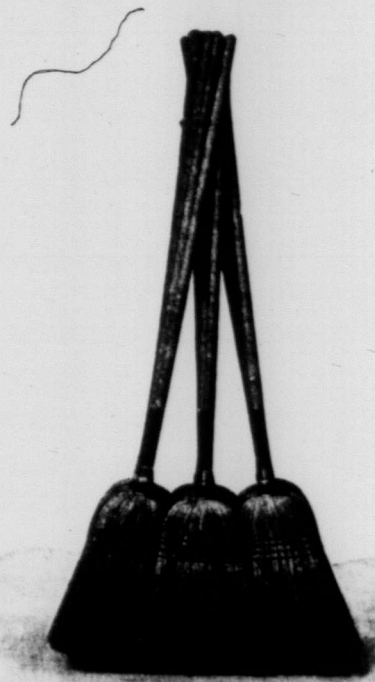
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Clean sweeping and durability are the
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Polished yellow handles

Finest quality broom-corn

Best workmanship

Quicker sellers

and more satisfaction all around than
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Some of the most popular Biscuits in Britain are made by

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A great change has come over the public in the course of the past few years and condensed milk is a recognized household article.

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Banner Condensed Milk, 4 doz. in case...\$5.00

Our lines will bring you new customers and quick returns.

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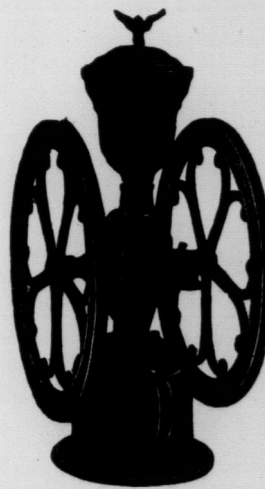
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Only the finest smooth skinned olives obtained from the best localities are used.

Scientific processing and packing of the olives is marked by the exceptional care, skill and cleanliness.

The brine is the best that modern science can produce.

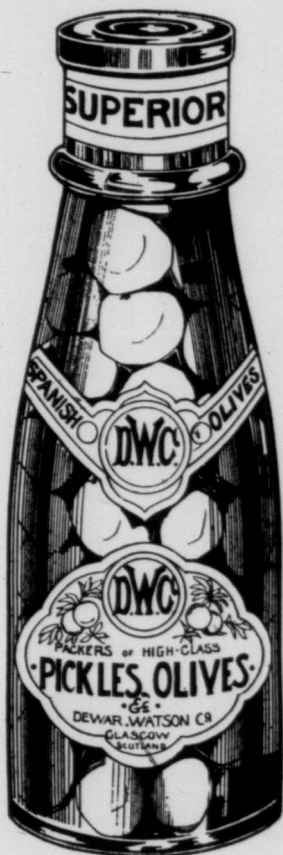
They yield a good margin of profit.

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Only the most carefully selected and sweetest fish caught in the famous Passamaquoddy Bay are used in the packing of the Brunswick Brand sea foods.

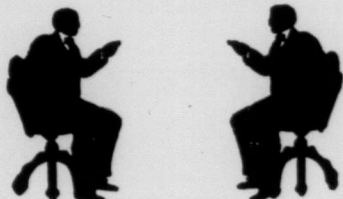
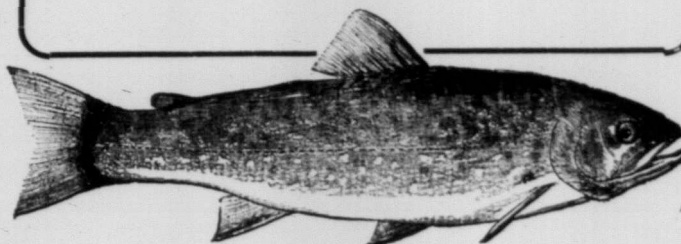
The high quality of our goods has given us a large trade, which, by the exercise of conscientious business methods, is constantly increasing. When you handle Connors Bros' Brands you sell goods that are trade winners.

