

CANADIAN GROCER

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

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Winnipeg: 34 Royal Bank Building
New York: 115 Broadway

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No. 41



Toronto Office:
30 Church St.

For Years in the Lead

—Still Leading

is the unparalleled record of these two brands of staple condiment.



COLMAN'S MUSTARD KEEN'S MUSTARD

Double Superfine Quality—In square tins.

Any dealer stocking these brands will be catering to the demands of the general public.

MAGOR, SON & CO.

AGENTS FOR THE DOMINION OF CANADA

403 St. Paul St. :: MONTREAL

"PIES LIKE MOTHER USED TO MAKE"

Light, delicate, flaky pastry can be made by every one of your customers. More, they will thank you for telling them how to do it. Just mention to them that if they will just use a little

Benson's Prepared Corn

mixed with the flour for all cakes, bread, rolls, tea-biscuit, pastry and pie crusts, they will be astonished at the improvement.

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



The Best Proposition!

Looked at any way you please, no line of goods holds out the same inducements to the Grocer as

UPTON'S Jams, Jellies and Marmalade

First, they are made from the finest fruits in the world---Canadian Fruits---selected by experts and preserved and bottled in an up-to-date, sanitary factory, which is a model of cleanliness. Second, the "Upton" line never 'sticks,' because our extensive consumer advertising has created a demand for these goods; and third, selling "Upton's" specialties invariably leaves a satisfaction and profit-margin behind that makes trading a pleasure.

Are you featuring "Upton's"?
If not, fall in line with the 'wise' ones.

ORDER TO-DAY THROUGH YOUR JOBBER

The T. Upton Co., Limited
Hamilton, Ont.

Wasting Your Energies ?

If it pays to push an article, it pays to push it to some purpose and to push more with an object of gaining permanent trade than of temporary profit. If the demand for any article stops when you stop pushing it, 95 per cent. of your energy has been wasted.

You waste no energy whatever in advocating the sale of these Fish, because people who buy them once will buy them again and again. Briefly, the intrinsic merit of both these articles backs up the highest praise you can give them.

SARDINES

(in Pure Olive Oil)

BRANDS

“Albatross”

“Ambrosia”

PACKED BY

OLSEN & KLEPPE

STAVANGER, - - - NORWAY

Finest Quality Only

A. P. TIPPET & CO., Agents

Herring in Tomato

(Moir,
Wilson & Co.'s)

Nothing superior is packed.

This is the specialty of

Moir, Wilson & Co.
ABERDEEN

Fine, Fat Fish
(Perfectly Cured)

Arthur P. Tippet & Company
Sole Agents.

CLARK'S English Mince Meat

Has that savory "mince-meaty" flavor that every lover of Mince Meat pies looks for.

You haven't a customer who doesn't have to make Mince Meat pies at least once during the season.

You must therefore realize how important it is that you recommend and sell only the very best Mince Meat.

Clark's Mince Meat

is made from a very old English Recipe, and consists of only the finest of **Selected Fruits, Peels** and **Spices.**

Clark's English Mince Meat

is absolutely sure to add to your reputation because there's none like it. It's "**Mince Meat,**" that's why people like it.

In Bulk, in Tins and in Glass, "Brand No. 1."
Don't delay your Order.



W. CLARK :: Montreal

MANUFACTURER of the

CELEBRATED PORK AND BEANS





Notice to Grocers



An article must have merit in order to warrant the expenditure of large sums of money to advertise it.

Advertising alone may influence the first purchase, but it is quality that brings the repeat orders. "Melagama" Brands have a reputation that warrants us in saying

MELAGAMA

TEA and COFFEE

are the best



Send your order by mail, phone or through our traveller and it will have prompt attention.

MINTO BROS.
TORONTO



Facts Worth Considering

**BORDEN'S
EAGLE BRAND
CONDENSED
MILK**



Especially prepared for infant feeding.

Recommended by physicians everywhere.

For general household use best value obtainable.

The Richest and Purest milk from the world's best dairies.

BORDEN'S CONDENSED MILK CO.

'Leaders of Quality'

Established 1857

Sales Offices and Agencies:—

Mason & Hickey, Winnipeg and Calgary
WILLIAM H. DUNN,
Montreal, Toronto and Vancouver

By Special
Appointment



Established 1817.

to His Majesty
King George V.

Macfarlane Lang & Co's

"Granola Digestive" Biscuits

(Regd.)

All varieties of the high-class Biscuits manufactured
by this old-established and widely known Scotch
Firm are now being regularly imported and can be
— supplied in all parts of the Dominion. —

SAMPLES AND FULL PARTICULARS FROM

SNOWDON & EBBITT, 325, Coristine Building, Montreal.
NEWTON A. HILL, 25, Front Street, Toronto.
MASON & HICKEY, 287, Stanley Street, Winnipeg.
The STANDARD BROKERAGE CO.,
852, 864, Cambie Street, Vancouver, B.C.

