

**PAGES  
MISSING**

THIS IS THE 1,341st ISSUE OF

# CANADIAN GROCER

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

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No. 34

## PATHFINDER

*PERFECTO*

*PANETELA*

## IRENE

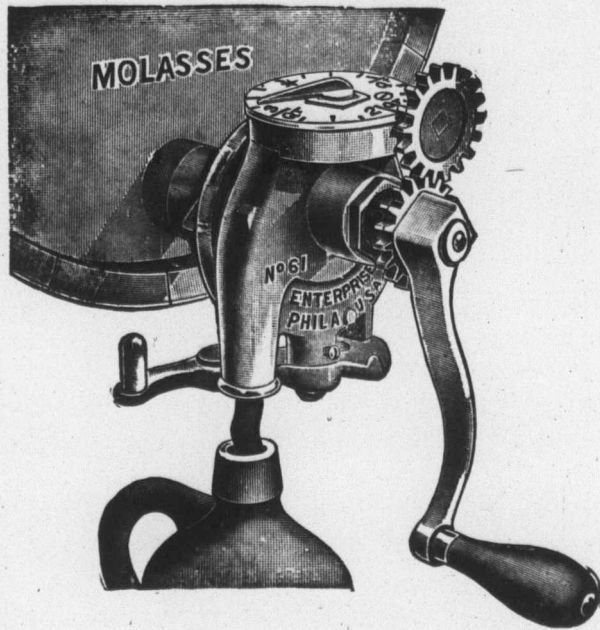
## ELK



HARPER-PRESNAIL CIGAR CO., LTD.  
HAMILTON

Western Distributors:—MASON & HICKEY, WINNIPEG





IMPROVED PATENT SUCTION AND  
FORCE MEASURING FAUCET

**Draw Your Molasses  
Directly Into the Jug  
or Bottle Without  
the Use of a Funnel  
or Measure**

Here are the devices that make drawing of molasses pleasant, convenient and profitable.

The Enterprise Faucets dispense with the use of measures or funnels, doing away with the fly and dirt nuisance.

THE  
**ENTERPRISE**

**Improved Patent Suction  
and Force Measuring Faucets**

draw a gallon of molasses in winter in one minute. They are absolutely accurate in measuring the amounts required and will stand the wear and tear of service.

**The Enterprise Self-Priming  
and Measuring Pump**

draws molasses at the rate of four revolutions to the pint. It is equipped with our new total register device which shows exactly how much has been taken out. Just put the pump in the barrel and it is ready for use. Send for Enterprise Catalog on Meat and Food Choppers, Coffee Mills, Cherry Stoners, Fruit Presses, Sad Irons, etc.

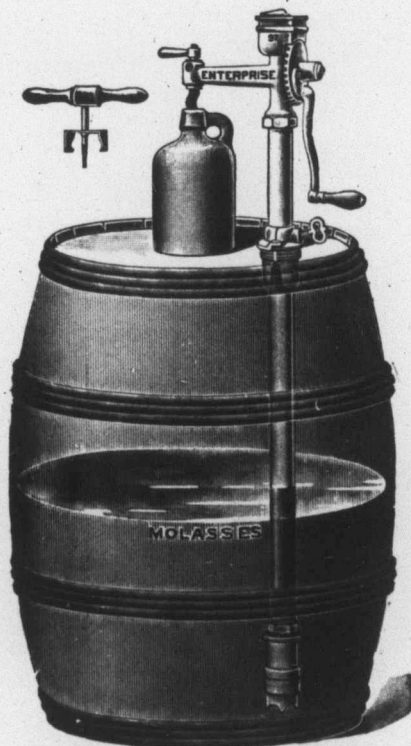
The  
**ENTERPRISE MFG.CO.**  
OF PHILADELPHIA

Patented Hardware Specialties  
**Philadelphia, U.S.A.**

29 Murray St.  
New York

530 Golden Gate Ave.  
San Francisco

176 North Dearborn St.  
Chicago



SELF-PRIMING AND MEASURING  
PUMP

## "Griffin & Skelley's" Canned Fruits

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

### Taylor's Peels { *Candied*                                   *or*                                   *Drained*

represent the height of high quality. The essential oil of the imported fruit skins is fully retained, ensuring fullest flavor and tenderness. Whether the Lemon, Citron or Orange Peel is wanted, you are certain of getting the best and selling the best if they are "TAYLOR'S." Accept no substitute.

### Coco Fruitine

*Nourishing*  
*Palatable*

*Vegetable*  
*Butter*

From the viewpoint of economy alone, a woman will be interested to investigate the merits of Coco Fruitine in her cooking and pastry.

Its matchless purity, rich yet delicate flavor and evident superiority to butter, oil or lard, commend it at once to the housewife who is anxious to save.

Made in Marseilles with scrupulous care! Put up in tins of 1 lb., 2 lbs., 11 lbs. and 25 lbs.

*Arthur P. Tippet & Co.*

*Agents*

*Montreal*

*Toronto*



Prepared in Copper Kettles Boiled in Silver Pans Packed in Gold Lined Pails and Glass.

Mr. Grocer:—

We have the price and quality.

Compare ours with other makes before placing your orders for fall.



## WAGSTAFFE PURE JAMS

New Season's Strawberry, Raspberry, Black Currant, etc., now ready for delivery.

Kindly get your orders in quickly, to avoid disappointment.

**Wagstaffe Limited - - Hamilton, Can.**

**RED RIDING HOOD BRAND**



5 lb.  
SLIP  
TOP  
CAN

5 lb.  
SLIP  
TOP  
CAN

**Samples and Prices from**

Maritime Provinces, Quebec, Manitoba, Saskatchewan and Alberta—W. H. Dunn, 396 St. Paul Street, Montreal.

Toronto—Lind Brokerage Co., 47 Wellington St. E.

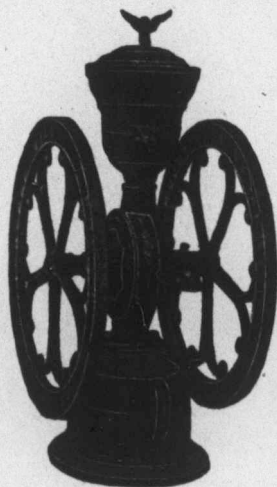
Ottawa—E. M. Lerner & Sons, 11 York Street.

British Columbia and Yukon—Kirkland & Rose, 312 Water Street, Vancouver.

**Costs Less to Install**

*costs nothing to operate*

**Grinds Like a Charm**



There is no expense after the initial cost, and this is considerably lower than many other makes now on the market.

We guarantee the ELGIN NATIONAL COFFEE MILL to grind faster than any other mill of a corresponding size. Fitted with special adjuster and new force feed steel cutting grinders.

All we ask is that you look into the merits of this mill before you decide on installing any particular kind.

Write to-day for catalog and prices.

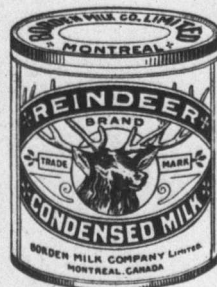
MADE BY

**Woodruff & Edwards Co.**

ELGIN, ILL., U.S.A.



SINCE 1857



Are your patrons getting the best in Condensed and Evaporated Milk Products? Borden's (the Leaders of Quality) have a success and record extending over 56 years. They receive highest awards wherever exhibited. Borden's for quality, purity and deliciousness.

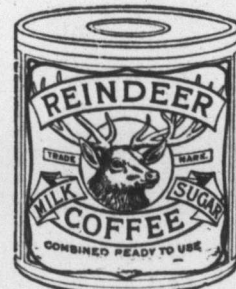
Don't forget our booth while visiting the Canadian National Exhibition, Toronto.

**Borden Milk Co., Limited**

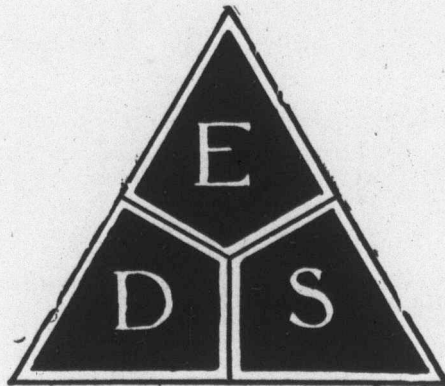
"Leaders of Quality"

MONTREAL

Branch Office: No. 2 Arcade Building  
Vancouver, B.C.







## The house built upon a rock

Literally speaking the house or home of E. D. S. Fruit Products is built on a rock—the rock of PURITY. From the picking of the fruit to the final packing and labelling, PURITY is the by-word. The absolute purity and absence of any adulteration whatsoever is proven by the report of the Government analyst.

See bulletin No. 244.

### Prices for E. D. S. PURE Fruits are a revelation

Owning 900 acres of orchards and gardens in the highest state of scientific cultivation, producing first quality fruits, and hundreds more under the E. D. S. control, we have built up the largest jam business in Canada, which means our consumption of sugar is tremendous and commands the lowest possible price. This, along with the fact we have little haulage expense and no waste from fruit spoilage (being situated right in the centre of the orchards) enables us to quote prices considerably lower than other brands, to say nothing of the superiority of our goods.

Don't place your order for the winter's supply until our traveller calls or you see our price list. It will pay you to get in touch with us now. **If visiting at the Canadian National Exhibition at Toronto, be sure and call at our booth in the Manufacturers' Building.**

## E. D. Smith & Son, Limited, Winona, Ontario

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

**PURITY**

**PURITY**

**PURITY**

## **“You Can Make More Money”**

You can make more money by **selling Finer Grades** of Peas, rather than the courser grades.

It goes without saying that you would rather make from 10c to 20c per dozen more profit on your canned Peas. **This can quite easily be done** with a **little educational work** on your part and that of your assistants.

**Note particularly**, that the small difference in price which you pay for the finer grades, does not nearly represent the difference in value. For example, in the United States the difference in value between Standards and Early Junes is 15c to 20c per dozen, and between Early Junes and Sweet Wrinkles 35c per dozen tins, as **against a difference of only 2½c per dozen in Canada for our brands.**

Our whole object in making this nominal difference in price is **to encourage the consumption of the finer grades of Peas.**

We again call your attention to the fact, that you will pay only 2½c per dozen tins more for “Dominion Cannery” “Early June” Peas than “Standards,” and 2½c per dozen more for Sweet Wrinkles than for “Early Junes.” Suppose you ask only 1c more on each can of “Early Junes” **your profit is 9½c per dozen tins, over and above what you would make by selling “Standards.”** If you sell the “Sweet Wrinkles” at a price of 2c per tin over “Standards” **you make an additional profit over what you would make by selling “Standards” of about 19c per dozen,** and you have the satisfaction of knowing that your customer is getting excellent value for her money.

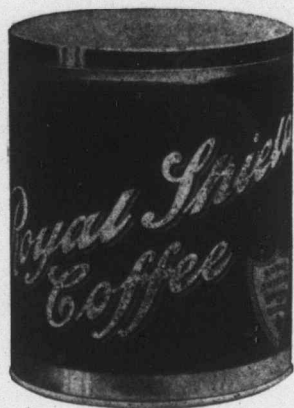
We shall be very glad to submit samples of labels and pack if you care to write us.

**Note.** Aylmer “Faultless” and Quaker “Little Gems” Peas cost the same as “Sweet Wrinkles.” **Place a sample order at once.**

**Dominion Cannery, Limited**  
HAMILTON CANADA



# Royal Shield Western Service WAREHOUSES AT CENTRAL POINTS



**W**ITH warehouses situated at the most central points in the heart of the best business sections of the great Canadian West, we are in a position to give a service second to none.

Among Royal Shield lines are Teas, Coffees, Baking Powder, Jelly Powder — all the finest quality goods procurable anywhere.

Write to-day for our representative to call, or send for trial order.

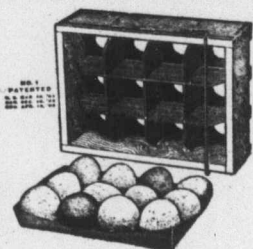
**Campbell Bros. & Wilson, Ltd.**  
WINNIPEG

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

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

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

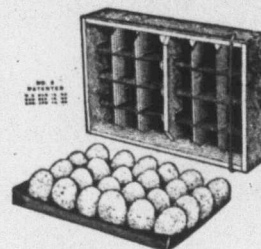
**Wholesale Grocers and Importers**



ONE DOZ. SIZE

## EGG CANDLING

Is PROFITABLE, Both in BUYING  
and SELLING EGGS



TWO DOZ. SIZE

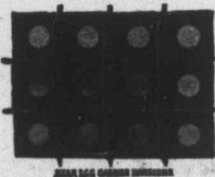
When buying—the reason is perfectly plain, when selling—the eggs can be GUARANTEED fresh, which makes satisfied customers and better prices.

### STAR EGG CARRIERS

Make fine candlers—at no EXTRA COST and but a few second's time—when used in connection with the candling plates which are included with every set of STAR EGG CARRIER DIVISIONS. After the eggs are candled, the STAR EGG TRAY is slipped on, and the eggs are then ready for delivery.

Besides this economy, the user of STAR EGG CARRIERS and TRAYS is also insured against miscounts, breakage and loss of time and money in vehicle egg delivery.

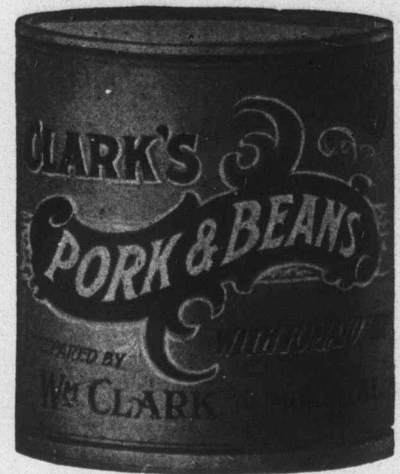
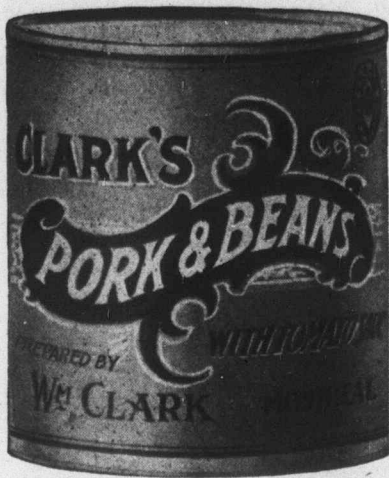
Let us tell you more about them, or better still, have your jobber send you an assortment of STAR EGG CARRIERS and TRAYS, to-day.



IF YOUR JOBBER CANNOT SUPPLY YOU, WE WILL.

**Star Egg Carrier and Tray Mfg. Co.**

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



# Clark's Pork and Beans

**ARE NOTED FOR THEIR  
RELIABILITY and SUPERIORITY**

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

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

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

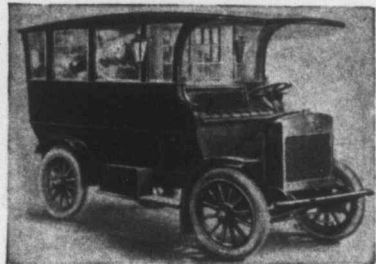
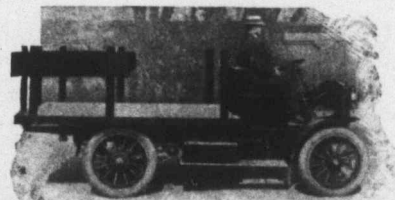
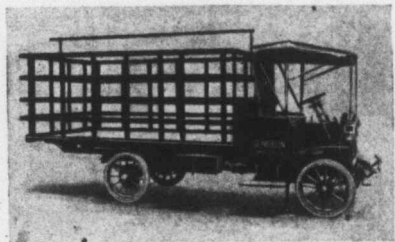
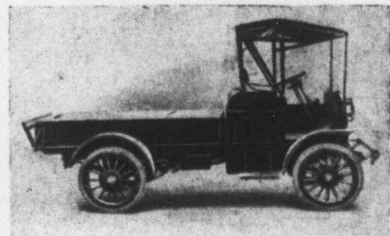
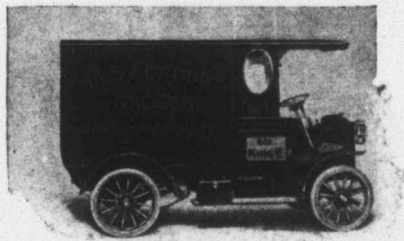
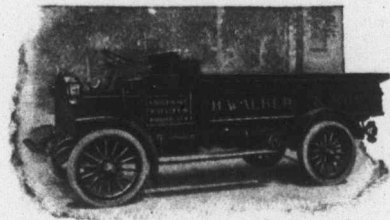
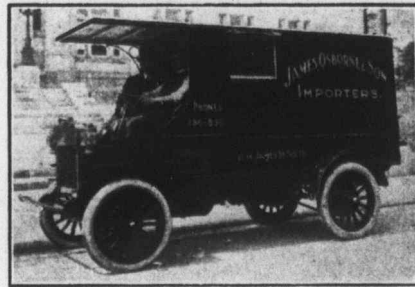
**PLAIN CHILI TOMATO SAUCE**  
**ALL SIZES**

**W. CLARK, - MONTREAL**





# Brantford Trucks



## Many Dealers

have realized the necessity of improving their delivery service and a motor delivery has more than adequately filled their requirements. It not only increases their delivery efficiency but it advertises the store and adds to their selling prestige, as customers appreciate prompt delivery.

A motor delivery service is not expensive, and by our easy payment plan it is soon paid for without feeling a drain on your finances. Sales forge ahead quickly; in fact, by the business it attracts to the store, the larger ground it covers and the saving in delivery expenses, the truck pays for itself.

If interested, write for our booklet of "Satisfied Users." It contains some interesting letters from men who know from experience, and also gives a brief description of the **Brantford Trucks**.

The Brantford Truck is an investment worth while.

## AT THE EXHIBITION.

We extend a most hearty invitation to all Dealers visiting the Canadian National Exhibition, Toronto, to call at our exhibit. We will have a full staff there at all times and will be pleased to meet and discuss our proposition in detail.

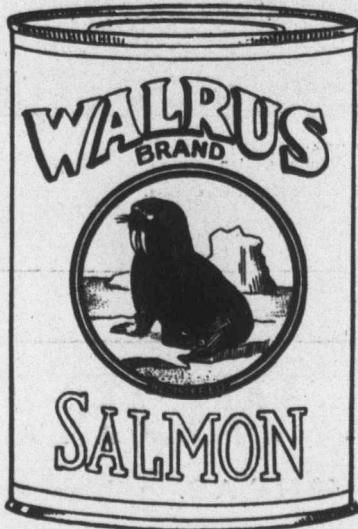
*Brantford Motor Truck Co., Ltd.*  
*Brantford, Canada.*



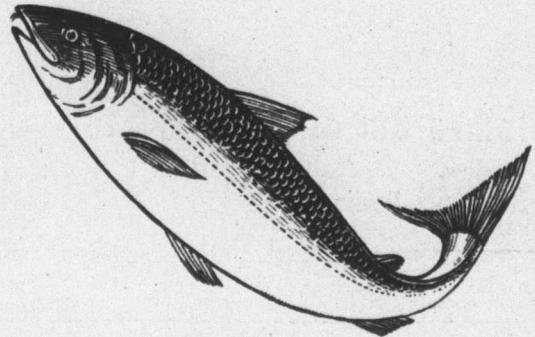
THE CANADIAN GROCER

# British Columbia COHOE SALMON

WALRUS" BRAND



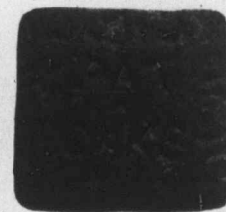
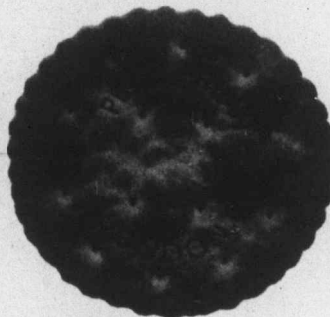
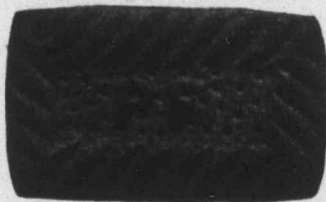
The Kind  
Your Customers  
Come Back For.



Anglo-British Columbia Packing Co., Ltd.

H. BELL-IRVING & CO., Ltd., Agents  
VANCOUVER, B. C.

## THREE VERY POPULAR BISCUITS



**P.F. SHORTCAKE**

Delicious shortbread biscuits.  
About 32 to pound.

About 325,000,000 sold first year.

**GOLDEN PUFF**

Very light and flaky.  
About 42 to pound.

**PAT-A-CAKE (reg'd)**

Dainty shortbread squares.  
About 60 to pound.

Over 425,000,000 sold in one year.

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

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



**MODERN GROCERY EQUIPMENT**

Adds an air of distinction to your store  
—and

**ATTRACTS TRADE.**

**The "Walker Bin" System**

will save 25% of your floor space and also of your expense for skilled salesmen.

Is this worth your consideration?

We manufacture the best in show cases and refrigerator counters.

Write now for illustrated catalogue and estimates.

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



Berlin,

Ontario



**REPRESENTATIVES:**

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



**TWO CENTS PER WORD**

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



It is to the advantage of the individual user of Paper Bags to study carefully the Bag situation. By close comparison of the important features of Paper Bags of different makes, you will be convinced that the

**Continental Germ-Proof Grocery Bags**

(with reinforced Automatic Opening Square Bottoms) are without equal. Send a trial order to the nearest Distributor.

Satisfaction guaranteed by the Manufacturers:

**THE CONTINENTAL BAG AND PAPER COMPANY, LIMITED**

OTTAWA . . . . . ONTARIO

**DISTRIBUTORS:**

ONTARIO—The Continental Bag & Paper Co. Ltd., Ottawa and Toronto. Walter Woods & Co., Hamilton.  
MANITOBA, ALBERTA, SASKATCHEWAN—Walter Woods & Co., Winnipeg.  
NOVA SCOTIA, PRINCE EDWARD ISLAND, CAPE BRETON ISLAND—Thomas Flanagan, Upper Water Street, Halifax.  
NEW BRUNSWICK—J. Hunter White Agent, North Market, St. John.  
BRITISH COLUMBIA—Smith, Davidson & Wright Ltd., Vancouver.  
QUEBEC PROVINCE—The Continental Bag & Paper Co., Ltd., Montreal.

By Royal



Letters Patent

**NELSON'S  
Crystal  
Leaf  
GELATINE**

Unrivalled in the kitchen,  
can be obtained from

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

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

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TWENTY-SEVEN  
GOLD MEDALS

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AND FIRST CLASS  
DIPLOMAS

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BY APPOINTMENT

**CHIVERS & SONS, LIMITED**

PURVEYORS OF

**WHOLE FRUIT JAMS,  
JELLIES**

AND

**CANNED ENGLISH FRUITS**

TO

**HIS MAJESTY THE KING**

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Highest Awards (Grand Prix) for Canned English  
Fruits, Brussels (1910). Turin and London (1911)  
International Exhibitions

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FRUIT PLANTATIONS AND WORKS:

**HISTON - CAMBRIDGE - ENGLAND**

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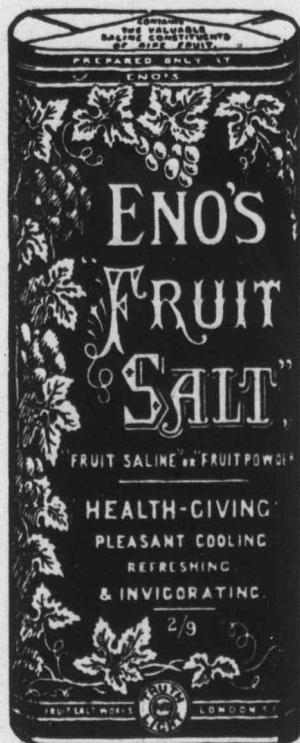
For samples and quotations apply to the agents:

**THE W. H. MALKIN CO., Limited**  
57 Water Street.  
VANCOUVER, B.C.  
(British Columbia and Alberta)

**FRANK L. BENEDICT & CO.**  
45 St. Alexander Street  
MONTREAL  
(Canada and New foundland)



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



A gentle natural aperient that stimulates the organs of elimination.

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

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

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

**ENO'S "FRUIT SALT"**

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

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

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

Sold by Chemists and Stores throughout the World

Prepared only by

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

Fill Your Orders  
 With

**"DAPHNE"**

CHOICE . . . . . GRADE  
**SEEDED RAISINS**

And Your Customers  
 With Satisfaction

PACKED BY  
**GUGGENHIME & CO.**  
 SAN FRANCISCO.

AGENTS  
**ROSE & LAFLAMME**  
 Limited  
 MONTREAL

BRITISH and FOREIGN

**JAM & MARMALADE  
 PULPS**

CITRONS, LEMONS AND  
 BITTER ORANGES  
 FRESH AND IN BRINE

SPANISH OLIVES IN BULK

ESSENTIAL OILS  
 LEMON, ORANGE,  
 BERGAMOT

**F. C. GOODING & CO.**

FRUIT PACKERS AND SHIPPERS

36 Eastcheap, LONDON, England

CABLES "GOODINGITE, LONDON," ALL CODES.

Represented in TORONTO by W. B. STRINGER



Build up your family trade—sell it by the case

# Welch's

## Grape Juice

**Other Canadian Grocers are doing it**

The big increase in the sales of Welch's Grape Juice proves that the Canadian public, as well as the dealer, appreciate this article of merit.

Start in with a small stock of Welch's—you will soon order in increased quantities—making a nice profit and turning your capital quickly.

The high quality of Welch's is sure to please your trade and bring re-orders.

We will furnish you, free of charge, attractive, distinctive displays in beautiful colors.

Write to-day for prices and names of Canadian distributors. We furnish attractive display material.



**The Welch Grape Juice Company, Westfield, N.Y., U.S.A.**

## Canadian National Exhibition TORONTO, 1913

If you are interested in CHOCOLATES with coverings of the texture of velvet, centres of distinctive flavors, attractively boxed and at reasonable prices, inspect the exhibit of

**CHARLES BOND, LIMITED, Bristol, England.**  
In the Manufacturers' Building.

If you are interested in GUM PASTILES of ideal consistency, incorporating pure fruit pulps, inspect the exhibit of

**CARSONS, LIMITED, Glasgow, Shortwood. (Gloster, Eng.)**  
London, Eng., Melbourne, Australia. Under the Grand Stand.

If you are not interested, call all the same—Then you will be. Information as to the above exhibits may be had from Mr. J. P. WRIGHT, Queen's Hotel, Toronto.



# Manufacturers' Agents and Brokers' Directory

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

**ONTARIO.**

**Brantford Cold Storage Co., Limited**  
Wholesale Produce Merchants.  
Dealers in Eggs, Butter, Cheese,  
Honey and Poultry.  
In Car Lots a Specialty.  
A Modern Cold Storage for Public  
Storing.  
**BRANTFORD, ONT.**

**Japan Teas on Spot**  
**Congou Teas on Spot**  
Ask for samples.

---

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

Import-Export 'Phones { Office 2190  
Residence 1556

**NORMAN D. McPHIE**  
MERCHANDISE BROKER  
COMMISSION MERCHANT  
MANUFACTURERS' AGENT

---

Handling General Grocery, Spice and  
Produce Lines

Federal Life Building  
**HAMILTON, - Ont., Canada**

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

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

**CONVENIENT, MODERN,  
WAREHOUSING**  
at Ottawa, tracks at the door, connec-  
tion with steamers. Fireproof. Excise  
Bond Free. Write for low rates.  
**DOMINION WAREHOUSING CO.,**  
46-50 Nicholas Street - Ottawa

**WESTERN PROVINCES.**

**ORR & McLAIN**  
Importers, Buyers  
and  
Manufacturers' Agents  
Domestic and Foreign Agencies Solicited  
507 Confederation Life Building, Winnipeg

**H. P. PENNOCK & CO.,  
LTD.**  
Wholesale Grocery Brokers & Manufac-  
turers' Agents,  
WINNIPEG  
We solicit accounts of large and progres-  
sive manufacturers wanting live represen-  
tatives.