Our plant is operated under the most ideal conditions, and our goods come perfect to the consumer.

CONNORS BROS., Limited

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If you should ask one of your brother grocers what his best selling pickle is, he would without hesitation say that

STERLING BRAND PICKLES

are the most popular line he handled. There is a big variety of the Sterling line of mixed and sweet pickles. Sterling Brand products justly deserve their reputation.

WRITE FOR PRICES.

THE T. A. LYTTLE CO.

Limited

Sterling Road, - Toronto



SALT Rice's Table Salt is ALWAYS PURE

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

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

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

BLACK JACK

QUICK
CLEAN
HANDY



TRY IT

SOLD BY
ALL
JOBBER'S

½-lb. tins—
3 doz. in case

WESTERN Incorporated 1851 ASSURANCE COMPANY

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AND
MARINE

HEAD OFFICE, TORONTO, ONT.

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A. D. 1833

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Head Office, Toronto

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John Hoskin, K.C., LL.D., Frederic Nicholls, Alex. Laird,
James Kerr Osborne, Z. A. Lash, K.C., LL.D.
Sir Henry M. Pellatt, E. R. Wood.

W. B. Meikle, General Manager.

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ASSETS - - - - - 2,061,374.10
LOSSES PAID SINCE ORGANIZATION 35,000,000.00



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Better Service Means More Trade

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

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Chewing Snuff

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NATIONAL SNUFF CO., Limited

500 St. Antoine Street

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RAT CORN



Kills Rats and Mice
No Odors or Smells. No Poison

It mummifies them. No matter where they die, they simply DRY UP. Positively do not smell.

Will not kill cats, dogs or man.

Rat Corn is a new and scientific discovery, and without a doubt the greatest rat destroyer in the world; the only one that kills rats without any bad, dangerous or disagreeable effects.

A trial will convince you—sells on sight.

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|---------------|------------------|---------|-------------------------------|
| | Doz. | Gross | |
| 15c Can | \$1.20 | \$14.40 | One dozen in box for counter |
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| 50c Can | 4.00 | 48.00 | Half dozen in box for Counter |
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Window display with each order. Write for special prices in assorted gross lots.

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is a really good line and will please the most particular. You are supplying families with groceries every day, why not supply their husbands with their tobacco?

Write us about other lines.

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 QUEBEC WINNIPEG

Tuckett's Orinoco Tobacco

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 A LITTLE MILDER
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WHICH HAS THE LARGEST SALE IN CANADA.

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at Toronto Exhibition. A large number of bags were sold and many samples distributed. The result will be that a very great number of people will adopt this system.

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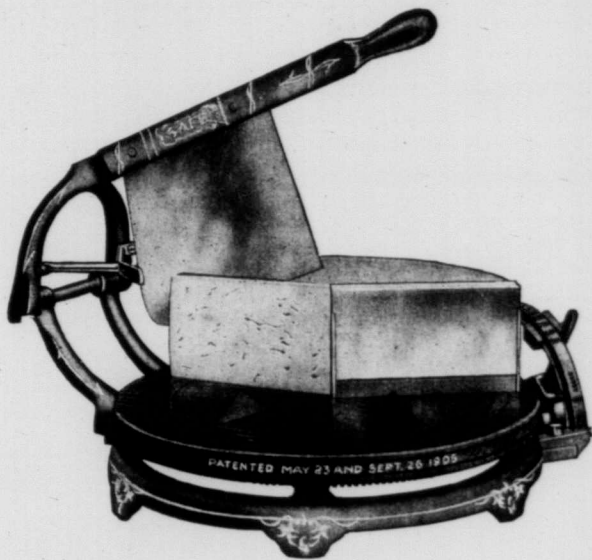
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MONTREAL

THIS FIXTURE PAYS FOR ITSELF



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It shows exactly how much will be received for a cheese. You should know this. **Never trust** to guess work.

The "SAFE" is the cutter which continues to cut **accurately.**

It is an investment. Not an expense. Pays for itself in a few months.

