

# CANADIAN GROCER

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

Montreal: 701-703 Eastern Townships Bank Bldg.

Toronto: 143-145 University Ave.

Winnipeg: 211 Union Bank Building

London, Eng.: 29 Fleet St., E.C.

New York: Rooms 1109-1111, 146 Broadway.

VOL. XXIV.

PUBLICATION OFFICE: TORONTO, SEPTEMBER 23, 1910

NO. 35.

All the World Loves a Winner

AND

KEEN'S



OXFORD

BLUE

has proved a world winner because of its satisfaction-giving qualities. Keen's goes further than any other blue, and is just the line to handle to build up the trade you are after—the steady family trade. See to the stocking of your shelves. For sale by all the Canadian jobbing trade.

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

Agents for the Dominion of Canada

DRIVE THESE TANDEM

**BENSON'S**

"Prepared" Corn

**STARCH**

and

**EDWARDSBURG**

"Silver Gloss"

**STARCH**

They are the leading Laundry and Cooking Starches in Canada, and are noted for their purity and ease in handling. Moreover, they leave a "worth while" profit for the dealer. Order from your jobber.

**EDWARDSBURG STARCH CO., LIMITED**

ESTABLISHED 1858

53 Front St. East, Toronto, Ont.

Works, Cardinal, Ont.

164 St. James St., Montreal

THE CANADIAN GROCER

Purveyors to



H.M. The King

# MACONOCHIE'S

## QUALITY PRODUCTS



Pickles  
Peels  
Jams  
Marmalade  
Pan Yan Pickles  
Pan Yan Sauce  
Bloater Paste  
Worcester Sauce  
Silvocea Fresh  
Herring  
Silvocea Kippered  
Herring  
Silvocea Herring  
in Tomato Sauce  
Silvocea Fresh  
Mackerel  
Etc., Etc.



FOR SALE BY ALL UP-TO-DATE JOBBERS

CANADIAN AND UNITED STATES REPRESENTATIVES

### MacLaren Imperial Cheese Company, Limited

MANUFACTURERS AND IMPORTERS GROCERS' SPECIALTIES

TORONTO,

CANADA

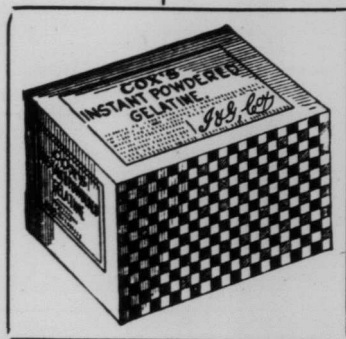
**"The World's  
Best."**

The cook who uses

## **COX'S GELATINE**

knows in advance exactly what to expect, namely, exactly what she (and all other cooks) want. *satisfactory results.*

There are no adulterations in Cox's Gelatine—no by-products to lessen the purity at the expense of a little extra profit for the maker.

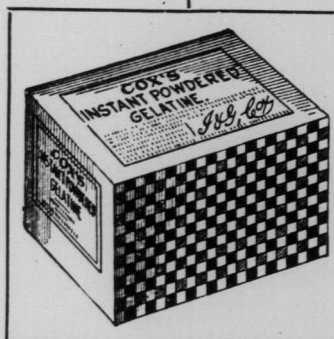


**ONE PACKAGE of COX'S**

**Gelatine makes**

**TWO QUARTS OF JELLY**

**The Purest, the Cheapest,  
the BEST.**



For greater convenience to meet most modern requirements it is put up in powdered form.

### **STRONGEST, PUREST, BEST**

The maximum of quality at the minimum of price to the grocer who buys and sells it. The Gelatine that established the standard.

**ABSOLUTELY PURE**

*A. P. Tippet & Co., Agents*

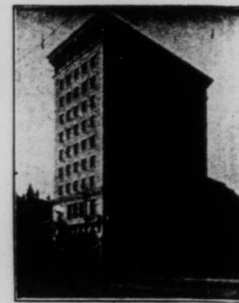
8 Place Royale  
Montreal

84 Victoria Street  
Toronto



Montreal Office

# Manufacturers' Agents and Brokers' Directory



Winnipeg Office

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

<p><b>R. B. Colwell</b> BROKER HALIFAX, N.S. REPRESENTING LEADING MANUFACTURERS, SUCH AS E. D. Smith Lowneys Toblers</p>	<p><b>W. S. CLAWSON &amp; CO.</b> Manufacturers' Agents and Grocery Brokers. Warehousemen ST. JOHN, - - N.B. Open for a few more first-class lines.</p>	<p><b>W. G. PATRICK &amp; CO.</b> Manufacturers' Agents and Importers 77 York Street, Toronto</p>
<p><b>J. W. GORHAM &amp; CO.</b> JERUSALEM WAREHOUSE, HALIFAX, N.S. Manufacturers' Agents and Grocery Brokers WAREHOUSEMEN can give close attention to few more first-class agencies. Highest references.</p>	<p><b>FINEST LARD in America, Morris's Chicago.</b>  AGENTS: <b>W. H. Millman &amp; Sons</b> Wholesale Grocery Brokers TORONTO</p>	<p><b>MacLaren Imperial Cheese Co.</b> Limited AGENCY DEPARTMENT Agents for Grocers' Specialties and Wholesale Grocery Brokers TORONTO, Ont. DETROIT, Mich.</p>
<p><b>FOR SALE</b> Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order. <b>J. T. ADAMSON &amp; CO.</b> Customs Brokers and Warehousemen  27 St. Sacramento Street, Montreal TEL. MAIN 778 BOND 28</p>	<p><b>NEWFOUNDLAND T. A. MACNAB &amp; CO.</b> ST. JOHN'S, NEWFOUNDLAND MANUFACTURERS' AGENTS and COMMISSION MERCHANTS Importers and exporters. Prompt and careful at- tention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A, B, C, 5th edition, and private.</p>	<p><b>RAW SUGAR ON SPOT</b> Barbadoes, Muscovado, Jamaica Light and Dark Crystals <b>Lind Brokerage Company</b> 73 Front St. E., Toronto  Agency required for Canned Goods, Etc. <b>The HARRY HORNE CO.</b> Grocery Brokers and Manufacturers' Agents. 309-311 King St. West, Toronto Good warehouse and distributing facilities.</p>
<p><b>ROBERT ALLAN &amp; CO.</b> MONTREAL General Commission Merchants Representing Morris Packing Co. Pork and Lard—Finest Quality</p>	<p><b>G. C. WARREN</b> Box 1036, Regina IMPORTER, WHOLESALE BROKER, and MANUFACTURERS' AGENT Trade Established 12 Years. Domestic and Foreign Agencies Solicited</p>	<p><b>WATSON &amp; TRUESDALE</b> (Successors to Stuart, Watson &amp; Co.) Wholesale Commission Brokers and Manufacturers' Agents. WINNIPEG, - - MAN. Domestic and Foreign Agencies Solicited.</p>
<p><b>WESTERN DISTRIBUTORS LIMITED</b> Wholesale Commission Merchants, Customs Brokers and Manufacturers' Agents. Cars Dis- tributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our posi- tion is your opportunity. SASKATOON, - - WESTERN CANADA</p>	<p><b>W. G. A. LAMBE &amp; CO.</b> TORONTO Grocery Brokers and Agents. Established 1885</p>	<p><b>— WINNIPEG —</b> <b>H. G. SPURGEON</b> Wholesale Broker and Manufacturers' Agent United Kingdom and Foreign Agencies Solicited. 230 Chambers of Commerce. P.O. Box 1812</p>
<p><b>BUCHANAN &amp; AHERN</b> Wholesale Commission Merchants and Importers QUEBEC, P.Q. Groceries, Provisions, Sugars, Molasses, Dried Fruit and Nuts, Grain, Mill Feed, Fish, Fish Oil, Etc. Correspondence Solicited. P.O. Box 29</p>	<p>If you are looking for trade with Irish merchants there is one paper that can put you in touch with buyers, and that is <b>The Irish Grocer, Drug, Provi- sion and General Trades' Journal.</b> 10, Garfield Chambers, Belfast, Ireland</p>	<p>BUSINESS IS BOOMING IN <b>WINNIPEG</b> <b>BAWLIF, DAVEY &amp; CO.</b> Wholesale Grocery Brokers. AGENCIES WANTED WINNIPEG MAN.</p>
<p>TRY A CONDENSED AD. IN THE CANADIAN GROCER.</p>	<p>When writing advertisers kindly men- tion having seen the advertisement in this paper.</p>	<p><b>DISTRIBUTORS, LIMITED</b> P. O. Drawer 99 EDMONTON, ALBERTA Manufacturers' Agents, Commission Mer- chants, Warehousemen. We sell direct from the Manufacturer to the Retail Track connection with all Railroads.</p>

J. F. Eby,  
President.

Hugh Blain,  
Vice-Pres.

### THE HALL MARK OF QUALITY

Canned—

Fruits

Salmon

Vegetables

FINEST QUALITY



Spices

Herbs

Jelly Powder

Baking Powder

**FINEST QUALITY. GUARANTEED ABSOLUTELY PURE**

*Sold and guaranteed by*

# EBY-BLAIN, LIMITED

Wholesale Grocers

TORONTO

MINIMUM  
*of*  
TROUBLE

MAXIMUM  
*of*  
PROFIT

## Blue Ribbon Tea

Does Credit to your Recommendation, Brings New Customers,  
and Gives them Absolute Satisfaction.

Always Reliable.

**BLUE RIBBON TEA COMPANY, Limited**  
MONTREAL, CAN.

**TAKE NO CHANCES**

**The Grocer**

with an eye to a steady and profitable soap trade never hesitates to feature

**Richards Pure and Profitable Soaps**

They are veritable trade winners and trade holders!

Here is the full line :—

Richards Pure Soap—Quick Naptha Soap—Snow-  
flake Soap Chips—Ammonia Powder—100%  
Pure Lye—Toilet Soaps

Get prices and details

Agent for Hamilton and Toronto  
A. HUTCHINSON - - Omand Mfg. Co.  
76 Colborne Street, Toronto

**SUNNY MONDAY  
LAUNDRY SOAP**

“Contains No Resin”



You are taking no risk when you recommend Sunny Monday Soap.  
Sunny Monday Soap is as absolutely pure as soap can be made,  
only the highest class of materials enters into the manufacture of it,  
and best of all it contains **no resin**.

Sunny Monday Soap gives the grocer a good profit, and a satisfied  
customer.

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

# You make better profits on the better grade peas



**I**NSTEAD of selling imported French Peas to supply the demand for better grade peas, sell our Extra Fine Sifted (Petits Pois) Sweet Wrinkle Extra Sifted and Early June Sifted.

Not from sentimental or patriotic reasons, but because they will yield you a better profit, give your customers much greater satisfaction and help to increase the demand for the more profitable higher grade peas.

That vivid green color which makes some lines of imported French Peas look so pretty is produced by Sulphate of Copper—a chemical that is not only very injurious to health, but which kills the true flavor of the peas.

We never use sulphate of copper or any other coloring chemicals in our canned peas.

Extra Fine Sifted (Petit Pois), Sweet Wrinkle Extra Sifted and Early June Sifted are thoroughly sterilized, the very pick of the pack, fine, tender, and of exquisite flavor.

You can materially increase your profits and your reputation by pushing these lines. Try it.

**Dominion Cannery, Limited**  
**Hamilton, - - - Canada**



## Give the Tomato a Chance

Pack your Tomatoes in the Tomato Can made for Tomatoes.

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

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

### Sanitary Can Co., Ltd.,

Niagara Falls, Ont.

Max Amc Patent

## "KOOTENAY" Brand

THE  
LINE  
OF  
SUSTAINED  
PROFIT

## PURE FRUIT Jams and Jellies

IN BOTTLES AND TINS

There's ample profit and entire satisfaction in handling "KOOTENAY" BRAND, a line made solely from the freshest and most luscious British Columbia Fruits and the purest cane sugar. Every modern process is employed in the handling of these fruits and the factory is a model of cleanliness. Here's a line to stock and recommend. "KOOTENAY" JAMS are genuine trade winners and holders.

See to your stocks. Are you handling our 5-lb. tins? They are ready sellers.

## Donnelly, Watson & Brown, Limited

—AGENTS—

Calgary - - and - - Vancouver



THE CANADIAN GROCER

# PERRIN'S BISCUITS

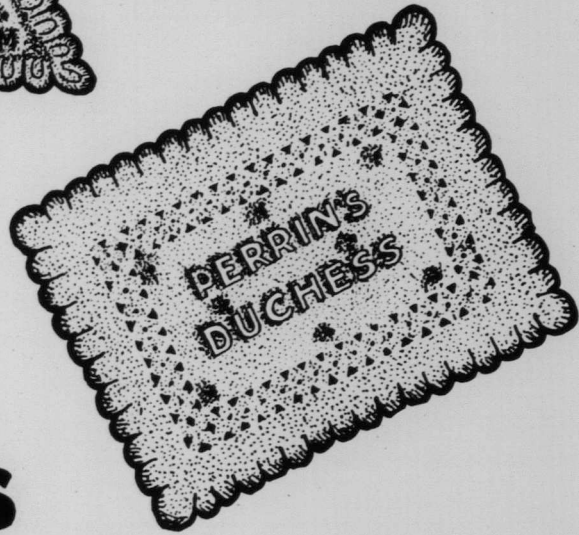
**THREE**



**SELLERS**

**AND  
ALL**

**TRADE  
KEEPERS**



**SATISFIED CUSTOMERS**

**OUR BIGGEST ASSET**

Give your customers

## Balaklava Brand Baked Beans

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

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

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

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

THE CANADIAN GROCER

# Sell **Poulton & Noel's**

Rolled Ox Tongues,  
Potted Meats, Galantines,  
etc.,  
IN GLASS AND TINS.



**NOTED FOR**  
*their quality and attractive packing*

Canadian Selling Agents:  
**ROSE & LAFLAMME, Limited**  
Montreal - - - Toronto

## SHORTAGE OF THE PEA CROP

The "Canadian Grocer" of August 12 had the following editorial on the Pea Situation:—

### CANNED PEAS SHORT

There has been a big grab for canned peas, and still jobbers are short. The trouble is that there was no sufficient quantity packed to supply all demands and there is not the remotest chance of prices coming down. One jobber states that he could only secure 250 cases out of every 1,000 ordered. Another says that there will be no more than a 60 per cent. delivery.

In Toronto this week some wholesaler, didn't have a case of peas to sell for present delivery, so low have the old stocks been run.

Retailers, therefore, who have not contracted for their canned peas, should delay no longer. Prices are sure not to be lower and there is every possibility of them going up. Of course there is the limited price when stock will be imported.

Demand for peas has rapidly been soaring in recent years and retailers should pay particular attention to this article.

A few years ago the Canadian Trade ridiculed the idea of importing Marrowfat Peas from England into Canada, and it certainly at first sight appears as far fetched an idea as "Shipping Coals to Newcastle," but to-day we are sending our Marrowfat Peas from Coast to Coast, and the public are beginning to realize that a 10c package of "1761" Brand of Marrowfat Peas makes, when prepared—full directions for which are on each package—more Peas than the contents of two cans, and what is more important—EQUAL TO FRESH GARDEN PEAS.

Our "1761" Brand of English Crown Marrowfat Peas contain in addition to the choicest hand picked Peas, a steeping tablet impregnated with mint, as well as a boiling bag for use when preparing.

Ask your Wholesaler to enclose with your next order, trial case of these goods, or write us direct for Prices.



One way to solve the Pea Shortage Question is to handle "1761" brand of Imported Marrowfat Peas.

## MacGREGOR SPECIALTY COMPANY

TORONTO

Importer of Good Things to Eat.

ONTARIO



Factory at London

Warehouses at

**Montreal - Ottawa**  
**Hamilton - Kingston**  
**Winnipeg and Calgary**

Your trade will be glad you persuaded it to try these delicious confections. Exquisitely flavored with pure banana essence—rich—luscious—crisp. Try them yourself with ice cream or fruit, and you won't wonder why they sell so fast. Get them in stock right away. Now is the season they surely will sell well. Order some. Order plenty, too. Order NOW.

# MCCORMICKS ELITE FINGERS



LOOK FOR THE BEAVER

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

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

## "W. Abel" Brand Valencia Raisins

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

Packed by MAHIQUES, DOMENECH & CO., Denia, Spain

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

## The Chief Competitor

Of Prepared Foods is Home Cooking

Housewives would not go to the trouble of preparing all the foods they do at home if they could buy satisfactory substitutes ready cooked.

Most women who are prejudiced against goods in cans and bottles have simply tried the wrong kind.

The only way to build up a good business on prepared foods is to sell a quality as good or better than can be made in the home.

### HEINZ 57 VARIETIES PURE FOOD PRODUCTS

are made of the best materials money can buy. They are prepared in model kitchens by methods which are the result of forty years' experience and endeavor to improve the best home ways of food preparation.

The housewife may be able, in some instances, to prepare similar foods that will be more pleasing to her own individual family, but she cannot make cleaner, purer, or better.

### H. J. HEINZ COMPANY

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

## WESTERN ASSURANCE COMPANY

Incorporated  
1851

**FIRE  
AND  
MARINE**

HEAD OFFICE—TORONTO, ONT.

Assets over - - - \$3,570,000

Income for 1906, over 3,609,000

HON. GEO. A. COX, President

W. R. BROCK, Vice President

W. B. MEIKLE, General Manager

C. C. FOSTER, Secretary

## British America Assurance Company

A.D. 1833

**FIRE & MARINE**

Head Office, Toronto

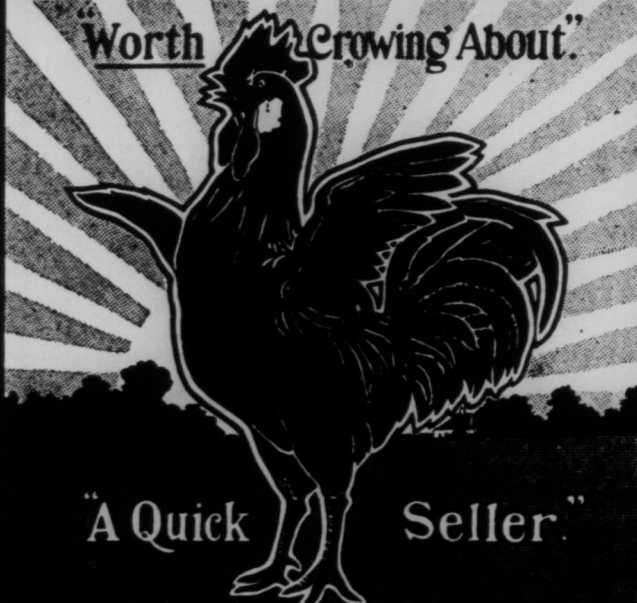
BOARD OF DIRECTORS

Hon. Geo A. Cox, President W. R. Brock, Vice-President  
Robert Bickerdike, M.P., W. B. Meikle, E. W. Cox, Geo. A. Morrow,  
D. B. Hanna, Augustus Myers, John Hoskin, K.C., LL.D.  
Frederic Nicholls, Alex. Laird, James Kerr Osborne, Z. A. Lash, K.C.  
Sir Henry M. Pellatt, E. R. Wood.

W. B. Meikle, General Manager; P. H. Sims, Secretary

CAPITAL	\$1,400,000.00
ASSETS	2,162,753.85
LOSSES PAID SINCE ORGANIZATION	29,833,820.96

**"Worth Crowing About."**



**"A Quick Seller."**

**BAIRD'S SAUCE**

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

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

## Quaker Brand Salmon

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

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

## Mathewson's Sons

Wholesale Grocers

202 McGill Street - - Montreal

## "Edinburgh's Pride"

EVERY BOTTLE OF



## Symington's "Edinburgh" Coffee Essence

does credit to the makers and the city of production. Every bottle gives satisfaction and helps to create further demand.

Our **ESSENCE OF COFFEE AND CHICORY** gives wonderful value. One bottle makes 40 cups of delicious coffee, fit for any connoisseur.

Recommend it for camping parties and Summer outings. It always pleases.

## Thos. Symington & Co.

EDINBURGH

AGENTS FOR ONTARIO—

Messrs. W. B. Bayley & Co., - - Toronto

AGENTS FOR QUEBEC—

Messrs. F. L. Benedict & Co., - - Montreal

Cut this out for Reference

## BRITISH COLUMBIA COMPANIES ACT 1910

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

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

## Shallcross, Macaulay & Co., Ltd.

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

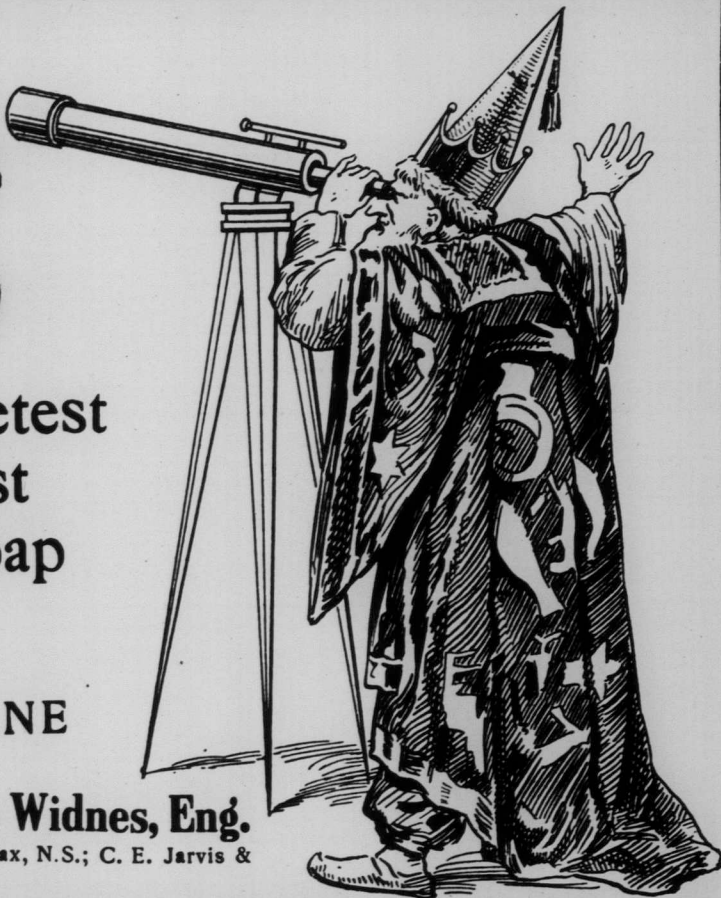
# Gossages' Magical Soap

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

GUARANTEED GENUINE

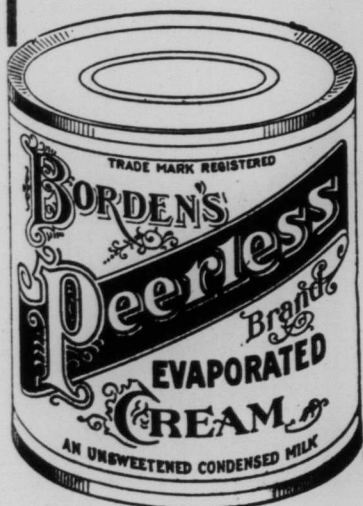
William Gossage & Sons, Ltd., Widnes, Eng.

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



## Quality, Purity and Cleanliness

Just how heavily these count is attested by the fact that the best merchants always give the preference to Borden's Brands, and by the further fact that the great majority of consumers will consider no others.



Leaders of Quality for Over 50 Years.

Borden's Condensed Milk Company

ESTABLISHED 1857

WILLIAM H. DUNN, Montreal and Toronto

Mason & Hickey, Winnipeg, Man. Shallcross, Macaulay & Co., Vancouver, Victoria, Nelson and Calgary.



The Original



# FACTS ABOUT ADVERTISING



## By The Advertising Manager

### IV.

One of the best known and most successful retailers in America remarked that "the manufacturer or jobber who advertises in the trade paper that I read shows he is polite enough to tell me about his goods when I have the time to listen."

When you come to think of it, there is something in what this merchant says.

A salesman for the Blank Co., calls on a grocer when the latter is very busy—as he usually is. The merchant's mind is full of matters that affect his business at the moment, and, while courteous, he really does not give the salesman his undivided attention.

The sale is often lost before the traveler starts in on his talk.

For it is an inflexible law—as inflexible as the laws of nature—that in the process of selling, a prospective buyer's *attention* must be gained before any progress can be made.

Until this is done, what use is there struggling along in an attempt to arouse interest? The salesman has about as much chance of doing so as he has of blowing up the rock of Gibraltar with a penny firecracker.

The fault lies, not with the salesman, but with the Blank Co.

For there is a way of getting the merchant's attention—

—maintaining it to the point of interest—

—even, in many cases, arousing a desire to buy—

• • •

—before the traveler sets foot in the retail store.

• • •

The Blank Co. neglects to take advantage of it.

• • •

The Jones Co., competitors of the Blank Co., have been broad enough in their selling methods to recognize this way of getting the merchant's attention.

• • •

They advertise in *The Canadian Grocer*.

• • •

When the Jones Co.'s traveler walks into the store and states who he represents *the merchant knows a good deal about his firm and its lines, and has already had the main points of the traveler's selling talk hammered home to him.*

• • •

The Jones Co. believe in telling the dealer about their goods when he has the time—and inclination—to listen.

They believe the dealer appreciates their endeavor to get his attention in a way that will save his time and that of their travelers during business hours.

• • •

It means good dollars and cents to the Jones Co. to prepare the dealer for their traveler by giving him a lot of information about their proposition through *The Canadian Grocer*.

## You'll Hit the Bull's Eye

on the "Popular Taste" Target if you are selling

# AURORA COFFEE!

The distinctive quality, aroma and flavor of "AURORA" Coffee have made it a prime public favorite, and its retailing price of 40c. leaves you a "well-worth-while" profit. See to your stocks.

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

BRANCH—SAULT STE. MARIE



# Redpath

is

## Canada's Standard

for

## Refined Sugar

Manufactured by

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

## A Special Offer

WE WILL SEND

*The  
Financial Post  
of Canada*

FREE from now until Xmas to all new subscribers. Each week a summary is given of financial business and commercial conditions in the important centres of Canada. It will pay you, as a business man, investor or economist, to read *The Post* regularly.

A paid up subscription sent in now will not run out until Jan. 1st, 1912.

A SUBSCRIPTION FORM IS ATTACHED

**The Financial Post, Ltd.**  
Toronto, Can. \_\_\_\_\_ 1910

Please send to address below one copy of *The Financial Post of Canada* (weekly) until Jan. 1, 1912, for which I <sup>enclose</sup> will remit } three dollars.

Name \_\_\_\_\_

Address \_\_\_\_\_

Remember—We are always glad to mail sample copies free. Ask for one.

# JAPAN TEAS

The season is near to the close. Jobbers who have not yet placed orders for their requirements will be able to get best value from

## S. T. NISHIMURA & COMPANY

MONTREAL and JAPAN

## Grocers

of Northern Ontario!

Freight Rates eat up your legitimate profits.

Avoid this Unnecessary Expense



Our Customers are doing so;

**Why not you?**

The Young Company LIMITED  
North Bay and Sudbury



## NEW CORN

We are now supplying Brooms made of this season's crop of Corn and are in a position to make prompt shipment of orders.

A very fine growth of Corn enables us to make the

## Klondike and Jubilee

BETTER THAN EVER.

Stevens-Hepner Co., Limited  
PORT ELGIN - - - ONTARIO

## Grasp the Opportunity

in these days of keen competition, of doing a profitable trade in  
**STERLING BRAND BULK PICKLES**

SWEET, MIXED or SOUR

In 1, 3 and 5 Gallon Pails.



They are made from the finest and freshest vegetables only, and purest vinegar, and are handled in an up-to-date sanitary factory. You'll find them ready sellers and All profit producers.

Write for prices to-day.

The T. A. LYTLE CO., Limited  
Sterling Road, - - - Toronto



## It is to your own profit and credit

to handle a superior brand of Jelly Powders, and no line will prove so satisfactory as

## SHIRRIFF'S JELLY POWDERS

This well-known brand is always reliable, easy and quick to handle, and retains in a large degree the natural flavor of the fruit.

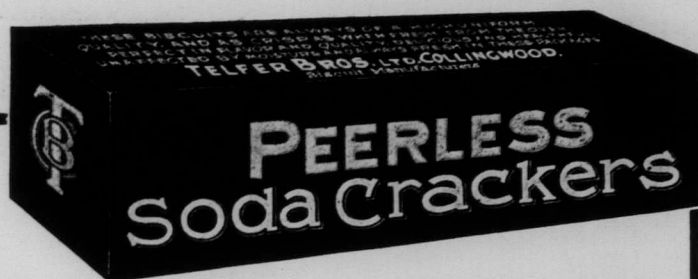
Order from Your Jobber or Direct.

Imperial Extract Co., 8, 10, 12 Matilda St., Toronto



## The Package of Quality !

You can be sure of the flavor, goodness, quality and wholesomeness of every packet of GRAHAM WAFERS—if they come from Telfer Bros. They are golden-brown squares of nourishment, and always reach you in a fresh and appetising condition. Feature this line. It pays!



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

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

## COUNTER CHECK BOOKS



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

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

TORONTO - MONTREAL

Phone Main 2511

Phone Uptown 5962

## ASEPTO SOAP POWDER

*"The Enemy of Dirt"*

Whether for washing clothes or for house-cleaning, "ASEPTO" will be found the most effective, quickest and most economical soap on the market. Recommend "ASEPTO"—its qualities only want to be known—and you will be astonished how it sells.

Leaves you a good profit. Write us.

**Asepto Mfg. Co., St. John, N.B.**

Agents—Rose & Laflamme, Ltd., Montreal

Here's a line to recommend!

A line of package tea that is used by the Crowned Heads of Europe will surely please even your most fastidious customer! Sell

## Twining's Tea

the most reliable of all package teas. We have bona fide warrants from Monarchs of the World, which are your guarantee of purity and flavor. The favorite tea with all classes, sells at a moderate price, and leaves a good margin of profit.

Just the line for your best class trade.

Sold in packets only.