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

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

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

**HOLLOWAY, REID & CO.**  
Cor. Vermillion Ave. and 5th St.  
**EDMONTON - ALBERTA**  
Importers and Manufacturers' Agents  
We specialize in Biscuits and Candies  
We are still open for a few good Agencies

One of the most successful re-  
tailers of late years says: "When  
a firm advertises in trade papers it  
is getting into good company. As  
I pick up one of a dozen of these  
periodicals here in my office, and  
glance through it, I find that the  
best people, the successful firms,  
are represented in such a way as to  
reflect their importance in the  
trade."

**WESTERN PROVINCES—Continued.**

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

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Wholesale Commission Brokers and  
Manufacturers' Agents  
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Domestic and Foreign Agencies  
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Wholesale Broker and Manufacturers'  
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Canadian, British and Foreign Agencies  
Solicited.  
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WHOLESALE COMMISSION MERCHANT  
and  
GROCERY BROKER  
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**RUTTAN & CHIPMAN**  
WHOLESALE GROCERY BROKERS  
and  
MANUFACTURERS' AGENTS  
Fert Garry Court, Main Street.  
Winnipeg - Canada

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

The  
**Condensed Ad.**  
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will interest you

# Manufacturers' Agents and Brokers' Directory

(Continued.)

Western Provinces—Continued.

**SIMPSON PRODUCE CO. Winnipeg Man.**

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

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

**LEADLAY LIMITED**  
332 Bannatyne Ave.,  
Winnipeg, Man.

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

BRITISH COLUMBIA.

**McLEOD & CLARKSON**

Manufacturers' Agents and Wholesale Commission Agents

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

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

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

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



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

In Tins and Glasses.

"Please ask for our offer"

C. F. STUHR & CO., HAMBURG.



**OAKLEY'S**

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

'WELLINGTON'

**KNIFE POLISH**

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

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

Cars continually loading for all cities in the West and Northwest.  
Inland Revenue and Customs Bonds.  
Our siding is on G.T.P. and C.N.R., inter-switching with C.P.R. and Midland Railway. Cars distributed carefully.

**FERGUSON BROS., Warehousemen,**  
123 Bannatyne Ave., WINNIPEG, Can.

We have records in our vaults covering ten years' satisfactory service.

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WHOLESALE GROCERY BROKERS AND  
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CANNED AND DRIED FRUITS,  
BEANS, SALMON

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**The CAMPBELL BROKERAGE CO.**

Manufacturers' Agents and Commission Brokers.

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

857 Beatty Street Vancouver B. C.

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

Wholesale Jobbers & Manufacturers' Agents.

Grocery, Confectionery and Tobacco Specialties.  
Correspondence solicited on Domestic and Foreign Lines.

TRACKAGE AND WAREHOUSE.  
1214 Homer Street, Vancouver, B. C.

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

Every Merchant who handles—

**Mathieu's Nervine Powders**



Syrup of Tar and Cod Liver Oil is a specific in all forms of colds.

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

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

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

Name .....  
With (Name of firm) .....  
Street .....  
City or town ..... Prov. ....

**E. O. CORNISH**

COMMISSION AGENT

Canned Goods a Specialty

821 Pender St. W., Vancouver, B.C.

**McCANN & LANGFORD**

Winch Building Victoria, B.C.  
Manufacturers' Agents and Commission Brokers.

We can give special attention to a few good agencies. Anything we handle we push  
References: Bradstreets, Royal Bank, Union Bank.

NEWFOUNDLAND.

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

ST. JOHN'S NEWFOUNDLAND  
MANUFACTURERS' AGENTS  
and COMMISSION MERCHANTS

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



# Sartan BRAND

THE SIGN OF PURITY

# COFFEE

GROWN, ROASTED AND BLENDED FOR GROCERS WHO  
VALUE SATISFIED CUSTOMERS

<p><b>Royal Stewart</b> A blend of the highest grade to satisfy particular people. Retails at 45c.</p>	<p><b>Gordon</b> A blend of high grade Coffees, pleasant and satisfying. Retails at 40c.</p>	<p><b>Highland Lassie.</b> A blend of good Coffees to retail at 35c.</p>	<p><b>Rob Roy</b> Cheap in price but worthy in quality. To retail at 30c.</p>
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**BALFOUR, SMYE & CO.,** Wholesale and Manufacturing Grocers **HAMILTON**

## SYMINGTON'S COFFEE ESSENCE



will satisfy your most discriminating customers. It is prepared from the choicest Coffee, and is the only Coffee Essence that retains the flavor and fragrance of the Coffee Bean. Its economy and handiness make it indispensable to every housewife.

**Thos. Symington & Co., Edinburgh and London**

AGENTS:— Ontario—Messrs. W. B. Bayley & Co., Toronto. Quebec—Messrs. F. L. Benedict & Co., Montreal. Vancouver and Winnipeg—Messrs. Shallcross, Macaulay & Co.



## A Seasonable Line

OUR NEW

## Sandwich and Salad Olive

all ready for the table

**Pimento Stuffed  
Celery Stuffed  
Plain Pitted**

in salad form

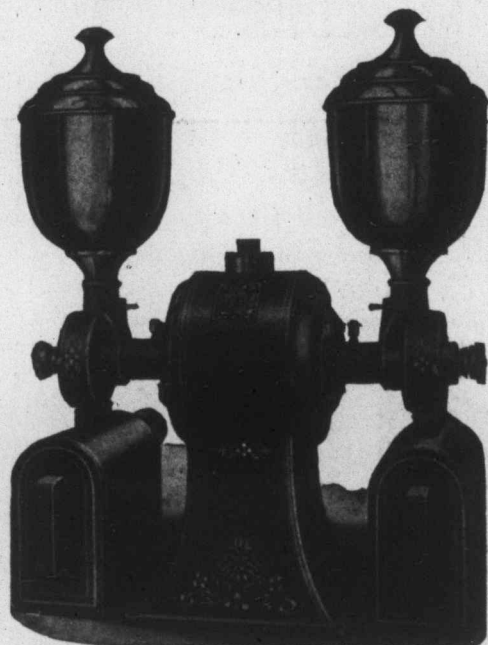
Ask your wholesaler for this 8 oz. bottle.  
Retails at 25c.

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

Western Selling Agents:  
**MASON & HICKEY, Winnipeg**

## More Than Ever in a Class by Itself

One of our 12 new models. Wouldn't it be a good idea then to look into the Coles? It ranks with the best and meets your price. 26 models of electric machines. Makers of Hand Coffee Mills for twenty-five years.



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

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

# St. Lawrence Sugar

## Prompt Shipment

at this season of the year is all-important.  
Every order shipped the same day as received by us.



THE MCGREGOR PAPER BAG HOLDER.

**HOLDS EVERY SIZE BAG  
FROM ¼ TO 10 LBS.**

hangs right above the counter ready for use. Saves time, space and waste in bags. No hole punching or any extra trouble whatsoever, simply lay the bags in their respective compartments. Quicker service a certainty. No up-to-date store should be without one.

Selling Agents for Canada:  
**KILGOUR BROS.**  
21-3 Wellington St. W., Toronto

**O. P. MCGREGOR**  
Patentee and Manufacturer  
411 Spadina Ave., Toronto

A condensed ad. in  
this paper will bring  
results from all parts  
of Canada : : : :

## A ROYAL TEA HOUSE

The United Kingdom Tea Co. are now starting to open up Agencies in all Towns and Cities of Canada, with only ONE HOUSE in each place that will control this TEA. Apply now to Kirkwood & Sons, 176 Dupont Street, Toronto. U. K. TEAS are put up mixed and black, in ¼, ½ and 1-pound packages; each case contains 30 lbs. Terms 60 days, freight allowed on 5-case lots from stock in Toronto.

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

Figure your profits and compare with other Package Teas.

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

## ROQUEFORT CHEESE

Guaranteed real Roquefort cheese,  
MADE FROM SHEEP'S MILK  
ONLY. Beware of IMITATIONS.

Le Phenix Brand, Gold Medal, Paris, France; Diploma of Honor, Toulouse, 1911; Grand Prize, Antwerp, 1911; Pau, 1912, and Limoge, 1912.

We represent one of the largest manufacturers in Roquefort, France, and are now booking orders for delivery about October 1st next.

Each cheese weigh about 5 lbs., 12 cheese per box. Price, delivered by Express, any station in Ontario, 34 cents per pound; all east of Ontario 35 cents per pound; all west of Ontario 36 cents per pound; f.o.b. Toronto, 33 cents per pound.

**KIRKWOOD & SONS**

176 DUPONT STREET, - TORONTO, ONT.



THE CANADIAN GROCER

# PROFIT

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

**FURUYA & NISHIMURA**

## PURE STRAWBERRY JAM CHIVERS' QUALITY

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

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

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

**FENWICK, HENDRY & CO.**

Manufacturing Wholesale Grocers  
KINGSTON, ONTARIO

# Red Rose



## BAKING POWDER

Made with the pure French cream of tartar.

Manufactured only by

**A. W. Hugman, Limited - Montreal**

Cor. St. Paul and St. Gabriel Streets

Western Agents: **Orr & McLain, Winnipeg**

Maritime Agents: **W. F. Hatheway Co., Ltd., St. John: N.B.**

## You Want to Earn More, Don't You?

Your answer is Yes, Certainly!

The first essential is to find a way.

We are going to solve this problem for you. You can suit yourself as to whether you give up your present position or not. If you choose, you can devote only spare time to our proposition.

If you are enterprising and intelligent, and willing to work for \$7.00 or \$8.00 a week during your spare hours, for the first two or three weeks of your connection with our staff, we can put you on the road to success. After a few weeks, when you have had a little experience at our business, you can earn from \$25.00 to \$50.00 per week.

Write for full particulars to

**THE MACLEAN PUBLISHING CO.**

143-149 University Ave.

Toronto, Ont.

## The Canadian West is Yours

With our efficient sales force on the ground all the time we can introduce your products quicker, better and with less expense to you than you can with your own travellers

### *We're on the Spot*

We cover the entire territory from Winnipeg to the foot hills, representing some of the best lines, and introducing new products to the wholesale and manufacturing trade in Manitoba, Saskatchewan and Alberta.

We're doing a tremendous Western business for live European, American and Canadian Manufacturers, and are saving them money. We can do the same for you.

We handle direct shipments for representative houses, also shipments on consignment, and we arrange weekly pooled car accommodations from Winnipeg to all Western points.

Our head office is in Winnipeg.

**The distributing centre of the West.**

We have store-house facilities in the principal wholesale centres of each province.

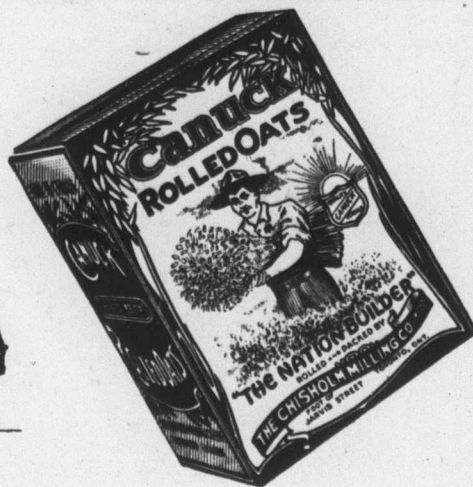
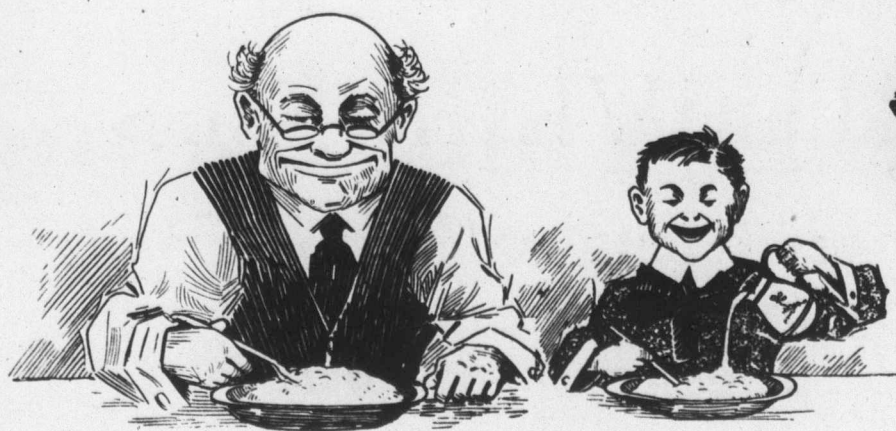
Let us know your line to-day and we will give you our terms. The West is yours through our service.

## W. H. Escott Company, Limited

Wholesale Grocery Brokers—Commission Merchants—  
Manufacturers' Agents and Warehousemen.

181-183 Bannatyne Ave., Winnipeg, Canada





Order now from your jobber, or direct from us, and avoid disappointing your patrons

Two Sizes:—

Premium, or 25c. size, 12 packages to the case.

Regular, or 10c. size, in cases of 36 packages; or half cases of 18 packages.

**The Chisholm Milling Company, Limited**  
Toronto



**"A pronounced difference"**

That's what your customers say about the pure fruit taste of Cairns' Scotch Jams, Jellies and Marmalades in comparison with other lines of fruit products. The purity of Cairns' products has made them popular with Royalty as well as the trade in general.

Stock Cairns' for Bigger Business.

**Alexander Cairns & Sons**  
Paisley, Scotland

Canadian Agents: Snowdon & Ebbitt, Montreal; McLeod & Clarkson, Vancouver.

## RICE'S SALT

Salt, the commonest commodity in use in every kitchen in the country, should be of a quality superior even to anything else. This is so of Rice's. It is the finest in the land, and is made in Canada.

*We ship promptly. Get our Prices*

**THE NORTH AMERICAN CHEMICAL COMPANY, LIMITED**  
Clinton and Goderich, Ont.

BUY  
**"Redona" and "Matador"**  
SHELLED  
**ALMONDS**

The most popular amongst the Grocery and Confectionery Trades

**COSMELLI & COMPANY**

Packers and Shippers of the well-known Red "C" and Red "B" Fruit Pulps.

Monument Buildings, London, England



# White Swan

## Goods Build Up Store Character

They are the finest and are attractively put up. The quality is there and the materials are pure. They cost no more than ordinary brands. *White Swan* Products are composed of the purest and best ingredients, carefully selected and prepared by men who know how.

Order from your wholesaler or direct.

"Surety  
of  
Purity"

**WHITE SWAN SPICES & CEREALS LIMITED**  
TORONTO ONTAR O

## Brand's

# A.1. Sauce

### Brand & Co., Ltd.

Purveyors to H.M. the Late King Edward VII.  
**MAYFAIR - LONDON, ENG.**  
NEWTON A. HILL, 25 Front Street East, TORONTO  
H HUBBARD, 27 Common Street, MONTREAL  
McLEOD & CLARKSON, VANCOUVER



This sauce has been the table delight of thousands for over a century, and its popularity keeps on growing — it adds zest and relish to the plainest and richest fare.

As a merchant you are interested both in quality and profit. You'll find both satisfactory.

A1 Sauce will repay you well for any trouble you may go to in giving it prominence in display or recommending it to your customers. Sample it yourself, you will be delighted.

Visit our exhibit, **Manufacturers Bldg., Canadian National Exhibition, Toronto.** We will be pleased to make your acquaintance.



## Canadian Grocer's Annual Fall Number

*"An excellent number"—"Window displays an admirable feature"—"Store hints well worth a year's subscription"—"Difficult for us to pick out the best points so many have appealed to us"—"Cuts of so perfect grocery stores are an inspiration to all merchants."*

These are extracts from letters you and other retail friends wrote us the last time Canadian Grocer issued a big number.

Another one is in the making. The 1913 big Fall Campaign Number will be issued on October 10. Although several weeks distant, the editors are already at work securing the ammunition. If the above complimentary references to the last big number were earned—and they were backed up by scores of others—this year's Fall, Winter and Christmas goods selling number will deserve even greater attention.

The issue of October 10 will contain many bright features. Some of the best selling windows available of Fall and Christmas goods will be shown; there will be a wealth of interior views of a number of Canada's finest stores from the Atlantic to the Pacific; it will include store systems for effectively eliminating leaks; many strong evidences of the Selling Power of the Dealer; stories of retail grocery successes, and ideas and methods of scores of first class merchants.

This issue alone will be worth this year's subscription price. Make sure that you get it and that you study it.

# It's here again. Are you coming?

The greatest annual Exhibition on the American Continent—and extension year at that—an event that Toronto and the whole country, should be justly proud of.

We know that hundreds, probably thousands of our customers will visit it, and we do hope that one and all will find time to call on us either at our Front Street Office or at our booth in the Manufacturers' Building.

We would like very much to meet you personally—perhaps you would like to meet us—so we are greatly in hope that you will call and see us at our office as well as at the booth.

## Red Rose Tea

7 Front Street East  
TORONTO



### L. & B.

#### BANNER BRAND JAMS AND JELLIES

Stand at the very top for high quality, quick selling and profitability in fresh fruit products. Most aggressive dealers know that profitability in Jams and Jellies depends on certain essentials. These are: delicious, fresh, full fruit flavored goods, the kind that makes repeats and sells at a moderate price. L. & B. Banner Brand fills these essentials to the letter. That is why they are so popular.

#### LINDNERS LIMITED

340 Dufferin St., TORONTO Phone Park 2985

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

## An Invitation to the Canadian National Exhibition

You are cordially invited to visit our Stand in the Manufacturer's Annex, south-east section (under Grand Stand), at the Canadian National Exhibition, Toronto, August 3rd-Sept. 8th, where an attractive display will be found of OCEAN BLUE, GIPSY Stove Gloss, LINOLEO Floor Wax, etc., etc.

Our chief representatives will be in attendance to put up a proposition which is worth your while enquiring into. If you are visiting Toronto, make a note to call upon us.

## Hargreaves' (Canada)

LIMITED

33 Front St. East

Toronto





## One Quality Always and That the Best

Mustard, the staple condiment, to be good must be the Right Brand and properly prepared. Inferior quality materials are never used in the preparation of

### COLMAN'S MUSTARD OR KEEN'S MUSTARD IN SQUARE TINS

They are always uniform in quality and flavor and of superior strength. The trade demands the best; these brands supply it.

### Magor, Son & Co., Limited

Agents for the Dominion of Canada  
403 St. Paul Street, Montreal  
Toronto Office, 30 Church Street

## The Grocer on the 'Phone!

"Corn Starch, Madam — yes — BENSON'S, of course—it certainly is useful for lots of dishes —The Best? It has been the leader for over 50 years!

"STARCH FOR WASH DAY? SILVER GLOSS is the Home Laundering Starch, Madam — yes, it is easily soluble in hot or cold water — it comes in large crystal lumps.

*"I'll send you BENSON'S and SILVER GLOSS, Madam—  
Thank you!"*

### THE CANADA STARCH CO., LIMITED

Manufacturers of the EDWARDSBURG BRANDS

Montreal Cardinal Toronto Brantford Vancouver

# Some Methods of the Co-operative Societies

*In the August 1 issue, Canadian Grocer published a report from Montreal of the failure of the Home Co-operative Society there. The secretary of Valleyfield Co-operative Society has written us a letter stating that the facts in connection with that failure were misrepresented. His letter is reproduced below, together with some comment on it in regard to the movement in Canada.*

The Editor, Canadian Grocer:

Dear Sir,—In your columns of August 1st you publish an article headed "Co-operative Society Fails and Poor Lose," which tends to mislead, and is, in fact, a misrepresentation of the truth.

Anyone reading the article will arrive at the conclusion that the manner in which the promoter collected the money from those who were foolish enough to subscribe the Home Co-operative Association was pure and simple a one-man concern, run on other people's money, without the subscribers having a vote or any part in its management. May I be allowed to enlighten you and the general public that no genuine co-operative society exists in the Province of Quebec unless it has been incorporated under the Quebec Syndicates Act of 1906, and furthermore is affiliated with the Co-operative Union of Canada.

Your columns are apparently always open to any article that will in any way belittle the co-operative movement in Canada, but I would think that you should at least be fair, and rather than publish such an article under such heading leave well alone, for, let me assure you, that as co-operators we wish to live in harmony with all men; our motives are as pure as the light of day.

We simply aim at clearing the tangle which present-day commercial life has attained where the producer and the consumer want full control of the world's markets, mines and factories, etc., and so be in a position to eliminate such a condition where men in their lifetime control and assume a monopoly in certain commodities of life. Our motto is: "Each for all" and "All for each."

I am, yours truly,

GEORGE LAWSON, Secretary.

Industrial Co-operative Society, Valleyfield, Que.

## Facts Stated Correctly.

Editorial Note.—If the article published recently on the failure of the Home Co-operative Society in Montreal did not represent the true facts Canadian Grocer is glad to give publicity to the above letter. This paper did not, however, misrepresent the facts. It was plainly stated how the business was carried on. The system, while it may not have been the same as that in Valleyfield, was nevertheless one form of "co-operation," and demonstrates how

simple a matter it is for promoters of "co-operation" to deceive the poorer classes.

A word or two might, however, be said of the co-operative movement in Canada apart from the failure referred to. There have been a great many failures of these societies in Canada since they were first established. Many a Canadian wholesaler and manufacturer has lost dollars and dollars in their fall. It is true there are failures among retailers, but it is safe to say that the percentage of the former is much greater than among the latter.

## Exception Must Be Taken.

These firms call themselves "co-operative" societies, and, no doubt, this was a happy selection—for their own purpose. It is easy for a promoter to go out among the working classes of a community and convince, by promises of large dividends and cheaper goods, these people to join the associations. They whisper to them how the retail grocer is robbing them of their earnings and cheating them by extortionate profits; how they can make big dividends, and still get their goods cheaper. To this sort of thing we must take exception. Everyone who knows anything of the retail grocery business knows that on staple articles the grocer is making no more money than is necessary for his bare existence. Competition is too keen for anything else. It is a mighty easy matter to open a grocery store these days. How then can any so-called "co-operative society" reduce the cost of living under such conditions and pay 7 per cent. dividend?

There is, too, a great difference between "true" co-operation and "false" co-operation. True co-operation is where one helps his neighbor through troubles as well as success. False co-operation works to secure other people's services and capital with which to make commercial experiments. It always ends when the partnership fails to pay dividends.

## Special Privileges Wanted.

No one will doubt the writer of the above letter when he says that "as co-operators we wish to live in harmony with all men; our motives are as pure as the light of day." This is accepted cheerfully as his honest personal convictions. But it cannot be forgotten that in the past others interested in this

work have attempted to get through Parliament legislation that would give to co-operative societies privileges that could not be enjoyed by other joint companies. Motives may be pure as the light of day and the methods of carrying them out otherwise. Had this legislation gone through they could not have been compelled to make the necessary joint stock company reports to the Government unless someone charged them with mismanagement. One of these bills in the dying stages of a session slipped through and was only checked by an exceedingly small majority in the Senate. Why this special privilege? Can anyone give a reason for it, particularly in the face of so many co-operative store failures in Canada?

## Why Deal With Wholesalers?

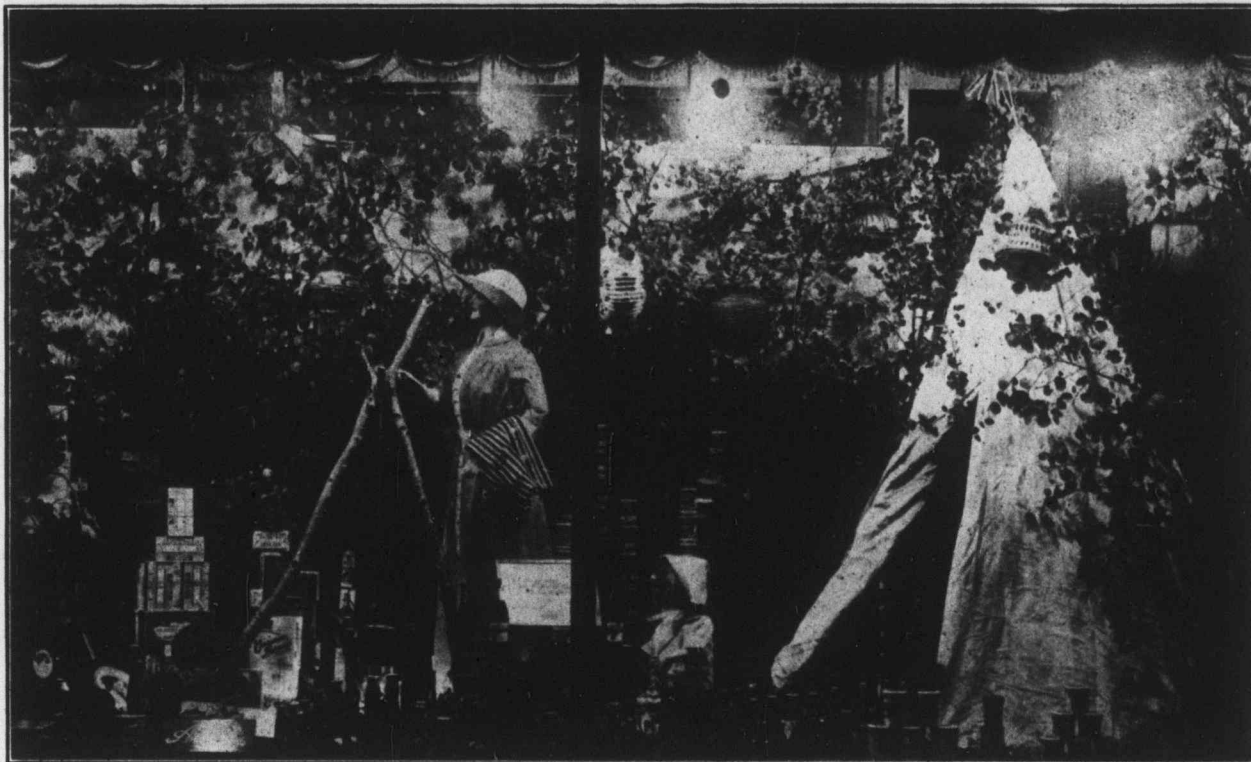
The last paragraph of the letter from the Valleyfield secretary is interesting when considered in connection with the chief reason given for the failure of the St. Thomas, Ont., society a few weeks ago. "Co-operators" want to clear up the tangle, etc.; but would they purchase from wholesalers and manufacturers—the same as do retail grocers—if they could form wholesale companies and manufacture themselves? Yet members of the Ideal Co-operative Society of St. Thomas were quite vexed because they couldn't purchase from wholesalers.

It seems to be the aim of these societies to eliminate the wholesaler and manufacturer should they ever become sufficiently strong. They would, however, use them as stepping-stones to that end. Is that fair? Would it be natural, therefore, for any wholesaler or manufacturer to cater to them in view of this? It seems to be "Each for all, and all for each," when it suits one's purpose. This reminds us somewhat of the story of the two Irishmen, one of whom had suddenly turned Socialist. "It's like this," explains Michael (in his own dialect, of course), "if I had \$100,000 I would divide it up with you, and if you had the money you would divide it with me."

"That's a good system," returned Pat, "that will suit me fine. If, then, you had two pigs in your pen you would give one of them to me."

"Oh, bedad, no," replies Michael; "you know I have two pigs, you scoundrel."





Elaborate summer goods grocery window shown by the Acme Co., Edmonton, Alta., winner of first prize in Canadian Grocer's contest open to cities over 10,000. Trimmed by S. Brown.

## Outdoor Background to Summer Goods Trim

Attractive First Prize Display From the Acme Co. Store, in Edmonton, Alta.  
—Full Description of Its Construction— Lines of Summer Goods Shown —  
Window Proved to be Splendid Seller.

This realistic camp scene formed an attractive grocery display in the window of the Acme Co., Ltd., Edmonton, Alta., recently and it did not fail in its object to attract the public to the special requirements of the summer season.