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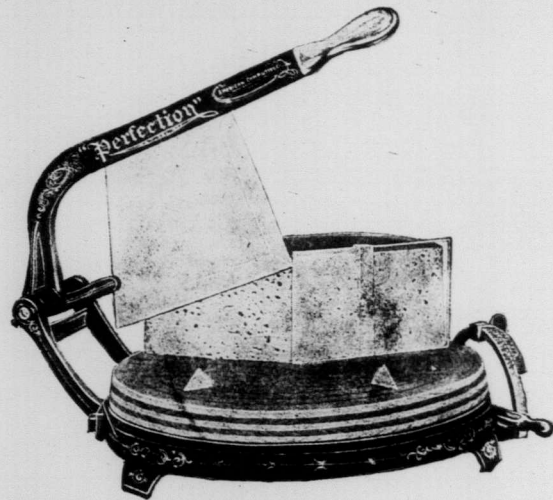
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Made in Canada

Don't run away with the idea that you can weigh cheese by guesswork. "Near enough" is not going to give you the profit that is yours. To be fair to yourself, your customers, and invite more sales you should instal the

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or "Crown"**

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ORDER NOW.

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Have you ever considered that Canadian-made Macaroni is just as good as many lines of imported? If not, you should satisfy yourself on the point and ask your wholesaler about

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THE HEIGHT OF PERFECTION

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STAVANGER - NORWAY

Packers of all kinds of
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Unsmoked Sardines after
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Our new factory is
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and sell themselves wherever intro-
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Every barrel we put our Brand on
the quality goes in before it is
branded, and it is worth the money.
We are now packing Fall Apples,
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Winter Apples, good % of Spies
and 60 to 75% No. 1 in a car. Full
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and all farm produce.

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

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any particular line you
will surely be disappoint-
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Fix your



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OLIVES
BLACK and GREEN
and she'll be a regular
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Headquarters for Italian Products



CHOICE ONTARIO APPLES

In car lots, packed in barrels or
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Guaranteed to pass Government in-
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Fruit all grown in our own or-
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We also want a good connection
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Choice evaporated apples always
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With the L. & B. Banner Brand Jams and Jellies on your shelves you have an unequalled quality article to offer your customers. Only the best fruits and sugars are used. Packed in 2, 5 and 7 lb. gold lacquered pails, and 30 lb. wooden pails.



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With
SELECT VALENCIAS

Costing 8 Cents

THE WISE ONES

Are Getting In Their

ORDERS NOW

For Californias

MATHEWSON'S SONS

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4500 Cases of Vegetables

Le Soleil Brand Le Soleil Brand

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2500 Cases **PEAS** Le Soleil Brand

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Le Soleil 1000 Cases Vegetables Le Soleil

Made up of the following assortments, **Asparagus**, Haricots, Macedoines, Epinarads, Artichokes, Flageolets, Concentrated Tomatoes, Brussels Sprouts, Soups, etc.

80 PER CENT. OF THIS SHIPMENT ALREADY SOLD.

Get in your orders now for the remaining 20 per cent.

(P. T. O.)

500 CASES PEAS (Medium)

"Frs. Petit."

Every housewife will buy these.

Only 10 CENTS a Tin

MUSHROOMS (F. Lecourt)

150 Cases Assorted. On Hand Now.

300 Cases—To Arrive Shortly.

Assortment comprises Extra Choice, First Choice, Choice, and Galipeds (Hotel).

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THE CANADIAN GROCER

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Every day this question is being asked by manufacturers, and the most direct answer is given below. We are located in the heart of a splendid field of trade, and being the oldest commission firm in Alberta, are in thorough touch with the trade. There is rapid and unlimited development in Alberta and it will pay you, Mr. Manufacturer, to let us distribute your lines. We are distributors for many good firms.

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**To Buy a Business
To Sell a Business
To Rent a Store**

**To Hire a Clerk
To Get a Position
To Get a Partner**

Anything whatever from the grocery trade.

Tell your wants in the Classified Advertising Department of The Canadian Grocer.

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.

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Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

THE CANADIAN GROCER

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Send Advertisements for this Department to
143 UNIVERSITY AVE., TORONTO, ONT.