Canadian Agent

**HAROLD RITCHIE,**

8 Matilda St., TORONTO

**Tartan**  
**BRAND**

When calling us up tell Central to reverse check before getting connection, and ask for our new number

**PHONE 3595**

We have been compelled to install a switch and the use of this number places all our several trunk lines at your service.

All Long Distance Messages free to our customers.

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

*St. Lawrence*

**GRANULATED**

and

**GOLDEN YELLOWS**

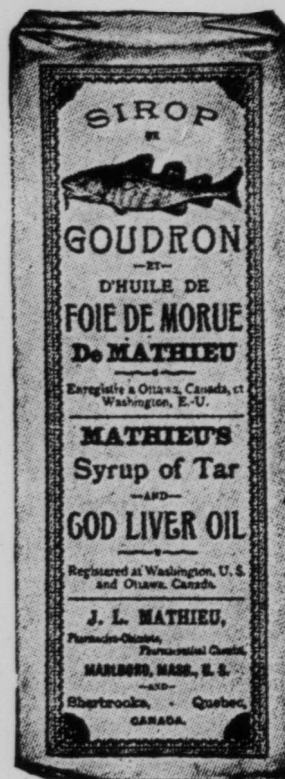
Made only from Pure Cane Sugar

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

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

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

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



**MATHIEU'S SYRUP**

of Tar and Cod Liver Oil has a more certain sale than most remedies. It is largely advertised, so that every one is familiar with the name.

It has been so successful in effecting cures that every user is a publisher of its excellent qualities.

Its sales have increased wonderfully everywhere.

It is a sure seller.

**MATHIEU'S NERVINE POWDERS**

are needed wherever colds are attended with pains and fever.

See that you are well supplied with both, as the season of Colds is now on.

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

Distributors for Western Canada:

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

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

**THE MILK WITH A REPUTATION!**

You can rely on a steady sale for any article that combines purity and quality!

**"Canada First" Evaporated Cream**

is made only from the purest tested cow's milk, and every can comes to you guaranteed and fully sterilized. It is canned in air-tight, sanitary cans—most attractive package. A splendid selling line. Order from your jobber.

**The Aylmer Condensed Milk Company, Limited, - Aylmer, Ontario**

Head Offices: Hamilton, Ontario



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

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

Don't TRY to do without

**H.P. SAUCE**

W. G. Patrick & Co., Toronto and Montreal.  
R. B. Seeton & Co., Halifax, N. S.  
W. H. Escott, Winnipeg, Man.  
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**GINGERBREAD**  
— BRAND —  
**MOLASSES**

A Molasses that increases your sales.

THREE reasons for it:  
No. 1—A Strong Baker  
No. 2—Body  
No. 3—Flavor

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

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

**THE BEST THERE IS**

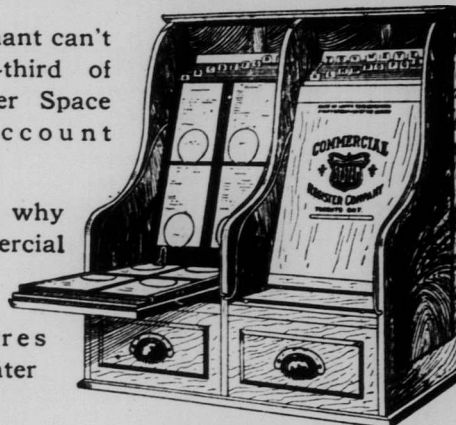
Be convinced now.

**The Dominion Molasses  
Co., Limited**  
HALIFAX - NOVA SCOTIA

**COUNTER SPACE, FIRE PROTECTION**

The Merchant can't  
afford one-third of  
his Counter Space  
for his Account  
Register.

One reason why  
the Commercial  
is made  
compact—  
and requires  
little Counter  
Space.



**Fire  
Protection**

Sheets lift out and fit any safe.

Another reason for compactness. The sheets  
will fit any safe, an absolute necessity, as merch-  
ant must have fire protection for his accounts.

**Besides**

It cuts out book-keeping, does your collecting,  
pleases your customers and pays for itself within  
a few months.

Send us a postal for Catalogue and full information.

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

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

The Canadian house of

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

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

**WEST INDIAN PRODUCE**

of all descriptions.

WRITE US FOR PARTICULARS, PRICES, ETC.

**305 St. Nicholas Building, - - - MONTREAL**

**Is Your Coffee Trade  
Large and Profitable?**

IF NOT

**You Can Make it So**

BY SERVING YOUR  
CUSTOMERS WITH

**WHITE SWAN COFFEE**

Try it and Watch Your Trade  
Grow Quickly

IT IS  
**THE COFFEE OF QUALITY!**

*Packed in Handsome 1-lb Tins*

**"Pansy" and "Daphne"**  
(FANCY) (CHOICE)

**SEEDED RAISINS and  
EVAPORATED FRUITS**



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

**GUGGENHIME & CO.**

California

**You are the man we want**

—that is, if we haven't yet had the pleasure of putting an

**ELGIN  
National Coffee Mill**

in your store. No mill can match the "Elgin" for rapid grinding and easy running, and it is unsurpassed for attractiveness and finish.

Equipped with special adjuster device and the new style force feed steel-cutting grinders

Ask any of the following jobbers for our illustrated catalogue:

WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches); Foley Bros., Larson & Co. (and branches).

VANCOUVER—The W. H. Malkin Co., Ltd., Wm. Braid & Co.

HAMILTON—James Turner & Co.; Balfour, Smye & Co.; McPherson, Glasco & Co.

TORONTO—Eby, Blain, Ltd.

LONDON—Gordon, Eckert & Co.

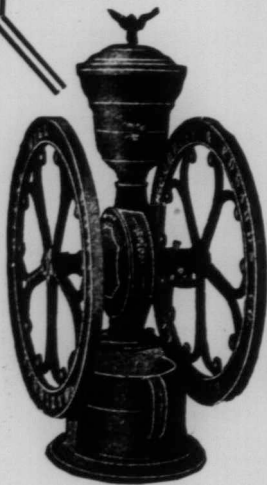
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REGINA, Sask.—Campbell, Wilson & Smith.

MONTREAL—The Canadian Fairbanks Co. (and branches).

**Woodruff & Edwards**

ELGIN, ILL., U.S.A.



Pure  
Wholesome



Sweet  
Well Packed

You can obtain and hold the best of the family trade by featuring the quality brand of canned fish

**"King Oscar" Sardines**

They are packed from the freshest, mild cured selected fish, are attractively gotten up and never fail to satisfy. Feature "King Oscar." It's a trade winner.

CANADIAN AGENTS

**JOHN W. BICKLE & GREENING**

(J. A. HENDERSÓN)

Hamilton

Ontario

# CENTURY

Ho!  
Mr. Grocer.

The Salt your Customers will call for again and again--if you'll just stock it--is the purity-sure

## CENTURY SALT

We're advertising it brightly. We're shipping it promptly. Just get our price list and try us.

**Dominion Salt Co., Limited**

Manufacturers and Shippers

SARNIA, - ONT.

# SALT

Becoming the Housekeeper's Choice

## LYNCH'S Quality Biscuits

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

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

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

## LYNCH'S LTD.

Sydney, N. S.

Manufacturers of Biscuits, Confectionery & Bread

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



## Tell this to the WOMEN

By using Minute Tapioca a first-class, delicious dessert can be produced in fifteen minutes.

Minute Tapioca does not require soaking—ready for instant use right from the package. One package of

### MINUTE TAPIOCA

makes six full quarts of a pudding that is unusually delicious in taste and appetizing in appearance. MINUTE TAPIOCA is absolutely pure and is put up in the largest and most sanitary tapioca factory in the world.

Ask your jobber for  
MINUTE TAPIOCA

Minute Tapioca Co., Orange, Mass.

## Tea Hints For Retailers

By JOHN H. BLAKE

This book, written by a practical tea man, contains information which will be of great value to every grocer. There are ten chapters, one being devoted to each of the following subjects:—

*The Tea Gardens of the World*  
*Tea from Seed to Leaf*  
*Tea from Leaf to Cup*  
*The Tea Marts of the Orient*  
*How to Test Teas*  
*Where to Buy Teas*  
*Is it Wise to Place an Importation Order?*  
*Bulk versus Package Teas*  
*How to Establish a Tea Trade*  
*Tea Blending*

(275 pages)

(24 full-page illustrations)

Sent to any address on receipt of \$2.00.

**MacLean Publishing Company**  
Technical Book Department)

143-149 University Ave.,

TORONTO



Many  
Kinds  
of  
Pickles

—but

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

**ROWAT'S**  
Sauces and Pickles

The  
Connoisseur's  
Choice

**Rowat & Co.**  
Glasgow, Scotland

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real, Quebec, Ontario,  
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west; F. K. Warren,  
Halifax, N.S.; F. H.  
Tippett & Co., St. John,  
N.B.; C. E. Jarvis &  
Co., Vancouver, B.C.



**LET THERE BE LIGHT**

A steady, brilliant white light in your store will prove an asset whose value cannot be over-estimated. Get in touch with us. Our apparatus is absolutely safe, is better and cheaper than electricity or gas and safer than coal oil and candles.

Clean and sanitary.

*Write for circular and special price to merchants direct.*

**MacLAREN & CO.**

Gasoline Lighting Systems

AGENTS WANTED MERRICKVILLE, - ONTARIO

**McLean's**

"The Name"

AND THE PACKAGE  
TO THE RIGHT

The Canadian Coconut Co.  
Sole Makers  
MONTREAL



**A Strong Combination:**

UTILITY CLEANLINESS  
ATTRACTIVENESS

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

Write for Illustrated Catalogue  
"Modern Grocery Fixtures."

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

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Regina, Sask.

Berlin, Ontario

Montreal: W. S. Silcock, 33 St. Nicholas Street

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



The friend of  
 every cook.

**W. P. DOWNEY**  
 MONTREAL



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

All Dealers and 381 Queen St. W., Toronto, Ont

Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same. Write for prices.

**FOR SALE**

STANDARD CEDAR SHINGLES

Extras ..... \$2.20 Clear ..... \$1.75  
 2nd Clear ..... 1.40 Clear White.... 1.30  
 Ex'ra No. 1 ..... 65c.

AND ALL LUMBER

A. C. Landry, Ste. Flavie Station, Que.

"We will never be buried with the unknown dead--- we ADVERTISE. There's the whole thing in a nutshell --- we ADVERTISE; and, therefore, we CANNOT be unknown."

THE PEOPLE OF  
**JAMAICA**  
 are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the  
**KINGSTON**  
**"GLENER"**

might bring inquiries. Better write for rates to

**I. C. STEWART, Halifax**

**QUIT LOSING!**

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

**Allison Coupon Books**

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

**HOW THEY WORK**



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

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

The Condensed Ad. in this Paper will bring good results

**PICKLING SPICES**

This is the season during which it is most profitable for you to push Pickling Spices, and we strongly recommend you to feature

**Prince of Wales Brand**

The brand that always gives your customer, as well as yourself, entire satisfaction.

**MINT**  
**THYME**  
**SAVORY**  
**SAGE**  
**MARJORAM**

All herbs in 1/4 lb. open face cartons.

Send us a trial order.

**S. H. EWING & SONS**  
 Montreal and Toronto



**CHINESE STARCH**

Quick Sales.  
 Satisfaction.  
 Large Profit.  
 No Dead Stock

Get Prices

**OCEAN MILLS**  
 MONTREAL

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

# The Greatest Yet

Last week in Ontario alone there was actually shipped to dealers in this province 60,606 lbs. of "SALADA" Tea. As the total tea consumption of the province is about 168,000 lbs. per week, this means that we are supplying over ONE-THIRD of Ontario's tea requirements.

It pays every dealer to push goods that are giving the public satisfaction. The following figures bear eloquent testimony to the satisfaction

## "SALADA"

is giving. Our trade for the past TWENTY-ONE WEEKS shows a total INCREASE of 362,865 lbs. over the same period of 1909. The figures of our increases week by week are as follows:

For the week ending	April 30th,	our sales increased	27,476 lbs.	over 1909
" " "	May 7th,	" " "	21,684	" " "
" " "	" 14th,	" " "	57,219	" " "
" " "	" 21st,	" " "	39,606	" " "
" " "	" 28th,	" " "	14,532	" " "
" " "	June 4th,	" " "	32,608	" " "
" " "	" 11th,	decreased	5,142	" " "
" " "	" 18th,	" " "	815	" " "
" " "	" 25th,	increased	2,663	" " "
" " "	July 2nd,	" " "	18,718	" " "
" " "	" 9th,	" " "	25,748	" " "
" " "	" 16th,	" " "	4,375	" " "
" " "	" 23rd,	decreased	5,671	" " "
" " "	" 30th,	increased	29,545	" " "
" " "	Aug. 6th,	" " "	13,209	" " "
" " "	" 13th,	" " "	22,882	" " "
" " "	" 20th,	" " "	20,019	" " "
" " "	" 27th,	" " "	24,626	" " "
" " "	Sept. 3rd,	decreased	12,342	" " "
" " "	" 10th,	increased	9,440	" " "
" " "	" 17th,	" " "	22,485	" " "

Every day new customers are won for "SALADA." Every day business is growing. Orders are coming in in increasing numbers. Trade is being won and held. Dealers and consumers realize that quality does tell.

The "Salada" Tea Co.,

TORONTO and  
MONTREAL

Ada  
Alla  
Alli  
Amc  
And  
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Balf  
Baw  
Benu  
Bick  
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Brit  
Bucl  
Burl  
  
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Carr  
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Clac  
Clav  
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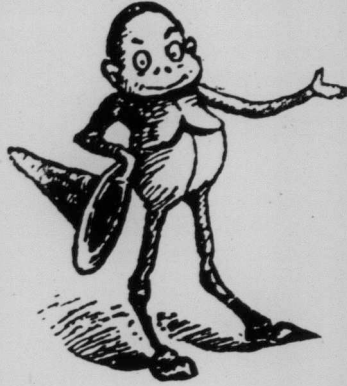


"50 Years of Satisfaction"

IS THE PEDIGREE OF

**COOK'S FRIEND  
BAKING POWDER**

Buy  
the Powder  
with a  
Pedigree



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

Stock up NOW

**W. D. McLAREN, Limited**  
MONTREAL

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Johnston, Baird & Co..... 10	Pickford & Black.....inside back cover		
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Lake of the Woods Milling Co..... 47			

# Further Light on Department Store Accounting

How Such Stores Keep Their Books When Special Mark-down Sales are Made  
—Charge Loss to Advertising—Use of a "Cost Book" Thoroughly Explained—  
Simple Method for Making It—A Training for the Memory.

By Henry Johnson, Jr.

The accounting system which will enable one to produce a profit in face of the heavy expense of the Department Store can never be without interest and value to a grocer. That is why I pursue this subject further.

As already stated, the department store works on selling price altogether. If there is an advance in the market on oatmeal, for instance, the stock on hand is immediately inventoried, and the advance on all the stock is charged against the grocery department. Thus, the department has the responsibility of producing returns to the amount of the new value of the oatmeal stock. The compensation is that the grocery manager now "pays less" for his oatmeal than he formerly paid, since the actual cost of the stock on hand is not changed. If the price on oatmeal declines, the stock is inventoried just the same, but then groceries is credited with the difference and thereafter has to account for just so much less. But here the advantage is not what it seems, for, the cost remaining as it was, groceries pays more for its oatmeal.

The constant effort is to make the actual inventory at the end of any period tally with the inventory which the books show. The theory of the bookkeeping end is that, at any period, the books must show just where any department stands.

## Special Sales.

The instructive point is here: You are having special sales from time to time, so it will help you to know the way the Department Store manages these things. Years ago, when it was decided to sell Pears' soap for 9 cents, the drug man was told to estimate how much his loss would be and, since the sale was for the benefit of the entire store, he would be credited with his estimate and the amount would be charged to advertising. As, however, there was constant friction between the management and the department heads on these estimates, the plan was hit upon to charge advertising and credit the departments with the precise amount of the "mark-down." So now, the clerks are given the list of mark-downs and entries are made accordingly. We will say that Fairy Soap is to be sold for 3 cents; Yeast Foam at 4 cents, and Jones' 30 cent tea for 27 cents. Every sale of those articles for the day will appear as follows:

3 Fairy Soap .....	5-3	.09
1 Yeast Foam .....	5-4	.04
1 Jones' ... ..	30-27	.27

When the day's work comes up for checking in the accounting division of the office, these items will show the exact shrinkage for which the department must get credit. A number of girls is kept for no purpose other than to figure reductions. On the list noted above, the credit to the Grocery Department would be 10 cents: 6 on the soap; 1 on the Yeast Foam, and 3 on the tea. The amount being credited to the

department, plus the amount received for the sale, will keep the books straight.

## Careful Accounting.

When you have a special sale, your problem is simpler and different, but still you have a problem. You, too, are advertising, only you do not always reason the thing out logically, as you should do by all means. And the only way you can do it is by careful accounting.

The simplest way is for you to make special piles of the goods you intend to sell at a reduction, so that sales will be made from those piles only. Take all of those things out of their accustomed places, so there may be accuracy in keeping tab. At the end of the sale, count up what you have left and deduct that from what you had; then you will know exactly what you sold and how much your total "mark-down" was. This amount is to be charged to Advertising and credited to Merchandise.

Not only will this serve to show you what you are doing, in an exact, tangible way, but you will have an illuminating picture of what it costs to advertise. Many a man who says he is spending \$600 a year to advertise is actually spending much more—maybe twice as much, without knowing it. It is these leaks that keep us behind and make our inventory so disappointing. We must KNOW WHAT THINGS COST.

## The Cost Book.

Cost being one of the most important fundamentals, it is essential that every merchant should know it; but it is astonishing how few actually do know their costs. And, of those who attempt to keep track of costs, very few go about it right.

Right here it might be well to ask the question: What is cost of Merchandise? I have a fairly accurate idea myself, but I should like to get the answer from somebody else. Meantime, to go on with the manner of keeping cost.

It is such a simple matter to compile and keep a cost book that there is no excuse for not keeping one. A blank book with record ruling, 5 by 8 inches, holding 160 pages is good, in fact, the only better book for a retail grocer is one of the same size, loose leaf, with capacity for the same number of pages. It should be indexed, allowing the properly approximate number of leaves for each guide-letter. And this number is different for the grocery business from what it is for a ledger index, since, for instance, very few items of groceries will come under "A." You will have Axle Grease, but your Apricots will go either under Dried Fruits or Canned Fruits; and you may put Ammonia under "A" or under Drugs or Laundry Supplies, according to the peculiarities of your individual stock.

## Headings May Differ.

Old fashioned grocers, like Johnson &

Son, carried Epsom Salts, Blue Stone, Ultramarine Blue, Ammonia, Brimstone, Sealing Wax, etc., under the caption of Drugs; but things change constantly and also differ in different localities. For instance, we have always carried Oat Meal, etc., including all the Breakfast Foods under Farinaceous Goods; though latterly we have put Rice under "R" and likewise Raisins.

But suppose you use the caption, Farinaceous Goods. You will write that caption large and clearly, at the outside, right-hand margin, at the top of a page of "F"; and below that, list your Sago, Tapioca, Oatmeal, Split Peas, etc., all written in ink allowing one line of the page for each sub-head or individual item. Use all lines except three of four for unforeseen items. Then put a hard board between that page and the next one, and, with a very sharp pen knife, cut off the right-hand margin of the page, just below the caption, Farinaceous, clear down to the bottom. This will expose about an inch of the margin of the next page, so you can write other captions below "Farinaceous" and fill that page in turn. Then cut the next page the same way, and so on throughout the entire letter. This will enable you to turn instantly to any item in the book.

## How to Mark the Cost.

Following each item, write the cost in pencil, using either plain figures, or a secret cost-mark. I prefer the cost-mark, as then you can look up any item any time and nobody can read your cost. As the cost changes, scratch out the old cost and pencil in another. This gives you the last cost and also the former cost. Keep this up until the line is filled; then rub out the pencil marks and begin over again.

The first writing up of the book is the only real work about this. After that, it is a matter of a few minutes work to take each invoice and enter your costs; and the doing of this work not only keeps you informed, but trains your memory all the time so that you will know your entire business much better than you can know it without such a cost-system. Nothing about your business can be more valuable to you or more completely "worth while."

## EUROPEAN WHEAT ESTIMATES.

A cablegram received from the International Institute of Agriculture, gives the yield of wheat crop estimated September 1st, as follows: Italy, 165,346,656 bushels compared with 184,956,913 reported last month, and 125,363,287 last year; Roumania, 108,853,211 bushels, compared with 107,886,633 reported last month and 59,043,045 last year; Hungary, 198,482,118 bushels, compared with 189,252,220 reported last month, and 125,363,287 last year; Russia, 917,633,489 bushels compared with 784,203,650 last year; Prussia, 87,799,070, compared with 138,000,049 in all Germany last year.

## Cost, Selling Price and Profit are Discussed

**Retail Dealers are Apparently Careful About What Goods They Stock—A Spirit of Independence Shown—Experience of Retailers Illustrating Their Desire to Handle Goods Which are Worthy in Their Estimation—One Refuses to Fill Orders Taken by Manufacturers at Exhibition.**

Toronto, Sept. 22.—The dealers who were present at the regular meeting of the Toronto Retail Grocers' Association on Monday night asserted in no uncertain tones their determination to get a fair profit on the manufacturers' goods which they handle.

The names of several manufacturers who, they claimed, were overlooking them in the matter of profits, were mentioned and instances were given where the dealers had told manufacturers' representatives that they refused to stock their goods. Cost figures were named and profits were figured out on a popular price basis so that each member present became aware—if he were not already aware—of the actual profits he was making on the goods mentioned.

### Think Profit Inadequate.

One canned article which was sold to the retail trade at \$2.05 per dozen was considered and the opinion expressed that 20 cents retail was too low a price. The cost figures out to 17½ cents each which means a profit of 2 11-12 cents above the cost. Figured on a percentage basis this makes 14 7-12 per cent. on the 20 cents sales price or a little over 17 per cent. if figured on the cost. With the cost of doing business somewhere about 14 or 15 per cent. in Toronto this was thought to be an inadequate profit.

Another article was mentioned which this year costs \$1.27½ per doz. and last year \$1.12½. But the retail selling price has to be the same, 2 for 25 cents, although the retailer has to pay 15 cents per dozen more.

### Refused to Stock Goods in Spite of Demand.

One of the members referred to orders which had been secured from some of his customers by manufacturers at the Canadian National Exhibition. In some cases, after figuring out the cost and considering the selling price, he had written to the manufacturers to the effect that he would not fill the orders and that they could not expect him to advertise their goods in his store or through his salesmanship, for nothing.

"I'm not going to stock goods at \$3.95 when I have to sell them at 6 for a quarter," he declared with emphasis.

### Handles Only Profitable Goods.

Another grocer stated that when anybody asks for an article which he does not stock because the profit is light, he sends out for it. He simply would not stock it, he said.

Secretary J. C. Beaumont recalled an instance of a Toronto grocer selling baking powder at 9 cents which cost him 95 a dozen.

"We shouldn't pay any more than 90 cents for a 10 cent article," was D. W. Clark's opinion.

A. J. Coniam believed that the retailer was to blame in a great many cases for lowering the established price. He told of an experience in which his competitors sold an article for 10 cents which should have sold for 15. The reason this was done was because an extra case was given with a ten-case purchase; the grocers simply sold the 10 at a loss and made profit on the eleventh only.

Mr. Coniam waited until the competitor had sold out and he received 15 cents for his goods.

### Does Price Rule the Sale?

When the question of a popular retail price was considered, it was the general opinion of the members that the price ruled to a large extent the quantity of the sales. It was maintained that if the price to the consumer went up much above the ordinary figure the sales dropped down accordingly.

"When a manufacturer advances a price he should consider us," was one remark and instances were given which indicated that the dealer was not considered.

### Conference With Manufacturers

President Donald McLean and D. W. Clark reported on the trip to Hamilton and their interview with the Dominion Canners which has already been referred to in these columns.

Mr. Clark suggested that a committee consisting of two men each from the London, Hamilton and Toronto Associations be appointed to thresh out with manufacturers wherever necessary, the question of cost and selling price. This was merely suggested but it met with favor.

### Those Unfilled Orders.

Wholesalers then came in for some criticism in the handling of canned goods. It was alleged that while some wholesalers filled entire orders in canned peas others did not.

One member asserted that the jobber bought canned peas in this manner: "He totals up his entire orders from the retail trade and then adds on a certain amount for sale outside of the regular orders; he then only fills 50 or 60 per cent., as the case may be, of the orders, while since he contracts for more than he needs from the canners, he has enough to fill 100 per cent. of the retail orders."

The conditions existing by which the retailer has to carry canned goods from the autumn—and pay for them then—for almost a year was again criticized, the wholesaler coming in for the blame. "We should get goods from the wholesaler when we want them and not have to pay an advance of 2½ cents on December 1st either," was one expression of opinion. "If we are carrying goods for the wholesaler we have a right to expect him to allow us 2 or 3 per cent. for risk and tied up capital."

The members are considering plans for enlarging their membership and expect by the next meeting—the third Monday in October—to report a substantial increase: They believe that their business conversations and exchanges of experiences are beneficial and intend interesting others to the extent of getting them to become members.

## Things That Shouldn't Be



When a Traveler Calls on a Merchant He Should at Least be Treated Courteously and Respectfully, if Necessarily Firmly Ordering a Traveler out of the Store Who Has Not Been Offensive is not the Act of a Gentleman.

# A Credit Men's Association Formed in the West

**The Members Claim it is for the Purpose of Protecting the Honest Wholesaler and retailer—Prosecution of Fraudulent Debtors and Trade Clearing House and Adjustment Bureau Among its Stated Aims — To Encourage Fire Insurance Among Retailers as Well as Proper Book-keeping and the Taking of Cash Discounts.**

Winnipeg, Sept. 22.—A body has been recently organized in Winnipeg called The Canadian Credit Men's Association, which according to the constitution is for the purpose of "improving existing credit methods through the co-operation on individuals engaged in extending credit, and such other matters as the members may from time to time determine."

The membership consists of credit men and general managers engaged in any legitimate line of business where credits are given.

It has already assumed large proportions, as the list of members testifies, being made up practically of the representatives of all the larger wholesale houses in Winnipeg, and of those houses in Montreal, Toronto and other eastern cities which are doing any considerable business in the Western Provinces.

The association has opened offices in Winnipeg, under the management of a president, vice-president, six members acting as a board of governors, and a secretary-treasurer. The officers are:

President—H. H. Piggott, (The J. H. Ashdown Hdw. Co.)

Vice-President—R. R. Wilson, (Campbell Bros. & Wilson).

Board of Governors—W. M. Boyd, (The International Harvester Co.); J. D. Burnham, (Stobart, Sons & Co.); W. S. Fallis, (The Sherwin-Williams Co.); A. McAllister, (The W. E. Sanford Mfg. Co.); T. D. McGee, (The Thos. Ryan Co.); B. C. McMillan, (The McClary Mfg. Co.)

Secretary-Treasurer—Henry Detchon.

## Questions on the Slate.

Strong committees have been formed to take up the following subjects:

Legislation Affecting Business Conditions;

Prosecution of Fraudulent Debtors; Improved Mercantile Agency Service;

Trade Clearing House and Adjustment Bureau;

Fire Insurance;

Improved Credit Dept. Methods.

The association has already in hand various questions affecting legislation which will be brought before the proper quarters when ready to be submitted.

It has also taken up one or two cases of fraud, but as these are still undecided by the courts, it is impossible to comment on same.

A Clearing House has been established for the interchange by members of ledger information. This feature of the association is really an enlargement of the Clearing House Department lately carried on by the Winnipeg Jobbers' Credit Clearing House. This branch of the latter concern, however, has now been merged into the new association and strengthened by the addition of a large list of new members; the Clearing House Department now affords in-

formation from no less than 136 wholesale ledgers. This is done so that members by giving their own ledger information, can now fairly accurately appraise the exact position of those with whom they are doing business, and judge pretty well the desirability or otherwise of extending credit to any particular person.

## To Encourage Fire Insurance.

The question of fire insurance is also an important matter being dealt with by the committee appointed for the purpose. The desirability of a merchant keeping fully insured against loss by fire will be brought forcibly before the attention of the retailers by means of educational literature, and the association will investigate any cases brought before its notice of alleged overcharge in rates and delays in adjustments of fire losses.

The improvement in the methods at present adopted in wholesale houses in dealing with credit matters is likewise engaging the attention of the association, and uniformity in these methods tending to curtailment of work for both the retailer and the credit man is being sought. As an example, in the past each wholesale house has adopted its own financial statement form, to be filled in by the customer seeking credit, but now the association has adopted a uniform form, which will materially diminish the work of both customer and wholesaler. These forms have been printed in large quantities and are being sold at actual cost to the members.

In addition to bringing before the retail merchants the question of insurance, such matters as rendering correct yearly statements to the mercantile agencies and wholesalers, keeping proper books of account, taking cash discounts, and other important features will be gradually brought into prominence.

## Claims to Aid Honest Retailers.

While on the face of it, the association has been formed among wholesalers for the protection of wholesalers, the members claim that it will materially assist and protect the honest retailers by driving the dishonest and fraudulent merchant out of business, and thus affording a better field for the operations of those merchants who are honestly endeavoring to gain a competence by hard and industrious trading.

## After Unscrupulous Persons.

At the meeting of the association on September 14th, it was decided to start a fund for the purpose of prosecuting unscrupulous persons. President Piggott presided, and was supported by R. R. Wilson, vice-president.

A desire was expressed for a higher state of efficiency in mercantile services, and a determination to obtain more up to date information, to be the means of harmonious co-operation be-

tween the members of the association and the agents supplying the information.

The report was read from the Legislation Committee, respecting the necessity of further legislation governing the obtaining of credit by means of fraudulent statements submitted to the mercantile agents.

## Where Retailers Claim Shortages.

Complaints were lodged by the members for the unjust claims of shortage made by the retailers, and it was decided to take action to minimize this as much as possible. The Legislation Committee also referred to the issuance of cheques on banks where no funds were in deposit to cover such cheques at the time they were issued. This was felt to be a serious question to be dealt with at once, as there were many such cases in the west, it was declared, where this kind of thing is being carried on.