The background was composed of natural poplar trees, in front of which was a rustic tripod with swinging kettle, under which the camp fire showed its glowing flame, with the aid of an electric fixture, and red silk entwined with the split logs. The young woman with her sweater thrown across her arm added a homelike touch while the little girl seated at her feet playing with the sand reminded one of pleasant hours of long ago.

The tent pitched amongst the trees also gave a longing to be away from the crowds to the sandy beach of the lakes.

### Summer Lines Shown.

Rustic chairs arranged about the scene laden with baskets of luscious fruits and bottled salads, while the sand-ed ground with its green foundation

was arrayed with an assortment of everything possible in the way of appet-



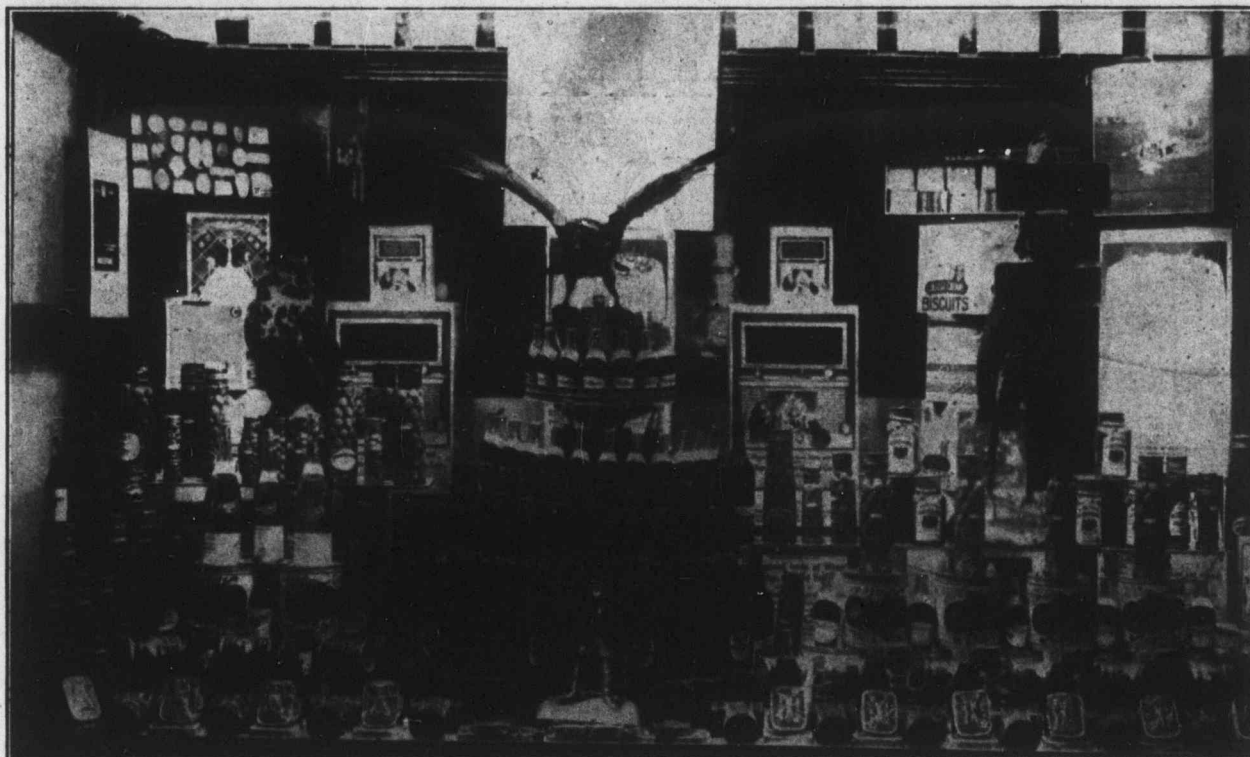
J. E. LIVINGSTONE,  
Mgr. "Acme" Grocery Department, Edmonton,  
Alta.

izing eatables, to suit the most fastidious taste, composed of canned meats, fish, bottled fruits, condensed milk, cream cheese, vegetables, fancy biscuits and chocolates, etc. In fact nothing was omitted from the selection, required to make the camping season a pleasure and a success.

This window was trimmed by S. Brown who is responsible for the displays in the grocery department of the Acme store.

### Sales Beat Past Records.

John E. Livingstone, manager of the department, in sending in the photograph, stated that this proved to be a selling window from every standpoint and that for the week end it was on display, sales in camp and summer goods were above anything they had accomplished this season. Their grocery business is showing a steady increase this year and preparations are being made for a heavy Christmas and winter trade.



Entry of Bruce McDougall, with F. McDougall Ingersoll, Ont., which took first prize in contest for places under 10,000 population.

## A Compact 1st Prize Summer Goods Display

Many Lines of Hot Weather Drinks and Foods Neatly Shown—Use of Stuffed Birds Gives Added Summer Touch to the Display—List of the Goods Shown—How Window Was Made.

The above window which captured first prize (class 2) in the Canadian Grocer's summer goods window dressing contest is a most attractive one. Bruce McDougall who trimmed it deserves high praise for his artistic work which no doubt surpasses that of many window trimmers in larger centres than Ingersoll, Ont.

The central feature is the semi-circular design in the centre containing bottles of grape juice, wines and other summer drinks. Along the front are tins of sardines attractively tilted and alternating with cans of salmon—two important summer selling lines.

To the left are pyramids of salmon, pickles, canned apple, canned soups, lime juice and olives—all neatly arranged—while on the right are the same goods. Serving partially as a background are breakfast foods, fancy biscuits.

Mr. McDougall used his birds here to good effect adding an extra summer touch to the entire display. He has also utilized several manufacturers' show cards to attract attention to particular lines.

Here is a window that demonstrates conclusively that the so-called "summer slump" is a purely imaginary condition

### AN EXAMPLE TO FOLLOW.

*The first prize window in Class 2 of the Canadian Grocer's summer goods display contest is reproduced above. It was dressed by Bruce McDougall, of Ingersoll, Ont., a young man whose persistency as a window trimmer has won for him high praise from travelling salesmen, as well as from his own town folk, who have seen his work. There are many other young salesmen in Canadian grocery stores who might well follow Mr. McDougall's example. His talent for display work did not always exist. He has persistently developed it. Others can do the same. First prize in Class B, as well as in Class A, means \$5 to the successful contestant.*

and exists only in the mind. With displays such as this, and the one on the opposite page, appearing in the window every other week—inviting the public to come in and buy—there would be no summer slump. Folks must eat to live whether they live to eat or not and their appetites are just as keen in summer as winter. The same goods of course may not be sold, but hot weather necessities and luxuries bring just as good profits as do winter lines.

Summer is not yet over, if we are to judge from the weather of the past week. There is yet splendid opportunity to sell summer lines such as are to be seen in the two windows here reproduced. It is by no means too late for displays of these goods. Good business is to be secured now and such a display as either of these would indicate that a well dressed window becomes a permanent investment.

In next week's issue the second prize displays will be announced with illustrations.



# Getting The House Cleaning Trade



*For the Autumn Housecleaning Trade every dealer should have a stock of brushes, mops, and good brooms. Not only should there be a sufficient stock on hand but sales of the various kinds should be pushed by every available advertising medium at one's command. Large mail order houses are enjoying a good sale of house cleaning brushes because they are advertising them strongly. Many retailers are doing the same but there is much room for larger sales. This article, which is the second of a series, deals with different kinds of brushes, cloths, mops, brooms, etc., with their uses.*

Powders and polishes and cleansing liquids form one division only of housecleaning.

The housewife knows this, and the grocer knows this, and the housewife will expect her grocer to apply his knowledge in the direction that will help her most.

What is house-cleaning without brushes and brooms?

What is house-cleaning without the necessary cloths?

This article, the second of a series, deals with a few lines of brushes and cloths that it will pay the grocer to keep when the campaign against the summer collection of dust and dirt draws the feminine head of the home into his store in search of weapons.

## **Varied Supply Necessary.**

It is well to realize, at the outset, that the lines the dealer carries must be rather broader in their range than a year or two ago. You cannot limit your supply to kitchenware. That was all right when every floor in dining room, hall, sitting room, drawing room and bed room was covered with a carpet. Then the hardware man with his carpet sweeper held the field. Now he must share up. The use of rugs has revolutionized the floor cleaning business—the word is not too strong. The displacement of the carpet has created industrial openings in floor cloths and brushes that have resulted in the establishment of many a factory. There seems no more reason why a grocer should keep a corn broom to sweep the kitchen floor than a hair broom or floor cloths to dust the borders on the dining room floor.

## **Brushes to Stock.**

Now for the various lines that it will pay the dealer to push.

The scrubbing brush is the old reliable and it will always be in fashion. Therefore keep a good stock, for the coarser work, for tables and stairs, for laundry, for bath tub and for painted woodwork. Styles in brushes do not change much and the lines of last year will be as serviceable as before.

Sink brushes, including the wire style, will be in demand.

Then there are window brushes, with handles, six, eight or ten feet long. These must be included in the selection to be complete.

The hair brooms with handles that fit into the broad bases will be required for hardwood floors. It would be well to keep a few lines of these, as well as bannister brushes for upper woodwork, window sills, doors, etc. There will be some call, too, for radiator brushes. This kind of housecleaning does not miss a square inch of the house.

Display them in the window: put up a big sign that will cover the uses of them all; and separate, smaller signs for the individual groups. Then talk about them to customers.

## **The Chemically Treated Brush.**

Next for the chemically treated cloths, a very modern invention, and one that is superseding rapidly the old style cloths, according to the makers of both.

Keep the self-wringing floor mops for kitchen use, but put in a supply of the new varieties for the other rooms of the

home. The housekeeper of to-day is not satisfied until she has gone over the borders of polished hardwood or painted soft wood every morning. The latest invention is a dust cloth to which the dust clings, leaving a clean, shining floor surface. They are a patented invention: some use oil, others declare against it with a different chemical treatment. Have some one test two or three of these and then recommend the best.

There are dust cloths that gather up the lint without making it fit this way and that. There are dustless mops for use with long handles. These come in several styles to suit the angles of the room or the class of work to be done. Floor polishers are also made of the same material. These spread out so as to cover a large surface. One firm is showing rubber tipped polishers that prevent the ends of the wood from scratching the wall and furniture. A mop stick, for a similar reason, is padded with felt.

## **Are Easily Cleaned.**

Another line is a hand duster with a short handle. All of these goods can be cleaned by washing in soap and hot water: the chemical effect remains after the accumulated dust has been washed out.

All these the dealer should find good sellers and where they are not yet appreciated a little intelligent talk is all that is needed. They are a good auxiliary house-cleaning "group" to the powders and polishes mentioned last week.



A splendid selling fruit and vegetable trim from the store of John Robertson & Son, Montreal.

## Store Where Fruit is Only Sold in Fillers

**John Robertson, Montreal, Grocer, Does Not Give Customers the Opportunity of Handling It—Much He Claims Is Saved in This Way—Fruit Wrapped for Delivery—Fancy Baskets Used.**

"Our location is one of the best in Montreal and I doubt if there can be found many in Canada which are better suited to selling fruit in the way we do it, than the one we have here," stated Jno. Robertson of John Robertson & Sons, grocers, 363 St. Catherine St. W., Montreal, P.Q. Robertson's store is situated right in the heart of the retail district, and at a point of heavy traffic both on foot and tram, not only during the day, but also in the evening on the way to theatres and other entertainments.

But to come back to selling fruits. "We sell all our fruits in fruit fillers," stated Mr. Robertson, and with a twinkle in his eye, added, "and we keep one man continually employed specially wrapping that fruit and placing it in the fillers. In this way we prevent almost entirely the fruit being picked over by the purchasing public, for were we to sell by the dozen from bulk, they would be everlastingly picking it over and seeing that they got what they considered the best every time.

### The Cost of Fillers.

"The cost is not heavy. Fillers run a bill of \$12 a thousand, and added to that there is the time of one man fixing the fruit up. In selling, the cost depends, of course, on the way the fruit

turns out. We consider, however, that we can sell a much larger quantity in this way, that we can catch a high class trade we otherwise would almost fail to get, and estimate that our fruit business is worth easily 20 per cent. more by employing this method."

### Careful in Delivery.

In preparing fruits for delivery, too, Mr. Robertson is careful that there shall be no margin left for complaints. He has instructed his sales clerks that any fruit which is liable to crush and soil through the wrapping paper, shall be covered over with waxed paper such as is used in wrapping butter. Thus the fruit reaches its destination in better condition, and more liable to make a favorable impression on customers.

This store believes in the value of price card prominence in window displays. Cards are drawn up in attractive form in two colors, blue and red being favorites. Here not only is the price given, but also the name of the fruit such as "Fancy California Plums, 35c a basket," "Canadian Berries, 20c a box," "Fancy California Peaches, 35c a basket," or "Fancy Bartlet Pears, 35c a basket," price quoted in each case being the price per filler, and not per dozen. These cards Mr. Robertson claims are direct advantage in bring-

ing the people into the store, and also save a number of routine questions such as "How much is this?"

### Foliage and Fancy Baskets.

The presence of plants of various kinds is another attractive feature, as brought out by the accompanying illustration. A touch of green sets off the fruit to greater advantage being the color which nature continually employs for that purpose, and also gives the window a brighter, more seasonable appearance. Fruit tied on amongst the foliage as shown in the right hand side also brightens up the general effect and tends to catch the eye of the curious observer. The same applies also to the fancy baskets, which add an outdoor picnic appearance.

It will be noted, too, that in this window the background is not built in solid either with a partition or with fruit. This, it is claimed, is a direct advantage, giving outsiders a chance to judge the standing of the store from the street, and thus form an opinion of it before entering.

Allowing one's own personality to enter and fill a business is one of the most important factors, and this Mr. Robertson is continually aiming to do, and apparently with marked success.



# The CANADIAN GROCER

Established 1886.

Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING CO., LIMITED

John Bayne MacLean - - President

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TORONTO, AUGUST 22, 1913

## THE EVILS OF PETTY JEALOUSY.

An official in a retail association has related to The Canadian Grocer an interesting little experience he had recently while on a visit to another city—interesting because it goes to show the limit to which one grocer will go, to take an advantage over his fellow dealer.

While in a grocery store talking over organization work, the dealer got in a couple of cases of eggs. "Now," he said, "if you have a few minutes to spare, I'll give you an instance demonstrating how the merchants here love one another." The visitor didn't have much time, but he was assured "the fun" would be over in five minutes. So he waited.

As aforementioned, the grocer had bought some eggs for which he paid 23 cents. He made out a card "26 cents," placed it on a case of eggs and put the case in front of the door. The visiting official was asked to watch a competitor across the way. In much less than the five minutes allotted, out he came and while pretending to attend to some cases, etc., at the store front, he could be seen taking in through the corner of his eye the eggs and the card on the opposite side of the street. In another minute out came a case of eggs with a ticket reading "25 cents a dozen."

Here is a condition of affairs most distasteful. Three cents on 26 was not much profit, yet, for the sake of a little extra trade and the long chance of getting a new customer, a competitor was petty enough to cut the profit margin still further.

When will the grocery trade rise above such unbusinesslike methods?

## BEATING OUT THE DRUGGIST.

How many grocers have not been making a bid for the mineral water and summer drink trade? If there are any, it is a fact that they are losing money these days.

This trade is gradually getting into the hands of the retail grocer. Once upon a time the druggist was getting the bulk of it but from a recent experience of a member of the staff of The Canadian Grocer it is shown that it is being rapidly transferred to the grocery store—the

logical medium to reach the greatest number of consumers.

The other evening the member of the staff above referred to went into four drug stores in a Canadian city for a certain mineral water. In not one of these could he obtain it. Not only that but each explained upon inquiry, that he was not selling many summer drinks or mineral waters since the grocery stores were taking them up so strongly. They were getting the bulk of the trade now, each one explained. Next day the intending purchaser of mineral water asked for the beverage at a grocery store and got it. Since, he has purchased it at several others.

One does not have to go far afield to find why this trade naturally belongs to the grocer. Practically every family in every town and city in the country gets into touch with the family grocer every day whereas the drug store will be visited only once a week. The grocer has therefore six times as many chances to sell summer drinks and mineral waters as the druggist.

Every member of the trade should enter enthusiastically into the sale of these lines. They can be easily sold, particularly where the water is none too good, and the margins are usually worth while.

## THE CONSISTENCY OF INCONSISTENCY.

When one form of joint stock company applies to parliament for special privileges denied other companies of a similar character, how can it expect the support of any newspaper? This is just what the promoters behind "cooperative societies" in Canada have done. They are still after this class legislation and it is the duty of the retail merchants of Canada to prevent them from getting it. If they do not, no one else will.

It is amusing to see some daily newspapers criticise wholesalers for not selling to cooperative stores, while in almost the same breath these same papers advocate cutting out the "middleman." There's consistency for you!

It is also interesting to note the struggles some cooperative societies are making to purchase goods from wholesalers and manufacturers when these same societies would "throw over" both wholesaler and manufacturer at the first opportunity.

## OYSTER WEEK INAUGURATED.

An oyster movement covering both Canada and the United States has been inaugurated—a campaign the object of which is to increase the consumption of oysters in the two countries. It had its birthplace amongst the growers but will be taken up vigorously by the retailers.

It is proposed to name October 20-25 as "Oyster Week," in which every dealer will be asked to emphasize oysters, as by that time the weather will be settled and all will be handling them. The combined efforts of the retailers will, it is hoped, result in an increased interest and sales.

The growers themselves in addition to furnishing the retailers with suitable means for a display campaign, will arrange for educational articles in the form of reading matter in trade papers and the daily press and monthly magazines, with cuts of boats in action and other features of this industry. Letters will be sent out also to hotel and dining car superintendents asking them to feature oysters and oyster dishes on their menus during "oyster week." These will include all hotels in places with a population over 4,500.



**THE COLLECTING AGENCY QUESTION.**

A note of warning should be sounded to those retailers contemplating having collecting agencies collect accounts for them. While some of these agencies are honest and reliable there are many who cannot always be depended upon.

An instance has just reached this office of a grocer in Western Ontario who has been waiting for some time for more than \$80 due him from one of these agencies. If the money does not come through soon, it may be necessary to have another collecting agency follow up the one in question. In some cases these collecting firms, when given a list of accounts, insist on taking their commission on the total out of the first sums collected. This naturally would make them less interested when once their share had been extracted.

When signing up a contract with a collecting agency, make sure you are dealing with honest men. Some of your accounts may be of little use but they are worse when once a dishonest collector gets after them.

**AN OVERPLUS OF RICE.**

The United States government estimate of the 1913 rice acreage places the present crop at 824,100 acres, an increase over last year of 101,300 acres. That means one million sacks more than last year, plus the carry over. The Southern Rice Growers' Association proposes, to prevent a slump and ruinous prices, that each grower set aside one-fifth of his crop which the Association will try to export, with the idea that the balance will bring more than the whole of the crop if kept at home.

The National Housewives' League started a campaign a few days ago against this Association to prevent the rice growers exporting part of their produce at a loss in order to keep up the price in the United States. A boycott has been suggested if the price is "boosted."

Here we have a system somewhat similar to that in which the Grecian government regulates currant exports and the Brazilian government exports of coffee. If, for instance, all the currants grown in Greece were exported, it is said the growers would soon be working for starvation wages. The price of currants would have to go down. Advocates of the present system claim the government is quite right when it aids the growers in keeping prices up to prevent financial difficulties. Opponents think it is not.

Be that as it may, it would appear that if good, strong advertising campaigns were carried on in different countries setting forth the claims of currants, of a particular coffee or of rice, there would in a few years time be no necessity for actions such as those of the Grecian and Brazilian governments and the Rice Growers' Association. The Ceylon tea growers took this method a few years ago. By means of the tea cess they raised the money, and anyone at all familiar with the tea business of the globe to-day knows the results. The St. Vincent Arrowroot Growers' Association (B.W.I.) are doing the same thing now by means of an export duty and they are getting their reward. Why not the currant, coffee and rice growers?

**ADS. THAT GET BUSINESS.**

Some splendid ideas on retail advertising were run across in an article recently written by the copy writer of one of the largest and most successful mail order houses on the continent. Dealing with the large, dis-

agreeable black-faced type, rules, etc., found in many advertisements, he says:—

"We wouldn't go out and scream things at our neighbor. He isn't deaf. Neither is he blind, and yet we scream at him in our advertisements. We underscore and italicise and double underscore and display and exaggerate until our advertisements almost swear at the reader—our neighbor. And yet a few words mixed with real psychology will produce an effect almost magical. To illustrate, a quarter page advertisement for Daniel Low in the Saturday Evening Post last fall produced more than half the results of six times the space the year before in the same medium. The heading, in rather small type, was this: 'Fine! Mother will like that!' It accompanied a picture of a kindly faced gentleman looking through a Daniel Low Year Book for Christmas gift suggestions. It was a human problem, and the appeal was to the heart. It struck home. Another advertisement headed, 'What Shall I Give Father?' was run in a woman's magazine with excellent results. That touched the woman's problem."

The writing of a good newspaper advertisement is the placing before readers a plain, simple talk that appeals to their hearts, their good sense, and to their natures as human beings. In selling a customer over the counter one would not think of shouting out information about the goods. Rather he would reason with him and make suggestions in the natural tone of voice that would induce him to consider the proposition carefully. The advertisement should be written with the same end in view.

**EDITORIAL NOTES.**

Crop failure in the West is now an impossibility.

• • •

Waiting, like Micawber, for things to turn up, is not a policy of any good merchant.

• • •

Keep an eye on those customers returning from the summer resorts and see that they do not stray.

• • •

In association work lack of co-operation and support given the leaders and workers is one of the greatest drawbacks.

• • •

Apparently cooperative societies are anxious to build up business by using wholesalers and manufacturers as their stepping stones, and then when they reach a sufficient height, they throw away the steps.

• • •

What cheaper living would anyone want than free salmon? Although it would appear unnecessary, some of the ranting sort—the housekeepers' leagues, etc.—would probably ask that the gas be supplied to cook it.

• • •

A dispatch from the coast states that on a certain day the salmon catch was so great that fishermen began to sell them three for a quarter. This, however, did not get rid of them fast enough and the price was cut to four for a quarter. Later the salmon were given away. The next move would have been to pay someone for taking them away.



# The Clerks' Page

By the Cub Reporter

## A TALK ON CALMNESS.

By Leigh Mitchell Hodges.

Take it calmly, my friend, take it calmly!

Do you know that every time you get worked up, excited, flustered, "mad" or angry, you not only use up a certain amount of reserve strength which might be made to serve a much better purpose, but that your mental explosion is apt to generate real poisons in your physical workings?

Do you know that excitement, anger and hate are really worse for the stomach than lobster salad and mince pie combined?

Ask any good doctor.

Calmness is not only a great producer of pleasure and profit, but one of the finest preventives of many bodily pains and ailments.

Calm persons do not often suffer from headache. As a rule, they enjoy good digestion. In most instances they sleep well and have good appetites.

Calm persons usually get what they go after, or come as near to getting it as their measure of ability will admit, for calmness is the most compelling part of personality. And personality has a sixty horsepower pull in human dealings.

In this age of nerves, calmness is more needed than ever before.

Calm down, my friend, calm down.

To begin with, nothing ever is quite so bad as it might have been, or as it seemed at first sight or on first thought. You can prove this for yourself by looking your own past squarely in the face and honestly analyzing its direct and most dreaded happenings.

Nature always is on your side, and nature never fails to hear your call. Of course, if you won't accept her aid, you are bound to suffer. But that is your fault, isn't it?

And if you will sit down and calmly consider your case — whatever the trouble may be—you will begin to see light right away. At first it may be a mighty dim flicker, but even that means something when you're in the dark. And many a roaring fire that could be seen ten miles away has been started by

the glowing end of a carelessly tossed cigarette.

From the flicker to the flare isn't such a long step, if only you'll keep calm.

There isn't any sense in getting excited, anyhow.

Real leaders always are calm. Once in a while you come upon a section boss or a foreman of a construction gang who thinks he can make a deeper impression by pretending to be excited and wrought up, but if you could see into that man's thoughts, you'd find he wasn't excited at all. If he was, he couldn't hold his job, for excitement begets excitement, and when men are excited, they can't do their work well.

The men and women who make good are the men and women who have learned to be calm. They weren't born that way any more than you, perhaps. They have learned the lesson of calmness just as well as we all learn to figure and to read. And having learned it, they are making use of it.

Keep calm!

There may be better mottoes, but I haven't happened to meet them.

Keep your temper low and your hopes high, and see if the combination doesn't pay.

## A CASE OF OVERCHARGING.

The Cub Reporter.—About smoothing out complaints. I believe that if grocers and clerks can do this nicely, without causing any offence they are going to hold a good many customers that otherwise would be lost.

The other day, although I try always to be careful, I made an error of 10 cents in adding up a customer's account. She paid me the cash and I sent the duplicate check with the goods. Not long after, she came in to the store and attacked me for overcharging her. I again added up the bill and found I had made the error alright. All the time she was telling us that if we were going to cheat her she could buy her goods somewhere else. I felt at first like telling her to do so but didn't.

"I'm very sorry, Mrs. ———." I began. "and I can assure you I had no

intention whatever of overcharging you. We value your patronage too much for anything like that and I'm glad you added the bill up yourself and found the mistake. We have built up a good business here by straightforward, honest methods and we could not afford to overcharge anyone intentionally, and least of all a customer like yourself of whom we are always sure."

While making things right with her I rang up the cash register and gave her the 10 cents.

She guessed probably it was an accident and as long as she was sure about it she didn't mind. This customer is yet one of our best but I can assure you we see that her bills are correct in future.

F. H. H.  
Winnipeg, Man.

## HOW PEPPER IS SECURED.

Pepper as sold over the counter is the product of "Piper Nigrum," a trailing or climbing vine of the East Indies. Both the white and the black pepper are from the same plant. To obtain white, the rind or outer covering is removed by maceration and dries white. A pepper garden resembles a hop garden. The vines are planted on hillocks and trained around poles. With their harvest of green, red and black berries they look very pretty. Certain tropical birds are very fond of the red berries.

## OBSERVATIONS OF THE CUB REPORTER.

Don't worry in hot weather. It's bad enough in winter.

If business has been dull, why not try a summer goods window?

Without enthusiasm for his work, no clerk gives his best services to his employer.

While there may be more good habits than bad, the bad habits are those that hold us back.



# Current News of the Week

## Maritime Provinces and Quebec.

Jno. H. Roberts, grocer and butcher, Canso, N.S., is dead.

The Lachine Co-operative Society, Lachine, Que., has gone into liquidation.

L. LeBlanc, of Herron, LeBlanc, Ltd., Montreal, P.Q., is spending a few days at Lac Tremblant.

M. M. McAthey, bookkeeper for Jno. Caldwell & Co., wholesale fruit merchants, Montreal, is at present away on his holidays.

The Co-operative Grocery Co., Montreal, has registered. Oscar and Arthur Gince are the men mentioned in connection with the company.

W. A. Black, vice-president and managing director of Ogilvie Flour Mills Co., Ltd., is at present on his annual tour through the West. Arriving at Medicine Hat, he inspected the company's new mill, which has now been in operation about a month. He is expected to return to Montreal next week.

The Dominion Government has entered into a \$5,000 contract with the United Fruit Co., of Nova Scotia, for a direct service of five trips between Annapolis Royal, N.S., and London or Hull, to commence before October 30. The steamers will carry from 8,000 to 12,000 barrels, especially built for the fruit trade with refrigerator apparatus.

## Ontario.

F. H. Dean, grocer, Toronto, has sold to Legge & Bullock.

J. A. McCreery, grocer, Toronto, has sold to G. E. McKee.

McFarland & Finch, grocers, Toronto, are succeeded by Finch & Finch.

Wm. McMahon, grocer, Frankford, Ont., sustained a fire loss recently.

Whitehorn & Simpson, grocers, Ottawa, have dissolved, Mr. Whitehorn continuing.