"GRAND PRIX," FESTIVAL OF EMPIRE EXHIBITION, LONDON, 1911

32 Prize Medals

21 Royal Appointments

PEEK, FREAN'S SHORTCAKE BISCUITS



So great is the demand for this new introduction that during the first three months the quantity sold amounted to over 83 million Biscuits.

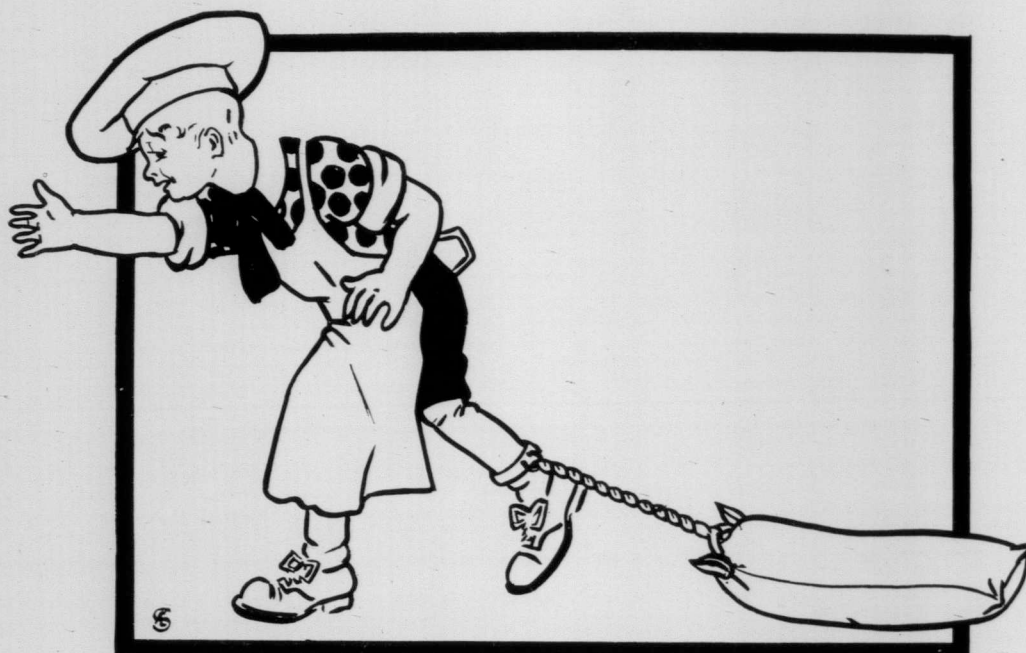
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Montreal and District—C. Fairall Fisher, 22 St. John Street, Montreal.
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PEEK, FREAN & CO., Ltd., Biscuit Manufacturers

LONDON, ENGLAND

Don't be hobbled—



Cut
Loose
From
Poor
Flour

WHEN a flour stops pulling, Brother Grocer, it drags. How can you forge ahead with poor quality neutralizing your efforts?

Are you working for your competitor or for yourself? Stop wasting your energy, your planning, your enthusiasm.

Cut loose from poor flour once for all.

For the very best salesmen you have can't make bad flour good, nor can it ever make good itself.

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Consider now FIVE ROSES flour, Brother Grocer.

Ever since 1888 it has helped realize the hopes of the best retailers, brought back the customer and done missionary work outside.

Many a grocer has *changed the drag into a pull* by merely changing his brand to FIVE ROSES.

What else could you expect from a flour that has jumped its sales from 800 barrels to 10,500 barrels?

Customers with the *same* flour needs as you write us that FIVE ROSES sales are going up, *always going up.*

Are you going to be held back any longer?

Ask your jobber or write our nearest office.

LAKE OF THE WOODS MILLING COMPANY, LIMITED

Toronto
Ottawa
London
Sudbury

"The House of Character"
Capacity—10,500 bbls. daily

MONTREAL

St. John
Keewatin
Winnipeg
Vancouver

Five Roses Flour

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