These matters are receiving the attention of the Legislation Committee, and they expect to be able to make reports at an early meeting.

## Financial Statement Forms.

The secretary reported that the uniform financial statement forms which were adopted by the association at a previous meeting were now being used largely by the members, who issue them free of charge to their customers. He expressed the opinion that before the end of this year, these forms will have replaced the old forms now in use, and a much needed change would be brought about which would undoubtedly bring better relationship between the credit men and their customers.

The Clearing House Committee reported an increase in membership. This committee has for its object the collecting from, and the distributing amongst the members of the committee ledger information of mutual accounts, and the value of this information has come to be recognized in deciding where credit should be given.

## To Hold Monthly Meetings.

It was decided to hold a monthly luncheon of the association on the second Wednesday of each month at 6.30 p.m.

Secretary Detchon leaves the city this week to interview the wholesale trade in Western Canada, with a view to getting co-operation in the general work of the association.

The following members took part in the discussion: W. M. Boyd, W. L. Helliwell, D. C. McMillan, M. F. Christie, M. S. Fallis, A. H. Fergusson, E. I. Madigan, A. McAllister, E. Barry, W. S. Arnold, J. Campbell, T. W. Leary and Mr. Webb.

## Two Good Samples of Newspaper Advertising

Hamilton and Calgary Grocers Who Use Space Effectively—  
The Object of the Advertiser is to Create Demand Over and  
Above the Actual Goods Asked For — The value of Quoting  
Prices.

The aim of the retail advertiser is to sell goods which would otherwise remain unsold if the question of buying were left entirely to the decision of the consumer.

For instance, if the merchant who prides himself as a salesman, depended simply on the ordinary everyday de-

His talks through the newspaper should be just as persuasive and suggestive as if he were talking to the people from behind the counter or over the phone.

This is the feature which makes the accompanying Carroll's advertisement such a splendid one. Mr. Carroll is a Hamilton, Ont., grocer, and as his advertisement states, he has six stores in the Ambitious City. The original newspaper ad. was about 15 x 4 1/2 inches, but a portion of it had to be omitted in order to reproduce it in The Grocer's column.

The introduction, "Choicest Creamery Butter, per lb. 25 cents," is enough to

capable of creating interest, and demand as well as the other items mentioned.

The ad. is exceedingly well written and as Mr. Carroll is a persistent advertiser he gets good results. The portion of his advertisement omitted was a long list of articles with their prices—another splendid point in its favor.

### A Calgary Advertisement.

The advertisement of J. T. Macdonald, taken from a Calgary, Alta., newspaper, is another good example. The feature of it is the wide range of articles mentioned with their prices. The introduction, "The Profit is Yours," is a good catch line for attracting attention.

A criticism which might be made of this advertisement is the lack of brief, educative talks on goods offered. For instance, if a merchant wanted to sell a crate of plums to a customer he would naturally say something like this: "Those plums are nice and ripe and have a splendid flavor; the price is 95 cents per crate."

If the advertisement included a few talks as suggested, it ought to be more effective in holding interest and bringing the reader up to the point of deciding to purchase.

Both the above advertisements, however, are good examples of advertising that brings results.

## Characteristics of the Collector who Gets the Cash

"Yes, I think I am a pretty good collector," said a merchant who does a large credit business. "I lose very little through bad debts, for the simple reason that I am very particular whom I trust. When people come to me for credit, I begin by having a thorough understanding with them that the money must be paid when due or their credit stops. Not only that, I have also an understanding with them as to whether all the family are authorized to order goods. This I find to be necessary, as I have cases of a daughter ordering goods and the mother saying afterward that she had no right to do so. The worst collector imaginable is the man who is lenient in the first place, but who afterward gets frightened and tries to bluff into paying up. This is just what people want. It gives them an excuse to get angry and refuse to pay. I believe that quietly insisting on prompt payment from the very first is the only way to do business where you can't trust the law to help you. And the proof that my method is successful lies in the fact that I have often had accounts paid by people covered with attachments. Why, I have even collected money from people whose furniture was being carried out of the house by creditors."

Jas. A. Walker, Toronto, who has been a traveling salesman with the Blue Ribbon Tea Co. for the past 3 years, has accepted an appointment with J. S. Fry & Sons, Bristol, Eng., to travel west of Toronto.

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### Choicest Creamery Butter Per Lb. 25c

We have 1,000 pounds of it, every pound made this week, and it is just the choicest, fresh, sweet Creamery Butter to be had, and it goes Friday, Saturday and Monday at only 25c per pound. Tuesday morning the price will be 26c. Eggs, fresh gathered and thoroughly reliable stock, per dozen 24c. Rich, mild Swiss Cheese, per pound 18c. Rich, strong September cheese, per pound 17c. Best Pure Lard, per pound 18c.

### Lemons Special

400 dozen new Verdelli Lemons, the kind we have been selling at 50c per dozen, special Friday, Saturday and Monday per dozen 10c. 500 dozen large new Verdelli Lemons, same as we have been selling at 40c per dozen, going Friday, Saturday and Monday at 25c per dozen.

### Tea and Coffee Special

Yesterday, to day, to-morrow, every day we have the greatest value in our teas, Carroll's Own Blend, the choicest pickings from the gardens of Malabar. Our 25c blend is value equal to any 40c package tea, and our 40c blend is equal to any 50c package tea. Do not take our word for this, buy a pound. Try it once, twice, three times or oftener, if you wish, and if it does not prove satisfactory, send it back and get your money. Coffee. A slight accident caused a mix-up. Several Coffees got jumbled together. We did not separate them, and so mixed the whole lot thoroughly and offer it at 15c per lb., whole or fresh ground. Some of the Coffee cost wholesale 27c per lb., and there is not one Coffee bean in the lot that cost less than 17c per lb. a bargain.

### Sugar

The certainty and surety of quality in our Sugar is alone sufficient to command your trade, but we offer you more than that. We offer the lowest possible price for this quality. 50 lb bags best Granulated 53.35, 20 lb bags 51.15, 10 lb 48.15, 5 lb 45.15, 2 1/2 lb 42.15, 1 1/4 lb 39.15, 3/4 lb 36.15, 1/2 lb 33.15, 1/4 lb 30.15, Cut Leaf Sugar 28c, 3/4 lb the Berry Sugar 25c, 3/4 lb the Pure 20.25c.

### Spanish Onions and Other Specials

1,000 pounds of finest new Spanish Onions, large and round, the best ever, special 4-1/2 lb, 3 lb, 10c, 8 lb for 25c. Home-grown Onions, 50 baskets, special 10c per basket 37c, per qt. 5c. New Potatoes, per pack 20c, per basket 10c, cabbage, per head, 6c.

### Vinegars

The profit on Vinegar this year is less than it has ever been, because our cost is higher, but you are getting the same high grade Vinegar you always get. The Vinegar you know and can depend on. The very best XXX White Wine Vinegar, per gallon 30c, per quart 8c. Cross & Starckwell's Malt Vinegar, per 1/2 gal. 20c. Hubbrook's Malt Vinegar 1/2 gal. 20c.

### Fruit Jars

Crossed, Java, Schwan's, Dint's, per doz 75c, quart, per doz 60c, half gallon, per doz \$1.00. Schram Tops, per doz 10c. Finest Thick White Jar Rubbers 5c doz, 3 doz 20c. Gray Jar Rubbers, doz 6c.

## CARROLL'S 6 STORES

146 James Street North. Corner James and Macaulay.  
118 John Street South. Corner Queen and Hunter.  
Corner Emerald and Wilson. Corner York and Cavell.

A Hamilton Grocer's Ad. Reduced From a Large Newspaper Space Illustrating the Proper Way to Write Copy.

demands of the customers for his entire sales, what would his turnover be in comparison to what it is now?

When a dealer, therefore, sits down to write his ad-copy he should do so with a view to creating as wide an interest in the goods he advertises as possible.

## The Profit is Yours

Read Carefully and Then Take Advantage of MacDonald's Prices.

PLUMS—this week 4 bushels crates, 95c —The pure stuff per bushel, 60c PEACHES—this week per crate, \$1.25 RIPE TOMATOES—per case, 90c GREEN TOMATOES—per crate this week, 80c POTATOES—No. 1 white, 10 lb for, 25c —No. 2, 10 lb for, 20c TURNIPS—this week, 3 lb for, 25c CELERY—fine, white, well bleached stock, this week, 2 lb for, 25c CARROTS—this week, 2 lb for, 25c PARSNIPS—this week, 2 lb for, 25c ONIONS—this week, 2 lb for, 25c BEETS—this week, 2 lb for, 25c FLOUR—Patent or Five Rivers, this week, per sack, \$3.40 —Per 2 1/2 sack, \$1.75 ROLLED OATS—this week, per 2 1/2 sack, 75c CORN—this week, 5 lbs for, 55c BEANS—this week, 5 lbs for, 55c TOMATOES—this week, 2 lbs for, 25c VINELAND FRUITS—Peaches, Pears, Raspberries and Strawberries, per tin, 20c —Per case, as assorted, \$4.50 SUGAR—this week, 20 lb B. C. Sugar, \$1.25 WHOLE WHEAT OR GRAHAM FLOUR—this week, per 10 lb bag, 40c MORTEN'S KIPPERED HERRING—this week, 2 tins for, 25c	BUCKWHEAT FLOUR—The pure stuff per sack, 60c SAUCE—this week, Taylor's reg. 20c bottles, 2 for, 25c OLIVES—this week, 3 bottles for, 25c RYE FLOUR—this week, per sack of 24 lb, \$1.80 LUX—We have lots of this line, per gal. 10c WHEATLETTES—this week, per sack, 35c DOMESTIC BARDINES—this week, 5 tins for, 25c VINEGAR—this week, pure Malt, White Wine or Cider, per gallon or Cider, per gallon, 60c LOWBARD PLUMS—this week, 5 tins for, 50c NEW LOBSTERS—this week, each tin, 25c RICE—this week, No. 1 Japan 5 lb for, 25c CORN STARCH—this week, per 10 lb sack, 90c or 10 for, 90c LAUNDRY STARCH—this week, per package, 10c 10 for, 90c CHEESE—The very best Ontario, this week, 3 lb for, 35c COOKING BUTTER—this week, 3 lb for, 40c WHITE BEANS—this week, 4 lb for, 25c SALT VITA—this week, 2 packages for, 25c MALT VITA—this week, 2 tins for, 55c SALMON—Best Mink, this week, 2 tins for, 55c KIPPERED HERRING—Large quality, this week, 2 tins for, 25c 5 for, 1.25	JAMB Wagsata's Raspberries and Strawberries, 2 lb tin, this week, 35c Per tin, 35c 3 for, \$1.00 PICKLING SPICE—this week, 3 bags 50c, 25c TOMATO CATSUP—this week, 2 bottles for, 25c FRUIT JAR RINGS—Any size, this week, 2 dozen for, 25c BROOMS—A very high class 5 string broom, this week, each, 40c LIMA BEANS—this week, per lb, 10c KIDNEY BEANS—this week, per lb, 10c CUCUMBERS—this week, per lb, 10c RAISINS—this week, 2 packages best seed, 40c PEEL—Lemon or Orange size each, per lb, 15c CITRON—per lb, 25c WASH BOILERS—Large heavy also galvanized iron boilers, this week, each, \$1.50 TUBS—Large galvanized iron wash tubs, reg. \$1.25, this week, each, \$1.50 WATER PAILS—This week, also, this week, 10 and 14 quart, at, each, 20c, 25c, 30c MILK PANS—4 and 8 quart, this week, any size, each, 10c COAL MOBS—this week, heavy galvanized iron or japanned, each, 50c PRESERVING KETTLES—Very heated plate plated, granite, from 4 quart to 22 quart size, and from 25c to, \$1.25
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We prepare freight on all orders for \$10.00 or over to any station in Albrto.

**J. T. MACDONALD**  
Phone 165 209 Eighth Avenue East

An Advertisement From a Calgary Paper Showing the Importance of the Writer Places in the Quoting of Prices.

arrest attention. The talk which follows is persuasive and there seems to be no reason why it would not sell butter to a housewife who wants butter and who is not particular about giving her butter trade to her own grocer. The lemon and tea and coffee talks are also

**The Canadian Grocer**

Established . . . 1886

THE MACLEAN PUBLISHING Co., LIMITED

JOHN BAYNE MACLEAN . . . PRESIDENT

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PUBLISHED EVERY FRIDAY

**DROP IN FLOUR AND ROLLED OATS.**

There is another decline of 20 cents per barrel in flour this week which ought to stimulate demand. Retailers should therefore make it a point to dispose of as much flour as possible while the price lasts; no one seems to know what will happen next.

The cause of the decline is attributed to keen competition on the part of large millers and it is stated that natural causes do not rule. This is believed to be the real reason although some contend that it is not.

Rolled oats have taken a drop in the east. The raw material has been coming on the market more freely and this is the reason for the decline.

**NUTS ADVANCING IN PRICE.**

Retail dealers should keep an eye on the nut market or by the time they begin to buy their Christmas goods some of the prices will have gone up so high that their profits will either be cut down in selling to the consumer or the demand will fall off considerably.

For instance shelled walnuts have been steadily firming up and during the past few weeks advances have occurred.

Walnuts, almonds and filberts are on the upward march, advances being noted in Montreal quotations this week. The trouble is due to short crops making the primary markets so high that brokers and wholesalers have found it imperative to raise their prices.

**COMING LATE TO WORK.**

Many retail dealers are complaining of their employes coming late to work and have asked The Canadian Grocer to take up the question.

The great trouble with those who get into this habit is that they do not realize they are actually robbing their employers. They are paid for doing a certain work, a work which has to be done inside the store, and not in the home or on the street.

It is therefore only right that they should be on time. Many may think that their employers are under obligations to them if they arrive on the minute. But this is erroneous; it is their simple duty and they deserve no praise. The reason they expect it, is because so many people have been in the habit of not measuring up to their standard of simple duty and they think because they are doing so, that they should receive an extraordinary commendation.

There are many clerks who would come late to work if the store did not open till noon. They seem to think that dropping in five or ten minutes late is fashionable and they want to be in the fashion.

Such employes are not ambitious; they will never become salesmen and if they make outstanding successes in the business world they simply stumble into fortune and it is not their "faults."

No retail business, so far as we know, is a charity institution. The clerk who habitually arrives late evidently thinks it so. It's the punctual, modest, steady-going, honest, resourceful, observant clerk who makes the salesman and who is actually useful to his employer—he will have a good business of his own some day.

**HONEY AND HOT BISCUITS.**

Judging from the amount of honey that is being bought throughout the country most grocers have laid in a stock of the new yield. A honey window should stimulate interest in this line just now.

It is likely a long time since the dealer made a specialty of this article and it would almost appear as a novelty just now. It is not everybody who likes honey, but the majority of people do and if the impression is conveyed that the grocer has made special arrangements to secure stocks of the best quality he will create a greater interest in his new goods.

Honey is especially delightful with hot biscuits and if the grocer has no other idea he might put on his show card with the window display, "Delicious With Hot Biscuits" and give the price on another and smaller card. The

passerby not only sees the honey but also, in his or her mind, the honey with the hot biscuits.

Every little bit helps, it is said, and one never knows when the little idea is going to be of great assistance.

**TRADE WITH THE WEST INDIES.**

Edgar Trip, Canadian Trade Commissioner in Trinidad, B.W.I., states that not enough attention is being paid by Canadian exporters of butter to that market.

The bulk of the butter coming into Trinidad is from the United Kingdom, United States and France. In fact France leads the rest; this is because years ago a French butter manufacturer took the trouble to find out the class of butter suited for trade in the tropics and the best package in which to put it.

This is where many of our exporters are lacking. They do not study the foreign markets closely enough and therefore are not acquainted with the conditions under which their goods are exported.

This was not the policy of the wise French butter men. They first determined the peculiar conditions existing in the foreign country and then conformed to these. The result is that out of a value of \$165,000 worth of butter received in Trinidad in 1909, France sent about \$100,000 worth. British North America's contributions amounted to a value of only \$3,880.

If trade with our sister British West India colonies is to be developed according to the opportunities afforded, Canadian exporters have first to study the trade conditions, climate, etc., in the lands to the south and shape their export policies accordingly.

**MUTUAL FRIENDSHIP.**

"Resolved, that we recognize the traveling salesman as the grocers' friend, and we accord to him that friendly treatment his position warrants, whether or not we wish to make any purchases."

Such was a resolution passed by the Retail Grocers' Association of New York state and it embraces the sentiment which the best grocers of Canada entertain toward the sensible representatives of jobbers and manufacturers. The average grocer and the average traveler are men of good judgment and the relations between them should be harmonious if all their actions follow the dictates of this judgment. But as in every other case there are exceptions and one traveler may antagonize his kind with all the grocers whom he calls upon. Similarly the boorish grocer gives the trade a blackeye by his treatment of travelers.

## Retailer's Position in Credit Men's Movement

**This New Association is Raising a Fund of \$10,000 for the Prosecution of Fraudulent Debtors---Retailers' Opinions are Desirable---Important Items for His Consideration, such as Making Out Financial Statements to Mercantile, Buying and Taking Discounts.**

The action of the Canadian Credit Men's Association, with head-quarters in Winnipeg, in obtaining definite plans for the betterment of the wholesale conditions, supplies food for serious thinking on the part of all retail merchants in the country, and particularly in Western Canada. The stated purposes and aims of the Association are set forth in an article on another page of this issue and should be read with interest.

The point which, perhaps, is most interesting, is that the body have started a fund amounting to \$10,000 (which will be increased according to requirements) for the prosecution of fraudulent debtors and unscrupulous persons. It is evidently the purpose of the association to secure recompense and punish wherever possible, those who issue fraudulent financial statements and issue worthless checks to creditors.

It would seem that our legislative facilities were much lacking, when a body which claims to be suffering from criminal actions on the part of debtors, are compelled to endeavor to have such laws enacted which will assist them to get redress. Just what the law is in this connection is not known but a committee has this matter in charge, and they are at present working out a definite line of policy. Not only would the sense of justice and honesty lead us to corroborate in a movement which makes for better business relationship, but the frank open manner in which the association are making the facts known, just as they are, deserves commendation.

The work as at present outlined by the association cannot be criticized from the standpoint of the retailer. A committee has been appointed to solve the legislation problem affecting business conditions. This simply means the prosecution of fraudulent debtors. If it means more than this, the facts will be, and ought to be made known to the retailer. To prosecute fraud, no retailer will object, and retail merchants everywhere hail with satisfaction such legislation as will clear their ranks of undesirable. To improve mercantile agency service, to establish a trade clearing house, and adjustment bureau, and to co-operate with the merchants to secure better fire insurance conditions, are all plans which are plainly constructive of a better commercial system.

It must be remembered, however, that to a certain extent the retail merchant should have a share in forming the plans for the future of the trade relationship between retail and wholesale merchants, between debtor and creditor. It is not the object of the Credit Men's Association to work out plans without the knowledge of the retailers. They welcome and invite consultation with the merchants as a body or as individuals, in making such changes as all alike must agree are necessary.

The wholesaler ought to be willing to admit that he himself may sometimes put a customer in an awkward position. He therefore must be careful whom he calls a fraudulent merchant. All merchants who fail to meet their accounts are not dishonest. The credit man is aware that the retailer should be concerned about direct legislation for his own benefit. But the wholesaler cannot do all the legislating. There are some things which the merchant himself must do in the matter of creating more secure business relationship with the wholesaler.

It is believed that the action of the Credit Men's Association will not only do much to benefit the retail trade either directly or indirectly, but will stimulate the merchants as a body to take action, for defence if need be, and in any case to better perfect the relationship between them.

It would seem that a sensible line of policy for the merchant to pursue would be to conduct his business in such a way so as to keep as far away as possible from the appearance or temptation of dishonesty. Many retailers could perhaps buy more carefully, and not allow themselves to be over-loaded with dead stock. Likewise the wholesaler might sell more carefully in order to keep away from trouble. But it is only reasonable that if anything serious ensues in the matter of quantity or stock, almost the entire blame should be laid at the door of the retailer. Again the merchant might endeavor to buy more directly for cash, which system would enable him to take his discount regularly.

These are only a few things that the retailer might do. It is to be hoped that the retailers as an association will co-operate with the wholesalers and as one seek to eliminate from the trade some of the present existing evils.

### EXECUTING ONE'S PLANS.

It is a characteristic among men to be always going to do something. New hopes are formed and new castles ascend into the air but many are of the Spanish kind. The man who carries out his plans is generally a success while the other has something new almost every day or week but he never attempts to put anything into operation.

One is the man of imagination only, the other has not only the power to plan but he has the ability to execute. If a grocer gets an idea, the wisest course, if he has carefully studied the question, is to act upon it. Everything may not materialize as it is expected to do but when a merchant undertakes a scheme aggressively the disappointments are few and far between.

Act upon your plans; putting off until to-morrow is not a business principle.

### WORTH WHILE READING.

In this week's issue is another article from Henry Johnson, Jr., a retail grocer with 28 years of experience.

This article deals in particular with two points—the accounting system of the department store when mark-down sales are made and his own method of knowing what his goods cost him. He explains in detail a simply made cost-book and describes its operation.

As knowing what goods cost is one of the primary things in any retail business, his advice should be carefully weighed by those who have been on the lookout for some such system.

Read his article and you will readily observe his close acquaintance to the subjects he undertakes to illuminate.

### MERCHANTS GOT TOGETHER.

A merchant tells the following story: "Not long ago, a family which has been trading with me for some time got offended because I asked them for the money they owed me. It amounted to \$25. They transferred their business to another merchant in town. He came to me at once and asked me about them. I told him that they had owed me for nine months and when I asked for my money they quit. We both investigated and found they were not paying their bills. He shut down before his bill amounted to more than \$3.00. They went to another, and he came to us and cut them off quickly. The family is running a bill in a small town several miles down the road now. We merchants get together and talk things over. Competition is good and active between us, but we believe in fair competition."—The Oregon Tradesman.

## Items Done Up in Brief for Busy Merchants

News of Ontario and B. C. Fruit Crops — Summer Goods Should be Moved Rapidly Now — Denver Grocers' Association Hold Debate—Hard to Get Credit in Mt. Vernon — Net Weight Law in New York—Other Interesting Odds and Ends.

Early Crawford peaches and Bartlett pears are about done; plums will be over in about another week.

Alberta peaches are arriving on the eastern markets and although the crop is not a heavy one the quality is good.

The British Columbia fruit crop this year will be three times as large as that of any previous year. It is expected that 1,000 car loads of fruit will be shipped out of the Okanagan Valley alone.

The time for selling summer goods is growing shorter every day now. An extra effort should be made by the grocer to clean up his stocks. There are many articles that will carry over until next year, but it is preferable to get rid of them for good hard cash with which you can buy your winter stocks.

The idea of examining those who would enter the grocery business in order to determine whether they are actually competent is gaining ground in the United States although no action has been taken yet. This is following the English method of giving grocers and assistants certificates.

The Ontario Vegetable Growers' Association desire new vegetable standards in some cases, as follows: parsnips, 45 lbs., carrots 50 lbs., beets 50 lbs., and artichokes 56 lbs., each to the bushel. The present weight in each instance is 60 lbs. and as commission houses buy by weight and not by measure, it is claimed that the householder loses considerable.

In order to draw out a good attendance of members the Denver Retail Grocers' Association conducted a debate with three speakers on each side the subject being: "Resolved that the Quantity Price Plan is a Benefit to the Retail Grocer." A most interesting evening resulted.

One grocer's advertising help is to give a patent pocket savings bank with a two or three dollar purchase. He retains the key and when the bank is filled the owner comes to the grocer in order to get the money for use.

In the city of Mt. Vernon, New York State, it is said to be an unknown thing for a woman to get credit from a grocer without an inquiry as to her standing as a "good customer." It makes no difference who she may be, every store does the same thing. If she asks a clerk for credit she is referred to the manager or proprietor, who in turn politely asks for references. Going to another store does not help any for the woman finds herself up against the same proposition.

The members of the National Wholesale Grocers' Association in the United

States have been requested to buy and sell only by net weights so as to avoid future violations of the law. The letter sent out from the association calls attention to the fact that when such articles as rice, beans, cereals, flour, dried fruits, etc., are handled on the basis of weight it is a violation of the law to represent a package as containing 100 pounds when for instance the net weight is only 99 pounds. The amount stated in the invoice, it is contended, would be considered a declaration of the weight of the contents.

One of the strongest retail grocers' association is that in Brooklyn, N.Y., and there is a reason. In the rooms of this association there is a blackboard on which is placed notices of stores for sale, notices advertising the fact that some grocer is overstocked with a particular line of goods and which he will sell at cost to some other member. There is also maintained a successful employment bureau for clerks. It is common for a dozen or twenty clerks to come in a day to the waiting room the association has for them, many positions having been secured in that way. This association occasionally has something along the educational line and not long ago, as an example, it had an interesting lecture by a chemist, who showed the grocers simple ways to detect adulterated mustard and other foods. The association has also successfully maintained for years horse insurance, and lately it has taken up plate-glass insurance, this as an experiment with a view to possibly going into fire insurance.

### "MADE IN ST. JOHN" EXHIBIT.

#### Board of Trade Aggressive in Advertising Home Industries.

St. John, N.B., Sept. 22.—The Dominion Exhibition which closed on Thursday last was attended by 122,589 people, an increase of over 50,000 more than at any previous show held in St. John. The exhibits made by manufacturers of grocery lines were exceptionally good, being on the whole far in advance of any former fair.

A striking feature of the exhibition that was commented upon by visitors was the "Made in St. John" exhibit, of the St. John Board of Trade. This exhibit which was 80 feet in length by 10 in. depth, was tastefully arranged and in it was shown a sample of the many lines of goods manufactured in St. John. It proved to be an educator even for the local people and it is likely to have a far reaching effect.

F. X. St. Charles, president of the Hochelaga Bank, and formerly a flour wholesaler, died suddenly at the Institute for the Deaf and Dumb, St. Denis St., Montreal, last Monday evening.

## Thinks all Foods Will Soon be Sold By Net Weight Only

New York, Sept. 20.—The New York Commissioner of Weights and Measures, who has charge of the new net weight law there believes that food commodities ought to be, and in time will be sold only by weight, not only in New York, but throughout the country. He is of the opinion that a national law to that effect will shortly be enacted. This opinion he claims, appears to be shared by members of the trade likewise. The sentiment at the last session of Congress was strengthened along that line, and he declares that most active opponents have since confessed that they see only that outcome.

In substance the commissioner at a recent meeting of wholesalers told them that the law is in the statute books and will be enforced by him. But he does not intend to enforce it in a manner that will cause a loss of business or money to the merchants. For example, he admitted that he realized that most of this season's pack of canned goods was completed, and he did not propose to open the million and one cans of tomatoes, etc., that come to this market in order to see whether each is full weight. On the other hand he replied to the skeptic who believes such accurate weights are impracticable, that they can be obtained by proper scales.

In support of this he told of large packers getting the weight on lard to within an extremely small fraction of the correct figure. The only extra cost to the manufacturer under the act, he said, will be in the scales.

The section of the new ordinance forming the subject of the conference reads as follows:

Sec. 388. No person shall sell or offer for sale any commodity or article of merchantise in any market or in the public streets or in any other place in the City of New York, at or for a greater weight or measure than the true measure or weight thereof; and all ice, coke, meats, poultry, butter and butter in prints, provisions, and all other commodities and articles of merchandise (except vegetables sold by the head or bunch) sold in the streets or elsewhere in the City of New York, shall be weighed or measured by scales, measures or balances, or in measures duly tested, sealed and marked by the Commission of Weights and Measures or an Inspector of Weights and Measures of the said city; provided, that poultry may be offered for sale and sold in other manner than by weight, but in all cases where the person intending to purchase shall so desire and request poultry shall be weighed as hereinbefore provided. No person shall violate any of the provisions of this section under a penalty of one hundred dollars for each offense.



## Sold ht Only

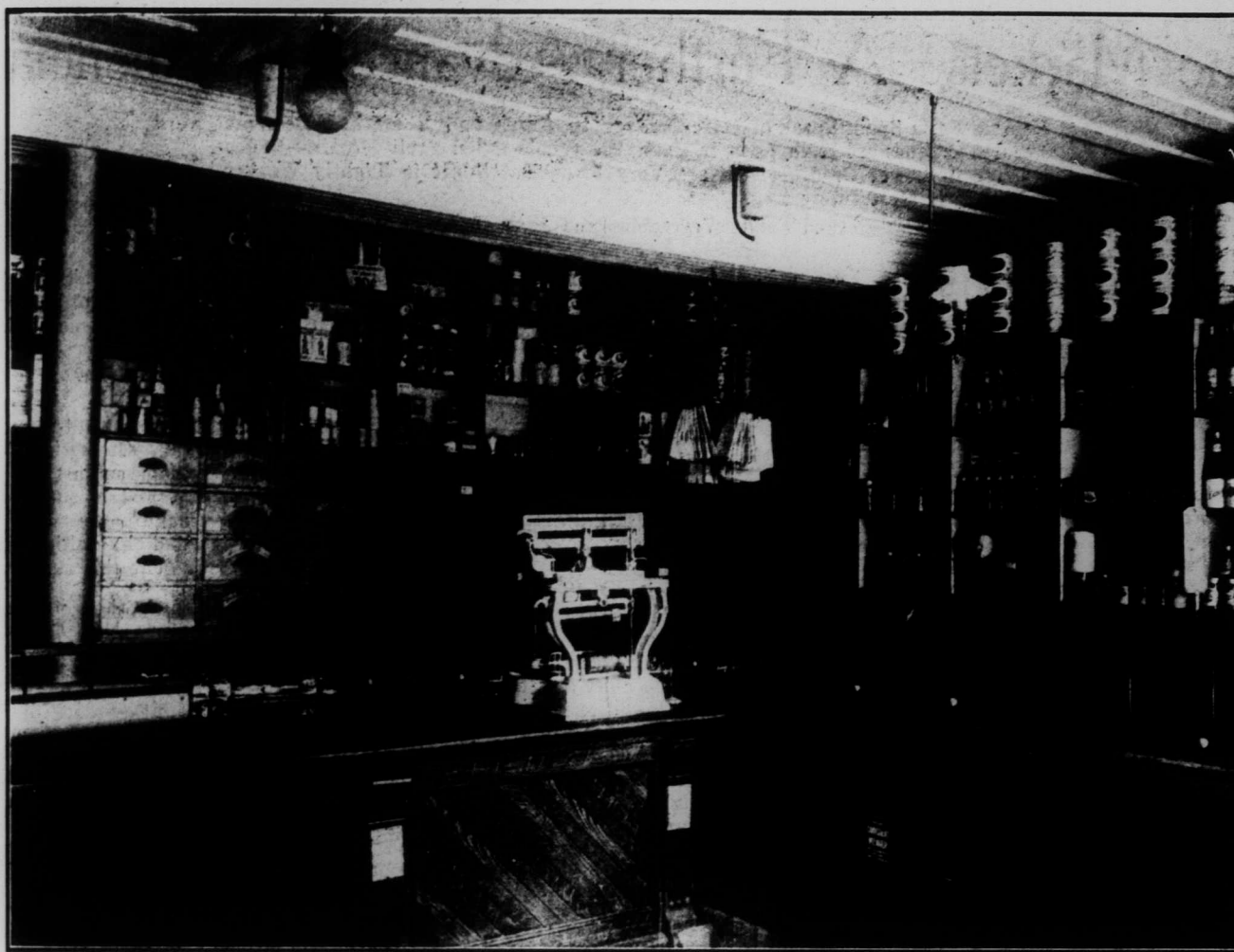
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An Interior View of the Grocery Store of Elzear Turcotte, Quebec, Showing the packing Department; this is one of Quebec's Best Retail Grocery Stores..