John Dickie, a merchant, for many years in Pickering, Ont., passed away recently.

Chas. Campaigne, of Campaigne Bros., grocers, Niagara Falls, Ont., was in Whitby and Toronto last week.

The Adam A. Armstrong, grocery and feed business, Fergus, Ont., has been sold to Wm. J. Foote, a former employee.

M. J. Derby, general merchant, Selkirk, Ont., was in Hamilton, Ont., on

Thursday of last week attending the Centennial celebration.

A. T. Darragh, Toronto, has sold his grocery business to Rogers & Co., but has purchased the business of R. L. Johnston, on Roncesvalles Avenue.

## GROCERS' CONVENTION CALLED.

N. C. Cameron, treasurer of the Retail Merchants' Association, Ontario Branch, announces a convention of the Grocer's Sections of the association for Wednesday, Sept. 3, the sessions to be held at 10 o'clock a.m., and 2 p.m. The convention is one of a series of different sections of the retail trade will hold during the week and will take place in the Board Rooms of the Association at 21 Richmond St. West, Toronto.

Two questions in particular are on the slate, the most important of which will be a full discussion of co-operative societies, the so-called consumers' associations, etc. Letters have been sent out to wholesalers and manufacturers regarding this matter with a view to finding out the attitude of these two sections of the trade. The replies will be discussed and the question gone into thoroughly.

Officials of the R. M. A. report that good results are being secured from their collecting system. This will also be discussed and fully gone into.

September 3 comes during the second Exhibition week so that it is anticipated a large number of grocers will be in attendance.

If there are any who have subjects to bring up and who will not be able to attend, these will be looked after if sent to the R.M.A. at the above-mentioned address. All grocers are invited to lend a hand to make the gathering a success.

J. J. Hake, grocer, Uxbridge, Ont., accompanied by Hrs. Hake, leaves this month on a trip to England. Mrs. Hake's health has not been of the best recently, and this is the reason for the trip.

Walter S. Crone is severing his connection with H. W. Nelson & Co., broom manufacturers, Toronto, to go into the manufacturers' agency business. Mr. Crone has seen twenty-five years' service with the above company as traveling salesman, during the last ten of which he has been the vice-president. As a manufacturer's agent his business will be confined to wholesale distribution exclusively.

## Western Canada.

The Ideal Grocery Co., Weyburn, Sask., sustained a fire loss recently.

Stock of W. L. Peters, general merchant, Neville, Sask., has been sold to Cohen Bros.

Albert M. Tobias, Morden, Man., has purchased the general store business of B. Tobias & Co.

Coleman & Porter, of Saskatoon, Sask., are opening a grocery store and restaurant in Biggar, Sask.

A. P. Rose, Western salesman for Wm. Clark, Montreal, has started out again on a trip to the coast. It will be remembered that on his last trip Mr. Rose met with an accident at the coast.

The last Quarterly Bulletin of the Grand Trunk Railway states that general stores are wanted in the following Western towns: Manitoba—Dugald, Rivers, Uno; Saskatchewan—Allan, Birmingham, Bremen, Darmody, Fenwood, Franksburg, Forgray, Fort Qu'Appelle, Hawoods, Leuret, Linstrom, Meacham, Riceton, Rowletta, Stony Beach, Talmage, Tate, Venn, Zeneta, Zehner; Alberta—Ardley, Bickerdike, Dandurand, Hargwen, Hinton, Jasper, Jarrow, Kingman.

## TRADE NOTES.

A San Francisco manufacturer of ground chocolate insists on agreements with retailers to maintain a fixed minimum price. The right to fix such a price was sustained recently by the Supreme Court of California.

One of the few American soda fountains in London, Eng., has built up an immense patronage by serving tea at the usual English afternoon hour with straws. The use of a straw has made a great hit as it is ideal for "sipping."



## C. N. E. Exhibitors

Below is a list containing nearly all the firms carrying lines of interest to grocers that will have displays at the Canadian National Exhibition. The building in which each is located will be designated in the official catalogue of the C. N. E.

American Metal Polish Co., W. Somerville, Mass.  
 Chas. Bond Ltd., England.  
 Brand & Co., Toronto.  
 Brantford Motor Truck Co.  
 Brantford Scales Co., Brantford, Ont.  
 Borden Milk Co., Montreal.  
 S. F. Bowser & Co., Toronto.  
 Canada Sugar Co., Montreal.  
 Carsons Ltd., England.  
 Corneille, David, & Co., Toronto.  
 Cowan Co., Toronto.  
 Christie, Brown & Co., Toronto.  
 Crescent Mfg. Co., Seattle, Wash.  
 Alex. Cairns & Son, Paisley, Scot.  
 Chisholm Milling Co., Toronto.  
 Computing Scale Co., Toronto.  
 Wm. Davies Co., Toronto.  
 Dalton Bros., Toronto.  
 F. F. Dalley & Co., Hamilton.  
 Detroit Automatic Scale Co., Detroit, Mich.  
 Dominion Soap Co., Hamilton.  
 Dustbane Mfg. Co., Ottawa.  
 Dominion Register Co., Toronto.  
 The A. J. Deer Co. (Inc.), Hornell, N. Y.  
 T. H. Estabrooks, Toronto.  
 Eureka Refrigerator Co., Toronto.  
 J. S. Fry & Son, Toronto.  
 Foster-Clark Co., England.  
 W. A. Freeman Co., Ltd., Hamilton.  
 Gowans, Kent & Co., Toronto.  
 Gorman, Eckert & Co., London, Ont.  
 Genesee Pure Food Co., Leroy, N. Y.  
 Grimm Mfg. Co., Ltd., Montreal.  
 Gramm Motor Truck Co., Walkerville, Ont.  
 Gunns, Limited, Toronto.  
 "Huylers," Toronto.  
 Holbrooks, Limited, Toronto.  
 H. J. Heinz & Co., Pittsburgh, Pa.  
 Hargreaves Bros., Hull, Eng.  
 John Hillock & Co., Limited, Toronto.  
 Harris Abattoir Co., Limited.  
 Ingersoll Packing Co., Ingersoll.  
 Thos. J. Lipton, London, Eng.; Canadian branch in Toronto.  
 A. H. Knorreco, Germany.  
 T. A. Lytle Co., Limited, Toronto.  
 Walter M. Lowney Co., Montreal.  
 Litster Pure Food Co., Toronto.  
 Lever Bros., Ltd., Toronto.  
 Lea's, Ltd., Simcoe, Ont.  
 P. C. Larkin & Co., Toronto.  
 Geo. Mason & Co., London, Eng.

Maclure & Langley, Toronto.  
 Minto Bros., Toronto.  
 MacLaren Imperial Cheese Co., Toronto.  
 Midland Vinegar Works, Birmingham, Eng.  
 Maples, Ltd., Toronto.  
 Molassine Co., Ltd., London, Eng.  
 Meakins & Sons, Hamilton.  
 National Cash Register Co., Toronto.  
 North Atlantic Fisheries, Ltd.  
 Nugget Polish Co., Toronto.  
 Postum Cereal Co., Battle Creek, Mich.  
 John B. Paine Co., Limited, Toronto.  
 Rowat & Co., Glasgow, Scot.  
 Royal Polishes Co., Montreal.  
 Snap Co., Ltd., Montreal.  
 St. Charles Condensing Co., Toronto.  
 E. D. Smith & Sons, Ltd.  
 W. Symington & Co., Limited, Toronto.  
 St. Vincent Arrowroot Growers' Association, St. Vincent, B.W.I.  
 Soclean Limited, Toronto.  
 Toledo Computing Scale Co., Toronto.  
 John Taylor & Co., Toronto.  
 Harry Webb Co., Limited, Toronto.  
 Wagstaffe, Limited, Hamilton.

## Letters to the Editor

Editor, The Canadian Grocer,  
 Dear Sir.—The bearish tone of your editorial "Salmon Prospects Not Bright" in your issue of Aug. 8th, is contrary to general impressions here.

Salmon packers on the Fraser River in the Westminster District were, for a time, getting more fish than they could handle and, whether they were compelled to do it or not, they limited their purchases to 200 Sockeyes from each boat. You can get an idea how large some of the hauls were from the fact that boats were selling to the public at Westminster last week three Sockeyes for 25c. Another fact that seems to indicate a big catch is the complaint made by residents along the south shore of English Bay, anent the nuisance caused by decaying salmon on the beach—the surplus catch thrown overboard by fishermen.

As regards the strike, it didn't last two days and was not by any means general.

The combined canneries are paying 15c and the independent packers 20c for each Sockeye.

Yours truly,

W. J. McGOWAN,

Port Mann, B.C., Aug. 13, 1913.

Editorial Note.—At the time the editorial in question appeared the prospects as reported by eastern representatives of B. C. canners were not bright. The strike was on and although it only lasted a short time, it was impossible to predict then how long it would last.

In last week's issue, Aug. 15, it was pointed out the strike was over and enormous catches were being made. Prices, it was also stated, were likely to be lower. Canadian Grocer is never pessimistic. We are careful, however, to always report the markets as they are found. The letter of explanation from Mr. McGowan is much appreciated.



A traveller has called the attention of The Canadian Grocer to a "Leak" which he has run across in his own personal buying experience. In the particular store in question is a biscuit display case showing samples of the different varieties in stock. On one occasion after running his eye over the lot, he inquired for a pound of one of them.

"Sorry," replied the grocer, "but I'm out of that—I haven't had any for a week—they didn't sell extra well."

It may be good business to decline to restock a slow selling line, but it isn't good business to show samples of it when there is none in stock. This is surely a "Leak" because it creates the "lack of confidence" feeling.

## MARITIME BOARD OF TRADE REPORT.

The Maritime Board of Trade is holding its annual convention this week in Newcastle, N.B. Canadian Grocer has a special representative present so that next week's issue will contain an exhaustive report dealing with the problems of the business men in the provinces "down by the sea," as expressed and expounded by prominent board members at the convention.



**ASSOCIATION NEWS**

The following letter has been sent out by the Retail Merchants' Association to manufacturers and wholesalers:

**MEMORANDUM.**

For the Manufacturing and Wholesale Grocery Trade.

REGARDING CO-OPERATIVE SOCIETY STORES.

From

THE RETAIL MERCHANTS' ASSOCIATION OF CANADA.  
GROCERS' SECTION.

21 Richmond Street West, Toronto.

Please sign and return as early as possible.

E. M. Trowern, secretary.

Dear Sir,—We received your letter with the following questions enclosed, and to which we send you our reply:

1st. Do you think that the three branches of the trade, viz.—the manufacturers, the wholesalers and the retailers, should work in harmony to preserve legitimate methods of trade?

Answer:

2nd. Do you know that the co-operative society store system has injured the manufacturing, wholesale and retail trade of England, Scotland, and Europe, and they have been of no advantage to the public, and they are again trying to secure special legislation from the Dominion Government?

Answer:

3rd. Are you in favor of the co-operative society store system of doing business?

Answer:

4th. Do you think that in view of the fact that co-operative society stores are endeavoring to injure the legitimate retail trade that manufacturers and wholesale grocers should supply co-operative society stores with goods?

Answer:

5th. Are you supplying any co-operative society stores with goods?

Answer:

6th. If so, is it your intention to continue doing so?

Answer:

7th. Do you think it would be unreasonable of the retail trade if they refused to buy from anyone supplying these stores?

Answer:

Firm Name:  
Business:  
Address:

The grocers' section of the R.M.A. have decided to hold a convention in

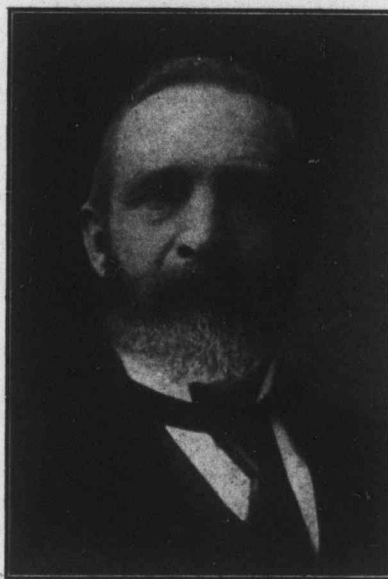
Toronto during the Exhibition, on Wednesday, Sept. 3. The Co-operative Society question is one that will be fully discussed on that occasion.

**PIONEER GROCER DEAD.**

Passing of W. M. Robson, For Forty Years in Business in Lindsay.

Lindsay, Ont., Aug. 20.—There passed away on Friday last at his home here, W. M. Robson, in the grocery business for forty years. It was only a few months ago—to be exact on May 30—when Mr. Robson and his wife celebrated their golden wedding.

He was born in England in the town of Ayton, 78 years ago. From there he



W. M. ROBSON, Lindsay, Ont.,  
A grocer who died last week after forty years in the business.

went to Lille, France, and thence to Australia at the time of the gold rush. His next move was to Canada where he finally made his home, being married in Bowmanville, Ont., and afterwards coming to Lindsay to enter the grocery business.

Besides groceries, Mr. Robson was interested in matters pertaining to the welfare of his fellow citizens. He was a prominent florist and horticulturist and was a member of the Lindsay council for some years. Until shortly before his death he supervised a garden of five acres.

His son E. E. Robson succeeds him in the grocery business here. F. E. Robson grocery broker, Toronto, is another son. His many old friends in the trade with whom he dealt years ago as well as more recent salesmen will regret greatly his death. It was, however, not unexpected as his health was not of the best during the past 7 or 8 months.



Items from Canadian Grocer of August 25, 1893:—

“A numerous delegation of the grocers of Montreal intend visiting the World's Fair in a body in September. They will travel in their own Pullman and thoroughly enjoy themselves. Among the gentlemen who propose going are N. Quintal, Sr., of Quintal & Sons, A. A. Labrecque, Alf. Labrecque, L. E. Beauchamp, and L. E. Geofrion, of Chaput Fils & Co.”

“Receipts of butter on the Toronto market during the past week have been more than liberal. For fine dairy tub butter jobbers are paying 16 to 18c and selling at 17 to 19c, and for good store packed, straight and sweet, they are paying 15 and 16c and getting 16 and 17c, while the bakers' butter 15c is, as a rule, the selling and 14c the buying price. There are not many creamery tubs offered and there are not many wanted. Jobbers are paying 20 to 21c and selling ordinarily at 1/2c advance on these figures. Creamery pound prints are wanted at 22c”



To JOHN HEWITT, Toronto representative Canadian Shredded Wheat Co., born August 28, 1854, at Braceboro, Lincolnshire, England. Mr. Hewitt learned the grocery and dry goods business at Measures Bros., Bourne, Lincolnshire, Eng. He has been seventeen years with The Shredded Wheat Co., prior to which he was six years with the Boston Store, Worcester, Mass., as manager of the carpet department.

The Mexican autumn crop of coffee is 35 per cent. in advance of the spring, and that was unusually large.

Don't forget in times of peace to prepare for war. That's about the only use some of us seem to have for peace.



# Starch Prices Advance; Sugar Very Firm

Rise in Corn Carries Starch Up and Corn Syrups May Follow—Many Look for Further Rise in Sugar—Nuts and California Fruits Also on Upward Movement—Cotton Seed Oil Still Soaring.

## MARKETS IN BRIEF

### QUEBEC.

#### PRODUCE AND PROVISIONS—

Smoked meats show easier feeling. Butter slumping on primary markets. Only new laid eggs sought by dealers.

#### FISH AND OYSTERS—

Sword fish plentiful. Decline of 2c registered. Salmon practically off market. First smoked haddies and kippers arrive on market.

#### FLOUR AND CEREALS—

Cornmeal and hominy each advance another 20 cents per barrel. Mill feeds move up \$1 all round. High corn causing firmness in all markets.

#### FRUIT AND VEGETABLES—

Bananas and California pears take slump. Blueberry season now reaching its height. Montreal melons appear. Potato crop in Quebec excellent.

#### GENERAL MARKETS—

Starch advances ¼c per lb. Cotton seed oil moves up to \$1.25 and \$1.40. Scaled herrings move up 2½c per box. Corn syrups expected to advance. California loose muscatels advance ½ cent. Shelled walnuts move up 2 cents.

### ONTARIO.

#### PRODUCE AND PROVISIONS—

Prices of ham and bacon advance from ½ to 1 cent. Pure lard seems likely to advance. Supplies of hogs still light, with prices firm. Market ready to drop at slightest indication of heavier supply.

#### FISH AND OYSTERS—

Canadian and U. S. growers arrange for Oct. 20-25 as oyster week. Efforts to secure co-operation of retailers in pushing sales, and hotel men for use on menus. Spawning three or four weeks earlier. Season will open on Sept. 1.

#### FRUIT AND VEGETABLES—

Good potato crop now assured. Prices much lower. St. John's peaches in, selling at \$1 to \$1.10 a basket. Clingstones at 60c. Tomatoes firm at 40-60 cents. Huckleberries drop to 8 cents.

#### FLOUR AND CEREALS—

Advance in all lines of mill feeds of one dollar a ton. Cornmeal up 15 cents. Harvesting general in West. Danger of damage from excessive rains and frost.

#### GENERAL—

Starch up ¼ cent, due to rise in corn. Sugar very firm. Some expect a second advance. Walnuts and almonds advance. Drought injuring Canadian corn crop.

### QUEBEC MARKETS.

Montreal, August 19.—Trade continues exceptionally satisfactory from all standpoints. In the West conditions are reported by some firms as picking up, and all express opinion that wheat crop, which is now being successfully harvested, will have an elevating influence on financial market.

In view of fact that deliveries have been somewhat held up, and this only summer, jobbers advise that retailers anticipate their wants and make all orders to read for unbroken packages. This will give better opportunity for the jobber to rush through orders, and thus improve conditions generally.

**STARCH.**—Owing directly to high prices on corn following shortage of United States crop, prices on starch, both laundry and corn, have this week advanced ¼ cent. This has been anticipated for some time, and some jobbers have been fortunate enough to cover themselves with a few extra cars.

**COTTON SEED OIL.**—Again cotton seed oil has registered an advance, this time moving up to \$1.25 and \$1.40 per gallon. Shortage in stocks on hand is given as cause for these advances. Oil of new crop will not reach here much before November, so that high prices are likely to rule until that time. New crop of cotton is said to be good.

**HERRINGS.**—An advance of 2½c to 15c per box has this week been registered in price of scaled herrings.

**SUGAR.**—Following abnormal demand as result of recent advance in price, there has been somewhat of a lull in ordering, but refiners are by no means slack, and in many cases are still sending out goods at old rate on account of being so far behind with shipments. On primary sources market appears to have broken. The height of \$3.79 was reached on raws during past week, but yesterday price got as far down as \$3.70, and to-day was quoted at \$3.73. Dealers anticipate firm prices on sugar until time when domestic beet in States begins to come on market in quantities, which will be about middle of September. In anticipation of proposed tariff changes they figure that both domestic beet and domestic cane will have to be cast on market much quicker than in former years, and that depression will be result.

There is the European beet crop also to figure on. To date reports are favorable, so that in one importer's words, "We look for a firm market until the middle of September; then if conditions turn out as we expect we'll see some fireworks."

Extra Granulated Sugars— Per 100 lbs.  
100 lb. bags ..... 4 40  
20 lb. bags ..... 4 50

2 and 5 lb. cartons	4 70
Second grade, in 100 lb. bags	4 25
Extra Ground Sugars—	
Barrels	4 80
50 lb. boxes	5 00
20 lb. boxes	5 20
Powdered Sugars—	
Barrels	4 60
50 lb. boxes	4 80
25 lb. boxes	5 00
Paris Lump—	
100 lb. boxes	5 15
50 lb. boxes	5 35
25 lb. boxes	5 45
Crystal Diamonds—	
Barrels	5 20
100 lb. boxes	5 35
50 lb. boxes	5 45
5 lb. cartons	6 30
Crystal Dominoes, cartons	7 10
Yellow Sugars—	
No. 3	4 45
No. 2	4 45
No. 1	4 05
Barrels granulated and yellow may be had at 5c per cwt. above bag prices.	

**SYRUP AND MOLASSES.**—Rather a better feeling prevails on primary molasses market this week. Demoralization of last week was but temporary, and has now been righted to extent that no stocks are being pressed on market in order to avoid storage. Conditions should be totally righted shortly.

Locally molasses are being firmly maintained, and in view of present light stocks and necessary heavy ordering in future, there seems little possibility of any other situation.

In view of shortage in corn crop in States, and extremely high prices now prevailing, it is only natural to expect that corn syrups should take an advance. Starches have already set an example, and while it does not follow that syrups must go up, dealers are rather inclined to look for such a move.

Barbados Molasses—	Prices for Island of Montreal.
	Extra Fancy. Fancy. Choice
Punchoons	.44 .41 .39
Barrels	.47 .44 .42
Half Barrels	.49 .46 .44
For outside territories prices range about 2 cents lower per gallon than for delivery, Island of Montreal.	
Carload lots of 20 punchoons or its equivalent in barrels or half barrels, to one buyer, may be sold at "open prices." No discounts will be given.	
Corn Syrups—	
Barrels, per lb. .03¼; ¼ bbls. .03¼; ½ bbls. .03¼	
Pails, 38¼ lbs. 1.75; 25 lbs.	1.25
Cases, 2 lb. tins, 2 doz. in case	2 40
Cases, 5 lb. tins, 1 doz. in case	2 75
Cases, 10 lb. tins, ¼ doz. in case	2 65
Cases, 20 lb. tins, ¼ doz. in case	2 60
Maple Syrups—	
Pure, per 8¼ lb. tin	0 75
Pure, in 15 gal. kegs, 8c. per lb., or per gal	1 00
Maple Sugar, pure, per lb.	0 10 0 11

**DRIED FRUITS.**—California loose Muscatels, 3-crown, have this week moved up ½ cent to 7 cents. Feature of market is good demand for raisins of all kinds. Currants, however, are inclined to be not quite so buoyant.

Apples are continually moving up, finest stock now running as high as 9c on United States markets.

<b>EVAPORATED FRUITS.</b>		Per lb.
Apples, 50-lb. boxes	0 07½	0 08
Nectarines, choice	0 11	0 11
Peaches, choice	0 09½	0 09½
Pears, choice	0 12½	0 12½
<b>DRIED FRUITS.</b>		
Candied Peels—		
Citron	0 17	0 17
Lemon	0 11	0 11
Orange	0 12	0 12
Currants—		
Amalias, loose	0 07	0 07
Amalias, 1-lb. pgs.	0 07½	0 07½
Piliatras, fine, loose	0 05½	0 07



THE CANADIAN GROCER

Dates—	
Dromedary, package stock, per pkg.	0 10
Fards, choicest	0 20
Hallowee, loose	0 05
Hallowee, 1-lb. pkgs.	0 06 1/2
Figs—	
Finest, 6 crown, about 12 pounds.	0 15
Same fruit, 5 and 4 crown, 1 and 2 cents less.	
Prunes—	
40 to 50, in 25-lb. boxes	0 13
50 to 60, in 25-lb. boxes	0 12
60 to 70, in 25-lb. boxes	0 11
70 to 80, in 25-lb. boxes	0 07 1/2
80 to 90, in 25-lb. boxes	0 07
Raisins—	
Malaga table, box of 22 lbs., according to quality	2 50 5 25
Muscata, loose, 3 crown, lb.	0 07
Sultana, loose	0 10
Sultana, 1 lb. pkgs.	0 11
Valencia, old stock	0 04
Seeded, fancy	0 05 1/2
Seeded, choice	0 05
Prices quoted on all lines of fruits liable to be shaded for quantities, according to the state of the market.	

TEAS.—Market continues to hold firm on all sides, with little prospect of any easier prices.

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

COFFEE.—At primary sources coffee continues to hold steady, with little sign of any movement in immediate future. Locally prices are being firmly maintained.

Coffee, Roasted—	
Jamaica	0 21 1/2 0 23 1/2
Java	0 20 0 23
Marsalibo	0 21 0 23
Mexican	0 25 0 28
Mocha	0 28 0 30
Rio	0 19 1/2 0 21 1/2
Santos	0 20 1/2 0 23

SPICES.—Feature of primary market is strength of peppers. For these there is a heavy demand, but with little disposition on part of trade to stock heavily until tariff question is settled and results to follow made visible. In meantime prices are advancing on primary market, but so far continue at last week's level locally.

Spices—	
Allspice, ground	0 10
Allspice, whole	0 12-0 15
Cinnamon, whole	0 20-0 25
Cinnamon, ground	0 20-0 25
Cinnamon, Batavia	0 17-0 18
Cloves, whole	0 28-0 30
Cloves, ground	0 18-0 23
Cream of tartar	0 18-0 21
Ginger, Cochín	0 12-0 15
Ginger, Jamaica, ground	0 15-0 18
Ginger, Jamaica, whole	0 22-0 25
Ginger, African, ground	0 16
Mace	0 75-1 00
Nutmegs, brown, 64s, 50c;	
80s, 40c; 100s	...-0 35
Nutmegs, ground, bulk, 40c;	
1 lb. tins	...-0 50
Pastry spice	...-0 25
Peppers, black, ground	0 10-0 14
Peppers, black, whole	0 18-0 20
Peppers, white, ground	0 15-0 23
Peppers, white, whole	0 27-0 30
Peppers, white, whole	0 25-0 28
Seeds—	
Canary	0 10 0 12
Caraway, Canadian	0 10
Caraway, Dutch	0 14
Cardamon	1 25 1 50
Celery	0 40 0 50
Hemp	0 05 1/2 0 06
Rape	0 07 0 07 1/2

RICE AND TAPIOCA.—Patna rice continues firm on primary sources, but with no marked advance. Rangoons hold unchanged. Tapioca continues cheap at prices given below.

Rangoon Rice—	
"B," bags 50, 100 and 250 lbs.	Per cwt. 3 15
"B," pockets, 25 lbs.	3 25
"B," pockets 12 1/2 lbs.	3 35
"C.C.," bags 50, 100 and 250 lbs.	3 05
"C.C.," pockets 25 lbs.	3 15
"C.C.," pockets 12 1/2 lbs.	3 25
India bright	3 30
Lustre	3 40
Fancy Rices—	
Polished Patna	Per cwt. 4 40
Pearl Patna	4 60
Imperial Glace	4 90
Sparkle	5 10
Snow, Japan	5 30
Ice draps, Japan	5 45
Crystal, Japan	5 10
Carolina head	7 10
Imported Patna—	
Bags, 224 lbs.	Per lb. 0 05 1/2 0 05 1/2
Half bags, 112 lbs.	0 05 1/2 0 05 1/2
Quarter bags, 56 lbs.	0 05 1/2 0 05 1/2
Velvet head Carolina	0 09 0 10
Sago, brown	0 05 1/2 0 06
Tapioca—	
Singapore, medium pearl	Per lb. 0 05 0 06
Singapore, seed	0 05 0 07
Penang	0 04 1/2 0 05

NUTS.—Shelled walnuts have this week advanced 2c to 31c and 33c. Crops in France look poor, and as result of scarcity prices keep soaring. Normal price runs about 25c per lb. for good quality.

Shelled almonds are also strong at primary sources, and will remain so for first boat, but will likely ease off for second steamer.

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

ONTARIO.

Toronto, August 20.—With the busy traveller back on his rounds the shipping departments of the wholesalers picked up this week although the "mail order" business from outside points the last couple of weeks was reported good. The advent of Toronto Exhibition which will be on for the next two weeks makes an appreciable difference in travelers' orders, as a large number of grocers in the Province attend. Most of the wholesale men are inclined to take a bright view of fall prospects.

The market is presenting a single feature regularly now each week. A fortnight ago it was sugar up 10 cents; one week ago brooms were the main offenders, and this week the prominence has shifted to starch.

The Canada Starch Co., announces the following advances of 1/4 cent. a lb.:

Laundry Starches. per lb.	
Canada Laundry Starch	5 1/4
Canada White Gloss, 1 lb. pek.	6 1/4
No. 1, white or blue, 4 lb. cartons	6 3/4
No. 1, white or blue, 3 lb. cartons	6 3/4
Kegs, No. 1 White Starch	6 1/4
Bbls.	6 1/4
Edwardsburg silver gloss, 1 lb. chromo packages	7 1/2

Culinary Starch.	
Canada Pure Corn Starch, 40 lb. boxes	5 1/2
20 lb. boxes	1/4c higher.