## Practical Methods Used in Retail Grocery Stores

**How a Tilbury Merchant is Carrying on a Contest Sale—Gives Away Cash and a Sewing Machine—Meat Slicing Machine Installed by Toronto Grocers—What Credit Reputation Should be Based on**

### Contest Sale at Tilbury.

Tilbury, Ont., Sept. 22.—W. C. Crawford's general store at this place in conducting what it calls a "Contest Sale," offering for competition among its customers 41 special prizes. The sale opened on August 29, and will close on Oct. 1, thus lasting a little over a month.

Of the prize winners, the first ten will receive \$10 each in cash; the second ten \$5 each in goods; the next twenty \$2 each in goods. The 41st prize is a "Big Store Special" sewing machine.

The prize winners are determined by the issue of coupons, which are numbered consecutively. One coupon is given for every dollar's worth of goods sold for cash, and one coupon for every \$2 paid on account. Duplicate coupons are retained, and from these the 41 prize winning numbers are drawn on the Saturday evening when the sale closes, the drawing being done by prominent local men. Ten extra numbers are drawn, to the holders of which the

prizes will revert in case any of the holders of the first numbers fail to put in a claim within a month.

This contest is a repetition of one which took place the previous month, and the success of which is indicated by the fact that the highest number drawn was 17,486. Every cash customer who does not win a prize, but who buys goods during the sale to the value of \$10 or over receives trade checks for 5 per cent. of the amount purchased. Advertising space is liberally used to boom these contests, not only the local paper, but papers in adjoining towns being used to boom the sale.

### Instal Meat Slicing Machine.

Toronto, Sept. 22.—Island's Grocery, Dundas St., recently added a meat slicing machine to its present equipment. The proprietors are enthusiastic over the possibilities it offers in the way of saving money on hams and bacon. It cuts a uniform slice which looks attrac-

tive to the buyer and there is practically no loss in ends which formerly cut down the profits on the above products to a considerable extent.

Island's Grocery already recognizes the saving in time which the machine produces. This combined with satisfied customers and little loss on ends makes their cooked meat and bacon trade, they claim, satisfactory to handle.

### What Reputation Stands on.

Edmonton, Alta., Sept. 22.—"It isn't always what a man owns or how much he earns that determines how good a credit risk he is," declares an Edmonton dealer. "The man who permits over-abundance of this world's goods to influence him or a mere display of wealth to sway his judgment in extending credit is sometime likely to find out that 'All is not gold that glitters.' A man's reputation in meeting his obligations is a better guide to go by in the extension of credit than his possession of a number of things."

# The Markets—A Further Advance in Valencias

Reports From Spain Speak of More Damage to Crops and a Marked Decrease Results—Prunes are High, as is, in Fact, the Whole Dried Fruit Market—Coffee is High in Lower Grades—Nuts are Very Firm, But Sugar is Slightly Weaker—Market is Most Interesting.

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

## QUEBEC MARKETS

### POINTERS—

Sugar—Raw market recovering.  
Japan Tea—Firmer.  
Nuts—Advances in walnuts, filberts and almonds.  
Tapioca—Higher in primary market.

Montreal, Sept. 22, 1910.

The feature of the week is perhaps the recovery of the raw sugar market. It looked for a while as if there would have to be a decline in the refined prices, but evidently this will not be likely unless some further downward break is made in raws. Although the recovery is not any too pronounced, it has served to reassure local men, and matters seem to be settling down to their former state of quietness.

Fruit men are complaining about the dullness of trade this year. They say that the summer has hardly been warm enough to keep their trade to its normal summer proportions.

The recent severe rains and floods in Japan have injured the tea crop sufficiently to affect the primary market. Of course, it is hard to say just how great the damage is at present, but in such cases the first reports are usually the worst.

Nuts and dried fruits of all kinds are at a premium just now. Advances have already taken place in several of the lines, and more are looked for at any time. The market here is bare in some of the more popular articles. With the arrival of the first fruit boat from the Mediterranean there should be some relief, and the second will undoubtedly help matters materially, as it is in the Mediterranean fruits that the shortages are mostly.

Trade in general has been good for this time of year. Jobbers report good buying from their country custom, and the city retailers say that everything seems to be satisfactory.

Sugar—After the weakness of the raw market during the past few weeks there has come a strengthening influence which has apparently just staved off a decline in the refined article. Whether or not it will be lasting enough to hold is a matter to be decided by the future only. It is considered to be sufficient to hold matters as they are for some time anyway. Both beet and cane raws show the added strength.

Jobbers report sales rather slow, and in small quantities at present, but are hoping for an improvement from the present state of the raw market.

Granulated, bags	5 05
" 20-lb. bags	5 15
" Imperial	4 90
" Beaver	4 90

Paris lump, boxes, 100 lbs.	5 85
" " 50 lbs.	5 95
" " 25 lbs.	6 15
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 75
" " 100 lb. boxes	5 85
" " 50 lb. "	5 95
" " 25 lb. "	6 15
" " 5 lb. cartons, each	0 37 1/2
Crystal Diamond Dominoes, 5-lb. cartons, each	5 50
Extra ground, bbls.	5 70
" " 50-lb. boxes	5 90
" " 25-lb. boxes	5 30
Powdered, bbls.	5 70
" " 50-lb. boxes	5 50
Phoenix	5 00
Bright coffee	4 90
No. 2 yellow	4 90
No. 2	4 80
No. 1	4 65

Bbls. granulated and yellow may be had at 5c. above bag prices.

Syrups and Molasses—Several large shipments of molasses are in the city now, awaiting disposal, but buyers seem to be holding off. Already the quantity of stored is considerable, and there are likely to be large additions in the near future.

Jobbers report a good demand for both syrups and molasses, mostly from country buyers, though there is considerably more buying being done by city retailers than last week. The present cool weather should help matters considerably.

Fancy Barbadoes molasses, puncheons	0 36	0 38
" " barrels	0 38	0 39
" " half-barrels	0 40	0 41
Choice Barbadoes molasses, puncheons	0 31	0 33
" " barrels	0 34	0 36
" " half-barrels	0 36	0 38
New Orleans	0 27	0 28
Antigua	0 40	0 40
Porto Bloo	0 03	0 03
Corn syrups, bbls.	0 03	0 03
" " 1-bbls.	1 80	1 80
" " 38-lb. pails	1 30	1 30
" " 25-lb. pails	2 50	2 50
Cases, 2-lb. tins, 2 doz. per case	2 85	2 85
" 5-lb. " 1 doz. "	2 75	2 75
" 10-lb. " 1 doz. "	2 70	2 70
" 20-lb. " 1 doz. "	2 70	2 70

Tea—Recent cables from Japan report heavy rains and floods, which have materially damaged the tea crop. This report has caused a firmer feeling throughout the Japan market, and has stimulated buying to a considerable degree.

Jobbers report that sales of all lines of teas have been heavy lately, the demand being pretty evenly distributed. The market generally is in a healthy position.

Choicest	0 40	0 50
Choice	0 35	0 37
Japans—Fine	0 30	0 35
" Medium	0 25	0 28
" Good common	0 21	0 23
" Common	0 19	0 21
Ceylon—Broken Orange Pekoe	0 21	0 40
" Pekoe Souchong	0 20	0 22
" Pekoe Souchong	0 20	0 22
India—Pekoe Souchong	0 19	0 02
Ceylon greens—Young Hyson	0 20	0 25
" Hyson	0 20	0 12
" Gunpowders	0 19	0 22
China greens—Pingsuey gunpowder, low grade	0 14	0 18
" " pea leaf	0 20	0 30
" " pinhead	0 30	0 50

Coffee—Coffees are firmer in the primary market. This is true of all lines, but applies particularly to Maracaibos and Rios. Trade in all lines is booming, and roasters are working hard on the orders already booked, with more arriving all the time. As yet local prices

are unchanged, but from the high state of the raw market, it would not be surprising to see an advance in some of the lines.

Mocha	0 18 1/2	0 25	Santos	0 14	0 17
Rio, No. 7	0 10	0 12	Maracaibo	0 15	0 18

Spices—Gingers are somewhat firmer in the primary market. Otherwise the situation is much the same as last week. The trading is steady, and is sufficient to keep most of the manufacturers busy. However, there is a slight falling off from the heavy trade done this summer.

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

Dried Fruits—Local stocks of prunes, currants and seeded raisins are almost exhausted. The arrival of the first fruit boat, now on the water, is awaited with eagerness, though the quotations for the new crop are high. Still the market is so bare that men must have the goods. Dates are in brisk demand, due no doubt largely to the cooler weather now prevailing. Prices of all lines are firm, and in the primary markets show advances in most.

Currants, fine filigras, per lb., not cleaned	0 06 1/2
" " cleaned	0 07
" Patras, per lb.	0 08
" Vostizza, per lb.	0 09
Prunes—	
40-50	0 09
50-60	0 08
60-70	0 07
70-80	0 06 1/2
80-90	0 06
90-100	0 05 1/2
Raisins—	
Australian, per lb., (to arrive)	0 08 1/2
Old seeded raisins	0 09
" fancy seeded, 1-lb. pkgs.	0 09
" loose muscatels, 3-crown, per lb.	0 07 1/2
" " 4-crown, per lb.	0 08 1/2
" sultana, per lb.	0 07 1/2
Malaga table raisins, Rideau clusters, per box	2 25
Valencia, fine off stalk, per lb.	0 05
" select, per lb.	0 06
" 4-crown layers, per lb.	0 06

Nuts—Walnuts, almonds and filberts all show advances this week. This has been certain to happen from the gradually rising state of the primary markets, owing to the short crops reported from almost all the growing countries. Local dealers say that the end is not yet, and look for still further advances any time.

New York advices report a strong market in all lines, and new crop quotations are being placed on a higher basis.

In shell—		
Brazil	0 13 1/2	0 14 1/2
Filberts, Sicily, per lb.	0 11	0 13
" Barcelona, per lb.	0 10	0 10 1/2
Tarragona Almonds, per lb.	0 15	0 16
Walnuts, Grenobles, per lb.	0 13	0 14 1/2
" Marbota, per lb.	0 15	0 16
" Cornes, per lb.	0 11	
Shelled—		
Almonds, 4-crown selected, per lb.	0 35	0 37
" 3-crown	0 33	0 35
" 2-crown	0 31	0 31
" (in bags), standards per lb.	0 27	0 28
Cashews	0 15	0 17
Peanuts—		
Spanish, No. 1	0 12	
Virginia, No. 1	0 13	0 15
Pecans, per lb.	0 15	0 15
Pistachios, per lb.	0 15	0 15

Walnuts—	
Bordeaux halves.....	0 36 0 37½
Broken.....	0 30 0 32

Evaporated Apples — A few summer apples are being offered here, but the grade has been so poor that buyers are hard to find. If the prophecies of a short crop are fulfilled there may be a rush for almost any grade of evaporated apples. Prices are firm at former quotations.

Evaporated apples, prime.....	0 08
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Beans and Peas—There is a short crop of good boiling peas this year. Reports from some districts show only 10 per cent. of last year's figures. This is not the case in many, of course, but nevertheless it shows how the wind is blowing. Already local prices are firming, and it looks as if the market were preparing for another advance. Beans are having a fair demand at unchanged prices.

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

Rice and Tapioca—This year's production of tapioca is the smallest since 1906. It is less than last year's by over 1,000 tons, and 1,300 less than 1907. This has caused a further advance in the primary markets, and a decided firmness prevails in the jobbing trade. An advance is looked for any day.

Rice is in very good demand at present, and the cold weather coming on will help matters along. Prices are firm.

Rice, grade B, bags, 250 pounds.....	2 90
" " " " 100 ".....	2 90
" " " " 50 ".....	2 90
" " " " pockets 25 pounds.....	3 00
" " " " pockets, 12½ pounds.....	3 10
" " " " grade c.c., 250 pounds.....	2 80
" " " " " 100 ".....	2 80
" " " " " 50 ".....	2 80
" " " " " pockets, 25 pounds.....	2 90
" " " " " pockets, 12½ pounds.....	3 00
Tapioca, medium pearl.....	0 05½ 0 06

CANNED GOODS

MONTREAL

Considerable quantities of vegetables and fruits are being disposed of, and the market shows a firm undertone in all these lines.

The market is almost swept bare of the better grades of salmon and an advance is stated to be almost a certainty. The new catch this fall is reported short, and if so it will not help matters any.

There is a good demand for imported sardines, but the others seem to be somewhat neglected. Trade in meats has been fair of late with prices firmly held.

Peas, standard, dozen.....	\$1 10
Peas, early June, dozen.....	1 25
Peas, sweet wrinkled, dozen.....	1 25
Peas, extra sifted, dozen.....	1 90
Pumpkins—3 lb., \$1.00; gallon, \$3.00.	
Beans, dozen.....	0 92½
Corn, dozen.....	0 90
Tomatoes, dozen (Ontario and Quebec).....	1 00
Strawberries, dozen.....	1 50
Raspberries, 2½ dozen.....	1 77½
Peaches, 2½ dozen.....	1 70
Peaches, 3½ dozen.....	2 65
Pears, 2½ dozen.....	1 65
Pears, 3½ dozen.....	2 40
Plums, Greengage, dozen.....	1 60
Plums, Lombard, dozen.....	1 00
Lawtonberries, 2½ dozen.....	1 60
Clover Leaf and Horseshoe brands salmon—	
1-lb. talls, per dozen.....	2 02½ 2 65
1-lb. flats, per dozen.....	1 30
1-lb. flats, per dozen.....	2 20 2 22½
Other salmon—	
Humpbacks, dozen.....	1 00
Cohoos, dozen.....	1 40 1 50
Red Spring, dozen.....	1 75 1 80
Red Sockeye, dozen.....	1 99 2 00

Lobster Futures—	
1-lb. flats, dozen, \$9.40; 1-lb. talls, dozen, \$4.25.	
1-lb. flats, dozen, \$4.50.	

Compressed corned beef, 1s.....	2 00	Minced collops, 2s.....	2 50
Compressed corned beef, 2s.....	3 35	Corned beef hash, 1s.....	1 80
English brwn, 2s.....	3 15	Corned beef hash, 2s.....	2 80
Boneless pigs' feet, 2s.....	3 15	Jellied hocks, 2s.....	3 50
Ready lunch veal loaf 1s.....	1 50	Jellied hocks, 6s.....	10 00
Ready lunch veal loaf 1s.....	2 60	Paragon ox tongue, 1½s.....	7 50
Roast beef, 1s.....	2 00	Paragon ox tongue, 2s.....	8 50
Roast beef, 2s.....	3 35	Paragon ox tongue, 2½s.....	9 50
Stewed ox tail, 1s.....	1 60	Paragon lunch tongue 1s.....	4 00
Stewed kidney, 1s.....	1 50	Tongue lunch, 1s.....	3 50
Stewed kidney, 2s.....	2 65	Sliced smoked beef, ½s.....	1 50
Minced collops, 1s.....	1 40	Sliced smoked beef, 1s.....	2 50

TORONTO.

Some of the local grocers stated that they had received price offers for new corn and tomatoes, but the jobbers and brokers stated that prices are not yet out. One thing is certain that the new tomatoes are coming on a market that is badly depleted. The salmon market is pretty bare and there is a good demand for it. The past week has been uneventful in canned goods, but a good steady trade is reported.

VEGETABLES

Asparagus tips, 2s.....	2 50	Group B	2 52½
" (talls) 2s.....	2 50	Group A	2 52½
Beans, Golden Wax, 2s.....	0 90		0 92½
" " " " Midgits, 2s.....	1 25		1 27½
" " " " " 3s.....	1 35		1 37½
" " " " " Refugue or Valentine (Green) 2s.....	0 60		0 62½
" " " " " Refugue Midgits 2s.....	1 25		1 27½
" " " " " " 3s.....	1 35		1 37½
Beets, sliced, blood red, 2s.....	0 95		0 97½
" " " " " whole, blood red, 2s.....	0 95		0 97½
" " " " " sliced, blood red, 3s.....	1 30		1 32½
" " " " " whole, blood red, 3s.....	1 35		1 37½
" " " " " whole, Rosebud, 2s.....	1 25		1 27½
" " " " " " 3s.....	1 50		1 52½
Peas, Standard, size 4, 2s.....	0 95		0 97½
" " " " " Early June, size 3, 2s.....	1 10		1 12½
" " " " " Sweet Wrinkle, size 2, 2s.....	1 15		1 17½
" " " " " Extra fine sifted, size 1, 2s.....	1 25		1 27½
Spinach, table, 2s.....	1 75		1 77½
" " " " " gal.....	5 00		5 02½

FRUITS

Cherries, black, not pitted, heavy syrup, 2s.....	1 50	1 52½
" " " " " black pitted, heavy syrup, 2s.....	1 90	1 92½
" " " " " red, not pitted, heavy syrup, 2s.....	1 50	1 52½
" " " " " red pitted, heavy syrup, 2s.....	1 90	1 92½
" " " " " white, not pitted, heavy syrup, 2s.....	1 60	1 62½
" " " " " white pitted, heavy syrup, 2s.....	2 00	2 02½
" " " " " red pitted, gal.....	8 50	8 52½
Raspberries, black, heavy syrup, 2s.....	1 75	1 77½
" " " " " black standard gal.....	7 00	7 02½
" " " " " red, heavy syrup, 2s.....	1 75	1 77½
" " " " " red, standard gal.....	7 00	7 02½
" " " " " red, solid pack, gal.....	9 25	9 27½
Rhubarb, preserved, 2s.....	1 60	1 62½
" " " " " 3s.....	2 25	2 27½
" " " " " standard, gal.....	3 25	3 27½
Strawberries, heavy syrup, 2s.....	1 47½	1 50

Clover Leaf and Horseshoe brands salmon:	
1-lb. talls, dozen 2 (2) 2 05	Red Spring, doz..... 1 85
1-lb. flats, dozen 1 27½ 1 30	
1-lb. flats, dozen 2 (2) 2 22½	
Other salmon prices	
Humpbacks, doz 0 95 1 10	Lobsters, halves, per dozen..... 2 00 2 25
Cohoos, per doz 1 50 1 55	Lobsters, quarters, per dozen..... 1 40

ONTARIO MARKETS

POINTERS—

- Raisins—One cent a lb. higher.
- Prunes—Advancing.
- Sugar—A little weaker.
- Coffee—Higher.

Toronto, Sept. 22, 1910.

It is safe to say that dried fruits are again the feature of the grocery market. The situation may be well termed complex, for not only is one line affected, but what is said of one applies to almost all the different articles that come under the caption of dried fruits. It will be remembered that last week there was a little easier feeling in Valencia raisins, and they were quoted as low as 24s. for future delivery. But recent cables have reported further damage. From what could be learned the new fruit during the drying time was visited by rains, which have added new damage. A parallel

was drawn by one of the trade with new wheat or hay, which after being cut is allowed to dry in the fields, and if wet by rain is bound to deteriorate. Practically in the same manner the new Valencia raisin crop has been affected and prices are quoted as high as 29 and 30 shillings, which it must be admitted is a big jump. Some of the shippers have called off their goods, and say they have none to offer, and those who are still selling are not filling orders completely. This condition is not likely to last, but will obtain until the growers and shippers find out where they are at.

The advance in the primary market, if it holds means another cent on the price to the retailer. Opinions expressed by wholesale grocers and brokers agree upon the strength of the whole dried fruit situation.

It seems that jobbers are not just sure what the market is going to do and they are afraid to buy heavily. Some are hardly touching the market.

Currants are holding their own with but little change in the primary market.

Prunes are decidedly firm, and high prices, according to one authority, are bound to result. California fruit of all kinds seem to be in the same boat. The raisins are in a position similar to prunes, and it may be again remarked that good Santa Claras are much below the average crop this year. Such is a brief reference to the dried fruit market as it appears this week. The jobbers practically admit that they do not know where they are at. Advancing prices are not only affecting one line, but they are all of them seem to be going up. Even dried apples or evaporated apples are unsettled. Nobody is quoting on them and the jobbing trade do not know where they are at. With a short apple crop it seems that "evaps" are likely to be much above last year's figures.

It will be remembered that the strawberry crop was light, and the amount preserved was therefore light. Cherries were not a heavy crop and neither were plums. Peaches and pears are fairly large, but not a full crop. It is safe to say that the average home has not preserved anything like the amount of goods that had been put away at this time last year. Now dried fruit are up. From a casual glance at the situation it would seem that prices are going to rule at a top figure this winter.

Coffee is high, especially in the lower grades. Nuts are going up under the influence of short crops.

Sugar is being held at its present figure by the demand that is now being felt. A decline is possible at any time now, as the new crop is exerting a stronger influence from week to week. As previously stated the market is almost intricate in its present condition and grocers should give it close attention.

Sugar—Local deliveries are steady and the season's demand keeps rather firm. Some jobbers felt that it was the demand that was maintaining the present price.

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on page 60

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# THE CANADIAN GROCER

There has been no suggestion from primary circles of a drop in price, and it may be delayed for some weeks yet. The opinion, however, is that it is but a matter of time.

Paris lumps, in 100-lb. boxes	6 05
"    "    in 50-lb. "	6 15
"    "    in 25-lb. "	6 35
Red Seal	7 10
St. Lawrence "Crystal Diamonds," bags	5 75
"    "    "    "    "    "    "    "	5 95
"    "    "    "    "    "    "    "	6 05
"    "    "    "    "    "    "    "	6 15
"    "    "    "    "    "    "    "	6 35
"    "    "    "    "    "    "    "	7 60
"    "    "    "    "    "    "    "	7 60
Redpath extra granulated bags	5 15
Imperial granulated	4 95
St. Lawrence granulated, bags	5 15
Beaver granulated, bags only	5 60
Acadia granulated (bags and barrels)	5 10
Wallaceburg	5 05
St. Lawrence golden, bags	4 75
Bright coffee	5 10
No. 3 yellow	5 00
No. 1 "	4 90
No. 1 "	4 75

Syrups—There is a better feeling in the syrup market. The fall season brings in its usual orders and the trade state that they have already received quite a few orders.

Syrups—	Per case	Maple Syrup—	
2 lb. tins, 2 doz.	2 50	Gallons, 6 to case	4 80
"    "    in case	2 50	"    "    "    "    "    "    "	5 40
5 lb. tins, 2 doz.	2 85	"    "    "    "    "    "    "	5 40
"    "    in case	2 85	"    "    "    "    "    "    "	3 00
10 lb. tins, 1 doz.	2 75	Molasses—	
"    "    in case	2 75	New Orleans,	
30 lb. tins, 1 doz.	2 70	medium	0 26 0 28
"    "    in case	2 70	New Orleans,	
Barrels, per lb.	0 03	bbis.	0 24 0 26
Half barrels, lb.	0 03	Barbadoes, extra	
Quarter "	0 03	fancy	0 45
Full, 34 lb. ea.	1 80	Porto Rico	0 45 0 62
"    "    "    "    "	1 30	Muscovada	0 30

Dried Fruits.—Practically all the dried fruits are higher. Prices quoted are mostly for spot stocks, but they apply also to futures. One might be led to say that the dried fruit market is a merry tangle at the present stage and some of the jobbers say they do not know where they are at. It is a case of whether "to buy or not to buy" and it is much of a gamble with the jobber the "goat," as one of them stated, if things do not break the way they expect them.

Prunes—	Per lb.		
30 to 40, in 25-lb. boxes	0 11 0 11		
40 to 50 " "	0 12 0 09		
50 to 60 " "	0 12 0 08		
60 to 70 " "	0 07 0 08		
70 to 80 " "	0 08 0 08		
80 to 90 " "	0 06 0 07		
90 to 100 " "	0 05		
Same fruit in 50-lb. boxes 1/2 cent less.			
Apricots—			
Standard	0 14 0 15		
Choice, 25 lb boxes	0 15		
Fancy, " "	0 17 0 20		
Candied and Drained Peels—			
Lemon	0 09 0 11	Citron	0 14 0 17
Orange	0 11 0 12		
Figs—			
Elmes, per lb.	0 08 0 10		
Tapnets, "	0 03 0 04		
Bag figs	0 03 0 04		
Dried peaches	0 08 0 08		
Dried apples	0 09 0 10		
Currants—			
Fine Filiatras	0 07 0 07	Vostizzas	0 08 0 09
Patras	0 07 0 06		
Uncleaned to less			
Raisins—			
Sultana	0 07 0 08		
"    fancy	0 08 0 08		
"    extra fancy	0 09 0 09		
Valencia selected	0 07 0 07		
Seeded, 1 lb packets, fancy	0 08 0 08		
"    "    16 oz packets, choice	0 07		
"    "    12 oz "	0 06		
Dates—			
Hallowes	0 05 0 06	Paris chocolate	0 10
Sals	0 08	Natural, from 4' up	
Spices.—A good trade is passing in spices and the pickling season is having its effect.			
Peppers, black	0 15 0 18	Cream of tartar	0 25 0 28
"    white	0 22 0 25	Allspice	0 14 0 16
"    whole	0 14 0 16	"    "    "    "    "    "	0 14 0 16
black	0 16	Mace, ground	0 75 0 80
Peppers, whole	0 23	Mixed pickling	
white	0 23	spices, whole	0 15 0 16
Ginger	0 20 0 25	Cassia, whole	0 20 0 25
Cinnamon	0 21 0 23	Celery seed	0 24
Nutmeg	0 20 0 30	Turmeric	0 20
Cloves, whole	0 22 0 25	Curry powder	0 30
		Mustard seed	0 15 0 18

Coffees.—Lower grade coffees have

reached a record price, the highest in years. Santos, Rios and Maricaibos are chiefly affected but higher grade lines are unchanged. Santos are as high as 18 cents.

Rio, roasted	0 14 0 16	Mocha, roasted	0 26 0 28
Santos, roasted	0 16 0 18	Java, roasted	0 27 0 33
Maricaibo, "	0 14 0 20	Rio green	0 11 0 12

Rice and Tapioca.—There is a fair demand for rice but tapioca is moving only slowly.

Rice, stand. B.	Per lb.		
Standard B. from mills, 500 lbs. or over, f.o.b.	0 02 0 03		
Montreal	0 20		
Rangoon	0 03 0 03		
Patna	0 04 0 06		
Japan	0 04 0 05		
Java	0 06 0 07		
Carolina	0 10 0 11		
Sago	0 06 0 06		
Seed tapioca	0 06 0 06		
Tapioca, medium pearl	0 05 0 06		

Evaporated Apples.—There is practically no old stocks and no prices are being quoted for new with the result that jobbers are for the time in a quandary.

Evaporated apples

Nuts.—Prices are all firm with a strong possibility of advancing as the result of reports from the primary markets. It is generally reported that crops are not very heavy.

Almonds, Formigetta	0 11		
Tarragona	0 12 0 13		
shelled	0 22 0 25		
Walnuts, Grenoble	0 13		
Bordeaux	0 11		
Marbota	0 12		
Filberts	0 33 0 35		
Peanuts	0 11 0 12		
Brazil	0 16 0 18		
shelled	0 13 0 15		
Peanuts, roasted	0 08 0 12		

Beans.—There is not much change in the bean market. It is strong with from \$1.90 to \$2.00 being offered to the growers.

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

## MANITOBA MARKETS

POINTERS—

- Valencia Raisins—High and scarce.
- Coffee—Advanced.
- Currants—Strong.
- Syrup—Reduced.
- Beans—Weaker.

Winnipeg, Sept. 22, 1910.

The market in the general lines has settled considerably this week. Last week quotations were decidedly unstable and it was not known whether advances or declines were coming. Foreign dried fruits are the strong lines at present. Raisins, prunes and currants are held stiff and wholesalers expect higher prices on raisins. Apricots and peel have weakened, but the market condition is good on these commodities.

The ordering everywhere in the west is good. A traveler from southern Alberta tells The Grocer that although the wheat output from that district was light there was plenty of money in circulation as a result of former years' prosperity. The merchants in the whole district were in good condition, and were ordering freely for a wide range of stock.

Sugar.—The trade is excellent in the granulated and all fancy stuff. This is nearing the close of the preserving season and the consumption of sugar is heavy on that account. There are evidences of weakness rather than strength in the market, and it is possible that lower prices will be quoted as a result of declines in New York and Montreal.

Montreal and B.C. granulated, in bbls.	5 65
"    "    in sacks	5 60
"    yellow, in bbls	5 25
"    "    in sacks	5 20
Icing sugar, in bbls	6 25
"    "    in boxes	6 45
"    "    in small quantities	6 45
Powdered sugar, in bbls	6 25
"    "    in boxes	6 25
"    "    in small quantities	6 40
Lump, hard, in bbls	6 55
"    "    in 1-bbls	6 65
"    "    in 100-lb. cases	6 55

Foreign Dried Fruits.—Firmness prevails on all raisins, prunes and currants in particular. Uncleaned Smyrnas are quoted at from 1 to 2 cents in advance, and when new crop Valencias arrive prices will likely be high. Apricots and peel have been reduced about 1 cent on the local market to encourage greater output and it is expected that prices will revert back shortly.

Smyrna Sultana raisins, uncleaned, per lb.	0 09 0 13		
"    cleaned, per lb.	0 09 0 13		
California raisins, choice seeded in 1-lb. packages	0 06		
"    "    per package	0 06		
"    fancy seeded, in 1-lb. packages	0 06		
"    "    per package	0 06		
"    choice seeded in 1-lb. packages	0 07		
"    "    per package	0 07		
"    fancy seeded in 1-lb. packages	0 08		
"    "    per package	0 08		
Raisins, 3 crown muscatels, per lb.	0 06		
"    "    "    "    "    "    "	0 06		
Prunes—			
25 lb bx, 9-100 lb	0 06	Prunes, 50-60 "	0 08
"    80-90 "	0 07	"    40-50, lb	0 09
"    70-80 "	0 07	Silver prunes, ac.	
"    60-70 "	0 08	to quality	0 10 0 13
Currants uncleaned, loose pack, per lb.	0 07		
"    dry, cleaned, Filiatras, per lb.	0 07		
"    wet, cleaned, per lb.	0 08		
"    Filiatras, in 1-lb. pkg. dry, cleaned, per lb.	0 08		
Pears, per lb.	0 10	Nectarines, lb.	0 12
Peaches, stand-		Dates, per lb.	
ard, per lb.	0 09	Hallowa, bulk	0 05
Peaches, choice	0 10	Dates, packages	
Apricots, stand-		30 in case	0 06
ard, per lb.	0 15	Peel, lb., lemon	0 09
Apricots, choice	0 15	"    orange	0 11
per lb.	0 15	"    citron	0 14
Plums, pitted, lb	0 11 0 12		

Syrup and Molasses.—Syrup prices have been reduced 10 cents following the weakness of the general market in the east. The output has not been satisfactory thus far, but a better trade is expected to open up in the west as stocks are low and in former years the winter stocks were heavy and the trade was good.

Syrups—			
24 2-lb. tins, per case	2 13		
12 5-lb. tins, per case	2 58		
6 10-lb. tins, per case	2 41		
3 20-lb. tins, per case	2 47		
Half bbls., per lb.	0 03		
Barbadoes molasses in 1/2-bbls., per gal	0 50		
New Orleans molasses, 1/2 bbls., per gal	0 36		

Nuts.—An excellent trade is anticipated for winter ordering as orders have already opened large. Indications point to a stronger market on all nuts, as the demands on the crop are heavy.

Shelled Walnuts, in boxes, per lb.	0 35
"    small lots, per lb.	0 36
"    Almonds, in boxes, per lb.	0 85
"    small lots, per lb.	0 86
Peanuts, Virginia, per lb.	0 11 0 13
Filberts, per lb.	0 12

Tapioca and Sago.—The following prices rule and the trade is good in all lines.

Pearl tapioca, per lb.	0 05 0 06
Sago, per lb.	0 04 0 05

Beans.—This commodity has been fluctuating freely and this week it is quoted lower. Holders of supplies in the east circulated the report of scarcity a few weeks ago and the price jumped. Now it is believed that supplies do not warrant any such prices and a 10 cent decline is reported. The demand everywhere is heavy, however, and a moderately strong market is likely to rule.

3-lb. picker, per bushel	2 25
Hand-picked, per bushel	2 35

Evaporated Apples.—Supplies are scarce and the following prices are held

THE CANADIAN GROCER

stiff. The output is not heavy from this centre and when green fruit goes off the market a better trade is expected.

25-lb. box, per lb ..... 0 10  
50-lb box, per lb ..... 0 09½

Coffee.—An advance of 2½ cents is reported on all Rio coffee. No. 1's is selling at 11½c. to-day and better grades from 11½ to 12½ cents per lb. The cause of the sudden stiffness is that stocks have been corralled in crop centres. What the future will be cannot at present be ascertained, but it is believed that lower prices will be quoted within a few weeks.

BRITISH COLUMBIA MARKETS.

Vancouver, Sept. 22.—Flour has fallen to \$7.10 per barrel, and more than one retailer has been busy explaining, or trying to explain where the extra profits went to. The wheat that the flour was made from was in most instances bought before the rise was made, and the earlier price was based on what it cost. The advance was based on future scarcity, and as this has not developed to the extent expected, the price has come down again.

The crop of peaches in Washington is large this year, and consequently the price on the local market is the lowest on record. Wenatchees sell for from 60 to 65 cents, the boxes having good weight, being eighteen or twenty pounds.

It was reported last week that one firm had attempted to secure a corner on the potato market. This turned out to be incorrect, the firm buying only 65 carloads in the upper country for its

own trade. The price has kept down so far, owing to a good crop in the lower mainland.

Cooking apples job at \$1 a box, with local Gravensteins at \$1.75. The supply is good. Green pears are about 75 cents.

There is no particular feature in butter and eggs. The former is firm, while in the latter locals are next to impossible to get. Buyers in the country are paying 45 cents per dozen.

Sugar, standard granulated..... 5 80	Butter, Eastern dairy, choice.. 0 28 0 29½
Sugar, imported..... 5 25	Butter, local creamery..... 0 35
Val. raisins, lb. .... 0 06½	Eggs, Eastern... 0 26 0 30
Cal. "..... 0 07½	Eggs, local... 0 42 0 45
Prunes..... 0 05½ 0 07½	Cheese, Ontario 0 14½ 0 15½
Currants..... 0 06½ 0 08½	" Manitoba .. 0 14
Dried apricots.. 0 11 0 13	Bacon..... 0 25 0 31½
Flour, Standard, bbl..... 7 10	Ham, cooked... 0 23 0 23½
Cornmeal, p. 100 lbs..... 2 60	Lard, pure..... 0 18
Beans, per lb. .... 0 05½ 0 04½	Lard, compound .. 0 17½
Rice, per ton..... 08 00 76 00	Potatoes—Ashcroft, ton.. 20 00 25 00
Tapioca, per lb. .... 0 03½	Canned Goods—
Apples, cooking, box 1 00	Pea, Early June .. 1 35
Apples, local Grav. 1 75	Tomatoes..... 1 27½
Cantaloupes, crate... 4 25	Corn..... 1 02½
Evaporated apples..... 0 06½	Apples..... 3 49½
Butter, Eastern dairy in tubs... 0 25	Strawberries .. 1 75
	Raspberries .. 2 02½
	Canned salmon. .... 6 50

NEW BRUNSWICK MARKETS.

St. John, N.B., Sept. 21.—Paris lump sugar is down 15 cents a pound. The jobbers are now awaiting prices on new corn and tomatoes. No quotations on these lines have been received as yet. Eggs are selling at 22c to 23c for the case variety and 25c to 28c for the fresh laid. Butter ranges from 18c to 22c for dairy in tubs or rolls and 23c to 24c for creamery. New potatoes are selling here at \$1.25 per barrel. Messina lemons

dropped 50 cents per box and oranges 50 cents to \$1 a box.

Sugar—Standard gran. 5 30 5 40	Peaches, 2's, dozen..... 1 75 1 85
Austrian " 5 20 5 30	Peaches, 3's, dozen..... 2 85 2 95
Yellows..... 4 70 5 10	Raspberries, dozen..... 1 85
Flour, Manitoba 6 75 6 85	Strawberries. .... 1 15
" Ontario. 5 85 6 05	Rice, lb ..... 0 02½ 0 03½
Cornmeal, bags, 1 50 1 60	Beans, hand picked, bus 2 25 2 30
" bbls. 3 15 3 25	Beans, yellow eye, bus ..... 3 50 3 65
Oatmeal, bbls.. 5 50 5 60	Cheese, new, lb 0 14 0 14
Std. oatmeal .. 6 10 6 20	Lard, compound lb ..... 0 14 0 14½
Buckwheat, west. grey, bag 2 90 3 00	Lard, pure, lb. 0 17 0 17½
Val. raisins, lb. 0 06½ 0 06½	Bacon..... 0 18 0 20
Cal. raisins, seed-ed ..... 0 08 0 08½	Pork, domestic mess..... 27 50 28 00
Currants, lb..... 0 07½	Pork, American clear... 26 00 26 50
Prunes, lb..... 0 06½ 0 09	Salmon, case—Red spring... 6 50 6 75
Molasses, fcy. Barbados, gal 0 30 0 31	Cohoos..... 6 00 6 25
Butter, dairy, lb..... 0 18 0 22	Baked beans, dozen..... 1 20 1 30
Butter, creamery, lb..... 0 23 0 24	Eggs, case..... 0 22 0 23
Eggs, new laid 0 25 0 28	Potatoes, new, bbl 1 25
Potatoes, new, bbl 1 25	Canned Goods—
Peas, No. 4..... 1 17½	" No. 3..... 1 25
" No. 2..... 1 30	" No. 1..... 1 77½
Corn, doz.... 0 90 0 95	Tomatoes, dz 1 90 1 05
Tomatoes, dz 1 90 1 05	Fresh Gaspe-reaux, cwt..... 1 00

DRAWBACK ON SUGAR DUTIES.

An order in council has been passed at Ottawa declaring that when imported sugar on which duties have been paid is used in the manufacture of wine produced from the juice of grapes there may be allowed a drawback of 99 per cent. of the duties. Such drawback, however, shall not be paid unless the duty has been paid on sugar so used as aforesaid within three years of the date of the manufacture of the wine or unless the claims as presented by the manufacturer at any one time aggregate \$10.

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We are the most extensive and widely-known Commission Merchants in the West, and our special facilities for introducing new goods and for helping you get in on the ground floor are unique and well worth investigating. Don't delay; the West is booming, and we can help you to introduce your goods to the very best advantage. Our large track warehouses at the leading strategic business points provide every facility for shipping and storage.

Write us fully to-day, advising what you have to sell, and we will tell you candidly what demand there is, and what chance you have of successful trading.

We will also handle your goods for you on a reasonable commission basis.

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WINNIPEG REGINA CALGARY EDMONTON FORT WILLIAM

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

NOVA SCOTIA MARKETS.

Halifax, Sept. 22, 1910.

The apple trade is now booming and the commission houses are doing a rushing business. All kinds of apples are bringing fancy prices. The best quality Gravensteins are selling at four dollars per barrel, and all the stock offering at these figures is readily snapped up. No. two's are selling at \$2.50. Sweets and other early varieties are selling at \$2.50 to \$3.50 per barrel. The receipts of apples for the season of the year are small. The crop in the Annapolis Valley is not more than half of that of last year, but the quality is good.

The crop of Nova Scotia pears this season is very heavy and at the present time the market is overstocked. Prices are away down, the lowest that they have been for years. The varieties, Bartletts and Clapps are favorites. Half barrels are selling at \$1.75 and barrels at \$3.50.

Tomatoes dropped this week to 25c. for a twelve pound basket. The crop is heavy and the tomatoes are ripening fast. Green tomatoes are also coming on the market rapidly, and the price is within reach of all. They are quoted at ninety cents per bushel. The pickling season is now at hand and there is a good demand for spices and vinegars. The wholesale grocers report trade

good in all lines. The volume of orders that are coming in from outside points is heavy. Prices throughout the list are firm, and the indications are that the majority will remain so. Butter continues to come on the market in good supply. Prices are a shade firmer, all grades of butter being up one cent per pound. There is a considerable falling off in the receipts of eggs, but the price remains unchanged from last week. The most of the eggs on the market now are Prince Edward Island stock. Collections are generally reported good for the season of the year.

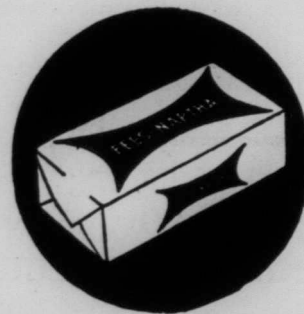
Apples, bbl.....	4 00	No. 1 yellow.....	4 70
No. 1 Grav.....	4 00	Rolled oats, bbl.....	5 20
No. 2 Grav.....	3 50	Fruits—	
Sweets.....	2 50 3 50	Lemons, Verdilli....	6 00
Butter—		Oranges—	
Creamery prints		Valencias.....	6 25 7 50
per lb.....	0 27	Mediterranean.....	4 40 4 75
Creamery solids		Pineapples.....	2 75 3 50
per lb.....	0 24 0 25	Pork, American	
Dairy, tubs, lb. 0 23	0 24	per bbl.....	26 00
Bananas.....	1 75 2 50	Pork, clear bbl.....	29 00
Beans, box, wax.....	2 50	Hams smoked.....	0 18 1/2
Cornmeal, bag. 1 60	1 65	Beef, American.....	22 50
Canned goods—		Codfish, quintal.....	5 50
Peas, std.....	1 00	Herring, pickled	
Peas, early June.....	1 15	per bbl.....	5 00
Corn beef, lb.....	1 85	Potatoes, new,	
Corn beef 3/4.....	1 9c	Pears, bbl.....	3 50
Fresh eggs, doz.....	0 22	per bbl.....	1 75
Flour h. wheat		Onions, Spanish	
per bbl.....	6 75	per lb.....	0 02 1/2
Flour, Ontario		Onions, American,	
blends, bbl.....	6 00	per lb.....	0 02 1/2
Sugars—		Lard.....	0 17 1/2
Extra Standard,		Molasses, fancy	
granulated.....	5 20	Barbados, bbl.....	6 36
Unbranded Yel-		Molasses, fancy	
low.....	4 55	Barbados, gal.....	0 32
United Empire.....	5 10	Raisins, Val.....	0 08 0 08 1/2
		Tomatoes, 10-qt.	
		basket.....	0 35

CREAM GOING TO U. S.

The amount of butter exported from Canada to England since the opening of the navigation of the St. Lawrence in the spring is 18,385 packages, against 67,891 packages during the corresponding period of last year. The falling-off is due to a great extent to the large exports of cream to the United States under the new United States tariff, which reduced the duty from 10 per cent, ad valorem to 5c per gallon. One port in Vermont, U.S., reports an average daily importation of 700 gallons of Canadian cream by a local butter factory.

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the value of Fels-Naptha soap (red and green) cartons for quick, effective store display; and no expense whatever? You simply put the cartons aside carefully as the soap is sold; there is no better store-show.



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The Season Suggests

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TASTY, APPETIZING

**Pork Sausage**

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**GUNNS** PORK AND BEEF PACKERS LIMITED TORONTO

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

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BANNATYNE AVE EAST  
TRANSFER TRACK

Saskatoon, Sask., September 21, 1910.

To Manufacturers and Shippers in Canada,  
United States, Great Britain, etc.:

Dear Sirs,--

We are pleased to advise having opened a branch of our business at Saskatoon, Saskatchewan, under the management of Mr. J. Clayton, who has had some years' experience in the brokerage business in Winnipeg.

We find it absolutely necessary to establish a branch office and warehouse at this growing jobbing point, as jobbers west of Winnipeg will purchase from brokerage houses on the spot.

We would ask you to pass all quotations and correspondence to NICHOLSON & BAIN, SASKATOON, SASK., and all inquiries will be promptly attended to. In addition to Saskatoon, our manager at that point will work Prince Albert, another growing jobbing point.

Yours truly,

**NICHOLSON & BAIN**

Wholesale Commission Merchants and Brokers,

Winnipeg, Regina, Edmonton, Calgary, Fort William,  
Saskatoon.

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## Egg Prices Continue to Soar as Receipts Fall

**General Provision Market Has Been Steady During Past Week With But Few Exceptions—Production of Eggs Shows a Decline and Prices Keep on Advancing—Recent Happenings in Canadian Cream Across the Border—Butter Production Holds It Own—Price Steady**

From time to time this summer it has been stated in these columns that Canadian cream has been sent in increasing quantities across the border, where it was used by United States concerns for various uses. The Canadian farmer received a higher price than he would had he shipped to his own factories. Reference is again made to this subject, because of indications that it is going to spread still more.

At Montreal the daily receipts of cheese are being closely watched to see how they compare with those of the same time last year. The receipts during the past few weeks have been falling off, although the pastures have been in better condition than a year ago. This is accounted for by the fact that factories are making less cheese and shipping more cream. Factories in the Eastern townships have notified Montreal dealers that they need not expect any more cheese from them, as they have contracted to ship cream to the United States at a price that will net them 8c to 10c per 100 lbs. more than making cheese. It is expected that the export of cream will become more general from this out.

In Toronto there is a current understanding that a company in Buffalo is about to attempt to corner the cream and milk supply in the Niagara peninsula. It is stated that the Bismarck and Attercliffe factories have already been taken over. The Union Cheese Factory, at Pelham, may be bought in. Should this be consummated, all the cheese factories will then be turned into creameries, and the product sent to Buffalo, which can be done at a fair profit, since the cream tariff of the United States has been changed.

The home consumption of butter and cheese has grown extensively during the past few years, and our export trade in these articles has been gradually falling off. It is yet difficult to tell to what extent the exportation of cream will develop, but it has grown considerably this year.

The price of eggs seems to be generally on the upward incline. Demand has remained firm, but supplies have been falling off. The provision market seems to be unsettled.

Poultry is firm at former prices and demand is good. Supplies of honey seem to be sufficient and prices are holding their position.

### MONTREAL

Provisions—Bacon is cheaper by 1c than last week. At present prices they look like a good buy, as there has been little or no weakening in the hog situa-

tion. The general tone of the market shows steadiness, though in some lines there has been a slight weakness.

Trade has been improving during the past few days, owing probably in a large measure to the colder weather now coming on.

<b>Pure Lard—</b>	
Boxes, 50 lbs. per lb.	0 15 1/2
Cases, tins, each 10 lbs., per lb.	0 15 1/2
" " " " " " " " " " " "	0 15 1/2
" " " " " " " " " " " "	0 15 1/2
Pails, wood, 20 lbs. net, per lb.	0 14 1/2
Pails, tin, 20 lbs. gross, per lb.	0 14 1/2
Tubs, 50 lbs. net, per lb.	0 15 1/2
Tierces, 37 1/2 lbs., per lb.	0 15
<b>Compound Lard—</b>	
Boxes, 50 lbs. net, per lb.	0 13 1/2
Cases, 10-lb. tins, 50 lbs. to case, per lb.	0 13 1/2
" " " " " " " " " " " "	0 13 1/2
" " " " " " " " " " " "	0 13 1/2
Pails, wood, 20 lbs. net, per lb.	0 14
Pails, tin, 20 lbs. gross, per lb.	0 14
Tubs, 50 lbs. net, per lb.	0 13 1/2
Tierces, 37 1/2 lbs., per lb.	0 13 1/2

<b>Pork—</b>	
Heavy Canada short cut mess, bbl. 35-45 pieces	28 50
Lean pork	27 50
Canada short cut back pork, bbl. 45-55 pieces	29 00
Clean fat hams	29 00
Heavy flank pork, bbl.	31 00
Plate beef, 100 lb. bbls.	9 25
" " " "	18 00
" " " "	26 50

<b>Dry Salt Meats—</b>	
Green bacon, flanks, lb.	0 15
Long clear bacon, heavy, lb.	0 14
Long clear bacon, light, lb.	0 15 1/2

<b>Hams—</b>	
Extra large sizes, 25 lbs. upwards, lb.	0 14 1/2
Large sizes, 18 to 25 lbs. per lb.	0 14 1/2
Medium sizes, 12 to 18 lbs. per lb.	0 14
Extra small sizes, 10 to 12 lbs. per lb.	0 20
Bone out, rolled, large, 16 to 25 lbs., per lb.	0 20
" " " " " " " " " " " "	0 21
Breakfast bacon, English, boneless, per lb.	0 21
Windsor bacon, skinned, back, per lb.	0 20 1/2
Stripped roll bacon, boneless, short, per lb.	0 18
Hogs, live, per cwt.	09 25
" dressed, per cwt.	13 00

Butter—Butter is coming in quite freely now, and is slightly easier in the country. There is no change in the local situation, but sales have been comparatively good.

Receipts for the week are 12,599 packages, as against 10,885 same week last year. For the season they are 319,796 packages, as against 292,720 same season last year, both sets of figures showing an increase for this year.

Onehac, large	0 11 1/2
Western, large	0 11 1/2
" " " " " " " " " " " "	0 12
" " " " " " " " " " " "	0 19
Old cheese, large	0 13

Cheese—Cheese is slightly higher in the country, owing to the very small production during the past few days. The change is only 1/2c, and will not in any way affect the price to retailer. There has been some export inquiry, and the market in England is somewhat improved over last week.

Receipts for the week are 74,782 boxes, as against 77,437 same week last year. For the season they are 1,414,685 boxes, as against 1,445,422 same season last year.

New milk creamery	0 25	0 25 1/2
Dairy, tubs, lb.	0 23	0 23
Fresh dairy rolls	0 22	0 23

Eggs—New laid are scarce and prices have gone up to 32c. Even at that there are hardly enough to fill the demands being made. All eggs are higher in the

country, but selects and No. 1 not to any such extent as to affect local prices here as yet.

Receipts continue small, being only 5,035 cases for the week, as against 5,183 same week last year. For the season they are 159,827 cases, as against 161,697 same season last year. Storage stocks are not any too heavy locally, which adds considerably to the strength of the situation.

New laid	0 32
Selects	0 36
No. 1	0 22

Honey—Sellers of buckwheat seem to be well supplied this year, and offers are coming in freely to the local buyers. So much so in fact that they consider the buckwheat situation as somewhat weak, and are holding off for lower prices. Clover honey seems to be rather less in evidence. The quantity offered is not large, though the quality of this year's crop is pronounced as fine.

White clover comb honey	0 15
Buckwheat, extracted	0 08 1/2
Clover, strained, bulk, 30 lb. tins	0 10
Buckwheat comb	0 12 1/2

### TORONTO.

Provisions—The provision market has been rather quiet during the week. Prices have remained unchanged at last week's quotations. Supplies of live hogs are about the same. They are not coming in any too freely. There has been no falling off in business which remains encouraging. Demand for boiled hams is hardly as keen as it has been, but the difference is only slight.

Long clear bacon, per lb.	0 15
Smoked breakfast bacon, per lb.	0 19
Pickled shoulder	0 13 1/2
Roll bacon, per lb.	0 15
Light hams, per lb.	0 19
Medium hams, per lb.	0 19
Large hams, per lb.	0 19 1/2
Cooked hams	0 27
Fresh shoulder hams	0 13
Shoulder butts	0 17
Becks, plain, per lb.	0 20
" pea meal	0 20 1/2
Heavy mess pork, per bbl.	24 00
Short cut, per bbl.	30 00
Lard, tierces, per lb.	0 15
" tubs	0 15 1/2
" pails	0 13
" compounds, per lb.	0 13
Live hogs, at country points	0 75
Live hogs, local	0 25
Dressed ham	19 25

Butter—Butter has not advanced during the week, but is holding firm at 26 to 27 cents for creamery. Reports from the country say the pastures are still in good condition, and the ensilage is also particularly good. It is therefore reasonable to expect that the production of butter will keep up pretty well for the next few weeks.

Fresh creamery print	0 25	0 27
Farmers' separator butter	0 25	
Dairy print, choice	0 22	0 23
No. 1 tubs or boxes	0 21	0 21
No. 2 tubs or boxes	0 19	0 20

Eggs—The production of eggs remains pretty well up to the normal. Of course there is a falling off noticeable but it has not been marked yet. The price of eggs has been steadily going up during the past three weeks and selects are now at 27 to 28 cents with fresh eggs close behind at from 24 to 25 cents. The demand for eggs is holding well and stiff prices may be expected henceforth.

Selects	0 27	0 28
Fresh eggs, doz.	0 24	0 25
Second grade, doz.	0 20	0 21
Chips, doz.	0 18	0 19

**Cheese.**—Factories are well into the September make of cheese now and from reports received here the production is keeping up well. Demand for cheese is steady and prices are firm. It will not be long now until the factories close down for the year. Stocks of old cheese are about done, many houses having sold out weeks ago.

New cheese—	New twins.....	0 12½ 0 12½
Large.....	Stiltons.....	0 14

**Broilers.**—There has not been much change in the poultry market during the week. It is holding at the former reduction. Supplies are coming freely and the demand is good. Supplies of poultry are said to be good in the country and at present no obstacles to trade is looked for in this respect.

Spring broilers, live.....	0 10 0 11
Hens, per lb. live.....	0 09 0 10
Turkeys, per lb., large, dressed.....	0 14 0 15
Spring duck, lb., live.....	0 08 0 09

**Honey.**—Prices are holding firm. The trade is fairly brisk and stocks are moving rather freely. There has been no apparent weakness to prices. Supplies of buckwheat honey are said to be pretty extensive. Demand locally is almost entirely centred upon clover honey just now.

Clover honey, extracted, 60 lb. cans.....	0 104 0 102
" " " 10 lb. pails.....	0 11½ 0 12
" " " 5 lb. pails.....	0 12
" " comb. per dozen.....	2 00 2 50
Buckwheat honey, lb.....	0 07½

**WINNIPEG.**

**Lard.**—The trade in lard is heavy and merchants are stocking freely at present. The market on dressed hogs is strong and firm prices rule in the lard and bacon markets. The following quotations are from wholesale grocery houses and not from the packers.

Pure, 20-lb. pails.....	each 3 20
" 3-lb. tins, 60-lb. cases.....	10 10
" 5-lb. tins, 60-lb. cases.....	10 00
" 10-lb. tins, 60-lb. cases.....	9 75
" 50-lb. tubs, each.....	8 00
Compound, 20-lb. pails, per pail.....	2 90
" 3-lb. tins, 60-lb. cases.....	8 6
" 5-lb. tins, 60-lb. cases.....	8 50
" 10-lb. tins.....	8 40
" 50-lb. tubs, each.....	6 75

**Butter.**—The supply of butter is dropping off considerably and prices are going up. Creamery is jobbing at 27 cents today and No. 1 dairy at 24 cents.

**Eggs.**—The egg supply is remarkably short and jobbers are compelled to go into storage stocks to supply the local market. Eggs are also being brought from the east, which job here for 28 cents. Strictly fresh Manitoba eggs are also jobbing at 28 cents and storage at 23 cents.

**Cheese.**—The cheese trade is good and orders are heavy for both Ontario and Manitoba makes. Prices are as follows:

Manitoba large, lb. ...	0 11½	Ontario twins, lb. ...	0 13½
" twins, lb. ...	0 12	" large, lb. ....	0 13

**INFORMATION FOR BUYERS.**

The McCormick Manufacturing Co., London, Ont., have cut down the hours of labor of their employes. Hereafter, the girls will commence work at 7.30 a.m., and quit at 5.30 p.m., making a nine-hour day, in place of ten, as it has been all along. The men will commence at 7 a.m., and quit at 5.30, in place of 6 o'clock. Perhaps the most pleasant feature of the announcement is that although there will be a reduction in hours, there will be no reduction in pay. This will mean from 5 to 10 per cent. increase in wages, and will amount to a



An  
all-the-year-round  
Success!

**Huntley & Palmers  
Breakfast Biscuits**

A real biscuit novelty.  
Welcomed wherever introduced.

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

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

Huntley & Palmers, Ltd.  
Reading  
Eng.

very large sum to the firm annually. The reason the firm made this move was that after a close study of conditions they felt that they would get more efficient service from their employes, and that a reduction in hours would be mutually profitable to all.

A "Selling Plan" which is really good has been introduced by the Household Convenience Co., Ltd., Toronto, which if adopted by the retail grocers generally, will certainly mean a big jump in their daily sales. The plan is not exactly a new one, but they have worked in three or four scientific points which puts it on an entirely new basis, and is given a fair trial, the clerks will unconsciously develop into real salesmen. In fact, for transient trade, their plan will make many new customers, by gaining their confidence, as the specialty this company is putting on the market, namely, "Wondershine," which cleans silver and gold, without rubbing, is a real honest labor-saving device. And, this new "Selling Plan" will take well with all the re-

gular customers, and show that their interests are being well looked after. The fact that "Wondershine" is being well advertised, along the right line, and is sold on "the-money-back-if-not-satisfied" idea, should cause every up-to-date grocer to get in touch with this company. Of course grocers as a general rule do not handle silver polishes, but there has never been anything placed on the market like "Wondershine," and it will sell well through the grocery store. As stated in their advertisement, dealers will be sent the "Selling Plan" free by the company with all other information upon receipt of name and address.

The Dominion Register Co., Spadina and Adelaide, Toronto, will move about October 15 to the corner of Ontario and Ontario Place, within ten minutes' walk of King and Yonge Streets. Their new quarters are fully double the size of those just vacated. This is the fourth time within a year that this firm has had to seek larger premises.



# MAGIC BAKING POWDER

CONTAINS NO ALUM

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

**E. W. Gillett Co. Ltd.,**

WINNIPEG.

TORONTO, ONT.

MONTREAL.



## DELAY MEANS LOSS



Made in Canada

Every day you delay installing THE McCASKEY ONE WRITING SYSTEM OF HANDLING CREDIT ACCOUNTS YOU ARE LOSING MONEY.

These are some of the ways in which the money is lost without your knowledge:

Forgotten charges—goods sold—never charged.  
Disputes with customers—loss of trade.  
Poor collections—loss of discounts.  
Loss of accounts.  
And in a hundred other ways.

Let us tell you about them, we'll do so gladly if you will drop us a line and say you are interested.

(First and Still the Best)

**DOMINION REGISTER CO., Limited**

Manufacturers of Duplicating and Tripling  
Sales Pads in all varieties.

99-104 Spadina Avenue - TORONTO, Can.

Agencies in all Principal Cities

## A Low-Priced Food WITH High-Priced Value

Clark's Pork and Beans are always good.