Challenge Prepared Corn, 1 lb. packets ..... 5 1/2

The only cause assigned for the higher prices, and one that has been looked for for some time, is the rapid and material advance in the price of corn, which is now fully 35 per cent. higher than a couple of months ago. Whether this is the first of a series of increases, the manufacturers do not say.

SUGAR.—Prices continue firm this week and the eyes of brokers are turned towards the raw markets. Cuban raws are almost over for this season and the United States, heretofore protected by a preference with Cuba, is now forced into world markets, with the natural result of an increased demand. Advices from New York state that the raw market there is strong and that an advance is anticipated. If this is considerable the results upon the refined prices can hardly be underestimated. Many brokers are urging liberal buying at present rates.

A government report just issued states that the United States continues to be the heaviest consumer of sugar in the world, close to 8,000,000,000 lbs. Of this half is imported from foreign countries, one-quarter comes from Island possessions and one-quarter from home. India stands second with six billions; England, 3 3/4; Russia, 3, and Germany, 2 3/4 billions. Of the sugar manufactured in the United States only 1-3 is cane, and the rest from beets.

The U. S. Senate has expressed itself favorably to free sugar by 1916. Canadian prices are unchanged.

Extra Granulated Sugars—	
100 lb. bags	Per 100 lbs 4 50
20 lb. bags	4 60
2 and 5 lb. cartons	4 80
Second grade, in 100 lb. bags	4 35

Extra Ground Sugars—	
Barrels	4 90
50 lb. boxes	5 10
25 lb. boxes	5 30

Powdered Sugars—	
Barrels	4 70
50 lb. boxes	4 90
25 lb. boxes	5 10

Paris Lump—	
100 lb. boxes	5 75
50 lb. boxes	5 35
25 lb. boxes	5 55

Crystal Diamonds—	
Barrels	5 30
100 lb. boxes	5 25
50 lb. boxes	5 35
5 lb. cartons	6 40
Crystal Dominoes, cartons	7 20

Yellow Sugars—	
No. 3	4 55
No. 2	4 45
No. 1	4 15

Barrels granulated and yellow may be had at 5c per cwt. above bag prices.

MOLASSES AND SYRUPS.—These are in their ordinary dull mid-summer condition. The only interest awakened is the chance of corn syrups advancing with the "raw" product. So far no intimation, however, of this has been given.

A local wholesale firm, has sent out the following notice to its travelers: "Starch up 1/4 cent. No advance in



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price of syrup. Advise booking orders for same; quite likely some advance."

Syrup—		Per case.
2 lb. tins, 2 doz. in case	.....	2 40
5 lb. tins, 1 doz. in case	.....	2 75
10 lb. tins, 1/2 doz. in case	.....	2 65
20 lb. tins, 1/4 doz. in case	.....	2 60
Barrels, per lb.	.....	0 03 1/4
Half barrels, lb.	.....	0 03 1/4
Quarter barrels, lb.	.....	0 03 1/4
Pails, 3 3/4 lbs. each	.....	1 75
Pails, 2 1/2 lbs. each	.....	1 25
Molasses, per gallon—		
New Orleans, barrels	.....	0 27 0 29
New Orleans, half barrels	.....	0 29 0 31
West Indies, barrels	.....	0 28 0 30
West Indies, half barrels	.....	0 30 0 32
Barbados, fancy, barrels	.....	0 45 0 47
Barbados, fancy, half barrels	.....	0 49 0 50
Maple Syrup—Compound—		
Gallons, 6 to case	.....	4 80
1/2 gals., 12 to case	.....	5 40
1/4 gals., 24 to case	.....	4 80 5 40
Pints, 24 to case	.....	2 70 3 00
Maple Syrup—Pure—		
5 gallon cans, 1 to case	.....	1 25
Gallons, 6 to case	.....	6 80
1/2 gallons, 12 to case	.....	7 25
Quarts, 24 to case	.....	7 25 8 40
Pints, 24 to case	.....	4 70
Maple Sugar—		
Pure, per lb.	.....	0 14 0 15
Maple Cream Sugar—		
24 twin bars	.....	1 80
40 and 48 twin bars	.....	3 00
Maple butter, lb. tins, dozen	.....	1 80

NUTS.—The whole trend of the market is upwards. Shelled almonds, for instance, are opening 10 cents a lb. higher than last year and nothing can be secured under 40 cents. "New nut prices are not named," says one importer, "but they will be a great deal above 1912." Shelled walnuts are also up 1 cent.

In shell—	Per lb.
Almonds, Formigetta	..... 0 15
Almonds, Tarragona	..... 0 17
Brasils	..... 0 15
Filberts, Sicily	..... 0 13 1/2
Filberts, Barcelona	..... 0 09 1/2
Peanuts, green, per lb.	..... 0 10 0 10 1/2
Peanuts, roasted	..... 0 12 0 14
Pecans	..... 0 18 0 20
Walnuts, Bordeaux	..... 0 13 0 13 1/2
Walnuts, Grenoble	..... 0 16 0 16 1/2
Walnuts, Marbots	..... 0 14 0 15
Walnuts, Cornes	..... 0 13 0 14
Shelled—	
Almonds	..... 0 40 0 41
Filberts	..... 0 27
Peanuts	..... 0 09 0 10
Pecans	..... 0 15 0 16
Walnuts	..... 0 32 0 35

SPICES.—With the exception of firmer prices in peppers, the market is unchanged. The demand for pickling is now good and steadily increasing.

	5 and 10 lb.	1/4 lb.	1/2 lb.
Allspice	..... 22-27	72-80	90-90
Cassia	..... 22-27	72-80	90-90
Cayenne pepper	..... 22-25	72-80	90-1 05
Cloves	..... 30-35	1 02-0 95	1 05
Cream tartar	..... 30-32		
Curry powder	..... 22-27	65-0 85	75-0 85
Ginger	..... 22-27	65-0 85	75-0 85
Mace	..... 14-17	80-0 70	70-0 80
Nutmegs	..... 25-30	90-0 90	1 00-0 90
Peppers, black	..... 19-22	67-0 75	80-0 90
Peppers, white	..... 22-25	90-1 05	1 05-1 15
Pastry spice	..... 20-27	65-0 85	75-1 10
Pickling spice	..... 14-18	75-0 90	75-0 90
Turmeric	..... 15-18		

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

DRIED FRUITS.—Every indication from the new crops is that prices in Californian fruits will be higher. New prunes show an advance, and the few old ones on the market are also up. Valencia raisins, contrary to earlier reports, are up one shilling.

Currants are firmer this week, and Patras are up slightly owing to very unfavorable weather, rain falling at the critical time. As a result the market is advancing. Apples and apricots are firm.

Apples, evaporated, per lb.	.....	0 07 1/2 0 08
Apricots—		
Standard, 25 lb. boxes	.....	0 15 0 17
Choice, 25-lb. boxes	.....	0 17 0 19
Fancy	.....	0 20 0 22
Candied Peels—		
Lemon	.....	0 12 1/2
Orange	.....	0 13
Citron	.....	0 18
Currants—		
Filigras, per lb.	.....	0 07
Amalas, choicest, per lb.	.....	0 07 1/2
Patras, per lb.	.....	0 07 1/2
Vostizas, choice	.....	0 10
Vostizas, shade dried,	.....	0 10 1/2 0 11
Cleaned, 1/2 cent more.		
Dates—		
Fards, choicest, 12-lb. boxes	.....	0 08 1/2 0 09 1/2
Fards, choicest, 60-lb. boxes	.....	0 07 0 07 1/2
Package dates, per pkg.	.....	0 06 1/2 0 07 1/2
Figs—		
Natural figs, in bags, lb.	.....	0 05 0 07
Comadre figs, in taps, per lb.	.....	0 04 0 04 1/2
Eleme figs, in boxes, according to size, lb.	.....	0 10 0 15
Raisins—		
Sultana, choice	.....	0 10 0 12
Sultana, fancy	.....	0 12 0 14
Valencia, old stock	.....	0 08 0 08 1/2
Seeded, fancy, 1 lb. packets	.....	0 09 0 09
Seeded, choice, 1 lb. packets	.....	0 08

COFFEES.—The market is unchanged, although firmer. The new crop of Santos is 1c a lb. higher, and Mexican coffees are very firm.

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

TEAS.—Fine teas show a tendency to a little higher level, while common teas remain steady.

CANNED GOODS.

Montreal, August 19.—Shipment on early vegetables and fruits ordered ahead is now being made. For new business demand might be better, but is giving no cause for complaint.

On salmon, prices are being withheld by packers. This dealers claim is a wise move, as it allows of old stock, which this year is heavier than usual on account of last year's high prices being worked off before market becomes demoralized. At present orders are coming in for 2 or 5 cases at a time, and so long as new prices are held back everything appears satisfactory.

VEGETABLES.

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

(Group B is 2 1/2c. doz less in each case.)

FRUITS.

2's Black Cherries, pitted H.S.	.....	1 92 1/2
2's Black Cherries, not pitted H.S.	.....	1 82 1/2
2's Red, Ptd, Cherries, H.S.	.....	1 92 1/2
2's Not ptd., Red Cherries, H.S.	.....	1 82 1/2
Gals., Ptd., Cherries	.....	8 82 1/2
Gals. Not Ptd. Cherries	.....	8 02 1/2
2's Cherries, White Ptd., H.S.	.....	1 92 1/2
2's Cherries, White, Not Ptd., H.S.	.....	1 82 1/2
2's Black Currants, H.S.	.....	1 92 1/2
2's Preserved, Black Currants	.....	2 27 1/2
Gals. Black Currants, Standard	.....	5 27 1/2
Gals. Black Currants, Solid Pack	.....	5 27 1/2
2's Red Currants, H.S.	.....	1 92 1/2
2's Red Preserved Currants	.....	2 27 1/2
Gal. Red Currants, Standard	.....	5 27 1/2
Gals. Red Currants, solid pack	.....	5 27 1/2
2's Gooseberries, H.S.	.....	1 77 1/2
2's Gooseberries, Preserved	.....	2 05 1/2

Gals. Gooseberries, Standard	.....	7 02 1/2
Gals. Gooseberries, solid pack	.....	8 17 1/2
2's Pineapple, sliced, H.S. White Bahama	.....	1 82 1/2
2's Pineapple, grated, H.S. White Bahama	.....	1 47 1/2
2's Pineapple, whole, H.S. White Bahama	.....	1 92 1/2
3's Pineapple, whole, H.S. White Bahama	.....	2 47 1/2
2's Rhubarb, Preserved	.....	1 52 1/2
3's Rhubarb, Preserved	.....	2 27 1/2
Gals. Rhubarb Standard	.....	3 52 1/2
2's Strawberries, H.S.	.....	1 92 1/2
2's Strawberries, Preserved	.....	7 52 1/2
Gals. Strawberries, standard	.....	2 27 1/2
Gals. Strawberries, solid pack	.....	9 77 1/2

(Group B is 2 1/2c. doz. less in each case.)

TORONTO, Aug. 21.—No inkling has been given yet as to salmon prices by the B. C. packers. The run is about half over and is reported fair. Telegraphic reports indicate an abnormal run in some rivers.

The prices on canned beans are expected next week. The crop is very short owing to the drought and little, if any, drop in last year's prices are looked for.

The estimates of two weeks ago as to corn and tomatoes have had to be reduced owing to lack of rain and excessive heat. Western Ontario is in better shape than the East, where Prince Edward County seems to have suffered most.

MANITOBA MARKETS.

Winnipeg, Aug. 21.—Harvest may now be said to be general in Manitoba and a start is being made at several points in Saskatchewan and Alberta. Heavy rains and some hail did some damage at the end of last week but in the aggregate it did not amount to much and at the time of writing conditions may be considered ideal.

Wholesale grocers report a steadily increasing volume of business and the output to-day compares favorably with that of last year. Country merchants are beginning to carry heavier stocks to meet the greatly increased consumption in connection with harvest and threshing.

Prices on all staples are steady the only change of note being a reduction of 3/8 cents per lb. on tapioca.

Collections are fair but the conservative policy pursued on all hands during the past six months has kept credits down and the West faces the opening of the new crop year burdened with little debt.

SUGAR.—There is no change since the advance announced recently although there is an opinion in the trade that a further bulge in prices may be expected. The consumptive demand is at present heavy.

Extra standard granulated, per bbl.	.....	5 00
Montreal yellow, per bbl.	.....	4 55
B.C. yellow, per barrel	.....	4 55
Icing sugar, per barrel	.....	5 55
Powdered, per barrel	.....	5 35
Lumps, hard, per barrel	.....	5 85
Sugar in sacks, 5c less.		

SYRUPS.—Corn prices are extremely high and corn products are almost sure to go up sooner or later in sympathy with the price of the raw material.

Corn Syrup—		
1 lb. tins, per case	.....	1 25
5 lb. tins, per case	.....	1 65



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10 lb. tins, per case	2 51
20 lb. tins, per case	2 62
Barrels, per 100 lbs.	3 82
Molasses, New Orleans, gal.	0 33
Molasses, Barbados, gal.	0 50
Maple syrup, quarts, per case	6 20
Maple syrup, 1/2 gals.	5 85

**DRIED FRUITS**—With a market well supplied with green fruits at reasonable figure, there is no very active demand for dried fruits. Prices are steady.

Prunes—	Per lb.
Prunes, 80 to 90, 25 lbs.	0 06
Prunes, 90 to 100, 25 lbs.	0 06 1/4
Prunes, 70 to 80, 25 lbs.	0 06 1/4
Prunes, 60 to 70, 25 lbs.	0 07 1/4
Prunes, 50 to 60, 25 lbs.	0 08 1/4
Prunes, 40 to 50, 25 lbs.	0 10 1/4
Apricots—	
Choice	0 15 1/4
Standard	0 13 1/4
Slab	0 11 1/4
Nectarines	0 11 1/4
Cooking Figs—	
Choice boxes	0 06 1/4
Half boxes	0 06 1/4
Half bags	0 05 1/4
Valencia Raisins—	
Fine, f.o.s., 28s, s.p., per box	2 75
Fine, selected, 28s, s.p., per box	2 70
4-crown layers, 22s, s.p., per box	2 65
4-crown layers, 17s, s.p., per box	1 35
4-crown layers, 17s, s.p., per box	0 75
Ne plus ultra, 82s, s.p., per box	2 20
Sultanas—	
California	0 09 1/4
Smyrnas	0 14
Currants—	
Dry clean, per lb.	0 07 1/4
Washed, per lb.	0 07 1/4
1-lb. package	0 08 1/4
2-lb. package	0 17 1/4

**COFFEE**—The New York coffee market is described as reactionary. There is no doubt it has been nervous and fluctuations have been wide with a general tendency for prices to advance.

Coffee—	
Green Rio, No. 5	0 14 1/4
Roasted Rio	0 20
Green Santos	0 15 1/4
Roasted Santos	0 21
Chicory	0 11 1/4
Teas—	
China blacks, choice	0 25
Japans, May picking	0 35
Japans, choice	0 35

**NUTS**—There is nothing new to report here as regards nut trade. There is a steady if not very brisk demand with prices unchanged.

Brazil	0 18	0 19
Tarragona almonds	0 19	0 19
Peanuts, roasted, Jumbos	0 13	0 13
Peanuts, choice	0 11	0 11
Pecans	0 22	0 22
Marbot walnuts	0 13 1/4	0 13 1/4
Grenoble walnuts	0 16	0 16
Sicily filberts	0 11 1/4	0 11 1/4
Shelled almonds	0 28	0 28
Shelled walnuts	0 21	0 21

**GREEN FRUITS**—There is an excellent demand for all lines of green fruits and vegetables and the market is well supplied with all lines. New Iowa and some Ontario apples are now on the market. Washington peaches and plums will be on the market this week.

New potatoes, bushel	0 90
Cocoanuts, doz.	1 25
Washington peach plums	1 50
Washington apricots	1 65
Blackberries, crate	5 00
Bananas, per bunch	2 50
California cantaloupes	10 00
Messina lemons	7 50
Valencia oranges	6 50
Watermelons, dozen	6 00
Evaporated Cranberries	3 50
California plums, crate	2 75
California peaches, crate	1 90
Imported honey, box	5 50
California Bartlett pears	4 00
California cantaloupes	6 00
Ontario tomatoes, basket	1 80
Blueberries, basket	1 80
California tomatoes, per case	1 80
Manitoba new potatoes, basket	1 00
Apples, bbl.	5 00
Box apples	2 75

**FLOUR AND CEREALS**—Stocks of flour are generally considered to be low at country points and a better demand is looked for. Export business is quiet.

Best Patents, bbl.	5 00
Seconds	5 10

First Clears	4 20
Low grade	2 90
Jute bags 10 cents less.	3 10
Cornmeal, 95 lbs.	1 95
Rolled Oats, 80 lbs.	1 65
Wheat granules, bale, 16.60	3 25
Granulated Oatmeal, 95 lbs.	2 15

## NEW BRUNSWICK MARKETS.

### By Wire

St. John, Aug. 20.—Markets show little change. The weather is fine and helpful to business. Collections are rather poor. They have been fair but last week showed some discouraging returns. The mill strike about St. John is affecting business still. No change is now expected in Manitoba flour until September when they expect cheaper flour. Cornmeal is higher.

Rolled oats are firmer. Cheese is higher, but buying light as prices are considered too high. Eggs have advanced from 4 to 8 cents and are scarce, owing to haying. Cheese is up 1/4 to 1/2 cent; cornmeal granulated, up 25 cents and bags 15 cents. Dairy butter has advanced one cent and creamery the same.

Bacon, roll	0 16	0 16 1/4
Bacon, breakfast	0 20	0 22
Beans, Austrian, bushel	2 30	2 65
Beans, yellow eye, bushel	3 75	3 80
Butter, dairy, per lb.	0 25	0 25
Butter, creamery, per lb.	0 26	0 28
Buckwheat, W., grey, bag	2 75	2 85
Cheese, new, lb.	0 14	0 14 1/4
Currants, 1's, lb.	0 07 1/4	0 08
Canned Goods—		
Beans, baked	1 30	1 35
Beans, string	1 02 1/2	1 05
Corn, doz.	0 97 1/2	1 00
Peas, No. 4	0 35	0 30
Peas, No. 3	0 87 1/2	0 90
Peas, No. 2	0 90	0 95
Peas, No. 1	1 30	1 35
Peaches, 2's, doz.	1 55	1 60
Peaches, 3's, doz.	2 35	2 40
Raspberries, doz.	1 97 1/2	2 00
Strawberries	1 97 1/2	2 00
Tomatoes	1 65	1 70

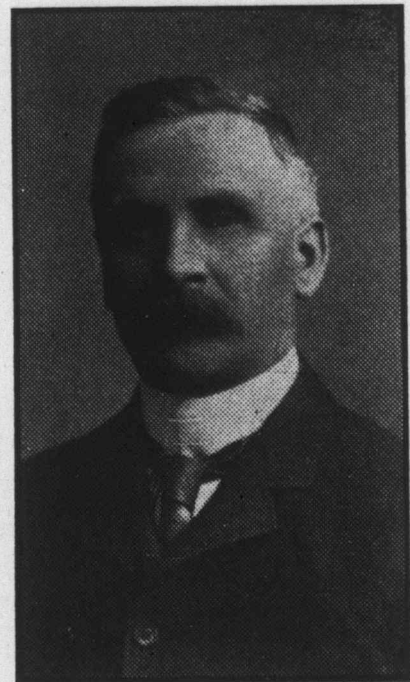
Cornmeal, gran.	5 25
Cornmeal, bags	1 75
Cornmeal, bbls.	3 65
Eggs, henney	0 28
Flour, Manitoba	6 45
Flour, Ontario	5 70
Lard, compound, lb.	0 11 1/4
Lard, pure, lb.	0 16
Lemons, Messina, per box	3 50
Molasses, Barbados, fancy	0 38
Oatmeal, rolled	5 25
Oatmeal, std.	5 50
Pork, domestic mess	29 00
Backs, American clear, bbl.	25 00
Potatoes, barrel, new	2 00
Raisins, California, seeded	0 08
Rice, per cwt.	3 60
Salmon, Case—	
Red Spring	9 25
Cohoos	8 50
Sugar—	
Standard granulated	4 60
United Empire	4 50
Bright yellow	4 40
No. 1 yellow	4 10
Paris lump	5 50

## NOVA SCOTIA MARKETS.

Halifax, Aug. 20.—(By wire.)—Feature of week in local grocery markets is sharp advance in California raisins. Stocks are light. Choice seeded have been advanced from 7 to 8 1/2 cents and fancy seeded from 8 to 9 cents. Sugars are steady. Extra standard is \$4.60, United Empire \$4.50, and bright yellow \$4.40. Demand for fruit is good and imports of American stock are heavy. Prices for hams and bacon continue firm. New potatoes are one dollar per bushel. Oranges are in better supply but prices remain high. There is better demand for flour and rolled oats.

## DEATH OF F. F. DALLEY.

The recent death of Fenner Frederick Dalley, president of The F. F. Dalley Co., Limited, Hamilton, has removed one of the best known men in the grocery business in Ontario. Mr. Dalley was a resident of Hamilton all his life. He was a son of the late Edwin Dalley, who was in business in that city for a number of years. The son spent some time in his father's store, where a specialty was made of grocers' sundries. In time Mr. Dalley took over the business, and soon decided to go into manu-



The late F. F. Dalley, who was president of The F. F. Dalley Co., Limited, Hamilton.

facturing. In a few years it was necessary to establish an American branch in Buffalo, N.Y., and to-day the firm does business in all quarters of the globe.

In the earlier stages of his business Mr. Dalley travelled throughout Ontario, when the comforts of travelling were not what they are to-day. Many of the older merchants still in business will remember calls made upon them by Mr. Dalley. In this field as in his social life in Hamilton he made hosts of friends. The late Mr. Dalley took a deep interest in educational affairs, and was for 16 years a member of the Board of Education, and acted one year as chairman. He also belonged to the Board of License Commissioners and Cemetery Board, on both of which he rendered valuable service.

A wife, two sons, Fred Fenner and J. Norman Dalley, and one daughter, Mrs. P. H. Douglas, all of Hamilton, are left to mourn his loss.



# FLOUR & CEREAL DEPARTMENT



## All Mill Feeds Advance One Dollar a Ton

Due to Firmness in Wheat and Export Demand for Mill Feeds—Cornmeal Also Up 10 Cents in Montreal and 15 Cents in Toronto Corner in September Corn Rumored—Good Demand for Flour.

Advances in cornmeal and in all lines of mill feeds are the features of the markets this week. Some dealers were content to raise quotations on cornmeal from \$1.95 to \$2.00, but on Wednesday morning a leading firm in Toronto announced their prices at \$2.10 to \$2.25, an advance of 15c a bag in a week, and 25c in the last three weeks. Steady advance in corn is assigned as reason. One dealer in illustration of this remarked that a couple of months ago he had been urged to buy September corn, which was quoted then around 56. Today it is 75½, he added regretfully, as a fortune on paper seemed to disappear.

Some of the Toronto millers are inclined to credit a Chicago rumor that the famous wheat corner man, Patton, has engineered a corner in September corn, which might account for the daily inflations more than the crop reports, which do not fluctuate to anything like degree that the changing market would infer.

These crop estimates agree that the corn crop will be about 300,000,000 bushels below 1st of August estimate.

Harvesting is in full swing in the West, and the only disquieting reports this week are of heavy rains pretty generally throughout the West and threatened frosts in the vicinity of Calgary. The rains have delayed cutting in many districts. The estimates of the wheat crop vary from 175,000,000 to 205,000,000 bushels. The old difficulty is being experienced in securing skilled harvesting hands.

Wheat at Winnipeg and Chicago showed a slight advance daily up to Monday night, but on Tuesday of this week the grain markets at both centres were lower all around. In Chicago, in spite of some anxiety over reports of excessive rain in the Canadian West, and an advance of ¼d in Liverpool, wheat sagged in sympathy with corn. In Winnipeg the unfavorable weather reports drew wheat up ⅛ on opening, but the drop in corn on American mar-

kets caused wheat to close ⅝c to ¾c lower.

### MONTREAL.

FLOUR.—During past week there has been good demand over cable for flour, with fair amount of business resulting. Importers have at last come up to the ideas of exporters. Recognizing that prices are still to be firmly maintained here, and that they must have the flour, they have come to consider price as something rather of secondary consideration. Locally also business has been picking up, so that all around better satisfaction is expressed. With shortage in corn crop, and resulting firmness in prices, both wheat and oats are continuing to hold high in sympathy.

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

CEREALS.—Cornmeal up another 20 cents per barrel, or 10 cents per sack, and hominy up another 20 cents per sack, are the two changes registered during past week.

Corn is steadily creeping upward, so that to-day cash corn is up about 12 or 15 cents per bushel over prices quoted month ago. The whole explanation consists in a shortage in the United States crop of from 300,000,000 to 400,000,000 bushels. Corn in turn is keeping up prices on wheat and oats, and thus causing greater firmness in flour and rolled oat markets. Should this high corn continue, millers claim that they will import corn from Argentine, where a good crop has been harvested.

	Per 96-lb. sack	
Cornmeal—		
Kiln dried	2 30	2 30
Softer grades	2 20	2 20
Rolled Oats—		
Small lots	2 35	2 35
25 bags or more	2 25	2 25
Rolled oats in cotton sacks, 5 cents more.		
Oatmeal—Fine, standard and granulated, 10 per cent. over rolled oats in 90s, in jute.		
Rolled wheat—		
Small lots	2 85	2 85
Hominy, per 96-lb. sack	2 50	2 50

MILL FEEDS.—One dollar all round

is the extent of the advance on mill feeds during past week. This has been expected and predicted by millers for some time, and considering firmness in wheat, which for long time now has been prevailing, this advance is not at all to be wondered at. At present there is a heavy demand for bran from the New England States for export. Inquiries have been made at high prices, but so short is supply locally that millers state they have no bran to sell for export at any price. Under such conditions there would appear no possibility of a decline, but rather good prospects for even higher prices.

Mill Feeds—	Car lots, per ton
Bran	19 00
Bran	20 00
Shorts	22 00
Middlings	24 00
Wheat moulee	28 00
Feed flour	32 00

### TORONTO.

FLOUR.—The market shows no changes this week, with a demand slightly heavier. Ontario farmers are holding off in most cases for higher prices.

Manitoba Wheat Flour—	Small lots, in bags, per bbl.	
First patent	5 60	5 60
Second patent	5 00	5 00
Strong bakers'	4 90	4 90
Flour in cotton sacks, 10c per bbl. more.		

Winter Wheat Flour—		
Fancy patents	5 00	5 20
90 per cent.	4 90	5 00
Straight roller	4 80	4 90
Blended flour	5 05	5 35

CEREALS.—While kiln dried cornmeal has advanced 15 cents to \$2.10, as compared with \$1.85 three weeks ago, rolled oats showed no inclination to follow suit, and the best information is that it will not advance again for some considerable time.

Cornmeal, per 96 lb. bag—		
Kiln dried, 25 bag lots	2 10	2 25
Softer grades, 25 bag lots	1 80	1 85
Rolled oats, per 90 lb. sack, in jute—		
Small lots	2 35	2 37½
25 bags to car lots	2 25	2 30
Rolled oats in cotton sacks, 5 cents more.		
Oatmeal, standard and granulated, 10 per cent. over rolled oats in 90 S, in jute.		
Rolled Wheat—		
50 lb. boxes	1 50	1 50
100 lb. barrels, small lots	2 80	2 80
100 lb. barrels, 5 bbl. to car lots	2 80	2 80

MILL FEEDS.—The continued drought, which is parching the pastures and keeping up and rather increasing the demand for mill feeds, together with small supplies on hand, have combined to cause the advance in bran this week to \$20 and shorts to \$22, with the other lines showing an equal increase.