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

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

**Wm. Clark - Montreal**

Manufacturer of High-Grade Food Specialties

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

DIAMOND CHOCOLATE

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

are the grocer's most ready sellers. Uniform quality and absolute purity have made this possible.  
**EVERY JOBBER SELLS THEM**

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

SELLING AGENTS:  
 J. A. Taylor Montreal R. S. Melndoe Toronto Jos. E. Huxley Winnipeg Arthur Nelson Vancouver  
 Arthur M. Louks Ottawa R. G. Bedlington Calgary

Fresh Supplies of



**Carr's Biscuits**

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

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

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

Ask our agents for them

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


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



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

**National Licorice Co.**  
 MONTREAL

By Royal Letters Patent



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

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

**NELSON'S**  
 Gelatine and Licorice  
**LOZENGES**

Should be in your confectionery department.

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

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

## Sharp Decline in Prices of Flour and Cereals

Unexpected Movement in Price of Flour, But the Drop in Rolled Oats Was Not Entirely Unexpected—Export Trade is Not Active as Canadian Price is Too High — Shipments of Wheat Have Been Light—Reason for That Condition—Demand For Flour is Apparently Brisk—Difficult to Tell Which Way Next Move Will be.

Following the flour market is not the most satisfying proposition known to man. Perhaps flour follows some natural law, but that same law is pretty hard to locate, and at the same time it is affected by influences apart from the condition of the flour or wheat markets.

During the past week a decline was announced in cereals and in the three grades of Manitoba flour. This should be encouraging to the many grocers who go in for flour on fairly large plans, as it will no doubt act as an impetus to trade.

Millers have expressed their surprise at the decline in flour, although the drop in rolled oats was not so unexpected. It was hinted by one dealer that trade relations might have been partially responsible for the drop—or cut—but this was denied in other quarters.

Speaking of the market in both oats and wheat, a prominent follower of the trade expressed the opinion that lower prices were to be expected.

Wheat is above the export price and that figure will have to be dropped if there is to be any appreciable movement or foreign markets will have to move up. The former though is the movement to be expected. This will enable some of the wheat held to move from the country, and after that there should be a return to better prices. The idea is feasible, and has often been followed before. But in any case opinion is pretty well divided. While some were expecting even a further drop in prices the wheat market braced in Liverpool, Chicago and Winnipeg, and there was a buying flurry in some parts by millers, who believed they saw in this reaction the first of a general advance.

### MONTREAL.

Flour—The feature of the flour market of late has been the increase noted here in export demand. As navigation season draws to a close there are many belated orders to be filled, and apparently the last few days have brought a number of such. Prices dropped again on Tuesday, 20 cents a barrel. The cause is attributed to price-cutting, and that millers believe that a general reduction was the best method to apply in such a case.

Winter wheat patents, bbl.	5 45
Straight rollers, bb	5 25
Extra, bbl	5 25
Manitoba spring wheat patents, bbl	5 80
"    strong bakers, bbl	5 30

Rolled Oats—The continued weakening of the oat market has finally had the expected effect on the prices of rolled oats. Prices are down this week 25c. They are holding fairly well at this figure, but there is still a feeling of uncertainty as to the future movement.

Sales at the reduction are light, and little export demand is noted.

Fine oatmeal, bags	2 45
Standard oatmeal, bags	2 45
Granulated	2 45
Bolled cornmeal, 100-bags	1 90
Rolled oats, bags, 90 lb.	2 20
"    barrels	4 65

### TORONTO.

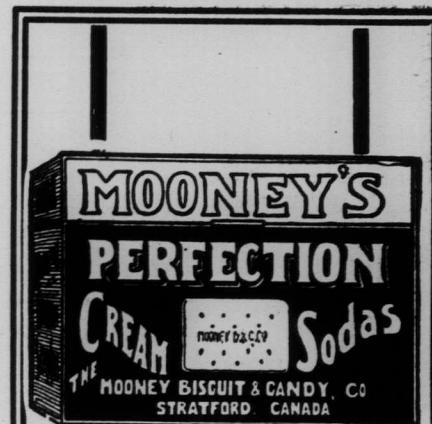
Flour—A decline of 20 cents in all grades of Manitoba flour was announced locally this week, and first patents are now down to \$5.70. Local trading is reported good and demand has been brisk. Local millers express themselves as pretty well satisfied with business. Some have not been quite as well satisfied with the passing demand, and are more inclined to call it rather quiet. The former is the prevailing opinion, however. The recent decline was not altogether expected, and in fact, might have been termed a surprise.

Following it, however, there were indications of higher prices. On Tuesday afternoon the markets closed firmly showing wheat higher and millers were buying in rather large lots as a result. The British markets were higher, and it was believed that this was but the first intimation of a rather sharp advance. The wheat market during the past two weeks has been fluctuating, but what was lost one day was regained the next, and the price was about normal. At any rate grocers will welcome lower prices, as it should aid their end of the demand to a large extent.

Manitoba Wheat.	
1st Patent, in car lots	5 70
2nd Patent, in car lots	5 20
Strong bakers, in car lots	5 00
Feed flour, in car lots	5 10 3 30
Winter Wheat.	
Straight roller	4 25 5 25
Patents	4 80 5 35
Blended	5 00 5 20

Cereals—Quite a slice was taken from the price of rolled oats and rolled wheat this week, and as far as rolled oats are concerned the decline was not wholly unexpected, although as stated in these columns it was believed to be but a matter of time before lower prices were reached. The oat crop has been a bumper one, and comparing the statistical position with that of a year ago and realizing that the holdover was appreciable it was but to be expected that prices could scarcely hold. Some state that they believe that rolled oats are even likely to go lower. That, they say, is their opinion. Events alone will prove their ability to judge the tenor of the market correctly.

Rolled oats, small lots, 90 lb. sacks	2 20
"    25 bags to car lots	2 10
Rolled wheat, small lots, 100 lb. bris.	2 85
"    25 bris. to car lots	2 75
Standard and granulated oatmeal, 90 lb. sacks	2 45



There's a constant demand in every household for a good soda biscuit!

Are you stocking

## Mooney's "Perfection" Cream Sodas

the kind that always reaches your customer in a crisp and fresh condition?

It's a line that never fails to satisfy, and leaves a good margin of profit.

They are pleasantly palatable and perfectly pure.

See to your stocks.

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

Stratford and Winnipeg



## MAPLEINE

(Maple Flavor)

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

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

Send for Free Sample

**Frederick E. Robson & Co.**

26 Front St. E., Toronto

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



# PURE FRUITS

In' Glass Jars

Very widely and favorably known for  
quality and purity.



## GOODWILLIE'S FRUITS

are put up in a factory situated, right  
in the orchards, in the heart of the  
Niagara Fruit-Growing District.

# JOSÉ SEGALERVA

MALAGA, SPAIN

Blue Fruit, as Ma-  
laga Table Rais-  
ins are often  
known, must be of  
particularly fine  
quality if the same  
brand is to be sup-  
plied to the trade  
year after year.

Perhaps the truest  
guarantee of uni-  
formity in quality  
of Malaga Table  
Raisins packed by  
the above firm is  
the constantly in-  
creasing number of  
repeat orders we  
take.

## Segalerva Table Raisins

**ASK YOUR WHOLESALER FOR THESE LINES**



**Rose & Laflamme**  
Limited  
**Montreal - Toronto**





# Have you been buying the wrong ticket?

A man swung into the Grand Central Station, New York.

"Give me a ticket to Columbus," he called.  
"Columbus, Ohio, or Columbus, Kentucky?"  
"Whichever's the cheapest."

No more ridiculous than the merchant who buys flour "whichever's the cheapest," irrespective of relative values or of the object for which he is in business.

Now, Brother Grocer, if you are aiming for Permanence of Profits—which *only* comes of steady sales of uniform quality—you have been misled by selling "whatever's the cheapest."

And you have purchased the *wrong* ticket—you're not on the through train bound for success.

If you should purchase a flour cheaper than FIVE ROSES, be sure that some important step in flour-making has been slighted, the general quality skimped.

Some important step in wheat buying, maybe, in wheat cleaning, in grinding, screening, sifting, packing, delivering.

One of those infinite processes whose rigid and faithful observance makes FIVE ROSES flour what it is.

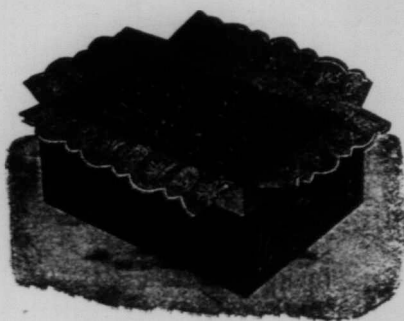
Flour Satisfaction and low-down price are incompatible, Brother Grocer.

So also near-good stuff and the repeat trade. Which sufficiently explains why FIVE ROSES costs just a little more than some. And yet pays YOU much *better* than most.

LAKE OF THE WOODS MILLING COMPANY, LTD., MONTREAL



## Five Roses Flour Pays You Better



## "BORDO"

"The Chocolate with the  
flavor that's different."

Well might the readers of advertisements be mystified—whether to choose this or that brand of Chocolate; fortunately there is the famous "Bordo" about which no doubt as to the quality and unique flavor has ever existed.

Brands may come, and brands may go, but the "Bordo" Chocolate pursues its way serenely with an unbroken record, and increasing success.

When nature has produced finer ingredients, when workmen have acquired more skill, when science has inaugurated greater cleanliness, then, and only then, will "Bordo" be equalled in richness, flavor and quality.

Others have been convinced, and profited by it. Others have purchased small quantities, and increased their orders with increased demands.

A sample won't cost you anything, and may be the means of putting a big seller in your line.

Write to-day. Not to-morrow.

**The Montreal Biscuit Co.**

"Originators"

**MONTREAL**

"The House of High Quality"

# TRUMILK MILKSTOCK

IS FULL CREAMED CANADIAN MILK IN POWDER FORM

IS FINEST SEPARATED MILK IN POWDER FORM

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

Sole Manufacturers

**Canadian Milk Products, Limited**

MAIL BUILDING, TORONTO

52 Highest Awards in Europe and America

## WALTER BAKER & CO.'S CHOCOLATE & COCOA



Registered  
U. S. Pat. Off.

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

**Walter Baker & Co., Limited**

Established 1780, Dorchester, Mass.

Branch House, 86 St. Peter St.

MONTREAL, CANADA

## WINDSOR SALT

CAR LOTS OR LESS. Prompt shipments  
Write us for prices. Phone order our expense

**TORONTO SALT WORKS**  
TORONTO, ONT. GEO. J. CLIFF, MANAGER

## W. H. ESCOTT

WHOLESALE

**Grocery Broker**

141 BANNATYNE AVENUE

**WINNIPING**

COVERING

**MANITOBA and SASKATCHEWAN**

CORRESPONDENCE SOLICITED

## WINES! WINES! WINES!

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

DRAUGHT OR CASE GOODS

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

**THE ST. LAWRENCE GROCERY**

395 St. Lawrence Boulevard Montreal

## MAPLE SYRUP!

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

## GEORGE & BRANDAY

Established 1879

Shipping and Commission Agents

Dealers in Coffee, Cocoa, Pimento, Hides, Honey  
Wax, Sugar, Rum, etc., etc.

KINGSTON, - - - JAMAICA

## Oval Butter Dishes

Write us for Prices

Graham Bros. & Co., Kilmount, Ont.

## ROLLED OATS

FLAKED WHEAT and OATMEALS

Bags or Barrels. Car or Broken Lots.

WRITE FOR QUOTATIONS.

Prompt attention to all orders.

J. W. EWEN - Uxbridge, Ont.

## SUOHARD'S COCOA

This is the season to push SUOHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUOHARD'S cocoa against all other makes. Delicious in flavor; prices just right.

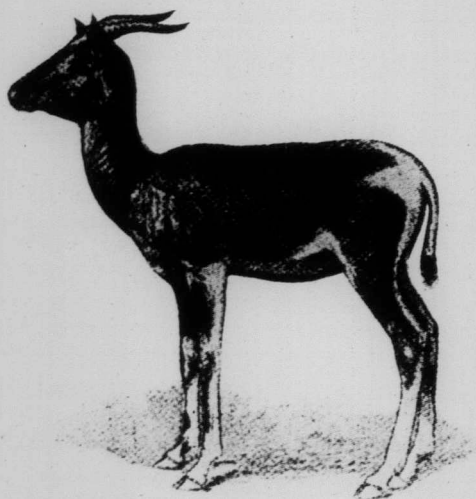
**FRANK L. BENEDICT & CO., Montreal**  
Agents.

## THE HODGSON GUM CO.

896 St. Lawrence St. MONTREAL

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

We make special brands to order.



# GAZELLE

The Brand of the Very Finest

CANNED

VEGETABLES

and

CANNED FRUITS

## HUDON, HEBERT & CO., LTD.

MONTREAL

"THE MOST LIBERALLY MANAGED FIRM IN CANADA"

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VINES!  
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WINE  
Sauternes

GROCERY  
Montreal

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## Grapes are Beginning to Arrive More Freely

Peaches and Pears are Now at the Best of Their Season and Should Hold That Position for a short Time Yet—Meanwhile Ontario Grapes are Showing Better Every Day and They Will Soon be Arriving at Their Best—Apples are in Good Demand and at a Rather High Price — Tomatoes Feature the Vegetable Market.

Peaches and pears are now at the pinnacle of their demand, and as their season is spending itself the grape is coming in more freely and will soon have the centre of the fruit market stage. From reports, grocers are getting a good share of the fall trade in pears and peaches and that there is a great deal of preserving being done is vouched for by the wholesale grocers who say that the demand for sugar is active. The crops of peaches and pears have been about up to the average and good prices have ruled. The grape crop should be fairly large and a big volume of business is sure to result.

Apples are coming more plentiful now but the prices can scarcely be called low. In fact apples are holding firm and are expected to remain in that condition as a result of the shortage of this year's crop. Cantaloupes are still moving well, but in some markets there has been an overdose. Lemons are moving fairly well, but the weather has not been the right kind for a heavy demand.

Trade in vegetables is running smoothly with tomatoes receiving most attention.

### MONTREAL.

Green Fruits.—Grapes are coming on the market in considerable quantities this week. The brands mostly arriving are Concorde and some of the Rogers varieties. They are selling at from 25 to 30 cents per basket. Delawares are of course still coming in, though the quality of the late arrivals has been somewhat poor.

Sales are small this week, a reaction after the Congress. Practically all lines are showing the effect of the slump.

Apples are arriving in larger quantity, but prices are higher owing to a fear of a short crop this year.

Apples, bbl. ....	2 50 4 00	Oranges—	
Bananas crated,		California, late	
bunch .....	2 00 2 25	Valencias.....	4 00 5 00
Cranberries, bbl. ....	12 00	Pineapples—	
Cocoanuts, bags .....	4 25	Florida, case.....	5 50
Grapes, Delaware		Plums, crate.....	2 25 2 75
crates .....	2 00 2 25	Plums, Quebec .....	0 50 1 00
Limes, per box .....	1 25	Peaches.....	1 50 1 75
Calc. Malaga .....	2 75	Pears.....	3 50 4 00
Lemons.....	4 25 5 00	Pears, Bartlett,	
Melons, Montreal		bbl.....	9 00
basket.....	8 00 10 00		

Vegetables.—Sweet potatoes are again on the market, and are selling well so far. The taste for this vegetable seems to be on the increase. It is one of those that has to be cultivated. People are becoming better acquainted with them now than they were a few years ago.

Some very large green peppers are appearing, quoted at the high price of \$2. They are finding a fair sale at that figure.

The market has not been at all brisk, as a general rule this week, though that was only to be expected. A re-

action was sure to come after the visitors had left the city.

Beans, green,		Lettuce—	
basket.....	0 75 1 00	Montreal, doz....	0 40 1 60
Beans, wax.....	0 40 0 50	Boston.....	1 00 1 25
Beets, bag.....	0 75 0 90	Onions—	
Carrots, bag.....	0 75 0 90	Spanish, cases .....	2 50
Cabbage, new, dz .....	0 40 0 50	Potatoes, bbl .....	2 00
Celery, doz.....	0 40 0 60	Parsley, dozen.....	0 15
Cauliflowers,		Parsnips, new, bag .....	0 75 0 90
Montreal.....	1 00 1 50	Radishes, dozen	
Corn, doz.....	0 08 0 15	bunches.....	0 20 0 70
Cucumbers, bkt. ....	0 35 0 50	Rhubarb, doz .....	0 25 0 30
Garlic, 2 bunches .....	0 25	Spinach, bbl .....	3 50
Green Peppers,		Tomatoes, box .....	0 35 1 00
bag.....	1 00 2 00	Turnips, new,	
Leeks, doz.....	1 50	bag.....	0 75 0 90

### TORONTO.

Green Fruits.—The delightful fragrance of newly ripened grapes now greets the visitor to the local fruit market, denoting that grapes are coming to their own. Peaches and pears are now at their height and are likely to remain so for a short time yet. The quality of these fruits has been of the best, and supplies have arrived in heavy shipments. Crawford peaches and Bartlett pears have held the market and only the fruit men themselves realize the total amount of fruit that has passed through their hands. Retail grocers report a satisfactory trade. Apples are none too plentiful, although fairly good supplies of St. Lawrences, Alexanders and a few other varieties are arriving. The general opinion is that high grade fruit of either peaches, pears or apples is not going to be what is termed cheap, but is going to hold as at present at fairly high prices.

Grapes are just working their way to a high water mark of supplies, the first shipments being now received. It is believed that they will arrive freely in a short time now. Cantaloupes are quoted at a low figure yet, but the trade look for better prices as soon as the glut that has burdened the market for some time is removed. There is not much trade passing in oranges, and lemons are moving slowly, with but little activity.

Apples, bbl. ....	3 25 4 00	ket.....	25
Apples, Cana-		Lemons—	
dian, basket. ....	0 30 0 40	Verdelli.....	5 00
Apples, St. Law-		Limes box.....	1 25
rence, basket. ....	0 50 0 65	Oranges—	
Bananas.....	1 50 2 00	Valencia.....	4 50 5 00
Cantaloupes, Canadian—		Peaches—	
Crate.....	0 50	Crawford.....	0 75 1 25
Basket.....	0 25 0 40	Elberta.....	0 5 1 25
Rocky Ford,		St John.....	0 53 1 10
basket.....	0 40	Pears, Canadian	
Cocoanuts, sack 4 00 .....	4 50	basket.....	0 30 0 75
Grapes, case.....	2 50	Pears, Bartlett	
Early Canadian,		basket.....	0 50 1 00
basket.....	0 25 0 40	Pineapples, case .....	4 00
Grape Fruit—		Plums, basket.....	0 40 0 75
California.....	3 75 4 75	Watermelon, ea. ....	0 30 0 40
Egg Plant, 11 qt. bas-			

Vegetables.—A steady business is being done in vegetables, but on the market they are really secondary to fruit at the present stage of the season. There is a heavy demand for tomatoes and as stated a week ago pickling vegetables are in greatest demand. The trade in the other vegetables is good, but it is not much beyond the normal.

## GRAPES

Sweet and full flavored.

Late varieties of  
**PEACHES**

**Pears and Plums**

**APPLES**

**Sweet Potatoes,  
Oranges, Lemons,  
Bananas**

FULL LINES IMPORTED FRUITS.

McWILLIAM  
**Mc. AND E.**  
EVERIST

25-27 CHURCH ST. TORONTO  
are Largest Receivers

## A Word of Advice!

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

**J. J. McCABE**

AGENT

32 Church Street, Toronto.

Beets, doz..... 0 25 0 30	Ontario..... 1 00
Beans, wax, per 11-qt. basket... 0 15 0 25	Domestic..... 0 40
Cabbage, case—Canadian..... 0 50 1 50	Potatoes, Ontario, new, bag. 0 75 0 80
Carrots, Canadian, doz..... 0 30	Sweet, bbl..... 4 00
Cauliflower, doz. 0 75 0 85	Parsley, per doz bunches..... 0 25 0 30
Celery, basket..... 0 40	Radishes, doz..... 0 25
Cucumbers, bag 0 30 0 25	Red pepper..... 0 75
Gherkins..... 1 00 1 25	Green peppers, 11-qt. basket... 0 35 0 40
Lettuce, Canadian, head.... 0 25 0 30	Tomatoes, Can., basket 11 qt... 0 25 0 35
Onions—Spanish, large.. 2 25 50	New turnips, p r 11-qt. basket... 0 50

**WINNIPEG.**

Green Fruits.—The local consumption is heavy in all fruits. Blueberries and blackberries are off the market after a brisk season. The trade largely centres around cantaloupes, pears and peaches this week, and enormous stocks are going out. Prices are gradually easing down as the season advances.

Apples—Ontario, No. 1, bbl . 5 00	Cocoanuts, doz. .... 0 90
Ontario, No. 2, bbl.. 4 50	Lemons, Cal. .... 7 50
Apples, Wash., box..... 4 25	Peaches, Crawford's, case..... 1 00
Bananas, ..... 2 50	Pears, case..... 3 60
Cantaloupe, Cal .... 4 01	Oranges, Valencia..... 5 50
Crab apples, box.... 2 50	Plums, Wash. case... 1 40

Vegetables.—An excellent market prevails for all vegetables. Prices this season are somewhat lower than previous years due to the increased quantity

**GRAPES**

FULLY MATURED  
Concord, Niagara, Rogers  
LARGE SUPPLY. PRICES LOW

**PEACHES**

Late Crawford, Elberta

**PEARS**

Late Canning Varieties

YOUR FALL FAIR ORDERS SOLICITED

Wire, phone or mail your orders to

**Stevens & Soloman**

Growers and Shippers of  
CANADIAN FRUITS

Phones 1990 and 2700

HAMILTON, - - - ONT.

**NEW FIGS**

Our first shipment this season's crop Layer Figs will arrive this week.

3, 5 and 7 crown and glove boxes.

**WHITE & CO., Limited**

Fruit, Produce and Fish Dealers

EVERYTHING THE BEST

**TORONTO**

We are Big Receivers of Canadian Fruits and Vegetables

**PEACHES  
PEARS  
PLUMS**

Now arriving in large quantities every day

All of good quality and at reasonable prices

**FANCY**

ORANGES

LEMONS

and BANANAS

at lowest prices

SEND US YOUR ORDERS

**HUGH WALKER & SON**

(Established 1861)

GUELPH, ONTARIO

**You want good lemons**

for your customers to-day, every day. You can have them by ordering Follina's pack. Why experiment with any other? Our lemons have an established and enviable reputation in every market of this world. When ordering, mention FOLLINA.

**W. B. Stringer,**

Canadian Sales Agent

**Buster Brown.**

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



## THE CANADIAN GROCER.

growing in the province. Butter beans, cabbage and potatoes have been reduced, while cucumbers have been advanced 30 cents, due to scarcity.

Butter beans, lb . . . . . 0 02½	Onions, im-ported . . . . . 0 03
Carrots, doz . . . . . 0 25	

Cabbage, new, lb . . . . . 0 01½	Potatoes, new, lb . . . . . 90
Celery, doz . . . . . 0 60	Parsley, per doz . . . . . 0 25
Cucumbers, doz . . . . . 0 70	Radish, dozen . . . . . 0 30
Lettuce, doz . . . . . 0 60	Rhubarb, lb . . . . . 0 04
Mint, doz . . . . . 0 3½	Tomatoes, Ont., basket . . . . . 0 75
Onions, green, per dozen . . . . . 0 20	

### Lack of System Noted in Marketing Canteloupes

**No Evidences are Apparent of The Growers' Efforts to Regulate Supply, Quality and Other Points Which Require Consideration If the Canteloupe Business is to Expand—Some Markets Have Been Over Supplied Recently and Prices Dropped—Quality is Not Uniform—Success of the Business will Depend Upon Combined Efforts of Those Handling It.**

The canteloupe has been having its innings during the past two or three weeks by reason of the large quantity that has reached the market. Not infrequently has it been said that the supply was too heavy in certain markets and the question follows as to whether the canteloupe business could not be built upon a more satisfactory basis.

At the present time only a small percentage of the people in the cities and towns are eating this midsummer delicacy. If the growers are at all interested in the business it should be greatly to their interest that the canteloupe be impressed upon the people either by themselves or by some of those handling it.

#### Retailer Does the Selling.

It is the grocer or retail fruitman who calls the attention of the consumer to the canteloupe. The retailer, therefore, should know the talking points that may be used. The grower should accordingly be desirous of cultivating the salesmanship of the retailer and giving him the necessary selling power. For after all it is the retailer who moves out the great majority of the goods stocked on his shelves.

There is money in canteloupes for the retail grocer, but it is one of the lines to which quality is everything. The person who has eaten them before, wants only a good one. And if one of poor quality falls into the hands of a person who is eating the canteloupe for the first time he is lost as a consumer in the majority of cases. Thus quality is a prime essential.

And what is being done to put quality fruit on the market? To the casual observer there is no discrimination being made by the grower who is content to turn in any kind of fruit, his chief care being that he receives the money for it. This is not true in every case but it seems to be the method of some growers.

#### Made Watermelon Uniform.

In California a big trade was founded on watermelons by the growers uniting in their efforts and determining on a particular kind which all grew and thus an absolutely uniform fruit was grown. A consumer knows that any one melon is practically as good as any other.

If one kind of canteloupe is grown in one field and the next grower has a different kind the fruit from these two fields will be a queer compound, as during the blossoming season the pollen is carried from the flowers of one kind to the other.

The growers surely realize that the grocer is the final medium of getting the canteloupe to the consumer and in order to assist the retailer the grower should put a good article in his hands and tell him about it. It will work for their mutual benefit.

The Canadian canteloupe is grown of good quality and finds a large market. But there is so much that can be done to improve the condition that, from the retailer's viewpoint, the canteloupe demand is only in its infancy.

### BUSINESS CHANGES OF THE WEEK.

#### Recent Trade Happenings of Interest—Activity Particularly in the West.

##### Ontario.

- J. Todd, grocer, Toronto, Ont., sold to N. Bean.
  - J. S. Adamson, grocer, Toronto, has assigned.
  - Mary E. Esther, grocer, London, Ont., has assigned.
  - R. J. Husband, grocer, Kenora, Ont., has assigned.
  - E. T. Latimer, grocer, Gananoque, Ont., has sold to John Pelow.
  - Nancy Childs, grocer, Toronto, is arranging to sell to Alex Milne.
  - A. J. Warne, Jr., grocer, Peterboro, Ont., has sold to J. E. Lillico.
  - Wade & Stevens have opened a grocery business at Fort William, Ont.
  - J. C. Struthers & Co., Brantford, have sold their grocery business to James Bros.
  - A. Goodman, general merchant, Huntsville, Ont., has assigned to D. E. Bastedo.
  - McGillivray & Cunningham, grocers, Wingham, Ont., have dissolved. J. F. McGillivray continuing.
- ##### Quebec.
- Alf. Cimon & Cie., grocers, Quebec, Que., have registered.
  - Absolon Poulin, general merchant, St. George, Que., has assigned.
  - The assets of N. Boily, general merchant, St. Jerome, Que., have been sold.
- ##### Maritime Provinces.
- Wm. Corbett, Jr., grocer, Newcastle, N.B., has assigned.

A. Melanson, general merchant, Mathurst, N.B., is succeeded by G. J. Doucet.

T. C. Miller & Co., general merchants, Millerton, N.B., have sold to Thurber & Crocker.

John D. Hume, general merchant, Murray River, P.E.I., has sold to Jordan & Brehaut.

#### Western Canada.

A. C. Drake has opened a general store at Lethbridge.

J. Bender, grocer, Ridpath, Alta., has sold to J. Phillips.

Geo. Sawyer, grocer, Brandon, Man., has sold out.

The Hub Trading Co., Ltd., Edmonton, have incorporated.

D. Pearson has opened a general store at Forster, Alta.

Max Hayman has opened a general store at Calder, Sask.

A. E. Matheson has opened a general store at Wroxton, Sask.

David Reider has opened a general store at Estevan, Sask.

Harry McLean has opened a general store at Govan, Sask.

Albert Blackwell has opened a general store at Bethune, Sask.

A. McLean has opened a grocery store in Moose Jaw, Sask.

E. Somerville & Co., grocers, Calgary, Alta., have sold out.

Benj. Dechter has opened a general store at Regina, Sask.

T. T. Pearson, grocer, Winnipeg, is succeeded by Wm. Yule.

Thompson Bros. have opened a grocery store at Weyburn, Sask.

Wm. Buchanan has opened a general store at Luseland, Sask.

### Lemon Bros.

Owen Sound, Ont., and Sault Ste. Marie  
Wholesale FRUIT, FISH and PRODUCE  
Commission Merchants, and  
Dealers in HIDES, WOOL and RAW FIRS

### Dried Apples

Shipments Solicited  
Settlements Prompt

**W. A. GIBB COMPANY**  
HAMILTON  
JAMES SOMERVILLE Manager

Highest price paid for  
**DRIED APPLES**  
**O. E. RO INSON & CO.**  
ESTABLISHED 1886

**Ingersoll - Ontario**  
Would you like our Weekly Circular

# "OCEAN BRAND" FISH

There's a good profit ahead for every grocer if he will feature

**Ocean Brand Kippers**

**Ocean Brand Bloaters**

**Ocean Brand Finnan Haddles**

ALSO

**Boutiller's Smoked Fillets**

**Canada Strip Boneless Cod**

**Our Special Fat July Salt Herring**

The primest fresh fish only is used and it is treated in the most sanitary and up-to-date fish curing plant on the Atlantic Coast.

*Ask your wholesale house for these lines or write us direct.*

## The Halifax Cold Storage Co., Limited

(Selling Branch)

45 WILLIAM STREET

MONTREAL, QUE.



## "Concord" Norwegian Sardines

are distinguished by many exclusive features. We reject all but the very finest small fish, autumn caught. We handle the fish with the greatest care, pay every attention to sanitary details and use only the highest grade oil. They are the only sardines which have an extra cover for use after the tin has been opened. Each tin is guaranteed by the CONCORD CANNING CO. of Stavanger.

Send your order to any Wholesale Grocer

LIST OF AGENTS:

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

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



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

### Smith & Proctor

HALIFAX, N.S.

## Outlook is for Higher Prices in Fish Market

Supplies in Some Lines are Not Heavy and if Conditions Hold Quotations are Bound to go up—Lobsters are High, in Fact Have Reached a Record Price—Oyster Season is Opening and Demand Shows Marked Improvement This Week—Fresh Fish is Bought up Practically as Soon as it is Received—Business is in Good Condition.

The trade this week did a good business, there being three fast days. This increase has firmed up the prices of fresh sea fish, as almost all lines are scarce at present. This scarcity is due to the fact that there has been a series of storms raging for the past few days, which have made it impossible for the boats to go out. What fresh fish have put in an appearance have been snapped up at once, and the market already shows great firmness.

Haddock and mackerel are particularly affected. It seems a certainty that these two will be quoted at an advance in the near future.

Pickled mackerel are scarce, and large shipments of imported fish are on their way to fill the requirements.

Pike and pickerel are arriving freely, also brook trout and lake trout. Whitefish are scarce, and the market shows signs of advancing.

Lobsters are exceedingly dear and some of the dealers say they can hardly look at them not alone buy them.

### BRITISH COLUMBIA.

Vancouver, B.C., September 22.—One halibut boat got in last week from Alaskan waters with 160,000 pounds of fish.

Another arrived with 20,000 pounds, the smallest catch on record. The latter spent the time in the vicinity of Hecate straits, but the fish there are very scarce. This feature has happened before, but on past occasions the fish have returned. The prevailing wholesale price is four cents per pound, but from now on it will gradually advance.

Salmon is scarce, and 35 cents apiece is being paid for cohoes. Even at this, the highest price yet, the fish cannot be had.

Smoked fish has made its appearance in the stores, following the announcement in these columns two weeks ago that the fishing firms were about to start the smoked goods again.

Codfish, per lb. ....	03	Salmon, fresh.....	0 8
Halibut, per lb. ....	0 04	Smelts, per lb. ....	0 03
Herring, pr. lb. ....	0 03		

### QUEBEC.

Montreal, Sept. 22.—Fish scarcity is the cry all over the city, and in fact on the coast as well. Haddock and mackerel especially show this. For the past few days storms on the coast have been so serious that the boats could not go out. If an improvement does not come

soon in the fresh fish lines, there will be a very high range of prices.

Business should be good this coming week with three fast days.

FRESH			
Pike.....	0 08	Fresh Lab'dor. salmon	0 22
Perch.....	0 07	Whitefish.....	0 12
Steak cod.....	0 06	Mullets.....	0 08
B.C. salmon.....	0 16	Haddock.....	0 04 1/2
Market cod.....	0 04	Halibut.....	0 09
Sturgeon.....	0 13	Bullheads.....	0 09
Lake trout.....	0 11	Carp.....	0 08
Blue fish.....	0 15	Dore.....	0 11
Sea trout.....	0 13	Mackerel, each.....	0 25
Sea bass.....	0 12	Swordfish.....	0 11

FROZEN			
Codfish.....	0 04	Pike.....	0 07
Dore, winter caught, per lb.....	0 10	Salmon, B.C., red, per lb.....	0 09
Haddock.....	0 04	Gaspé salmon.....	0 18
Halibut, per lb.....	0 09	Smelts, 10 lb. boxes.....	0 07 1/2
Herring, per 100.....	1 25	Whitefish, large, lb.....	0 09
Market cod.....	0 04	Whitefish, small.....	0 07
Steak cod.....	0 06		
Mackerel.....	0 10		

SALTED AND PICKLED			
Green cod, No. 1, bbl.....	6 00	Lake trout, half bbl.....	6 00
Labrador herring, bbl.....	5 50	Salmon, B.C., red, bbl.....	14 00
Labrador sea trout, bbls.....	10 00	" " pink, bbl.....	12 00
Labrador sea trout, half bbls.....	5 75	" " Labrador, bbl.....	17 00
No. 1 mackerel, pall.....	2 10	" " " bbls.....	8 50
" " " bbls.....	10 00	" " " trols.....	22 00
No. 1 pollock, l.....	4 00	Salt sels, per lb.....	0 07 1/2
Scotia herrings, bbl.....	5 00	Salt sardines, 20 lb. pls.....	1 00
		Scotch herring.....	6 50
		" " " keg.....	1 00
		Holland herring, bbl.....	5 50
		" " " keg.....	1 00

SMOKED	
Bloaters, large, per box, 60s.....	1 25
Haddies.....	0 07 1/2
Boneless haddies.....	0 09
Herring, new smoked, per box.....	0 15
Kipperd herring, per box, small.....	1 20
Kipperd herring, per box, large.....	1 50

SHELL FISH	
Shell oysters, bbl.....	10 00
Lobsters, live, per lb.....	0 35
Oysters, choice, bulk, imp. gal.....	1 40
" " Selects, imp. gal.....	1 65

PREPARED FISH	
Boneless cod, in blocks or packages, per lb.....	5 1/2, 6 1/2 and 7 1/2
Pure mixed boneless fish, blocks and packages, lb.....	0 05
Shredded cod, per lb.....	0 06 1/2
Skinless cod, 100 lb. case.....	5 50

## FULL WEIGHT FOR YOUR MONEY

That is what you get when you order "Coast-Sealed" Oysters.

"Coast-Sealed" containers are packed at the sea coast and contain nothing but solid, northern grown oysters, clean, fat and full-flavored and all over four years old.

## "Coast-Sealed" Oysters

contain none of that muck which adds to the weight of your shipment but which cannot be sold.

Every "Coast-Sealed" Container is sealed at the coast. It reaches you with the seal unbroken, with all the contents pure and fresh and with that delectable sea-tang absolutely unimpaired.

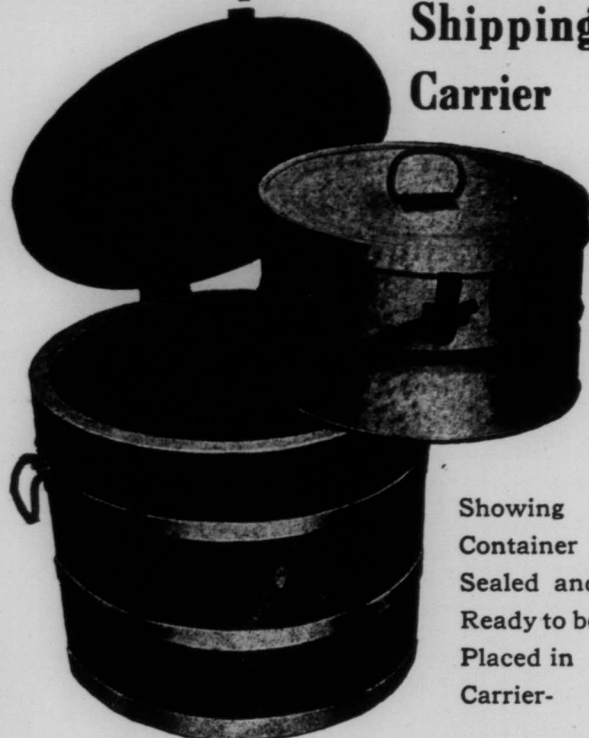
Write us To day for Prices.

## Connecticut Oyster Company

88 Colborne St. TORONTO

HEAD OFFICE:—MILLFORD, CONN.

## The One Perfect Oyster Shipping Carrier



Showing Container Sealed and Ready to be Placed in Carrier-



# FISH and OYSTERS

The season is now opening up. **START RIGHT** at the beginning and secure your customers for the season.

**FRESH FISH OF ALL KINDS** in season.  
**SMOKED FISH**—Haddies, Kippers, Bloaters.  
**SALTED FISH**—Boneless, Prepared and Dried.  
**PICKLED FISH**—Lab. Herring, Salmon, Mackerel.  
**SEALSHIPT OYSTERS**—The best of all.

**WRITE FOR PRICES AND ALL INFORMATION**

The largest and most completely equipped Fish and Oyster Warehouse in Canada.  
**Prompt Shipment, Right Prices, Fair Treatment. A trial order solicited—Satisfaction guaranteed**

**BRANCHES:**

## LEONARD BROS.

P.O. Box 639

Montreal  
 St. John, N.B.  
 Grand River  
 Gaspé, Que.

WHOLESALE FISH AND OYSTERS

5 Long  
 Distance  
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20 to 26 YOVILLE SQUARE, - - MONTREAL



**P**ERFECTION IN  
**P**ACKING

**P**OPULAR and  
**P**ALATABLE

### BRUNSWICK BRAND SEA FOODS

THE LINES YOU CAN HANDLE WITH PROFIT

¼ OIL SARDINES  
 KIPPERED HERRING  
 FINNAN HADDIES

¾ MUSTARD SARDINES  
 HERRING IN TOMATO SAUCE  
 CLAMS

SCALLOPS

Are your shelves stocked with these splendid sellers and satisfaction givers?

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

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

Dried cod, medium, 100 lb. drum.....	7 00
Dried cod, large, bundles.....	6 00
Dried cod medium bundles.....	5 50
Dried haddock, medium, bundle.....	5 50

**NEW BRUNSWICK.**

St. John, N.B., Sept. 22.—Fish of all kinds, both fresh and frozen, are in fairly good supply at present, though prices are high in most cases. Halibut, cod, haddock, smelt and herring are the most reasonable. A rarity in the fish line for St. John was brought to the city last week. It was a king mackerel, caught off the south shore of Nova Scotia and weighed 455 pounds with the entrails and head removed. The big fellow which was consigned to Smith's fish store was shipped to Montreal.

Canned lobster is now quoted so high that the dealers say they cannot look at it let alone buy. For half pound tins in cases of 8 dozen, \$17 to \$17.50 per case is asked from the retailer and for three-quarter pound tins the price is \$11.50 to \$12 for a case of 4 dozen. This is the highest price ever asked for lobster here.

The ruling prices to the retail trade now are:—

<b>Fresh—</b>		<b>Frozen—</b>	
Cod, per lb.....	0 02½	Mackerel ser lb.....	0 11
Cams, per gal.....	0 69	Salmon, per lb.....	0 90
Halibut, er lb.....	0 10	Shad, each.....	0 30
Haddock, per lb.....	0 03	Swordf h. per lb.....	0 12
Herring, per doz.....	0 20 0 30	<b>Canned—</b>	
Oysters, per gal.....	2 40	Lobsters, 8 doz. ½ lb.	
Pickrel, per lb.....	0 08	tins.....	17 00 17 50
Smelts, qer lb.....	0 08	Lobsters, 8 doz. ½ lb.	
		tins.....	11 50 12 00

**ONTARIO.**

Toronto, Sept. 22.—Fall shipments are now coming in and receipts are generally larger. The outlook for the season near at hand is bright but the supplies should be more plentiful for the best conditions. Prices hold firm in all lines of fish and the demand seems to have improved. Oysters have shown quite an improvement in trade and shipments have begun to take on some size. The weather will strengthen the demand for oysters if it holds cool.

**FRESH CAUGHT FISH**

Halibut.....	0 10	Steak cod.....	0 08
Salmon trout.....	0 12	Perch.....	0 07
White fish.....	0 12 0 13	Haddock.....	0 07
Herring.....	0 08		

**FROZEN LAKE FISH**

Pike.....	0 07	Pan frozen whitefish.....	0 10
Whitefish, frozen.....	0 04	Gold eyes.....	0 06

**OCEAN FISH (FROZEN)**

Herring, per 100.....	1 50	Salmon, pink, per lb.....	0 08
		red.....	0 09

**SMOKED, BONELESS AND PICKLED FISH**

Acadia, tablets, box.....	1 60	Cod, Imperial, per lb.....	0 05
Acadia, 2-lb. boxes, pr. crate.....	2 40	Fillets, per lb.....	0 11
oneless Digbys, box 1 00		Haddie, Finnan.....	0 08
Codfish, Bluenose, " 1 40		Halifax, 1-lb. bis. pr. crate.....	3 12
Cod steak, per lb.....	0 07	Oysters, selects, gal.....	1 85
		Quail on toast, per lb.....	0 05

**NOVA SCOTIA.**

Halifax, Sept. 22.—Substantial receipts of dry fish have arrived at Halifax during the past week, 13,000 quintals coastwise largely from the banks by Lunenburg schooners in addition to 3,600 quintals from outside customs ports, chiefly Newioundland. The largest cargo was 1,960 quintals from Cape Cove by the schooner Renown, another being 1,250 quintals from Harbor Breton, Nfld.

Quotations continue firm at ruling prices, the market at St. John's, Nfld., showing somewhat of an upward tendency. Oversea exports give a good average by the direct West Indies steamers and the Boston and New York boats for trans-shipment in every direction. Landings of ground fish have been rather slack of late, some 350,000 pounds com-

ing from all sources. About 250 bbls. herring have been taken along the western shore recently, but receipts as yet are not abreast of the usual average, partly owing to the rough seas along the coast. Although extensive preparations for

the capture of sword fish have been made by our fishermen, the number secured lately has been much smaller than expected. In lobsters, the only feature of note during the past two weeks is a shipment of 2,000 cases canned for the European markets.

**The Value of Cleanliness in Handling Oysters**

**Much Dependence Should be Placed on this if Confidence of Customers is to be Gained—Talking Points That the Dealer Should Know to Back Up the Attractiveness of His Display—Why Oysters are Dearer Than They were a Few Years Ago.**

To the grocer who is contemplating dealing in oysters this season, and that should be practically every grocer who has a business in a good locality, one word should be ever and always before him if he would win the most success. That is "cleanliness."

As stated already in these columns a grocer's business is partially founded upon the confidence of his customers. If they believe in him his success is practically assured. It is in this respect that cleanliness is so important. If you would build up your oyster business you should do all in your power to make the goods attractive to your regular customers and to all who enter your store. If cleanliness go hand in hand with quality your trade in oysters is practically assured.

Oyster companies, when they do anything to improve the business, are not backward in telling it to the retailer and the retailer might to advantage follow this plan. And it does not apply to oysters alone. If you do something to improve the method of handling goods tell your customers about it, otherwise the chances are that they will never know it.

If you take extra care to secure fresh eggs surely that is a matter of concern to your customers. Similarly with oysters. The people are going to eat them and many consumers like them raw. Therefore they are going onto the family table just as they come from your store. Surely it is plain that the more attractively you can present them in your store, the greater will be the appreciation on the part of the customers and your sales will soon show the results that you are after.

**No More Watered Oysters.**

The oyster jobbers are putting forth efforts to place the oysters in your store just as they came from their shells. They are no longer "watered." In a previous article it was shown that they are of better quality on that account and that they are also higher in price because the retailer gets solid oysters and no water.

Another point with which to impress the idea of cleanliness is that the containers in which the oysters are shipped must, if returned to the shipping houses, be sterilized and cleaned.

The containers are therefore absolutely clean when the oysters are put into them and it is not long after they pass through the various channels until they are exhibited in the retail store.

**Know the Selling Points.**

The grocer should be able to talk oysters as if he had been in the business for years. No doubt he could sell them without that knowledge, but he

has an extra power when he has at his finger tips the selling points, talking points which will not fail to impress the customer. He should be able to explain why they are not watered, how they are handled from the shell to the retail store, why they are dearer and other little points that the consumer likes or wants to know.

If your display container is not clean and inviting, however, you cannot expect that your particular customers will buy. It would be hardly fair to expect the oysters to sell themselves under unfavorable conditions. This does not mean that oysters are difficult to handle, it simply is for the purpose of impressing the grocer with an ideal as far as oysters are concerned and that ideal is to present them to the customer under the most inviting conditions and having done that the battle is more than half won. It is then only necessary for the dealer to add his own salesmanship abilities to make a good profit from oysters.

**FREIGHT RATES IN B. C.**

On Sept. 27 a special meeting of the Vancouver Board of Trade will be held to discuss the advisability of forming a bureau of transportation. This decision was arrived at recently following a discussion on the question of freight rates in the course of which it was alleged that British Columbia shippers were discriminated against.

**TRADE NOTES.**

M. Shiner, grocer, Winnipeg, is succeeded by S. Nemirovsky.

S. Nemirovsky, grocer, Winnipeg, is succeeded by F. Mogilew.

Thompson Bros. have opened a grocery business at Weyburn, Sask.

John H. Bertram has opened a grocery store at Saskatoon, Sask.

Drashie & Lorne have opened a general store at Gull Lake, Sask.

T. T. Holmes, general merchant, Yonker, Sask., has sold to J. C. Warren.

Jacob Bender, general merchant, Ridpath, Sask., has sold to J. M. Phillips.

F. C. Brooks, general merchant, Sturgis, Sask., has sold to E. N. Anderson.

I. Warnick, general merchant, Canota, Sask., is removing to Quill Lake.

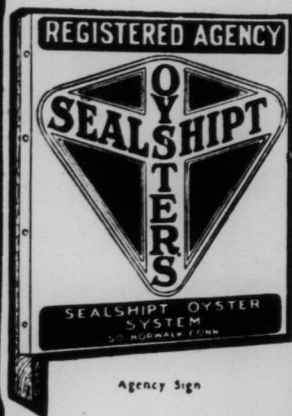
Wm. Young, general merchant, Rossburn, Man., is succeeded by John Hook.

A. F. Colwell, general merchant, Kindersley, Sask., has sold to J. M. Toombe.

S. Parks & Son, general merchants, Garland, Man., are succeeded by A. Bay.

Davis, Hanna & Co. have opened a general store at Fertile Valley, Sask.

# We Help You Sell Sealshipt Oysters



Agency Sign

The outfit illustrated on this page is sent to each new **SEALSHIPT AGENT** along with his Sealshiptcase—which means **WE HELP YOU FROM THE START**—and more signs, booklets and other selling aids are sent you continuously during the season, which means **WE HELP YOU ALL THE TIME.**

## There's Money in Selling SEALSHIPT OYSTERS

Our plan guarantees 25% profit—no **SEALSHIPT AGENT** can cut prices. Our advertising makes lots of sales at this protected profit. It will pay you to write for our catalogue, terms and particulars, so we can show you how you can make **BIG MONEY** selling **SEALSHIPT OYSTERS** to pleased customers. People will go from the stores that sell no oysters, or only ordinary oysters, to trade at the store selling **SEALSHIPT OYSTERS.** Get **SEALSHIPT OYSTERS** and secure this trade. Don't wait for "the season," but write us at once.



Door Transfer Sign.

## Sealshipt Oyster System



Blue and White Muslin Sign.

South  
Norwalk,  
Conn.

## THE SEALSHIPTCASE

This illustrates the Sealshiptcase in which you store and display Sealshipt Oysters.

It is the handsomest, most attractive silent salesman ever devised.

The cleanly white and blue porcelain finish attracts all women customers by reason of its hygienic appearance.

This is the fixture which is illustrated in all Sealshipt advertising — customers look for this as well as the Agency Sign to identify genuine Sealshipt Agents.

We are ready to tell you all about it. **Write for catalogue giving full information.**



## High Prices are Being Paid the Tobacco Growers

Chatham, Ont., Sept. 22.—Record breaking prices are being paid throughout the western Ontario peninsula for the 1910 tobacco crop. Whatever shortage the farmers may have suffered from the hailstorms earlier in the season is being made up by the exceptionally high price per pound for which they are now disposing of the product.

Representatives of one tobacco firm opened their campaign at Leamington by offering 16 cents. Other companies followed by paying 16½ and 17 cents. Though the first named price is a remarkable one for the average run of Canadian tobacco, the price for some exceptionally good samples of the weed has gone as high as 20c., while a few isolated growers are reported to be holding out for 25 cents.

A Leamington expert estimates the crop of the entire western peninsula at between 7,000,000 and 8,000,000 pounds. His company expects to purchase over \$1,000,000 worth.

Throughout the entire tobacco growing section the crop is reported to be of exceptional quality, which to some extent accounts for the high prices paid. The outlook for the coming year is an excellent one, according to tobacco buyers, and there is little doubt that a much increased acreage will be sown as the result of this year's high prices.

The new tobacco curing process is being tried out in quite a few places and is working well. The tobacco is hung in drying houses and subjected to a heat of 200 degrees. In about 60 hours the tobacco is cured out to a bright golden color, suitable for cigarettes and a high grade of cigars.

## Are the Profits of the Retailer on the Decline?

Editor Canadian Grocer.—From my experience, the retail grocer is paying more every year for his goods, but his profits have been standing still instead of keeping pace with the prices he is paying out. About seven years ago I was making more money than I am to-day. That is, my profits were larger, and any grocer in the business then will bear me out in that statement. Butter, eggs, cheese and bacon, consider these alone, and you will find that in each case there has been a decline in the grocer's profit. I could easily give the figures, but every grocer knows them as well as I do. Less than ten years ago I had a turn over of \$20,000. To-day it has increased to \$40,000, but my profits show but very little gain. I often wonder if other grocers stop to think about this question. I know they must be aware of the circumstances, for I am sure of my figures, and I feel confident that the general trade must be up against the cool facts as I have been.

Not only are the staple goods higher, but changes in the price of other goods

have cut down the profit the grocer used to get. It is not long ago since matches for instance were advanced. And there are other goods that the same might be said of. In the majority of cases the advance gives the manufacturer more profit but the grocer cannot increase his price to the consumer.

I have often wondered how long the grocers are going to endure condition of this kind, how long it will be before they will wake up to their possibilities and demand from the manufacturer a square deal.

### ORGANIZATION.

Ottawa, Sept. 14, 1910.

### SUIT AGAINST WHOLESALERS.

#### Association to Stand Trial Under the Sherman Anti-Trust Law.

In the complex relations between the different factors of the grocery business, manufacturer, jobber and retailer, says the New York Journal of Commerce, the trade organizations have played an unusually important part. Their influence has been so great that during the agitation over the high prices of food products the U. S. Government grasped largely at the suggestion that these organizations might be partly responsible. The suit under the Sherman Anti-Trust law against the organized jobbers bearing the name of the Southern Wholesale Grocers' Association was the outcome. Evidence in this case will be taken within a short time. There have been rumors to the effect that similar cases against other grocery associations might follow, but no official announcement has been made, and the opinion is that the Government will first justify its charges against the Southern organization.

### GRAPES AN AVERAGE CROP.

A large fruit grower in the Niagara peninsula writes The Canadian Grocer as follows: "In regard to the fruit crop in the Niagara peninsula, pears were a heavy crop. Peaches were a moderate crop and paid the growers well; plums a moderate crop and they also paid the growers well. Grapes promise to be an average crop at least."

### TRADE NOTES.

C. P. Wright, formerly of Aylmer, Que., has opened a large departmental store on Rideau Street, Ottawa.

The grocery business of Copas & Emerson, Calgary, Alta., has been sold to the Howson, McEwen Co.

R. A. Lawson, grocer, Bracebridge, Ont., has begun operations on a new flour and feed store.

D. Ferguson has opened a grocery store on London St., Windsor, Ont. The business will be conducted on a cash basis. Mr. Ferguson came to Canada from Scotland about two and a half years ago.

Chute & Wilson will open a grocery stock in a new store in the Duke Block Talbot Street East, St. Thomas, Ont., in the near future.

**Tell Your Customers That:**

**SHAMROCK**

**BIG PLUG**

**SMOKING TOBACCO**

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

**McDOUGALL**

Insist upon having them  
D. McDOUGALL & CO. Ltd., Glasgow, Scotland

**CLAY PIPES**

**SPRAGUE**

**CANNING MACHINERY CO.,**  
CHICAGO, ILL., U.S.A.

**Black Watch**

**The Big Black Plug Chewing Tobacco**

**"A Trade Bringer"**

**Sold by all the Wholesale Trade**



# 50% PROFIT FOR YOU IN SELLING "WONDER-SHINE"

"WONDER-SHINE" is the really wonderful silver cleaner that removes all tarnish without rubbing.

Your customers are being told all about "WONDER-SHINE" by our \$10,000 advertising campaign. We say "Buy it from your grocer." While silver polish is not usually sold through the grocery trade, results have proved that the grocery is the logical place in which to buy it. As we don't employ travelling salesmen, you must

WRITE US FOR SAMPLES AND PRICES

Do not delay. Every day's delay means that sales you ought to have are going to your competitors. Write us to-day—a postal will do.

## The Household Convenience Co., Ltd.

14 King Street East, Toronto

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

IF NOT, WHY NOT?

# "Tucketts Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured from Imported Leaf Exclusively

## The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA.

**Classified Advertising**

**ARTICLES FOR SALE.**

**FOR SALE—GROCERY STORE FIXTURES.**—Owner retiring from business. Any reasonable offer will be entertained. 1 safe, 36 in. high, 25 in. wide; 1 Dayton computing scale; 1 tea scale; 1 platform scale; 10 decorated tea tins, capacity 75 lbs. each, \$2 each; 1 show case, 6 ft. long; 1 cash register, wooden frame, in first-class order, \$25. All of the above articles are in first-class order. Kindly write J. R. BROWN, Owen Sound.

**ARTICLES WANTED.**

**WANTED—A Eureka Refrigerator,** suitable for butcher business. Give size, style and price. Address Box 362, CANADIAN GROCER, Toronto. (38p)

**BUSINESS CHANCES.**

**FOR SALE—Grocery, crockery and provision business.** Established since 1864. Annual turnover about \$30,000. Splendid connection; large farming district. Must be sold at once. Good reasons for selling. Apply JAS. R. LOCKHART, Pembroke, Ont.

**FOR SALE—The best general business in best agricultural and manufacturing village west of Toronto.** With exceptionally clean, full stock. Turnover \$25,000, stock \$10,000, few fixtures. Long lease, low rent, spacious store, ample storage. Box 361, CANADIAN GROCER, Toronto. (38p)

**FOR RENT—A large three-story brick building,** cellar under all, suitable for any business. In the centre of the business part of the town. Has been dry goods for twenty-five years. Apply G. O. WERRETT, Simcoe, Ont. (38p)

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

**REPRESENTATIVES WANTED.**

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

**MISCELLANEOUS.**

**A book-keeping staff in itself—doing the work with machine precision and accuracy, the National Cash Register.** Write for demonstration literature. National Cash Register Co., 285 Yonge Street, Toronto.

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

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

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

**BUSINESS MEN, professional men, merchants and church workers,** find innumerable uses for Fulton Sign and Price Markers. The Fulton Rubber Type Company of Elizabeth, N. J., are makers of Ink Pads, Daters and Business Outfits of high quality. Sold by all stationers. A. R. MacDougall & Co., Toronto, Canadian Agents.

**MISCELLANEOUS.**

**COPELAND-CHATTERSON SYSTEMS—Short, simple.** Adapted to all classes of business. Copeland-Chatterson-Crain, Ltd., Toronto and Ottawa. (tf)

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

**DOUBLE your floor space.** An Otis-Fensom hand-power elevator will double your floor space, enable you to use that upper floor either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only \$70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

**EGRY BUSINESS SYSTEMS** are devised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egray Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258 1/2 Portage Ave., Winnipeg; 308 Richards St., Vancouver.

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

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

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

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

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

**HONEY—Everybody wants the best.** My 1910 crop of pure White Clover extracted now ready for delivery. Write for prices. CHAS. T. ROSS, 15 Liverpool St., Sherbrooke, Que. (43p)

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

**KAY'S FURNITURE CATALOGUE** contains 160 pages of fine half-tone engravings of newest designs in carpets, rugs, furniture, draperies, wall papers and pottery, with cash prices. Write for a copy—it's free. John Kay Company, Ltd., 36 King St. West, Toronto.

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

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

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

**MISCELLANEOUS.**

**SAVE 50% OF THE COST OF HANDLING** merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Ter-auley Street, Toronto. (tf)

**SAMPLES FREE—Write us to-day for free samples** of our new two-color Counter Check Books—white and yellow leaves. We make Check Books endfold and sidefold, single and triplicate pads. Lowest prices. Dominion Register Company, Ltd., 100 Spadina Ave., Toronto.

**THE "Kalamazoo" Loose Leaf Binder** is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

**THE METAL REQUIRED in a Modern Concrete Building.** Our special facilities enable us to produce at minimum cost Concrete Reinforcements, Fenestra Steel Sash, Automatic Fire Shutters and Steelcrete Metal Lath. Complete stock, quick delivery. Before deciding write us for catalogue and prices. Expanded Metal and Fireproofing Co., Ltd., Fraser Ave., Toronto. (tf)

**WANTED—A splendid opportunity for dealers** to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Writerpress Company, Limited, 33 John St., Hamilton, Ont. (tf)

**WAREHOUSE AND FACTORY HEATING SYSTEMS.** Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

**WHEN buying bookcases insist on having the best** on the market, "Macey Sectional Bookcases." Carried in stock by all up-to-date furniture dealers. Illustrated booklet sent free on request. Canada Furniture Manufacturers, Ltd. General offices, Woodstock, Ont. (tf)

**YOU can display your goods to better advantage** through the use of up-to-date fixtures. We are specialists in the planning of stores and offices. Our catalogue contains illustrations of many new features and several handsomely equipped stores and offices. Shall we send you our catalogue? Jones Bros. & Co., Ltd., 30-32 Adelaide St. W., Toronto. (tf)

**PERIODICAL DEPT.**

**THE BUSY MAN'S MAGAZINE** is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. BUSY MAN'S is on sale at all news-stands. Better still, send \$2 for one year's subscription. Mail it to-day. The Busy Man's Magazine, Toronto.

**TECHNICAL BOOKS.**

**SALES PLANS—This book** is a collection of 833 successful plans that have been used by retail merchants to get more business. These include Special Sales, Getting Holiday Business, Co-operative Advertising, Money-Making Ideas, Contests, etc. Price \$2.50, postpaid. MacLean Publishing Co., Technical Book Dept., 143-149 University Ave., Toronto.

**CANADIAN MACHINERY AND MANUFACTURING NEWS,** \$1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 143-149 University Ave., Toronto.

QUOTATIONS FOR PROPRIETARY ARTICLES

Baking Powder table with columns for brand (Diamond, W. H. GILLARD & CO.), sizes, and prices.

IMPERIAL BAKING POWDER table with columns for cases, sizes, and prices.

MAGIC BAKING POWDER table with columns for cases, sizes, and prices.

MAGIC BAKING POWDER table (continued) with columns for cases, sizes, and prices.

Special discount of 5 per cent. allowed on five cases or more of "Magic Baking Powder."

ROYAL BAKING POWDER table with columns for sizes and prices.

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

CANADIAN CANNERS, LIMITED table listing various products like Ayler Jams, Strawberries, Raspberries, etc.