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





## Good Crop of Potatoes is Now Assured

Prices Dropped to \$1.25-\$1.35 a Bag — Carloads of Peaches With St. Johns at \$1.00—Drop of Bananas in Montreal—Pears and Plums Easier.

### MONTREAL.

**GREEN FRUITS.**—Prices on California fruits hold practically at same level as last week. Pears which ran exceptionally high last week, have again fallen back to original level. Plums too are slightly easier. Tragedies are now practically off market, and only plums offered on auction on Monday were Burbanks. As soon as Canadian fruits begin to offer freely prices on imported will of necessity, fall. Importers state that even now California is practically through shipping, and that stocks now coming to hand are shipped from the mountains where crops are comparatively light.

Saguenay blueberries are now coming freely to hand. These come in large boxes of 20 quarts, and sell at \$2.50 to \$2.75 per box. New Brunswick blueberries are also to be had at 16 to 18 cents per quart box.

Owing to hot weather, and heavy shipments of bananas having been received late last Saturday, prices dropped all round about 25 cents. Of ripe stock, bunches sold for what they would bring, some going out for as little as 50 cents. An excellent chance for the hawker to sell bananas cheap, cheap!

Apples, Canadian, 11-qt. bkt.	0 45	0 80
Bananas, crate	2 00	2 25
Blueberries, Saguenay, 20-qt. box	2 50	2 50
Blueberries, N.B., per qt.	0 16	0 15
Cantaloupes, Canadian, 2 in bkt.	1 25	1 25
Cantaloupes, Canadian, 3-8 in bkt.	1 00	1 00
Cantaloupes, California, 45s, per crate	4 00	4 50
Cantaloupes, Canadian, crate, 7-9	2 00	2 00
Grapes, Malaga, 25 lb. box	3 00	3 00
Grapefruit, Jamaica, case	6 00	6 50
Lemons, Verdelli, case	4 25	4 50
Limes, Florida, box of 100	1 25	1 25
<b>Oranges—</b>		
Jamaicas, 12s to 25s	3 00	4 00
Sorrentos, 80s	2 50	2 50
Sorrentos, 180s	4 50	4 50
Sorrentos, 300s	5 00	5 00
Messina, 100s, half boxes	2 75	2 75
Messina, 80s, half boxes	2 50	2 50
Late Valencia	5 50	6 50
Pears, Gifford, Canadian, 11-qt. bkt.	1 00	1 00
Pears, Gifford, Canadian, 8-qt. bkt.	0 50	0 50
Pears, Bartlett, California, box	3 75	4 00
Peaches, Clingstone, Canadian, 11-qt. bkt.	0 50	0 50
Peaches, Clingstone, Canadian, 6-qt. bkt.	0 30	0 35
Peaches, Crawford and Elberta, California, box	1 35	1 40
Plums, Burbanks, Canadian 11-qt. bkt.	0 50	0 50
Plums, California, Wickson and Burbanks, 4 bkt. carriers	2 25	2 50
Plums, California, Tragedies, 4 bkt. carriers	2 50	2 50
Plums, Canadian, 11-qt. bkt.	0 50	0 60

Plums, Canadian, 6-t. bkt.	0 30	0 35
Raspberries, black, qt.	0 12	0 15
Watermelons, each	0 35	0 50

**VEGETABLES.**—Potatoes being now offered in bags of about 70 pounds, and sell at 90c to \$1 per bag. Quality is said to be quite up to average all through Quebec and quantity also heavy. Should everything turn out right, dealers predict cheap potatoes for this winter.

Beans, wax, per bag of 15 lbs.	0 75	1 00
Beets, new, dozen	0 30	0 35
Beans, green, per bag 25 lbs.	0 75	0 75
Cabbage, domestic, per doz.	0 75	0 75
Carrots, bunch of doz.	0 25	0 25
Cauliflower, per dozen	1 50	2 00
Celery, domestic, dozen	0 50	0 50
Corn, domestic, per 10 doz. sack	1 50	1 50
Cucumbers, domestic, per doz.	0 40	0 40
Egg plant, basket of 12	1 25	1 25
Lettuce, domestic, heads, doz.	0 50	0 60
Lettuce, Boston heads, box of 2 doz.	2 00	2 25
<b>Onions—</b>		
Egyptian, bag, of 116 lbs.	2 50	2 50
Spanish, per case	3 00	3 50
Red Danvers, bag	3 50	3 50
New, green, per bunch	0 15	0 15
Peas, domestic, per 2 bushel bag	1 00	1 00
Peppers, green, 11-qt. bkt.	0 50	0 50
<b>Potatoes—</b>		
Virginia, per bbl.	3 50	3 50
Domestic, bag of 70 lbs.	0 90	1 00
Radishes, per dozen	0 15	0 20
Turnips, Quebec, bag	1 50	1 50
Turnips, bunch of doz.	0 25	0 35
Tomatoes, Canadian, outdoor, 11 qt. bkt	0 40	0 50
Tomatoes, Canadian, box 33 lbs.	1 00	1 50
Vegetable marrow, doz.	1 00	1 00

### TORONTO.

**FRESH FRUIT.**—Niagara peaches loaded up every nook and corner of the fruit market on Tuesday and left hardly room to move about. They came in carload after carload. A large proportion of them were the luscious St. Johns, a variety of prized Crawfords, which sold for 90 cents to \$1.10 for the large basket and 65 cents for the small. The cling stones were also plentiful but 60 cents was about their limit. Red Birds went at 75 cents

There was a rush of Lawtonberries that caused market to sag to 8 and 9 cents and only a few choice lots were good for 10. Apples are coming in a little more freely and barrel quotations were made by some dealers, Duchess at \$2 to \$2.50, and Astrachan \$2.50 to \$3.00. By the basket the poorer grades were 25 cents and the better up to 40

cents. Blueberries were in fair supply, the large ones at \$1.50.

Canadian plums were again plentiful, fine lots of Bradshaws going at \$1 a basket, with 40 to 75 cents for the ordinary lines.

Apples, Canadian, Basket	0 25	0 40
Bananas, per bunch	1 50	2 25
Blueberries	1 75	1 85
Cantaloupes, Canadian, crates	1 50	1 50
Cantaloupes, Canadian baskets	0 75	1 00
Cocoanuts, per sack of 80	5 00	6 50
Grapes, Malagas, case	3 00	3 00
Oranges, California Valencias	5 50	6 25
Limes, per box of 100	1 00	1 00
Lemons, Verdelli, new	5 00	5 50
Peaches, California, box of 8-10 dozen	1 25	1 50
Peaches, Canadian, St. Johns, large bkt.	0 90	1 10
Peaches, Canadian, clingstone, large bkt.	0 69	0 70
Peaches, California, box of 8-10 dozen	1 50	1 75
Peaches, Canadian, small bkt.	0 40	0 50
Peaches, Canadian, large bkt.	0 75	0 90
Plums, California	1 50	2 00
Plums, Canadian	0 25	0 40
Lawtonberries	0 08	0 10
Watermelons, 23 to 35 lbs.	0 40	0 50

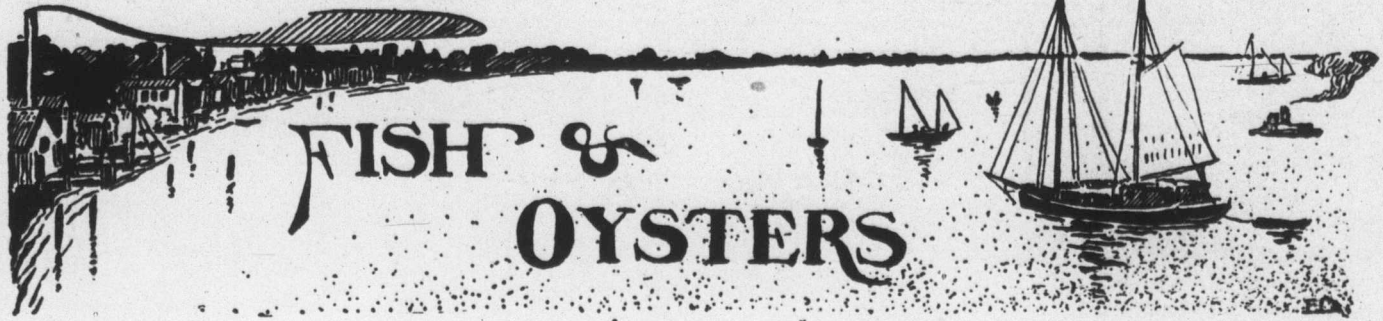
**VEGETABLES.**—Brighter news about potatoes has appeared this past week from many sections of province. As late as fortnight ago prospects were gloomy, but dealers now feel confident that crop will be at least as good, and far beyond last year's. The liberal supply on Tuesday caused drop in prices and bags could be bought anywhere at from \$1.25 to \$1.40. The American potatoes are now off market and New Brunswicks have not started in. The price, it is generally believed, will go still lower.

Tomatoes with some slight fluctuations centre around 50 cents, although 60 cents was a common figure for choice goods. The general opinion is that ten days ago saw the lowest point and that the price will continue about same for the rest of the season.

Corn which has kept up for the last three weeks is now down to "popular" prices at 10-13 cents. Celery is again down 10 cents to 35-40, and cabbage has dropped from \$3 to \$2.75.

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





## Oyster Week in Canada: October 20-25

Campaign of Growers to Increase Consumption — Better Grades This Fall—Sword Fish Drops 2 to 8 Cents—First Receipts of Smoked Haddies and Kippers.

### MONTREAL.

FISH.—Again this week sword fish form the main feature on the market. Owing to receipts being heavy, and the height of the season now having been reached, prices have again dropped 2 cents to 8 cents per lb. The fish is continually becoming better esteemed as it becomes better known, and quantity consumed this year is already far in advance of that of last year at corresponding date.

A few fresh mackerel are still arriving. These are small for the most part, averaging 1½ lbs each. Stocks now arriving are amongst last shipments of season and it is not expected that any will be had after a short time now.

Supplies of halibut arriving during past week have been quite regular, and removed all fears of impending scarcity talked about last week.

Sockeye salmon are totally lacking in market this week. Run of coho and steel head, however will be on about middle of September so that market will not be without B. C. salmon of one kind or another for long. Gaspe salmon season is now just about over. Though this closed practically on August 1, some stocks have been coming up to present date from outside districts. This week, however, shipments have been very much less, which would indicate a rapid wind-up shortly.

Local fishing for barbottes is just commencing. After September 1 shipments will be regular and heavy, but till that time supplies will be rather light and intermittent.

First shipments of smoked haddies and kippers were received during past week and already demand has shown a brisk increase. Prospects all point for a good season to come.

Daily the call for shell oysters, clams and all shell fish is increasing. Supplies of those are now on increase and trade should begin in earnest shortly.

Fresh Stock—		
Barbottes, dressed, lb.	0 09	0 10
Bass, striped, per lb.	0 14	0 15

Bluefish, per lb.	0 16	0 18
Carp, 100 lb. boxes, per lb.	0 08	0 09
Cod, market, 250 lb. cases, per lb.	0 05	0 05
Doree, 100 and 150 lb. cases, per lb.	0 15	0 15
Flounders, per lb.	0 06	0 07
Frogs legs, large, per lb.	0 50	0 50
Frogs legs, small, per lb.	0 25	0 25
Haddock, per lb.	0 05	0 06
Halibut, per lb.	0 11	0 12
Herring, per 100 fish, large.	3 00	3 00
Mackerel, 1½ lb. fish, each	0 15	0 15
Perch, dressed, per lb.	0 09	0 10
Pike, dressed, per lb.	0 07	0 08
Salmon, Gaspe, per lb.	0 22	0 22
Steak cod, per lb.	0 12	0 12
Smelts, per lb.	0 08	0 08
Sword fish, per lb.	0 12	0 12
Trout, brook, per lb.	0 30	0 30
Trout, lake, per lb.	0 11	0 12
Turtles, small, per lb.	0 15	0 15
Whitefish, per lb.	0 12	0 13
Shell Fish, Fresh—		
Clams, per barrel	7 00	7 00
Crab meats, per gal.	2 50	2 50
Lobsters, live, per lb.	0 28	0 28
Lobsters, boiler, per lb.	0 28	0 28
Meats, bulk, standards, gal., \$1.50; selects	1 80	1 80
Meats, solid, standards, gal., \$1.80; selects	2 00	2 00
Oysters, Cape Cod, shell	12 00	12 00
Periwinkles, per bushel	2 00	2 00
Prawns, per gal.	2 75	2 75
Scallops, per gal.	2 00	2 00
Shrimps per gal.	2 00	2 00
Frozen Stock—		
Haddock, per lb.	0 04	0 05
Herring, per 100 fish	1 50	1 50
Pike, per lb.	0 06	0 06
Smelts, fancy, per lb.	0 12	0 13
Smelts, No. 1, per lb.	0 08	0 09
Salmon, fancy, Spring, per lb.	0 14	0 15
Salmon, Gaspe, per lb.	0 15	0 16
Salmon, Qualla, per lb.	0 07½	0 08
Whitefish, per lb.	0 07	0 10
Prepared Stock—		
Boneless fish, 20 lb. pkgs.	0 07	0 08
Cod, pure, cs. of 20 tablets, per lb.	0 10½	0 10½
Cod, pure, 3 lb. box, per lb.	0 15	0 15
Cod, boneless strip, 30 lb. box, lb.	0 10	0 10
Cod, boneless strip, 2 lb. blks., in 20 lb. pkgs., lb.	0 07	0 08
Cod, shredded, box of 2 doz.	6 00	6 00
Cod, skinned, per 100 lb. box.	6 00	6 00
Cod, dried, per 100 lb. bundle.	6 50	6 50
Pollock, dried, per 100 lb. bundle.	6 00	6 00
Salted and Pickled Stock—		
Cod, green, ordinary, per 200-lb. bbl.	7 00	8 00
Cod, green, white napes, per 200-lb. bbl.	8 00	9 00
Haddock, No. 1, green, per 200 lbs.	5 00	6 00
Herring, Holland, per keg, 75c; per ¼ bbl., \$5.00 to \$6.00; per bbl.	9 00	10 00
Herring, Labrador, ¼ bbl., \$2.75, bbl.	5 00	5 00
Herring, Scotch, keg of 12 lbs. net, \$1.25 to \$1.35; ¼ bbl.	7 00	7 00
Mackerel, No. 1, 20 lb. kits, \$1.75, ¼ bbl., \$7.50, bbl.	15 00	15 00
Salmon, Labrador, ¼ bbl., \$8.00 to \$9.00, bbl.	15 00	16 00
Trout, lake, kegs	7 00	7 00
Trout, sea, half barrels	6 50	6 50
Smoked Stock—		
Bloaters, per box	1 00	1 10
Fillets, regular and fancy, lb.	0 10	0 12
Haddies, regular and fancy, lb.	0 06	0 08
Herring, new, per box	0 13	0 15
Kippers, small, box of 50 fish.	1 00	1 25
Salmon, per lb.	0 22	0 22

### TORONTO.

OYSTERS.—Within one week the first oysters will make their appearance on the local market, according to an official announcement made to Canadian Grocer on Tuesday. Spawning was from three to four weeks earlier this year than for the past three years, and with that extra period to recuperate it is ex-

pected that a better grade will be secured. The season will open on Sept. 1, with a little stock promised for August 28. The week of Oct. 20-25 will be observed as "Oyster Week." The retailers should fall in line with the growers and unite to push the sale during this period. Material for store display will be furnished by the growers.

FISH.—The local market shows no changes in prices this week. Herring and halibut are plentiful but whitefish is still scarce.

"But scarce or plentiful makes no difference," declared one dealer. "People in Toronto seem to look on fish as a staple article like bread or sugar, and won't stand for any higher prices even if we can't get nearly enough to satisfy the demand. They seem willing to pay so much and no more, so that our market goes on with few changes."

Frozen Stock—		
Roe shad, weight 3 lbs., each	1 00	1 25
Whitefish, per lb.	0 09	0 10
Fresh Caught—		
Haddock, per lb.	0 06½	0 07
Halibut, per lb.	0 10	0 11
Herring, per lb.	0 05	0 06
Mackerel, weighing 1¼-3 lbs., each	0 15	0 25
Pickeral, yellow, per lb.	0 06	0 12
Pike, per lb.	0 06	0 08
Roe shad, weight 3 lbs., each	1 00	1 50
Salmon, B.C., per lb.	0 07	0 19
Steak, cod, per lb.	0 07	0 08
Trout, per lb.	0 10	0 12
Whitefish, per lb.	0 10	0 12
Smoked—		
Finnan haddie, per lb.	0 08	0 08
Kippers, box of 40	1 10	1 25
Bloaters, box of 60	1 25	1 25
Prepared—		
Cod, 1 lb. tablets, case of 20	3 00	3 00
Salted and Pickled—		
Herring, Holland, per keg	0 09	0 09

### ST. JOHN. N.B.

FISH.—Salmon season has ended. Dealers are endeavoring to supply demand by substitution of other lines but it is not an easy task. It was one of the best salmon seasons experienced about St. John for many years. Phenomenal catches in sardines are reported amongst the harbor fishermen. Schooners from Eastport and other American ports have taken away heavy shipments of sardines for the canning factories there, at from \$4.50 to \$5 a hoghead. Other lines of fish are selling well at standard prices, and demand keeps up consistently.

There were 1,854,438 bags of coffee shipped from Brazil to New Orleans in the year ending June 30, 1913.





# Produce & Provisions



## Hams and Bacons Have Advanced Again

Up ½c to 1c on Toronto Market—Supply of Hogs Still Light—Cheese More Active at Shade Lower Price—Butter and Meat Stocks Piling Up in Montreal—Holding Poultry off for Exhibition.

The earnest desires of all classes who handle hogs and hog products down to the consumer, with the single exception of the men who grow them, have not availed to keep prices down to a reasonable selling figure for hams and bacon registered another advance this week of ½ to 1 cent all 'round in Toronto, except backs. Hogs hover around \$9.65 to \$9.75 where they have been for two weeks and apparently the expressed intention of buyers not "to follow" them any higher has served to hold them steady. Pure lard which went up in Montreal in reply to the rise in hogs is still quotably the same in Toronto but one large house considers that it is just about ready for an advance.

The heavy holdings in butter and eggs tend to keep the market where it is. There was a movement in cheese due to a slightly easier quotation and four out of five lots were sold.

Following were the proceedings on the Toronto Produce Exchange on Monday, Aug. 18:

**BUTTER.** — Dairy, none; creamery, 25 box prints under finest, 24, 23 bid; 50 box prints finest, 25, not sold; 75 box solids, finest, 25, 23½ bid; 500 box solids, finest 24 bid, not sold.

**EGGS.**—50 cases rots out, 22¾, not sold.

**CHEESE.**—50 large Sept. 1912, 13½, sold 13¼; 50 twins June, 13¾, not sold; 50 large new pfr., 13⅞, sold; 25 twins new pfr., 13⅞, sold; 25 trip, new pfr., 1, 13⅞ sold.

**HONEY.**—25 to 60 new clover, 11, sold at 10¾; 15 to 60 new clover, 10½, not sold.

### MONTREAL.

**PROVISIONS.**—Owing to prices of raw material keeping up, all meats still hold at last week's prices. Demand has fallen off somewhat, however, since last week's increase and as buying is largely for immediate requirements only, a

rather easier tone has been working into the market. The lack of consumption has also permitted a piling up of stocks, which though not heavy as yet may have a weakening effect on the market later.

Hams—		Per lb.
Light, under 12 lbs.	.....	0 22
Medium, 12 to 20 lbs.	.....	0 20½
Large, 20 to 40 lbs.	.....	0 19½
Backs—		
Plain, bone in	.....	0 23¼
Boneless	.....	0 26
Peameal	.....	0 26
Bacon—		
Breakfast	.....	0 21
Roll	.....	0 17
Shoulders, bone in	.....	0 16
Shoulders, boneless	.....	0 16½
Cooked Meats—		
Hams, boiled	.....	0 31
Hams, roasted	.....	0 32
Shoulders, boiled	.....	0 27
Shoulders, roasted	.....	0 28
Dry Salt Meats—		
Long clear bacon, 50-70 lbs.	.....	0 15¼
Long clear bacon, 80-100 lbs.	.....	0 14¼
Flanks, bone in, not smoked	.....	0 15¼
Barrelled Pork—		Per bbl.
Heavy short cut mess	.....	31 00
Heavy short cut clear	.....	31 00
Clear fat pork	.....	29 00
Clear pork	.....	27 00
Lard, Pure—		Per lb.
Tierces, 375 lbs. net	.....	0 14¼
Tubs, 50 lbs. net	.....	0 14¼
Boxes, 50 lbs. net	.....	0 14¼
Pails, wood, 20 lbs. net	.....	0 14¼
Pails, tin, 20 lbs. gross	.....	0 14¼
Cases, 10-lb. tins, 60 in case	.....	0 15
Cases, 3 and 5-lb. tins, 60 in case	.....	0 15¼
Bricks, 1 lb. each	.....	0 15¼
Lard, Compound—		
Tierces, 375 lbs. net	.....	0 11¼
Tubs, 50 lbs. net	.....	0 11¼
Boxes, 50 lbs. net	.....	0 11¼
Pails, wood, 20 lbs. net	.....	0 12
Pails, tin, 20 lbs. gross	.....	0 11¼
Cases, 10-lb. tins, 60 in case	.....	0 12¼
Cases, 3 and 5-lb. tins, 60 in case	.....	0 12¼
Bricks, 1 lb. each	.....	0 13¼
Hogs—		Per cwt.
Live, f.o.b.	.....	9 75
Live, fed and watered	.....	10 25
Dressed	.....	14 50

**BUTTER.**—At primary points butter is slumping. Cowansville quoted 23⅞ Saturday, a decline of ⅞ cents on the week. Rather an unusual circumstance has occurred during week in that St. Hyacinthe was quoted higher than Cowansville by ¼ cent. Dealers state, however that Cowansville prices are a more correct barometer of the market.

Locally stocks are piling up owing to lack of demand, so that dealers anticipate decline before end of week. Some butter has been shipped to the West but largely with the express purpose of lightening stocks. According to statements made here the margin of profit did not warrant shipping on any other condition, so that market generally would appear about ready for a slump.

Butter—		Per lb.
Creamery prints, fresh	.....	0 26¼
Creamery solids	.....	0 26
Dairy prints	.....	0 23
Dairy solids	.....	0 23
Separator prints	.....	0 23
Separator solids	.....	0 23

**EGGS.** — Prices continue at last week's level. Offerings for season have been liberal, but not being keen about stocking, dealers have been paying more attention to buying new laids, stuff to be shipped in by express. For this there is heavy demand, and stocks are being moved out as fast as they come to hand.

Eggs, case lots—		Per dozen.
New laids	.....	0 31
Selects	.....	0 28
No. 1s	.....	0 25
No. 2s	.....	0 21
Splits	.....	0 19
New laid eggs, in cartons	.....	0 32

**CHEESE.** — Statistically the cheese market holds firm, shipments being behind those of last year to date by about 25 or 26 per cent. But owing to buyers holding off and refusing to bid up to prices asked market for export has been quite dull. New Zealand is largely responsible for this easiness though heavy stocks held over also had some effect. Year by year England is depending more on the New Zealand make and now would appear anxious simply to buy enough cheese to last until supplies are shipped in from that quarter.

On country boards rather an easier feeling is prevailing, but prices locally continue to hold unchanged.

Cheese, White or Colored—		
Large	.....	0 13¼
Strong	.....	0 16¼-0 17
Twins	.....	0 14
20-lb. new	.....	0 13¼
Stilton	.....	0 17

**POULTRY.** — Prices on live poultry have shown a tendency towards weakness during past week as result of more liberal offerings and easing off in demand. Until game begins to arrive, no great activity is expected in this market.

Frozen Stock, Dressed—		Per lb.
Chickens	.....	0 21
Ducks	.....	0 22
Fowl	.....	0 18
Turkeys	.....	0 23
Fresh Stock—		
Broilers, spring, live	.....	0 22
Broilers, spring, 3 lb. pr., dressed	.....	1 25
Ducks, spring, dressed	.....	0 26
Ducks, old, dressed	.....	0 15
Fowl, live	.....	0 16
Fowl, dressed	.....	0 11
Turkeys, old Tom, dressed	.....	0 22



TORONTO.

PROVISIONS. — Light and medium hams up ½ cent each, and large up 1 cent; with breakfast bacon and roll bacon up ½ to 1 cent and shoulders, where there is export demand, up from 1 to 1½ cents will cause the retailer to wonder when this movement is likely to cease for raw and cooked meats have been alternating pretty regularly now in the upward swing for the past five weeks or more. Reason of course is the lightness of stocks and a similar condition in the "primary" market of hogs. In other words packer does not know just "where he is going to get off at."

Hogs are running from \$9.65 to \$9.75 f.o.b., and \$10.00 to \$10.25 fed and watered, little changed from one week ago.

<b>Hams—</b>			
Light, per lb.	0 22		
Medium, per lb.	0 22		
Large, per lb.	0 20		
<b>Backs—</b>			
Plain, per lb.	0 24½	0 25½	
Boneless, per lb.	0 25½	0 25½	
Pea meal, per lb.	0 24½	0 25½	
<b>Bacon—</b>			
Breakfast, per lb.	0 21	0 22	
Roll, per lb.	0 17		
Shoulders, per lb.	0 15	0 15½	
Pickled meats—lc less than smoked.			
<b>Dry Salt Meats—</b>			
Long clear bacon, light	0 15½	0 16	
Long clear bacon, heavy	0 15	0 15½	
<b>Cooked Meats—</b>			
Hams, boiled, per lb.	0 31		
Hams, roast, per lb.	0 31		
Shoulders, boiled, per lb.	0 22½		
Shoulders, roast, per lb.	0 23½		
<b>Barrelled Pork—</b>			
Heavy mess pork, per bbl.	24 00	25 00	
Short cut, per bbl.	23 50	24 00	
<b>Lard, Pure—</b>			
Tierces, 400 lbs., per lb.	0 14	0 14½	
Tubs, 50 lbs., per lb.	0 14½	0 14½	
Pails, 20 lbs., per lb.	0 14½	0 14½	
Pails, 3 and 5 lbs., per lb.	0 15½	0 15½	
Bricks, 1 lb., per lb.	0 15½	0 15½	
<b>Lard, Compound—</b>			
Tierces, 400 lbs., per lb.	0 11	0 11½	
Tubs, 50 lbs., per lb.	0 11½	0 11½	
Pails, 20 lbs., per lb.	0 11½	0 11½	
<b>Hogs—</b>			
Live, f.o.b., per cwt.	9 65	9 75	
Live, fed and watered, per cwt.	10 00	10 25	
Dressed, per cwt.	14 00	14 25	

BUTTER. — Report from Saskatoon this week that that Western city had been kept for months in butter from local supply was an eye-opener to many in the trade as to likelihood of the West taking care of itself very shortly, and needing only a few more milch cows in each district to bring about this condition. With New Zealand shutting out British Columbia it will soon be necessary for the East to look after the eastern supply. The market this week is steady with no change in prices.

<b>Butter—</b>		Per lb.
Creamery prints, fresh	0 26	0 28
Creamery solids	0 24	0 25
Dairy prints, choice	0 21	0 23
Dairy solids	0 20	0 22
Separator prints	0 23	0 25
Separator solids	0 21	0 22

EGGS.—The holdings in eggs are heavy and new lots are not absorbed quickly. The quality continues to show a slight improvement and prices continue as they were.

<b>Eggs, case lots—</b>		Per dozen.
Selected, new laid	0 26	0 28
Selected, new laid, in cartons	0 29	0 30
Fresh gathered	0 24	0 25
No. 2's	0 18	0 20
Splits	0 17	0 18

CHEESE. — For the first time in weeks the market showed signs of activity with the price shaded off a little sales were really brisk on the local ex-

change this week, a contrast to the stagnation that has reigned for weeks past. It is still felt by buyers that the market is too high. Indeed this has attracted a number of butter makers who are now transferring their milk to the cheese factories.