Pure Preserves—Bulk table listing products like Strawberry, Black currant, etc.

WHITE SWAN SPICES AND OILS LTD. White Swan Baking Powder—1 lb. tins, 3-dozen in case, \$2 doz.; 1/2-lb. tins, \$1.25 doz.; 1-lb. tins, 80c doz.



COOK'S FRIEND BAKING POWDER table with columns for cartons, sizes, and prices.

FOREST CITY BAKING POWDER table with columns for sizes and prices.

Cereals table with columns for product name, size, and price.

WHITE SWAN SPICES AND CEREALS, LTD. table listing products like White Swan Breakfast Food, The King's Food, etc.

Bine table listing products like Keen's Oxford, Gillett's Mammoth, etc.

Chocolates and COCOAS table listing products like THE COWAN CO., LIMITED, Cocoa, etc.

Chocolate products table listing products like London Pearl, Unsweetened Chocolate, etc.

Ingredients for cake—Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, etc.

Confections table listing products like Milk chocolate wafers, Maple buds, etc.

Agents, C. E. Colson & Son, Montreal. In 1/2 and 1-lb. tins, 14-lb. boxes, per smaller quantities, etc.

JOHN P. MOTT & CO.'S R. S. McIndoe, agent, Toronto; Arthur M. Loucky, Ottawa; J. A. Taylor, Montreal; etc.



Mott's breakfast cocoa, 10c. size 90 per dr. table listing various sizes and prices.

WALTER BAKER & CO., LIMITED. Premium No. 1 chocolate, 1 and 1/2 lb. cakes, 35c. lb.; Breakfast cocoa, 1-5, 1/2, 1 and 5 1/2 lbs. tins, etc.

CANADIAN COCOANUT CO., MONTREAL. Packages—5c., 10c., 20c. and 40c. packages, etc.

WHITE SWAN SPICES AND CEREALS, LTD. table listing products like White Swan Flaked Rice, White Swan Flaked Peas, etc.

WHITE SWAN SPICES AND CEREALS, LTD. table listing products like Macaroni, Spaghetti, etc.

Condensed Milk table listing products like BORDEN'S CONDENSED MILK CO., Eagle Brand, etc.

CONDENSED MILK table listing products like Jersey Cream, REINDEER, etc.

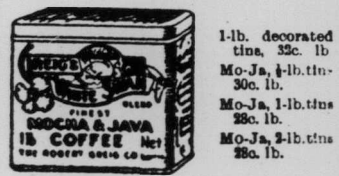


TRURO CONDENSED MILK CO., LIMITED. "Jersey" brand evaporated cream, "Reindeer" brand, etc.



COFFEES. REY, BLAIN CO. LIMITED. Standard Coffees. Roasted whole or ground. Packed in amp proof bags and tins.

COFFEES table listing products like Club House, Nectar, Empress, etc.



Cafe des Epoures—1-lb. fancy glass jars, per doz., \$3.00. Cafe d'Aromatique—1-lb. amber glass jars, per doz., \$4.

THOMAS WOOD & CO. table listing products like "Gilt Edge" in 1 lb. tins, "Gilt Edge" in 2 lb. tins, etc.

Cheese—Imperial table listing products like Large size jars, Medium size jars, etc.

Canada Cream Cheeses table listing products like In cartons, each 1 dozen, Large blocks, etc.



W.S.P. Ret. P. Ground or bean, 0 50, 0 50, 0 50, 0 40, 0 40, 0 30, 0 30, 0 30, 0 30, 0 30, 0 30.

Confections table listing products like Cream Bars, Milk Chocolate Sticks, etc.

IMPERIAL PEANUT BUTTER. Small, cases 2 dozen, 0 95 dozen; Medium, cases 2 dozen, 1 80; Large, cases 1 dozen, 2 75; Tumbler, cases 2 dozen, 1 35; 25-lb. pails, 0 15 lb.

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 \$30. All same price one size or assorted.

UN-NUMBERED. Under 100 books, each 04; 100 books and over, each 03; 500 books to 1000 books, each 03; For numbering cover and each coupon, extra per book 1/4 cent.

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

Flavoring Extracts table listing products like SHERRIFF'S, 1 oz. (all flavors), 1 00, etc.

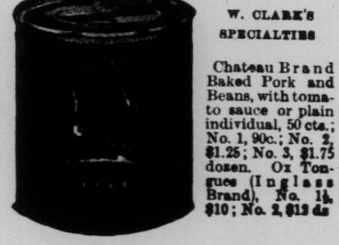
CRESCENT MFG. CO. table listing products like Mapleine, 2 oz. bottles (retail at 50c.), etc.

Milk Powder. CANADIAN MILK PRODUCTS, LTD., TORONTO. Trumilk, full cream, per case (4 doz.) 1 lb tins, \$4 80; Milkstok (cooking milk), per case (4 doz.) 1 lb tins, \$4 80.

Jams and Jellies. BATGER'S WHOLE FRUIT STRAWBERRY JAM. Agents, Rose & Laflamme, Montreal and Toronto. 1-lb. glass jar, screw top, 4 doz., per doz. \$2 20.

SOUPS. JOS. CAMPBELL CO., CAMDEN, N.J. Soups (condensed)—No. 1 cans, all kinds per dozen \$1.20. Chicken soup, \$1.25 per dozen. Pork and Beans, with tomato sauce or Boston style—No. 2 cans, doz. \$1.40. Tomato Ketchup—Bottles (10c. size only) doz. \$1.40. Tabasco-Ketchup—Bottles (10c. size only) doz. \$1.40. Chili Sauce—Bottles (10c. size only) doz. \$1.40. Mustard (prepared)—With spoon (new) doz. \$1.40; No. 80 jars, doz. \$1.40.

W. CLARK'S SPECIALTIES table listing products like Chateau Brand Baked Pork and Beans, etc.



OF HANDLING a Bath System of valuable floor space ceiling. Systems for small. Write us for small. Write us for small. Write us for small.

of Binder is the only many sheets as you re. The back is flex- nent perfect. No ex- d mechanism. Write Rutter, Ltd., King and

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## A GROCER'S CO-OPERATION



RISING SUN Stove Polish in Cakes gives a lustre which far outlasts all others under the heat of the stove, and that is why it has so many friends that call for it over the grocery counters the world around. We believe that the real live grocer wants to push the goods that please his customers, and that is why we have the hearty co-operation of thousands upon thousands of grocers everywhere. It pays you to push it.

**MORSE BROS., Props.**

**Canton, Mass., U.S.A.**



The Polish  
OF  
Preference

It pays to handle a quick-selling line like "2 in 1" Shoe Polish—a line that's always in demand and that always gives satisfaction.

"2 in 1" is positively waterproof, preserves and softens the leather, does not clog or stain the clothes, and is free from acid or turpentine.

Get a generous supply and display it well.

**The F. F. DALLEY CO.**  
LIMITED  
Hamilton, Can., and Buffalo, N.Y.



BRANDS

**"BANNER" & "PRINCESS"**  
CONDENSED MILK

are prepared from the purest and richest country milk, with no addition but that of pure sugar.

**St. George Evaporated Cream**  
(Unsweetened)

The most sanitary conditions are observed in the canning and handling of the milk. The reputation of these brands as genuine satisfaction-givers is unsurpassed.

Lines that mean much in profit and reputation to every grocer who handles them.

**J. MALCOLM & SON**  
ST. GEORGE,  
ONT.

## Spices, and How to Know Them

By W. M. GIBBS

The only book on the subject—just published. The merchant or salesman, who knows all about spices, can command the spice trade in his territory. To get this information, he should read this work, dealing with PREPARATION, USE and ADULTERATION OF SPICES—a chapter devoted to each spice.

14 Colored Plates. 176 Pages. 100 Illustrations.  
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Technical Book Department  
143-149 University St. - Toronto, Canada

## MOLASSINE DOG and PUPPY CAKES

are entirely different from all others and are quick sellers. If you are stocking Dog Foods, write for particulars and free samples; I will interest you.

SOLE IMPORTER:

**ANDREW WATSON**  
91 YOVILLE SQUARE, MONTREAL



# BROOMS are DOWN

We Make Brooms of Quality  
Be Sure You Get Them

Walter Woods & Co.

Hamilton and Winnipeg

Saves time.  
Saves money.  
Saves you bags.

Should be in every grocer's store.

**McGregor's Patent Bag Holder**

KILGOUR BROS.  
Wallington St. West TORONTO

## Tea Lead,

Best Inconrodible

## "Pride of the Island"

Manufactured by BRAND

**ISLAND LEAD MILLS LIMITED,**

Tel. Address: "Laminated," London.  
A.B.C. Codes used 4th and 5th Editions.

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LONDON, E., ENG.**

Canadian Agents

ALFRED B. LAMBE & SON, TORONTO  
J. HUNTER WHITE, ST. JOHN, N.B.  
CECIL T. GORDON, MONTREAL

OCEAN MILLS  
Montreal  
Chinese starch, 48 1-lb., per case \$4.00;  
Ocean Baking Powder, 48 3-oz., \$1.40;  
48 4-oz., \$1.80; 60 8-oz., \$4.50; 36 1-lb., \$3.75; 48 1-lb. pkg., \$4; 10 1-lb. tins, \$5; loose 25 lbs., \$1.75; Ocean blancmange, 48 8-oz., \$4; Ocean borax, 48 8-oz., \$1.60; Ocean cough syrup, 36 6-oz., \$6.00; 36 8-ounce, \$7.20;

Ocean corn starch, 48 1-lb. \$3.60.

Jam Per lb.  
30-lb. wood pails..... 0 06 1/2  
Pure assorted jam, 1-lb. glass jars, two dozen in case..... 1 75

Jelly Powders  
IMPERIAL DESSERT JELLY



List price.  
"Shirriff's" (all flavors), per doz....  
Discounts on application.

WHITE SWAN SPICE AND CEREALS, LTD  
White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz., 90c.



"Purity" licorice, 10 sticks..... 1 45  
" " 100 sticks..... 0 73  
Dulc, large cent sticks, 100 in box.....  
Lye (Concentrated)



GILLETT'S PERFUMED LYE  
Per case  
1 case of 4 doz \$3 50  
3 cases of 4 doz 3 40  
5 cases or more 3 35

Marralade.



ST. CHARLES CONDENSING CO  
PRICES:  
St. Charles Cream family size, per case \$3 50  
Baby size, per case..... 2 00  
Ditto, hotel, 3.70  
Silver Cow Milk 4.55  
Purity Milk.... 4.25  
Good Luck.... 4.00

Mustard

COOLMAN'S OR KEEN'S  
D.S.F., 1-lb. tins..... per doz. \$ 1 40  
" 1-lb. tins..... " 2 50  
" 1-lb. tins..... " 5 00  
Durham 4-lb. jar..... per jar 0 75  
" 1-lb. jar..... " 0 25  
F.D. 1-lb. tins..... per doz. 0 85  
" 1-lb. tins..... " 1 45

IMPERIAL PREPARED MUSTARD  
Small, cases 4 dozen..... 0 45 dozen  
Medium, cases 2 dozen..... 0 90  
Large, cases 1 dozen..... 1 35

Olive Oil

LAPORTE, MARTIN & CIE., LTD.  
Minerva Brand—  
Minerva, qts. 12's..... \$ 5 75  
" pts. 24's..... 6 50  
" pts. 24's..... 4 25

Sauces

PATERSON'S WORCESTER SAUCE  
1-pint bottles, 3 and 6 dozen cases, doz 0 90  
Pint bottles, 3 dozen cases, doz. .... 1 75

Soda

COO BRAND  
Case of 1-lb. containing 60 packages, per box, \$3 00  
Case of 1-lb. containing 120 pkgs. per box, \$3 00  
Case of 1-lb. and 1-lb. containing 50 1-lb. and 60 1-lb. pkgs. per box \$3 00  
Case of 5c. pkgs. containing 96 pkgs. per box, \$3 00

MAGIC BRAND Per case  
No. 1, cases 60 1-lb. packages..... \$2 60  
No. 1, " 120 1-lb. " " 2 60  
No. 2, " 60 1-lb. " " 2 60  
No. 2 Magic soda—cases 100—10 ea. pkgs. 1 case..... 1 45

PURE AND DELICIOUS  
TRUE FRUIT FLAVORS  
CARTONS EACH 1 DOZ.

Assorted flavors—gross 10.75.  
Soap  
The GENUINE. Packed 100 bars to case.



Prices—Ontario and Quebec:  
Less than 5 cases..... \$5 00  
Five cases or more..... 4 95

Fly Pads.

WILSON'S FLY PADS  
In boxes of 50, 10c.; packets, \$3 per box; or three boxes for \$2.80; 5 boxes \$2.75.

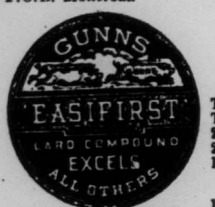
Lard  
W. E. FAIRBANK CO. BOAR'S HEAD BRAND COMPOUND.

1 tierces... \$0 13 1/2  
4-bbls. .... 0 13 1/2  
Tubs, 60 lbs. 0 13 1/2  
20-lb. Pails. 2 87  
20-lb. tins. 2 70  
Cases 3-lb. 0 14  
" 5-lb. 0 13 1/2  
" 10-lb. 0 14 1/2



F.O.B. Montreal.

GUNNS  
"EASIFIRST"  
LARD COMPOUND.



1 tierces... 0 13  
Tubs... 0 13 1/2  
20-lb. pails. 0 13 1/2  
20-lb. tins. 0 13  
10-lb. " 0 13 1/2  
5-lb. " 0 14  
3-lb. " 0 14  
1-lb. cartons 14 1/2

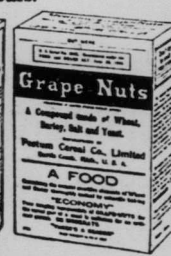
Licorice

NATIONAL LICORICE CO.  
5-lb. boxes, wood or paper, per lb..... \$0 40  
Fancy boxes (36 or 50 sticks), per box.... 1 25  
" Ringed" 5-lb. boxes, per lb..... 0 40  
" Acme" pellets, 5-lb. cans, per can.... 2 00  
" " (fancy box, 60) per box 1 50  
Tar licorice and tolu wafers, 5-lb. cans, per can..... 2 00  
Licorice lozenges, 1-lb. glass jars..... 1 75  
" " 0 5-lb. cans..... 1 40

SHIRRIFF BRAND

"Imperial Scotch" —  
1-lb. glass, doz... 1 55  
2-lb. " " " 2 90  
4-lb. tins, " " 4 65  
7-lb. " " " 7 35  
" Shredded"—  
1-lb. glass, doz.... 1 90  
2-lb. " " " 3 10  
7-lb. tins, " " 8 25

Cereals.



Grape Nuts—No. 23, \$3.00; No. 23, \$4.50.  
Post Toasties—No. 73, \$2.65.



Case of 1-lb. containing 60 packages, per box, \$3 00  
Case of 1-lb. containing 120 pkgs. per box, \$3 00  
Case of 1-lb. and 1-lb. containing 50 1-lb. and 60 1-lb. pkgs. per box \$3 00

MAGIC BRAND Per case  
No. 1, cases 60 1-lb. packages..... \$2 60  
No. 1, " 120 1-lb. " " 2 60  
No. 2, " 60 1-lb. " " 2 60  
No. 2 Magic soda—cases 100—10 ea. pkgs. 1 case..... 1 45

TRADE MARK BRAND



REGISTERED

# WOOD'S HOLLANDER COFFEE

Fragrant, Pungent, Delicious! The Choicest of the Choices.

Imported and Roasted by

THOMAS WOOD CO., LIMITED  
No. 428 St. Paul St. Montreal

**Soap and Washing Powders**

A. P. TIPPET & CO., AGENTS  
Maypole soap, colors, per gross..... \$10 20  
Maypole soap, black, per gross..... 15 30  
Criole soap, per gross..... 10 20  
Floriola soap, per gross..... 12 00  
Straw hat polish, per gross..... 18 30



3 doz. to box..... \$3 60  
6 doz. to box..... \$7 20  
30 days.



1 box, price..... \$4.00  
5 box, price..... \$3.90  
Freight pd. on 5 bx. lot.



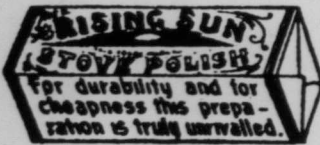
Or Quick Naphtha Soap (100 lb. in 5-cases lots) (delivered) - \$3.85 each. The Richards Pure Soap Co., Ltd., Woodstock, Ont.

**Starch**

EDWARDSBURG STARCH CO., LIMITED  
Laundry Starches—  
No. 1 white or blue, 4-lb. carton... \$0 06 1/2  
No. 1 white or blue, 3-lb. carton... 0 06 1/2  
Canada laundry..... 0 06 1/2  
Silver gloss, 6-lb. draw-lid boxes... 0 07 1/2  
Silver gloss, 6-lb. tin canisters... 0 07 1/2  
Edward's silver gloss, 1-lb. pkg... 0 07 1/2  
Kegs silver gloss, large crystal... 0 06 1/2  
Benson's satin, 1-lb. cartons... 0 07 1/2  
No. 1 white, bbis. and kegs... 0 06  
Canada white gloss, 1-lb. pkgs... 0 06  
Benson's enamel, per box... 1 50 to 3 00  
Culinary Starch—  
Benson & Co's. Prepared Corn... 0 07 1/2  
Canada Pure Corn... 0 05 1/2  
Rice Starch—  
Edwardsburg No. 1 white, 1-lb. car. 0 10  
Edwardsburg No. 1 white or blue... 0  
BRANTFORD STARCH WORKS LIMITED  
Ontario and Quebec.  
Laundry Starches—  
Canada Laundry, boxes of 40 lb... 0 05 1/2  
Acme Gloss Starch—  
1-lb. cartons, boxes of 40 lb... 0 06  
Finest Quality White Laundry—  
3-lb. canisters, cases of 48 lb... 0 06 1/2  
Barrels, 200 lb... 0 06  
Kegs, 100 lb... 0 06  
Lily White Gloss—  
1-lb. fancy cartons, cases 30 lb... 0 07 1/2  
6-lb. toy trunks, 8 in case... 0 06  
6-lb. toy drums, with drumsticks 8 in case... 0 07 1/2  
Kegs, ex. crystals, 100 lb... 0 06 1/2  
Brantford Gloss—  
1 lb. fancy boxes, cases 36 lb... 0 07 1/2  
Canadian Electric Starch—  
Boxes of 40 fancy pkgs., per case 3 00  
Canned Haddies. "Thistle" Brand  
A. P. TIPPET & CO., AGENTS  
Cases 4 doz. each, flat, per case..... \$5 00  
Cases 4 doz. each, oval, per case..... \$ 00

**Stove Polish**

Per gross  
Rising Sun, No. 1 cakes, 1/2 & 1/4 grs. bxs. \$8 50  
Rising Sun, No. 3 cakes, gross boxes... 4 50  
No. 5 Sun Paste, 1/2 gross boxes... 5 40  
No. 10 Sun Paste, 1/2 gross boxes... 9 00



JAMES DOME BLACK LEAD  
6a size, gross, \$2.40. 2a size, gross, \$2.50

**Syrup**

EDWARDSBURG STARCH CO., LTD.  
"Crown" Brand Perfection Syrup.  
Barrels, 700 lbs. 0 03 1/2 per lb.  
Half-barrels, 350 lbs... 0 03 1/2  
1/2-barrels, 175 lbs... 0 03 1/2  
Pails 25 lbs... 1 30 each  
30 lbs... 1 80  
Plain tins, with label—  
1 lb. tins, 2 doz. in case... 2 50  
5 " " " " " " " " " " " " " " 2 5  
10 " " " " " " " " " " " " " " 2 75  
20 " " " " " " " " " " " " " " 2 70  
(5, 10 and 20 lb. tins have wire handles.)



Wholesale Retail  
Brown Label, 1's and 1/2's ..... \$0 25 \$0 30  
Green Label, 1's and 1/2's ..... 0 27 0 35  
Blue Label, 1's, 1/2's and 1/4's ..... 0 30 0 40  
Red Label, 1's and 1/2's ..... 0 38 0 50  
Gold Label, 1/2's ..... 0 44 0 60  
Red-Gold Label, 1/2's ..... 0 55 0 80

GEO. E. BRISTOL & CO., Hamilton, Ont.



EMPIRE PACKAGE TEA  
Cases 30 and 50 lbs. each—Black, Mixed, and Green Ceylon.  
25c..... 1s, 20c; 1/2s, 21c.  
30c..... 1s and 1/2s, 25c.  
40c..... 1s and 1/2s, 35c.  
50c..... 1s and 1/2s, 45c.  
75c..... 1s and 1/2s, 50c.  
100 lb. lots freight paid.



BROWN LABEL, 1's and 1/2's ..... \$0 23 0 40  
GREEN LABEL 1's ..... 0 30 0 35

Brown Label, 1's and 1/2's ..... 0 25 0 40  
Brown Label, 1/2's ..... 0 40  
Green Label, 1's and 1/2's ..... 0 35 0 50  
Red Label, 1/2's ..... 0 40 0 60

LAPOSTOLLE, MARTIN & OIE, LTD.  
Japan Teas—  
Victoria, hf-c, 90 lbs ..... 0 25  
Princess Louise, hf-c, 90 lbs ..... 0 19  
Ceylon Green Teas—Japan style—  
Lady, cases 60 lbs ..... 0 18  
Duchess, cases 60 lbs ..... 1 9



Wholesale Retail  
Yellow Label, 1's ..... 0 20 0 25  
" " " " " " " " " " " " " " 0 21 0 25  
Green Label, 1's and 1/2's ..... 0 24 0 30  
Blue Label, 1's and 1/2's ..... 0 25 0 35  
Red Label, 1's, 1/2's and 1/4's ..... 0 30 0 40  
White Label, 1's, 1/2's and 1/4's ..... 0 35 0 50  
Gold Label 1's and 1/2's ..... 0 43 0 60  
Purple Label, 1/2's and 1/4's ..... 0 55 0 80  
Embossed, 1/2's and 1/4's ..... 0 07 1 00



Wholesale Retail  
Pink Label 1's and 1/2's ..... 30c. 40c.  
Gold Label 1's and 1/2's ..... 35c. 50c.  
Lavender Label 1's and 1/2's ..... 42c. 60c.  
Green Label 1's and 1/2's ..... 50c. 75c.  
Canisters  
Gold Tins, 5's ..... 35c. 1.75 50c. 2.50  
Gold Tins, 3's ..... 35c. 1.05 50c. 1.50  
Gold Tins, 1's ..... 35c. each 50c. each  
Gold Label, 1's 18c ea. 36 lb. 25c ea. 50 lb.  
Red Tins, 1/2's 35c ea. 70 lb. 50c ea. 1 00 lb.  
Red Tins, 1/2's 18c ea. 72 lb. 35c ea. 1 00 lb.



MELAGAMA TEA  
MINTO BROS., 45 Front St. East  
We pack in 60 and 100 lb. cases. All delivered prices.  
Wholesale Retail  
Black, green, mixed, 1/2's ..... 0 0 1 00  
" " " " " " " " " " " " " " 0 55 0 80  
" " " " " " " " " " " " " " 0 44 0 60  
" " " " " " " " " " " " " " 0 38 0 50  
" " " " " " " " " " " " " " 0 35 0 50  
" " " " " " " " " " " " " " 0 30 0 40  
" " " " " " " " " " " " " " 0 25 0 30  
" " " " " " " " " " " " " " 0 24 0 30



Ceylon Tea, in 1 and 1/2-lb. lead packages—black or mixed.  
Black Label, 1-lb., retail at 25c ..... \$0 20  
Black Label, 1/2-lb., retail at 25c ..... 0 21  
White Label, retail at 3 1/2 ..... 0 24  
Green Label, retail at 40c ..... 0 30  
Red Label, retail at 50c ..... 0 35  
Brown Label, retail at 60c ..... 0 43  
Gold Label, retail at 80c ..... 0 65



Pure Gold Jelly Powder..... 90cents  
Pure Gold Salad Dressing Powder } per doz.  
Discounts on application.



THOMAS WOOD & CO., LTD.  
Montreal and Boston.  
Wood's Prime rose, per pound wholesale 40c., retail 60c.; Golden Rod, 35c. and 50c.; Fleur-de-Lis, 30c. and 40c. Packed in 1/2-lb. tins. All grades—either black, green or mixed.

GILLET'S CREAM TAKIAR  
1/2-lb. paper pkgs., 4 doz. in case..... \$9 90  
1/2-lb. paper pkgs., 4 doz. in case..... 1 80  
Per case  
4 doz. 1/2-lb. paper pkgs. } assorted..... \$7 20  
2 doz. 1/2-lb. paper pkgs. }  
Per doz  
1/2-lb. cans with screw covers, 4 doz. in case..... \$2 00  
1-lb. cans with screw covers, 3 doz. in case..... 3 75  
Per lb.  
5-lb. sq. canisters, 1/2 doz. in case..... 0 30  
10-lb. wooden boxes..... 0 27 1/2  
25-lb. wooden pails..... 0 27 1/2  
100-lb. kegs..... 0 25 1/2  
360-lb. barrels..... 0 25

THE QUAKER OATS CO.  
Winnipeg prices—Quaker oats, 36's (or 2-18's) \$3. case; Quaker oats, 20's, (with premium) 4.10; Quaker Best Y. Cornmeal, 24's, 2.40 Puffed rice, 36's, 2.90; Puffed wheat, 36's, 2.90 Quaker Toasted Corn Flakes, 36's, (11 case lots, 1 case free, delivered) 2.90; 5 1/2 case lots, 1/2 case free, delivered; Banner oats, 20's (with premium) 4.10; Saxon oats, 20's, (with premium) 4.10; Pettijohn breakfast food, 18's, 2.25 Aptezzo biscuits, 24's, 3.50; Saxon wheat food 24's, 3.25; Cracked wheat, 24's, 3.50; Hominy 24's, 2.40; Puffed rice, bris., 25 lb. each, 22c lb

**Tobacco.**  
IMPERIAL TOBACCO COMPANY OF CANADA, LIMITED—EMPIRE BRANCH.  
Chewing—Black Watch, 6s..... 44  
Black Watch, 12s..... 45  
Bobs, 6s and 12s..... 46  
Bully, 6s and 12s..... 44  
Currency, 6s and 12s..... 46  
Star, 6 2/5s..... 46  
Old Fox, 12s..... 44  
Pay Roll Bars, 7s..... 56  
Pay Roll, 7s..... 56  
War Horse, 6s..... 43  
Plug Smoking—Shamrock, 6s., plug or bar, 45  
Rosebud Bars, 6s..... 45  
Empire, 6s and 12s..... 44  
Ivy, 7s..... 50  
Starlight, 7s..... 50  
Cut Smoking—Great West Pouches, 1s..... 80

**Yeast**  
Royal Yeast, 3 doz. 5 cent pkgs..... \$1 15  
Gillett's Cream Yeast, 3 doz. in case. 1 15

For charges for inserting quotations in this dept. apply to Advt. Manager, The Canadian Grocer, at our nearest office.

**CASH PARCEL CARRIERS**  
 SAVE TIME & MONEY



**OUR GUARANTEE**  
 We will install a System of Wire Carriers in your store; you use them TEN DAYS, and if you do not find that they give you BETTER and QUICKER SERVICE than any other WIRE CARRIER, PNEUMATIC TUBES, CABLE CARRIERS or CASH REGISTERS, we will remove them at our expense.



**CATALOG FREE**

THE WIRE CARRIER COMPANY  
 39 ONTARIO STREET TORONTO ONT.  
6-10-1924

**HOTEL DIRECTORY**

**HALIFAX HOTEL**

HALIFAX, N. S.

**THE GRAND UNION**

The most popular hotel in

OTTAWA, ONTARIO.

JAMES K. PAISLEY, Prop.

**ACCOUNTANTS**

**Jenkins & Hardy**

Accountants, Chartered Accountants, Estate and Fire Insurance Agents, 151 Toronto St., Toronto  
 52 Canada Life Building, Montreal

**The West Indies**

If you have anything to ship to the West Indies we will handle it promptly and get you the top price.

If you are a manufacturer and wish to place your goods on the West Indian markets our travellers will do it for you.

If you want information of any kind about the West Indies do not hesitate to write us for it.

**T. Geddes Grant**

Port of Spain

Trinidad

Pure

Reliable



**Have no hesitation**

In stocking and recommending

**"COW BRAND"**

BAKING SODA

It is noted for its strength, purity and reliability, and is a marked favorite with the cook.

See to your stocks. Order from your jobber.

**CHURCH and DWIGHT**

Manufacturers

LIMITED

MONTREAL

**FREQUENCY OF SAILINGS**

Every twelfth day a Pickford and Black steamer leaves Halifax for Bermuda, The British West Indies and Demerara, and is away thirty-eight days. A delightful trip for moderate cost. Write us.

**PICKFORD & BLACK**

HALIFAX

**OAKEY'S**

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

**'WELLINGTON'**

**KNIFE POLISH**

**JOHN OAKEY & SONS, Limited**

Manufacturers of:

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

Wellington Mills, London, England

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

# SALT

ANY ASSORTMENT

TABLE DAIRY  
Coarse and Fine

ROCK  
(Crushed and Lump)

QUALITIES THE BEST

**Verret, Stewart & Co.**  
Limited  
Montreal

## MR. GROCER,

Are you stocking the mince meat that can be sold ALL SUMMER as well as ALL WINTER?

ASK YOUR JOBBER FOR

# WETHEY'S Condensed Mince Meat

Wrapped in sanitary packages.

Absolutely dust-proof.

3 dozen to a case.

**J. H. Wethey, Limited**  
ST. CATHARINES, ONTARIO

## The Grocer's Circulation in the West Keeps Pace with the Growth of the Country. : : : : : : : : :

M. Moyer, who has just completed a thorough canvass of the Western Provinces for The Grocer, writes as follows:

"We can congratulate ourselves on the fact that we seldom lose a

subscriber unless he goes out of business.

"As you will see from my reports, I have secured a subscription from nearly every good merchant who was not previously reading The Grocer."