<b>Cheese—</b>		
Old, large	0 14½	0 15
Old, twins	0 15	0 15½
New, large	0 14½	0 14½
New, twins	0 14½	0 15

POULTRY.—Market is in interesting situation this week. For first time in three weeks supply has fallen off and buyers believe that this is due to plan of producers to charge bigger prices for next two weeks when the Exhibition will draw hundreds of thousands of visitors. But their hopes may not be realized. A large buyer figured it out that rush of poultry into city next week would on the contrary, cause a slump in prices, as the consumption will not be much heavier.

"Only the best hotels, and a stray boarding house will serve poultry," he declared. How can they make the money they expect by giving poultry?" Broilers were a little easier this week, best selling at 18 cents.

<b>Frozen Stock—</b>		Per lb.
Broilers, dressed	0 22	0 25
Chicks, milk fed, dressed	0 20	0 25
Chickens, dressed	0 18	0 20
Ducks, dressed	0 17	0 18
Fowl, dressed	0 24	0 25
Turkeys, dressed	0 14-0 18	0 18-0 20
<b>Fresh Stock—</b>		Live. Dressed.
Broilers, spring	0 18	0 22-0 25
Ducks, spring	0 11	0 15-0 18
Fowl	0 13	0 14-0 15
Turkeys, old Tom	0 14-0 18	0 18-0 20

WINNIPEG.

PRODUCE AND PROVISIONS.—

There is no change in butter, cheese or eggs since the last review. In cured meats long clear D. S. has declined ½ cent. All other lines are steady. City trade was heavy last week during the Stampede.

<b>Butter—</b>		
Creamery	0 28	0 28
Dairy, best	0 22	0 22
Dairy, No. 1	0 17	0 18
Dairy, No. 2	0 16	0 17
Cooking	0 12	0 12
Eggs, per doz.	0 18	0 23
<b>Cheese—</b>		
Ontario, large	0 15½	0 15½
Ontario, twins	0 15	0 15
<b>Lard—</b>		
Tierces, per lb.	0 13½	0 13½
50 lb. tubs	6 75	6 75
20 lb. pails	2 75	2 75
3 lb. tins, cases	8 50	8 50
5 lb. tins, cases	8 50	8 50
10 lb. tins, cases	8 50	8 50
<b>Cured Meats—</b>		
Hams	0 19	0 22
Bacon	0 21	0 22½
Long clear, D.S.	0 14½	0 14½
Shoulders	0 15½	0 15½
Mess Pork, bbl.	25 00	25 00
Seneca root, new crop, per lb.	0 50	0 55

Cheese Trade with U.S. Expected to Grow

United States Buyers Holding Considerable Quantities in Montreal Awaiting Tariff Reduction—Falling Off in Exports to Great Britain.

Montreal, August 19.—Cheese factories in prominent towns and districts are closing their doors, state local wholesalers, on account of lack of cream as a result of prevailing dry weather, and also on account of marked falling off in demand for Canadian cheese from across the waters. Shipments from Canada to Great Britain show a shortage from May 10 to July 18 of 5,930 tons or 26.6 per cent., when compared with same period of 1912, and of 8,471 tons or 34.1 per cent., when compared with same period of 1911.

Probably the first explanation for this falling off comes from the fact that New Zealand product is yearly forming a bigger factor on English market. Shipments begin to arrive about the end of the Canadian season and with prices right, there appears a tendency to wait for this cheese, using Canadian makes only to fill in the blank formed in the meantime.

That New Zealand needs to be feared as a formidable rival, however, is altogether out of the question. There is a general belief in Canada and the United States that the proposed reduction of three cents per pound or 14 shillings per cwt. in the duty now payable on Canadian cheese entering the United States, will be passed into law. So fea-

sible does this appear to American speculators that a quantity of Quebec and Ontario cheese is being held in Montreal by American purchasers who are eagerly awaiting the reduction in the tariff to import their product. Nor is this quantity by any means small. On July 18 stocks totalled 130,000 boxes, and the greater portion of this was said to be held for American market. As compared with stocks of year ago at same date, these figures show an increase of 86,000 boxes, or almost double last year's total at that time.

Should this reduction in tariff be made the United States will be able to buy Canadian cheese in large quantities at a lower figure than hitherto, and to meet this competition American cheese will, of necessity, come down the 3 cents per lb. This means heavier consumption, and a growing heavier demand for the Canadian product.

Thus while Great Britain is turning towards New Zealand and paying little attention to Canada, a new market is being opened up for Canadian cheese which will go a long way towards using up her product. "In addition, Canadian cheese is of such quality and flavor," states a prominent exporter, "that British buyers will consider seriously the turning down of this product altogether."



NOT WESTERN DOLLARS

# Western Dollars

do not grow on trees

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

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

*Head Office:*  
**Winnipeg, Man.**

Branches at:  
**REGINA**  
**SASKATOON**  
**EDMONTON**  
**CALGARY**  
**AND**  
**LETHBRIDGE**



# BACON

Do not forget to put a piece of "Star Brand" English Bacon in the order for your customer when going to Camp or Summer Home. Boneless Bacon is the best and at the same time the cheapest line of either fresh or cured meats and will not fail to give your customer the best of Satisfaction.

Made under Government inspection.

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

What is nicer for the camper  
than a tin of

# UPTON'S

**Pure Fruit Jam or  
Orange Marmalade**

Keep up your stock.

Don't neglect your opportunities.

Sold by all Jobbers

**T. UPTON CO., Limited**

Sales Office: St. Catharines, Ont.      Factory at: Hamilton, Ont.



# QUOTATIONS FOR PROPRIETARY ARTICLES

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

**BAKING POWDER.**

**ROYAL BAKING POWDER.**

Sizes.	Per doz.
Royal—Dime .....	0 95
" ¼-lb. ....	1 40
" 6-oz. ....	1 95
" ½-lb. ....	2 55
" 12-oz. ....	3 85
" 1-lb. ....	4 90
" 3-lb. ....	13 00
" 5-lb. ....	22 35

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

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

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

**BORWICK'S BAKING POWDER**

Sizes.	Per doz. tins.
Borwick's ¼-lb. tins .....	1 35
Borwick's ½-lb. tins .....	2 35
Borwick's 1-lb. tins .....	4 65

**COOK'S FRIEND BAKING POWDER.**

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

**In Tin Boxes—**

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

**FOREST CITY BAKING POWDER.**

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

**BLUE.**

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

**COUPON BOOKS—ALLISON'S.**

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

**UN-NUMBERED.**

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

For numbering cover and each coupon, extra per book, ¼ cent.

**CEREALS.**

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

White Swan Breakfast Food, 2 doz. in case, per case, \$3.00.

The King's Food, 2 doz. in case, per case, \$4.50.

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

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

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

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

White Swan Flaked Rice, \$1.

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

**DOMINION CANNERS.**

**Aylmer Jams. Per doz.**

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

**Jellies.**

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

**Marmalade.**

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

**Pure Preserves—Bulk.**

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

14's and 30's per lb.

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

Freight allowed up to 25c per 100 lbs.

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

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

Special quotations for Cocoa in barrels, kegs, etc.

**Unsweetened Chocolate—**

Supreme chocolate, ½'s 12-lb. boxes, per lb. ....	0 35
Perfection chocolate, 20c size, 2 doz. in box, doz..	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box per doz. ....	0 90
Sweet Chocolate— Per lb.	
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes. ....	0 40
Queen's Dessert, 6's, 12-lb. boxes .....	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes .....	0 35
Diamond, 8's 6 and 12-lb. boxes .....	0 29
Diamond, 6's and 7's, 6 and 12-lb. boxes .....	0 25
Diamond, ¼'s, 6 and 12-lb. boxes .....	0 26

**Icings for Cake—**

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

Maple buds, 5-lb. boxes ..	0 37
Milk medallions, 5-lb. bxs.	0 37
Chocolate wafers, No. 1, 5-lb. boxes .....	0 31
Chocolate wafers, No. 2, 5-lb. boxes .....	0 20
Nonparell wafers, No. 1, 5-lb. boxes .....	0 31
Nonparell Wafers, No. 2, 5-lb. boxes .....	0 26
Chocolate ginger, 5-lb. bxs.	0 31
Milk chocolate wafers, 5-lb. boxes .....	0 37
Coffee drops, 5-lb. boxes ..	0 37
Lunch bars, 5-lb. boxes ..	0 37
Milk chocolate, 5c bundles, 3 doz. in box, per box. ..	1 36

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

Nut milk chocolate, ½'s, 6-lb. boxes, lb. ....	0 37
Nut milk chocolate, ¼'s, 6-lb. boxes, lb. ....	0 37
Nut milk chocolate, 5c bars, 24 bars, per box .....	0 85
Almond nut bars, 4 bars, per box .....	0 85

**EPF'S.**

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

In ¼, ½ and 1-lb tins, 14-lb. boxes, per lb. ....	0 35
Smaller quantities .....	0 37

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

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

Elite, 10c size (for cooking) dozen .....	0 90
Mott's breakfast cocoa, 2-doz. 10c size, per doz. ....	0 85
Nut milk bars, 2 dozen in box .....	0 80
" breakfast cocoa, ¼'s and ½'s .....	0 36
" No. 1 chocolate .....	0 30
" Navy chocolate, ¼'s ..	0 25
" Vanilla sticks, per grs. 1 60	
" Diamond chocolate, ¼'s ..	0 24
" Plain choice chocolate liquors .....	20 30
" Sweet chocolate coatings .....	0 20

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

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

The above quotations are f.o.b Montreal

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## While you are in Toronto at the great exhibition—

make our spacious offices at 45 Front Street, East, your headquarters; receive your mail, messages, phone calls there. Every courtesy and attention will be extended you.

We will gladly show you how scrupulously **MELAGAMA TEAS and COFFEES** are packed and roasted, You will find this interesting.

Have a cup of **MELAGAMA TEA or COFEEEE** with us at our booth in the manufacturers' building. We look forward to the pleasure of meeting you!

**MINTO BROS., TORONTO**

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## Prepare for House Cleaning Time

Stock up now with "Bull Dog" Brand Cleansers. Be prepared to satisfy the demand with cleansers that have *proven merit*—cleansers that will please your customers and build permanent business for YOU.

"Bull Dog" Brand Cleansers please every time—they bring repeat sales.



WE CLEAN UP EVERYTHING

**"BULL DOG" BRAND BLEACH-O** is the best for washing white goods and flannels—removes stains.

"Bull Dog" Brand Ammonia Powder.

"Bull Dog" Brand Chloride of Lime.

"Bull Dog" Brand Borax.

"Bull Dog" Brand Liquid Blue.

"Bull Dog" Brand Liquid Ammonia.

Call and see us at the Exhibition. Our booth is under the Grand Stand.

**The John B. Paine Company, Limited**

65 Pearl Street

Toronto



# THE CANADIAN GROCER

## CONDENSED AND EVAPORATED MILK.

### BORDEN MILK CO., LTD.

East of Fort William, Ont.

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

### Evaporated (Unsweetened)—

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

## WHITE SWAN SPICES AND CEREALS, LTD.

### WHITE SWAN BLEND.

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

Presentation (with tumblers) 28c per lb.

### MINTO BROS.

### MELAGAMA BLEND.

Ground or bean—	W.S.P.	R.P.
1 and ½	0 25	0 30
1 and ¼	0 32	0 40
1 and ½	0 37	0 50

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

## FLAVORING EXTRACTS. SHIRRIFFS

### Quintessential.

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

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

Discount on application.

## CRESCENT MFG. CO.

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

## GELATINE.

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

## CLARK'S PORK AND BEANS

### IN TOMATO SAUCE.

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

## LAPORTE, MARTIN, LIMITEE. Montreal Agencies.

## BASIN DE VICHY WATERS.

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

## VICHY LEMONADES.

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

## CASTILE SOAP.

"Le Soleil," 72 p.c. Olive Oil.	
Cs. 25 11 lb. bars, lb.	0 05½
Cs. 200 3½ lb. pieces, cs.	4 00
Cs. 12 3 lb. bars, lb.	0 10½
Cs. 50 ¼ lb. pieces, cs.	3 75
Cs. 50 1 lb. sq. pieces, cs.	4 50
Cs. 50 1 lb. long pieces, cs.	4 50
Cs. 200 300 grs. pieces, cs.	12 00
Cs. 100 300 grs. pieces, cs.	6 00
Cs. 200 200 grs. pieces, cs.	7 50

## ALIMENTARY PASTES.

### BLANC & FILS.

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

## DUFFY & CO. BRAND.

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

## Motts Golden Russett—

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

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

	Per case
Extra Fins, 50 1 kilo	14 50
Extra Fins, 100 ½ kilo	15 00
Tres Fins, 100 ½ kilo	13 50
Fins, 100 ½ kilo	11 50
Mi-Fins, 100 ½ kilo	11 00
Moyens No. 2, 100 ½ kilo	9 50
Moyens No. 3, 100 ½ kilo	9 00
Fins 1 Frs Petit & Cie, 100 ½ kilo	10 00
Moyens, 1 Frs. Petit & Cie, 100 ½ kilo	7 50

## MINERVA PURE OLIVE OIL.

Case—	
12 litres	8 00
12 quarts	6 00
24 pints	6 50
24 ½-pints	4 25
Tins—	
5 gals. 2s	2 00
2 gals. 6s	2 05
1 gal. 10s	2 10
20s, ¼ gal.	2 60

## CANNED HADDIES "THISTLE" BRAND.

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

## INFANTS' FOOD.

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

## BOAR'S HEAD LARD

### COMPOUND.

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

## F.O.B. Montreal.

### MARMALADE.

### SHIRRIFF BRAND.

### "SHREDDED."

1 lb. glass (2 dz case)	\$1.90	\$1.80
2 lb. glass (1 dz case)	3.20	3.00
4 lb. tin (1 dz case)	5.50	5.35
7 lb. tin (½ dz case)	8.60	8.35

### "IMPERIAL SCOTCH."

1 lb. glass (2 dz case)	\$1.60	\$1.55
2 lb. glass (1 dz case)	2.80	2.70
4 lb. tin (1 dz case)	4.80	4.65
7 lb. tin (½ dz case)	7.75	7.50

## MUSTARD.

## COLMAN'S OR KEEN'S.

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

Per jar

Durham, 4-lb. jar	0 75
Durham, 1-lb. jar	0 25

## VERMICELLI AND MACARONI C. H. CATELLI CO., LIMITED. Hirondelle Brand

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

## D. SPINELLI CO., Registered.

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

## JELLY POWDERS.

### JELL-O.

Assorted case, contains 2 doz.	1 90
Straight. Lemon contains 2 doz.	1 80
Orange contains 2 doz.	1 80
Raspberry contains 2 doz.	1 80
Strawberry contains 2 doz.	1 80
Chocolate contains 2 doz.	1 80
Cherry contains 2 doz.	1 80
Peach contains 2 doz.	1 80
Weight 8 lbs. to case. Freight rate, 2nd class.	
JELL-O ICE CREAM POWDER Assorted case, contains 2 doz.	2 50
Straight. Chocolate contains 2 doz.	2 50
Vanilla contains 2 doz.	2 50
Strawberry contains 2 doz.	2 50
Lemon contains 2 doz.	2 50
Unflavored contains 2 doz.	2 50
Weight 11 lbs. to case. Freight rate, 2nd class.	

## SOAP AND WASHING POWDERS.

### SNAP HAND CLEANER.

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

### RICHARDS PURE SOAP.

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

### FELS NAPHTHA.

Prices—Ontario and Quebec: Less than 5 cases	\$ 5.00
Five cases or more	4 95
SAPHO MFG. CO., LTD., MONTREAL "SAPHO" INSECTICIDE. 1-16 gall., doz.	\$ 2 00
¼-gall., doz.	6 00
½-gall., doz.	10 50
1 gall., doz.	19 20
1-16 gall., gross lot	20 00



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

## OYSTERS

Seasonable products when given proper attention by the retailer are not only profitable but considerable prestige accrues to the dealer, who makes it a point, to have the first of that seasonable product in his community. It immediately stamps him as a progressive.

Last year the Oyster Growers and Dealers Association of North American (of which we are members and represented on the Board of Directors and Executive Committee) spent a considerable amount of money on educational publicity, and are this year following that work up in an even more progressive spirit. The object, of course, being to increase the consumption of oysters.

There have been some most ridiculous ideas entertained with reference to the growing and handling of oysters as well as of their nutritive qualities. Oysters can be served in the home with economy and are now recognized as being perhaps the purest food product available. In this regard we are pleased to quote Dr. Carl Alsberg, Chief of the Bureau of Chemistry of the U.S. Department of Agriculture, "I could wish that the number of dangerous sources of milk supply was as small, and that the percentage of pure wholesome milk was as great, as the proportion of wholesome safe oysters that reach our tables."

We will be in a position to supply local papers with well written articles of real news value quoting the best scientific authorities.

We will open our season Monday, September 1st, and will probably have a little stock about August 28th. Oysters spawned from three to four weeks earlier this year than they have for the past three years, which means they have three to four weeks more to recuperate than they usually have, and should insure a better grade of oysters. We solicit your enquiries.

**CONNECTICUT OYSTER CO.**

"Canada's Exclusive Oyster House"

50 JARVIS ST.

TORONTO



# THE CANADIAN GROCER

## "SOCLEAN."

### THE DUSTLESS SWEEPING COMPOUND.

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

### "ANTI-DUST" SWEEPING POWDER.

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

### STARCH.

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

#### EDWARDSBURG BRANDS and BRANTFORD BRANDS.

**Boxes. Cents**  
 Laundry Starches—  
 40 lbs. Canada Laundry.... .05 1/2  
 40 lbs., Boxes Canada white gloss, 1 lb. pkgs. .... .06 1/2  
 48 lbs., No. 1 white or blue, 4 lb. cartons ..... .06 3/4  
 45 lbs., No. 1 white or blue, 3 lb. cartons ..... .06 3/4  
 100 lbs., kegs, No. 1 white. .06 1/2  
 200 lbs., bbls., No. 1 white. .06 1/2  
 30 lbs., Edwardsburg silver gloss, 1 lb. chromo pkgs. .07 1/2  
 48 lbs., silver gloss, in 6-lb. tin canisters ..... .08  
 36 lbs., silver gloss 6-lb. draw lid boxes ..... .08  
 100 lbs., kegs, silver gloss, large crystals ..... .37  
 28 lbs. Benson's satin, 1-lb. cartons, chromo label .... .07 1/2  
 40 lbs. Benson's Enamel (cold water), per case.... 3 00  
 20 lbs. Benson's Enamel (cold water), per case.... 1 50  
 Celluloid—boxes containing 45 cartons, per case.... 3 60  
**Culinary Starch.**  
 40 lbs. W. T. Benson & Co.'s prepared corn .... .07 1/2  
 40 lbs. Canada pure corn starch ..... .06 1/2  
 (20-lb. boxes 1/4c higher.)  
 Casco Potato Flour, 20-lb. boxes, per lb. .... .10

#### BRANTFORD STARCH. Ontario and Quebec.

**Laundry Starches—**  
 Canada Laundry—  
 Boxes about 40 lbs. .... .06 1/2  
**Acme Gloss Starch—**  
 1-lb. cartons, boxes of 40 lbs. .... .06  
**First Quality White Laundry—**  
 3-lb. canisters, cs of 48 lbs. .06 1/2  
 Barrels, 200 lbs. .... .06  
 Kegs, 100 lbs. .... .06  
**Lily White Gloss—**  
 1-lb. fancy cartons, cases 30 lbs. .... .07 1/2  
 6-lb. toy trunks, lock and key, 3 in case ..... .08  
 6-lb. toy drum, with drumsticks, 2 in case..... .07 1/2  
 Kegs, extra large crystals, 100 lbs. .... .07  
**Canadian Electric Starch—**  
 Boxes containing 40 fancy pkgs., per case ..... 3 00  
**Celluloid Starch—**

Boxes containing 45 cartons, per case ..... 3 60  
**Culinary Starches—**  
 Challenge Prepared Corn—  
 1-lb. pkts., boxes of 40 lbs. .05 1/2  
 Brantford Prepared Corn—  
 1-lb. pkts., boxes of 40 lbs. .07 1/2  
 "Crystal Maize" Corn Starch—  
 1-lb. pkts., boxes of 40 lbs. .07 1/2  
 (20-lb. boxes 1/4c higher than (40's.)

### OCEAN MILLS, MONTREAL.

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

### SOUPS—CONCENTRATED.

#### CHATEAU BRAND.

Vegetable, Mutton Broth, Mulligatawny, Chicken, Ox Tail, Pea, Scotch Broth, Julienne, Mock Turtle, Vermicelli, Tomato, Consomme, Tomato.

No. 1's, 95c per dozen.  
 Individuals, 45c per dozen.  
 Packed 4 dozen in a case.

### SYMINGTON'S SOUPS.

Quart packets, 9 varieties, doz. .... 0 90  
 Clear soups, in stone jars, 5 varieties, doz. .... 1 40

### SODA—COW BRAND.

Case of 1-lb., containing 60 packages, per box, \$3.00.  
 Case of 1/2-lb., containing 120 packages, per box, \$3.00.  
 Case of 1-lb. and 1/2-lb., containing 30 1-lb. and 60 1/2-lb. packages, per box, \$3. Case of 5c packages, containing 96 packages, per box, \$3.00.

### SYRUP.

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

#### CROWN BRAND CORN SYRUP.

2-lb. tins, 2 doz. in case... 2 40  
 5-lb. tins, 1 doz. in case... 2 75  
 10-lb. tins, 1/2 doz. in case. 2 65  
 20-lb. tins, 1/4 doz. in case. 2 90  
 Barrels, 700 lbs. .... 3 1/2  
 Half barrels, 350 ..... 3 1/2  
 Quarter barrels, 175 ..... 3 1/2  
 Pails, 38 1/2 ..... 1 75  
 Pails, 25 lbs. each ..... 1 25

#### LILY WHITE CORN SYRUP.

2-lb. tins, 2 doz. in case... 2 75  
 5-lb. tins, 1 doz. in case... 3 10  
 10-lb. tins, 1/2 doz. in case. 3 00  
 20-lb. tins, 1/4 doz. in case. 2 95  
 (5, 10 and 20-lb. tins have wire handles.)

#### BEAVER BRAND CORN AND MAPLE SYRUP.

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

### MOLASSES.

#### THE DOMINION MOLASSES COMPANY, LTD.

#### Gingerbread Brand.

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

#### DOMOLCO BRAND.

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

### SAUCES.

#### PATERSON'S WORCESTER SAUCE.

1/2-pint bottles 3 and 6 doz. cases, doz. .... \$ 0 90  
 Pint bottles, 3 doz., cases, doz. .... 1 75

### H. P.

H. P. Sauce— Per doz.  
 Cases of 3 dozen ..... \$1 90

H. P. Pickles—  
 Cases of 2 doz. pints.... 3 35  
 Cases of 3 doz. 1/2-pints.. 2 25

### STOVE POLISH.

JAMES DOME BLACK LEAD.  
 6a size, gross ..... \$ 2 40  
 2a size, gross ..... 2 60

### NUGGET POLISHES. Doz.

Polish, Black and Tan .... 0 85  
 Metal Outfits, Black and Tan ..... 3 65  
 Card Outfits, Black and Tar ..... 3 25  
 Creams and White Cleaner 1 10

### TOBACCO.

#### IMPERIAL TOBACCO COMPANY OF CANADA.

Chewing—Black Watch, 6s... 45  
 Black Watch, 12s ..... 45  
 Bobs, 5's and 10's ..... 39  
 Bully, 6s ..... 44  
 Currency, 6 1/2s and 12s ... 39  
 Stag, 5 1-3 to lb..... 39  
 Old Fox, 6 lb. boxes .... 40  
 Pay Roll Bars, 7 1/2s ..... 59  
 Pay Roll, 7s ..... 59  
 War Horse, 6s ..... 42  
 Plug Smoking, Shamrock, 6s, plug or bar ..... 45  
 Rosebud Plug, 7s ..... 50  
 Empire, 6s and 12s..... 44  
 Ivy, 7s ..... 50  
 Starlight, 7s ..... 50  
 Cut Smoking — Great West  
 Pouches, 8s ..... 59  
 Regal Cube Cut, 9s ..... 70

### TEAS.

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

**Wholesale R't'l**  
 Brown Label, 1s and 1/2s .25 .30  
 Green Label, 1s and 1/2s .27 .35  
 Blue Label, 1s, 1/2s, 1/4s, and 1/8s ..... 30 .40  
 Red Label, 1s and 1/2s .. 36 .50  
 Gold Label, 1/2s ..... 44 .60  
 Red-Gold Label, 1/2s .... 58 .80

### LUDELLA CEYLON TEA.

Orange Label, 1/2s ..... .24 .30  
 Brown Label, 1/2s and 1s. .28 .40  
 Brown Label, 1/2s ..... .30 .40  
 Green Label, 1/2s and 1s .35 .58  
 Red Label, 1/2s ..... .40 .60

#### MELAGAMA TEA. MINTO BROS.

45 Front St. East.  
 We pack in 60 and 100-lb. cases.  
 All delivered prices.

### Wholesale R't'l

Brown Label, 1-lb. or 1/2 .25 .30  
 Red Label, 1-lb. or 1/2... .27 .35  
 Green Label, 1s, 1/2 or 1/4 .30 .40  
 Blue Label, 1s, 1/2 or 1/4 .35 .50  
 Yellow Label, 1s, 1/2 or 1/4 .40 .60  
 Purple Label, 1/4 only... .55 .80  
 Gold Label, 1/4 only .... .70 1.00

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

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

Packed in assorted cases or crates if desired.

**Pure Fruit Jellies — Raspberry, strawberry, black currant, red currant and pineapple flavors, 9 - oz. glass tumblers, 2 doz. in case, 95c per doz.; 12-oz. glass jars, 2 doz. in case, \$1.00 per doz.; No. 2 tin, 2 doz. in case, \$1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37 1/2c per pail; No. 7 wood pails, 6 pails in crate, 52 1/2c per pail; No. 7, tin pails 6 in. crate, 52 1/2c; 30-lb. wood pails, 7 1/4c per lb. Packed in assorted cases or crates if desired.**

**Pure Orange Marmalade — Guaranteed finest quality. 12-oz. glass jars, 2 doz. in case, \$1.10 per doz.; 16-oz. glass jars, 2 doz. in case, \$1.50 per doz.; pint sealers, 1 doz. in case, \$2.25 per doz.; No. 2 tins, 2 doz. in case, \$2 per doz.; No. 4 tins, 2 doz. in case, 35c per tin; No. 5 tins, 9 in crate, 42 1/2c per tin; No. 7 tins, 12 in case, 57 1/2c per tin; No. 7 wood pails, 6 in crate, 57 1/2c per pail; 30-lb. wood pails, 8c per lb.**

### JELLY POWDERS.

#### WHITE SWAN SPICE AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz. in handsome counter carton, per dozen ..... \$0 90

### List Price.

"Shirriff's" (all flavors), per doz. .... 0 90  
 Discounts on application.

### YEAST.

White Swan Yeast Cakes, per case, 3 doz. 5c packages ..... 1 15

# Local Fruits

in Large Supply  
AT THE FRUIT MARKET

## TOMATOES CHEAPER

Canadian Peaches and Plums coming

California Peaches,  
Pears, Plums,  
Grapes, etc.

A Full Assortment

**WHITE & CO., LIMITED**

TORONTO Wholesale Fruit and Fish HAMILTON

# TOMATOES

This will be the big week. We have large consignments of Fancy No. 1 Shipping Stock arriving every day. Send us your orders.

Peaches Pears Plums  
Apples Musk Melons  
Oranges Lemons Bananas

The House of Quality.

**HUGH WALKER & SON**

Established 1861

GUELPH and NORTH BAY

**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 & DWIGHT**

Manufacturers LIMITED  
MONTREAL

The Consumer Knows

Anything That's  
  
Is Safe To Buy.

and

The Grocer Knows

Anything That's  
  
Is Sure To Sell

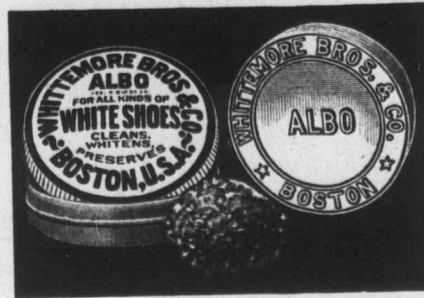
**H.J. HEINZ COMPANY**  
PITTSBURGH



Finest  
Quality

# Whittemore's Shoe Polishes

Largest  
Variety



### Oldest and Largest Manufacturers of Shoe Polishes in the World

"GILT EDGE" Oil Polish. The only Ladies' Shoe Dressing that positively contains OIL. Softens and preserves. Imparts a beautiful Black lustre. Always ready to use. Largest quantity. Finest quality. Polishes without rubbing. Retail 25c.

"ALBO" Cleans and whitens Canvas, White Buck, Suede and Nubuck shoes. Each cake in a zinc-tin box with sponge (see cut). Retail 10c. Each cake in a handsome aluminum box with sponge. Retail 25c.

"NUBUCK" White Leather Dressing cleans and whitens Buck, Nubuck, Suede and Ooze leathers, both smooth and nappy finish. Retail 25c.

"DANDY" COMBINATION. For cleansing and polishing all kinds of russet, brown or yellow boots, shoes, saddles, bridles, etc. Retail 25c. "STAR" russet combination (10c size). Russet, Brown and Ox Blood pastes (5 sizes of each color).

"ELITE" COMBINATION. For those who take pride in having their shoes look A1. Restores color and lustre to all black shoes. Retail 25c. "BABY ELITE" COMBINATION (10c size). "ELITE" PASTE in 5 sizes.

"QUICK WHITE" makes dirty Canvas shoes Clean and White. In liquid form, so can be quickly and easily applied. A sponge in every packet so always ready for use. Two sizes, retail for 10c. and 25c.

Send for circulars giving full particulars of our other Polishes to WHITTEMORE BROS. & CO., Boston, Mass., U.S.A. For Sale by the Shoe Findings and Shoe Jobbing Trades of all Canada.

## For Good Sound Business Reasons

You should feature these two quality lines. There are hundreds of men in your neighborhood whom you can muster around to your store for their tobacco supplies if you handle these quality tobaccos.

### Rose Quesnel

a pure Canadian smoking tobacco which all smokers pronounce a favorite.

### King George Navy Plug

A chewing tobacco made from specially selected tobaccos and perfect in every respect.

See your wholesaler, or drop us a line.

### Rock City Tobacco Co.

Limited  
QUEBEC



NOW IS THE TIME TO ORDER YOUR  
FALL SUPPLY OF

## BRUSHES

Such lines as Stove Brushes, Scrubs, Dandy and Horse Brushes, Stable Brooms, etc., will soon be in great demand. Place your order now and be sure to buy the **Keystone Brand**.

### Stevens-Hepner Company

Limited

PORT ELGIN, ONT.



## If you Knew Your Customers' Opinion of KNOX GELATINE

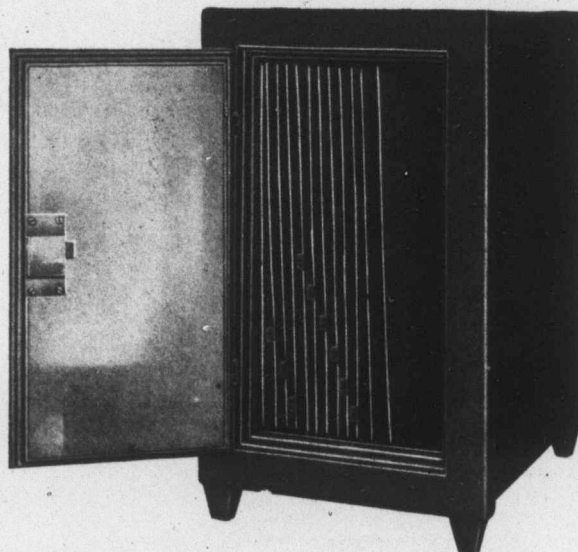
you would quickly realize the desirability of pushing its sale. Women know KNOX GELATINE on sight because we have advertised so extensively; they know that a package makes two full quarts of delicious jelly; they know it is superior to "ready flavored" gelatines in quality, quantity and ease of preparation; they know the "Acidulated No. 3" package contains an extra envelope of LEMON FLAVOR that saves them trouble and expense. The above reasons explain the big sale of KNOX GELATINE. It will pay you to keep it displayed at all times because you make a splendid profit out of the retail price of fifteen cents per package.

**CHARLES B. KNOX COMPANY**  
Johnstown, N.Y.  
Branch Factory, Montreal, Canada

## TWO AT THE PRICE OF ONE



Every  
Day  
Will  
Be  
A  
Holi-  
day



from bookkeeping worries if you instal an ULLMAN ACCOUNT REGISTER AND SAFE. Try one and you will not only satisfy yourself but your customers as well. It is a guarantee against mistakes and errors, shortens credits and is the best collector known. It is cheaper to buy one than go without.

**Hamilton Ideal Manufacturing Company, Limited**  
Toronto Office—482 College Street. Montreal Office—181 Bleury Street





EVERY POUND OF  
**ANCHOR BRAND FLOUR**

has character in every ounce

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

The most searching analysis and tests make uniformity certain.

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

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

Standard Prices—Worth More.

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

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

Oak Lake,, Manitoba



is the ideal chocolate for cooking and drinking purposes. Is especially suitable for icing cakes, making fudge, etc. Your customers want and should be given only the best—MOTT'S

**JOHN P. MOTT & CO.**

MANUFACTURERS

HALIFAX, NOVA SCOTIA

**Swallow Brand**  
(Hirondelle)

Macaroni and Vermicelli is a brand of worth, because the best elements unite in its production, the result being the height of perfection from every standpoint.

**There's Worth in Quality**

The "Swallow" Brand proves the worth of its quality. Manufactured with the best quality of Canadian Flour, in the best equipped mills, and under the management of experts, it fears no competition as to quality and freshness from the imported article.

SOLD ANYWHERE

LIKED EVERYWHERE

**C.H. CATELLI CO.,**  
LIMITED  
**MONTREAL**

We have them

*Giant*

*Prince*

*Globe*

*Beaver*

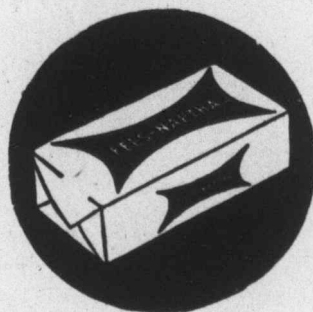
**Fruit Jar Rings**

Quality Guaranteed

**Walter Woods & Co.**  
HAMILTON and WINNIPEG

# Every Bar

of Fels-Naptha soap sold in your store means well-satisfied customers and reputation for the business, because Fels-Naptha soap does just what its makers claim that it will; and more.



# Pascall's

ENGLISH  
Confectionery  
and Chocolates

Quality: The Purest and Best  
Variety: The Largest  
Prices: Right

AGENTS—

Toronto: The Toronto European Agencies  
122 Wellington St. West.

Winnipeg: Ruttan & Chipman, Fort Garry Court.

Vancouver: C. & J. Jones.

New Brunswick: J. E. Angevine, Hampton

53 Highest Awards in Europe and America

## WALTER BAKER & CO.'S

# CHOCOLATE & COCOA



Registered Trade-Mark

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

Montreal, Can. Dorchester, Mass.

### OUR GUARANTEE

If this polish damages your customer's piano, we'll pay for the piano. That's why live Grocers everywhere stock it. It sells, repeats, and brings new faces to a store.



The International Specialty Co.  
The PRESTOLENE People, Bridgeburg, Ont.  
Order from your jobber, or The Harry Horne Co., 309 King W., Toronto. Leadlay, Limited, Bannatyne Ave., Winnipeg, Man. Every package carries above guarantee in detail. Our travellers carry unique propositions.

ESTABLISHED 1849

# BRADSTREET'S

Offices Throughout the Civilized World  
OFFICES IN CANADA

Calgary, Alta.  
Edmonton, Alta.  
Halifax, N.S.  
London, Ont.  
Ottawa, Ont.  
St. John N.B.

Vancouver, B.C.  
Victoria, B.C.  
Hamilton, Ont.  
Montreal, Que.  
Quebec, Que.  
Toronto, Ont.  
Winnipeg, Man.

Reputation gained by long years of vigorous, conscientious and successful work.

THOMAS C. IRVING, General Manager  
Western Canada  
TORONTO



# Chinese Starch

THE STARCH FOR BEAUTIFUL WORK

Develop your starch trade by featuring the starch which gives complete satisfaction. "Chinese" is the starch that customers are so pleased with that they keep on re-ordering it.

OCEAN MILLS, Montreal

O. Lefebvre, Prop.

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



## The Hall-Mark of Sardine Superiority



By Special Royal Permission.

The sardine lover is one of the most particular customers you have. This is a demonstrated fact, and the sale of a poor quality article will have the effect of driving such a customer from your store.

"KING OSCAR" on your sardines is a real insurance against dissatisfied patrons.

You can't afford to take chances — stock "King Oscar" Sardines and you are sure of the finest, uniform sardines carefully packed in pure olive oil. Get them from your wholesaler.

INSIST ON "KING OSCAR" BRAND.

CANADIAN AGENTS

**J. W. BICKLE & GREENING**

(J. A. Henderson)

HAMILTON, CANADA

## THE British Columbian Fisheries, Limited

### Salmon Packers

**SALMON BRANDS:—**

"Location"  
"Dreadnaught"  
"Aliford Bay"

**FRESH FISH**

**FISHING STATIONS:—**

Skidegate  
Aliford Bay  
Cumshewa

Manufacturers of

**FISHMEAL, FERTILIZER, and SKIDEGATE DOG FISH OIL and RAT FISH OILS**

OFFICES—  
Bank of Ottawa Building  
VANCOUVER

25 Victoria St.  
LONDON, ENG.

Telegrams "Fishfoods" Vancouver



## Superlative Quality Consistently Maintained

Malcolm's preserved milk products are noted for their high and unvarying quality—only the richest and purest cow's milk being used.

Grocers should tone up their stocks with the Malcolm lines. Your customers will appreciate them.

Order from your wholesaler or direct from the factory. Delivered in 5-case lots to any point in Ontario or East of Halifax. We will prepay freight up to 50c per 100 lbs.

St. George Evaporated Milk, 4 doz. in case ..... \$3.00  
Princess Condensed Milk, 4 doz. in case.. 4.50  
Banner Condensed Milk, 4 doz. in case... 5.25

**J. Malcolm & Son, St. George, Ont.**

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—the sauce that makes the dinner.

It is a delicious complement to any fish, fowl or steak. Any kind of meat is made more delicious and has that appetizing tang so much desired by the English country gentleman at his hunting dinner and which is growing in great favor in Canada.

**STOCK PATERSON'S FOR GOOD BUSINESS**

**Rowat & Co.**  
Glasgow, Scotland

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Order your requirements from the most progressive fish concern on the continent.

## The Canadian Fishing Company, Limited

VANCOUVER, BRITISH COLUMBIA

Producers and shippers of all varieties of fish — fresh, frozen, smoked, salted and kippered.

Write us for prices and information.

**Quality and Service Unequaled**

# ADS AND SALES

By HERBERT N. CASSON

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

Something in it for Every Advertiser, Advertising Manager, Corporation, Salesman, Sales Manager, American Business Man.

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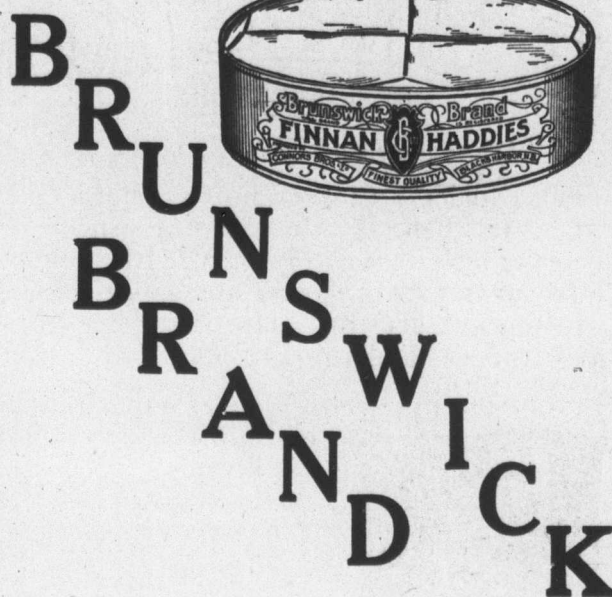
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V. The Evolution of Advertising	XI. Public Opinion
VI. The Weak Side of Advertising	XII. The Professional Outsider

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



WILL WIN FOR YOU a larger and more profitable fish trade. The high quality of "BRUNSWICK BRAND" SEA FOODS has produced a large trade, which, combined with conscientious business methods, is constantly increasing. When the dealer sells Connors Bros.' Brands he is selling goods that have proven winners with the general public. Located close to the fishing grounds, we get the pick of the fishermen's catches—the plant is modern and strictly sanitary, and is operated under the most ideal conditions. "BRUNSWICK BRAND" SEA FOODS come perfect to the consumer.

### Our Chief Sellers:

- |                       |                         |
|-----------------------|-------------------------|
| 1/4 Oil Sardines      | Kippered Herring        |
| 3/4 Mustard Sardines  | Herring in Tomato Sauce |
| Finnan Haddies        | Clams                   |
| (oval and round tins) | Scallops                |

## CONNORS BROS., LIMITED

Black's Harbor, N.B.

AGENTS:—Grant, Oxley & Co., Halifax, N.S.; J. L. Lovitt, Yarmouth, N.S.; Buchanan & Ahern, Quebec, P.Q.; Leonard Bros., Montreal, P.Q.; A. W. Huband, Ottawa, Ont.; A. E. Richards & Co., Hamilton, Ont.; J. Harley Brown, London, Ont.; C. de Carteret, Kingston, Ont.; James Haywood, Toronto, Ont.; Chas. Duncan, Winnipeg, Man.; Shallcross, Macaulay Co., Calgary, Alta.; Johnston & Yockney, Edmonton, Alta.; Shallcross, Macaulay Co., Vancouver and Victoria, B.C.



**PROFIT-  
ABLE  
SELLERS**



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fill the requirements of the modern store

The experience of over a quarter of a century is behind the manufacture of Eureka Refrigerators. All the most modern improvements for perfect refrigeration on strictest sanitary principles are embodied in the **Eureka**.

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54 Noble Street TORONTO

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**JAMES RUTLEDGE, Tel. St. Louis 3076**

Distributing Agents, **Walter Woods & Co., Winnipeg**

Agents at Fort William, Hamilton, Calgary, Moose Jaw, Saskatoon



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There are no relishes that will give your customers better satisfaction or a longer lasting favorable impression than the deliciousness of

## STERLING Brand RELISHES

If you are not a salesman of Sterling Brand Products you will be surprised at the immense demand that is immediately created where these lines are introduced. The Sterling line includes, Relishes, Pickles (Sweet and Mixed), Chow, Chow, Sauces, Catsups, Summer Drinks, Flavoring Extracts, Crushed Fruits, etc, etc.

THE

**T. A. Lytle Co.**  
Limited

Sterling Road, Toronto



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The dollars you take in for Young-Thomas soap products during the next few months while fall house-cleaning is in full swing will be crowned not only with profits for you but also with the mutual satisfaction of your customers.

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We also make Liquid Olive Oil Soap, Liquid Olive Oil Shampoo, and Liquid Tar Shampoo.

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Regina, Sask.

**UNCLE TOM TAR SOAP**  
A perfect shampoo soap and a boon to roughened complexions and hands. Fragrant and soothing. A most pleasing adjunct to the bath.

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They get the habit early in life and it lasts—as youngsters they are told to get

## WINDSOR TABLE SALT

—and they get it; any other salt is refused then and when they are "grown-up's." Cultivate this habit and retain the good-will from first to last by offering Windsor Salt first.

**CANADIAN SALT CO., Limited**  
WINDSOR ONTARIO

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Shirriff's True Vanilla invariably gives the ut-

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Is your business growing—the McCaskey grows with your business

The Expansion-Type Register is the latest and exclusive feature of

## The McCaskey ONE WRITING Account System



Showing Electric Recorder and Cash Till

Write for further information on the many good features of the McCaskey. Every dealer who does a credit business **needs** this account register system. It absolutely prevents any possible error. Your customers know as well as you do every time a transaction is made, just how their account stands. One writing does it—no delay in looking up books, no lost time, no working after hours.

Write to-day, it puts you under no obligation whatever.

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Back Counter Check Books*

THE  
Dominion Register Co.  
LIMITED  
TORONTO ONTARIO  
Trafford Park, Manchester, Eng.  
Melbourne, Australia

*The Largest Manufacturers of Carbon  
Coated Salesbooks in the World*



# Canadian Grocer

October 10, 1913

**FALL CAMPAIGN NUMBER**



## Making Sales Above Actual Demand

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Creative salesmanship as applied to Fall and Christmas goods. will be illustrated from the actual experiences of successful grocers in every part of Canada.

Every year this Fall campaign number meets with a more cordial welcome from our readers because it helps them increase their sales.

Your advertisement in this issue will interest thousands of salesmen, retailers and their clerks in pushing the sale of your goods during the busy Fall and Christmas season.

Write for particulars.

## Canadian Grocer

Publication Office

**143 University Avenue**

Montreal    TORONTO    Winnipeg

# PACKARD'S BLACK "O" Shoe Polish

One of the best 10c. lines on the market

**EASY** { TO APPLY  
TO GET A SHINE  
TO SELL

The HUSTLER'S FRIEND



A pleased customer calls again.

Have you one of our Dressing Price Lists? If not, write us.

**L. H. Packard & Co. Ltd.**  
MONTREAL



Keep these packages on your shelf

## Keating's Insect Powder

An insecticide with a world-wide reputation. Now enjoying a rapidly

increasing sale in Canada.

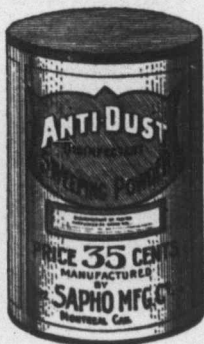
Will kill, or drive away, any form of household insect. Harmless to human or animal life. Order through your wholesaler.

**Keating's Powder  
Kills Bugs.**

Dust on The Floor Means Dust on The Sunbeam. That Means Dust all Over.

Keep the Dust Down by Using

## ANTI-DUST



After you find how nicely it works, tell your Customers all about it.

For Attractiveness of Tin and Quality of Powder You Can't Beat ANTI-DUST.

**Sapho Mfg. Co., Limited**  
MONTREAL

## ADS AND SALES

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

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**LIKE EVERY SUCCESS**

**MAPLEINE**

has been followed by imitations and would-be substitutes, but remains pre-eminent as

**AN ORIGINAL FLAVOR**

It won't cook or freeze out. Order from your Jobber, or: Frederick E. Robson & Co., 25 Front St. E., Toronto, Ontario. Mason & Hickey 287 Stanley St., Winnipeg, Man.

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Write us or ask your jobber.

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**NICHOLSON & BAIN**

Wholesale Commission Merchants. WINNIPEG, MANITOBA

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Think of the mercantile houses, large and small, which GO TO THE WALL because they fail to "play safe." Many a failure could be averted, many a hard season bridged over if you would just make sure you don't lose a lot of credit accounts.



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are safety insurance for the retailer who does credit business. And they promote system, accuracy and economy.

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When a man wants credit, give him an Allison Coupon Book, and have him sign form at the front, which becomes then his promissory note to you. As he buys, you tear out coupons, and when his book is exhausted you can collect your note or extend his credit for another book, as you deem wise. No pass books, no charging, no disputes, no errors, no time wasted.

For Sale Everywhere by Jobbers.

Manufactured by

**ALLISON COUPON CO., Indianapolis, Indiana, U.S.A.**

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



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for Sample Copy of the  
**Irish Grocer, Drug, Provision  
and General Trades' Journal**  
if you are interested in Irish trade.

**O. E. Robinson & Co.**  
Manufacturers and Buyers of Dried,  
Evaporated and Canned Apples.  
Ingersoll, - - - - - Ontario  
Established 1886.

Write us for New Price List of  
**WINDSOR SALT**  
**TORONTO SALT WORKS**  
TORONTO, ONT. GEO. J. CLIFF, Manager

**COMTE BURNT OUT**  
Premises Gutted. All Correspondence  
Destroyed—All applicants for agency for  
our Superior Coffee please repeat  
application.  
A FEW MORE GOOD AGENCIES OPEN  
**AUG. COMTE & CIE., LIMITEE**  
P.O. Box 2963, MONTREAL

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THROUGHOUT THE DOMINION FOR  
WELL KNOWN OLD COUNTRY  
TOFFEES PRESERVES  
BOOT POLISHES HEALTH SALINE  
FLY-CATCHERS, ETC.  
Apply **EDWARD KIDD & CO.**  
1090 Hamilton St., VANCOUVER, B.C.

**GRATTAN & CO., LIMITED**  
ESTD. 1825  
The Original Makers of  
**BELFAST GINGER ALE**  
Agents in Western Canada  
**EMERSON, BAMFORD CO.**  
842 Cambie Street VANCOUVER, B.C.

**SUCHARD'S COCOA**  
The Highest Quality  
Most Reasonably Priced  
"Quality" Cocoa.  
On Sale Anywhere.  
**FRANK L. BENEDICT & CO.**  
Agents Montreal

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

## Readers of The Grocer, Let Us Know Your Wants

The Canadian Grocer is in a position to secure information  
on new lines in the grocery trade, and of novelties occasion-  
ally asked for in the grocery store.

Don't hesitate to write us. As a subscriber of The Canadian  
Grocer you are entitled to this service.

## HOLLAND RUSK

A friend to the grocer, because its popularity means increased  
sales. Goods that have ready sale, are profitable ones to handle.

**HOLLAND RUSK COMPANY**  
HOLLAND, MICH.



BUY  
**STAR BRAND**  
Cotton Clothes Lines  
AND  
**Cotton Twine**

Cotton Lines are as cheap as Sisal or Manila and  
much better

For Sale by All Wholesale Dealers  
SEE THAT YOU GET THEM

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**Perfection Scotch**  
**Whiskey**

One of the most widely advertised Scotch Whiskies  
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tinctive in flavor, and is noted for its mellowness  
of age. It does not have that "smoky" taste of  
most Scotch whiskies.

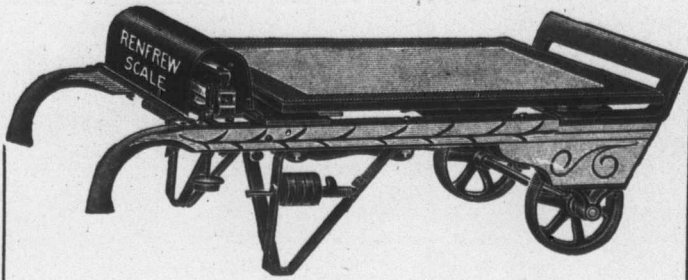
Stock McCallum's Perfection  
**WM. E. McINTYRE, LIMITED**

23 WATER STREET

General Agent

ST. JOHN, N.B.





## An Important Announcement

Subscribers of this paper will be glad to learn that they can now procure the Renfrew Handy Two Wheel Truck Scale without difficulty. It can now be obtained from any agent of the Renfrew Machinery Company, Limited, as this company has lately taken over the products manufactured by the Renfrew Scale Company.

### *The Renfrew Handy* Two Wheel Truck Scale

is a worthy companion for the Standard Cream Separator and the Renfrew Standard Gasoline Engine — the two famous products of the Renfrew Machinery Company.

If you have experienced difficulty in procuring or in seeing one of these scales because of the lack of representation in your locality, drop us a line and we will tell you the name of the nearest agent of the Renfrew Machinery Company. We have fifteen hundred agents in Canada, one of which must be quite handy to you.

The Renfrew Handy Two Wheel Truck Scale is a scale and a truck combined. It will pay for itself twice over in a very short time. No farmer can afford to be without one any more than he can afford to do without a close-skimming cream separator, like the Standard, or a labor-saving engine like the Renfrew Standard.

**The Renfrew Machinery Co.,**  
LIMITED

Head Office and Works, Renfrew, Ont.

Sales Branches at Sussex, N.B.; Saskatoon, Sask.; Calgary, Alta. Agencies Almost Everywhere in Canada.



**Every  
Household  
Has Use for  
Arrowroot!**

Day by day hundreds of people are learning the wonderful food properties of St. Vincent Arrowroot

### At the Canadian National Exhibition, Toronto

This popular food is being introduced to the multitudes; descriptive booklets containing recipes, etc., are being distributed. Be sure and put this exhibit on your calling list.

## ST. VINCENT ARROWROOT

can be made up into so many and so delightful dishes that its popularity is easily explained. Medical science is loud in its praises of St. Vincent Arrowroot as a dish for infants and invalids, because it is so strengthening and easily digested.

You have but to acquaint your trade, Mr. Grocer, with the fact that you have St. Vincent Arrowroot and you can be sure of a steady sale. There's good money in it, too.

Write the Secretary for information and samples.

### St. Vincent Arrowroot Growers' and Exporters' Association

KINGSTOWN, - ST. VINCENT, B.W.I.

AGENTS: Wallace Anderson, 49 Wellington St., Toronto  
L. H. Millen, Hamilton, Can.

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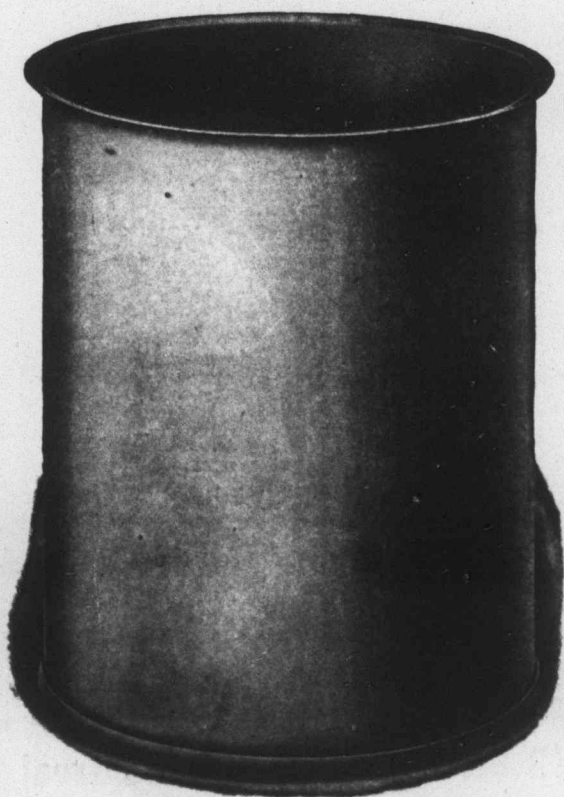
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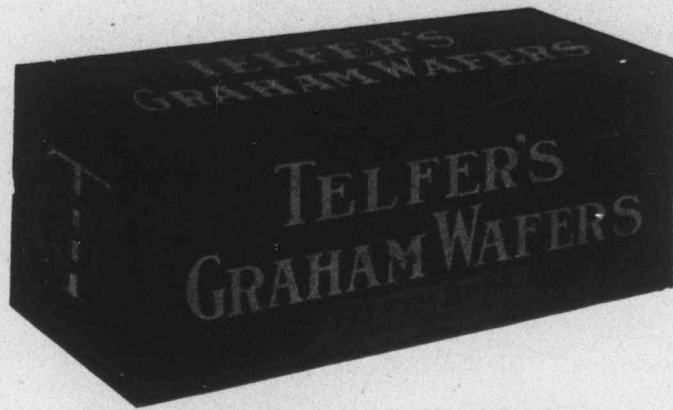
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