The shortness and
delicious flavour of

"Granola Digestive" Biscuits

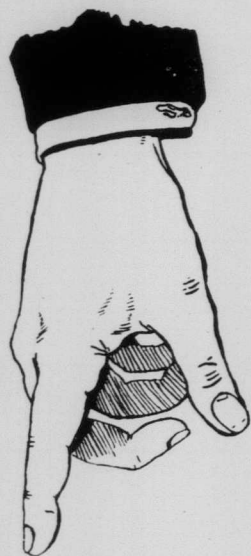
appeal at once to the
palate and tempt the
appetite

On account of their
high nutritive value
they provide a most
agreeable and satisfy-
ing form of diet for
invalids, and should
never be absent
from the children's
luncheon or tea table

Macfarlane Lang & Co's

Biscuit Manufacturers,
Glasgow and London.

Always Gaining
Golden Opinions



AT THE HALIFAX
EXHIBITION

RED CROSS BAKED BEANS

gained the highest award and was granted a diploma.
This is the latest tribute to the high quality of this
popular product, a tribute which is endorsed by thou-
sands of delighted users. Increase your trade and
your profits by stocking

RED CROSS

BAKED



BEANS

DOMINION CANNERS, Limited
HAMILTON :: CANADA

FREE INSURANCE

Every grocer knows how very important it is that his bulk and package spices should be absolutely pure when he pays for the genuine article. Abundant proof of the fact that a surprising percentage of spices sold as pure which are adulterated is easy to furnish.

WHY THEN TAKE CHANCES WHEN YOU CAN BUY

WHITE SWAN BRAND OF SPICES

each Tin, Package, Pail, Box or Barrel of which we insure against adulteration by placing on same

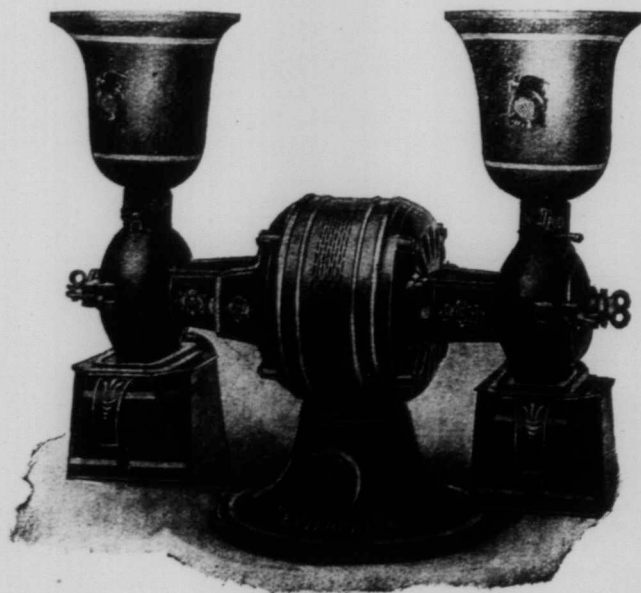
THE GOVERNMENT FORM OF WARRANTY AS TO PURITY

THOUSANDS OF GROCERS USE THIS FREE INSURANCE—DO YOU?

WHITE SWAN SPICES & CEREALS, LTD., TORONTO

"ENTERPRISE"

MR. Up-to-date Grocer, your ambition is (or should be) to install an Electric Coffee Mill.



When you do—get a good one, as good as you can afford.

If it's an "Enterprise" it will be backed by the oldest and largest manufacturers of these goods in the country.

Note the style illustrated. The grinders are connected direct to the shaft of the motor. No belts or gears to litter up the store and make it look like a machine shop and fewer parts to wear.

Perhaps you'd be glad to look over a catalog of electrically driven Coffee Mills, Meat Choppers, etc. Glad to send it.

The Enterprise Mfg. Co. of Pa.

PATENTED HARDWARE SPECIALTIES
Philadelphia, Pa., U. S. A.

21 Murray Street, New York 544 Van Ness Avenue, San Francisco

CHIVERS'

CANNED AND BOTTLED

ENGLISH FRUITS IN SYRUP

Grand Prix Brussels International Exhibition 1910

Specially selected Home Grown Fruit, canned under ideal conditions within a few hours of being gathered.



FRESHNESS CLEANLINESS



PURITY



The "Standard" (London) says:—
"Thanks to Messrs. Chivers, we may now look for summer fruits all the year round. Straight from the Orchard, it would be difficult to tell the difference between these and freshly stewed fruits."

CHIVERS & SONS, LIMITED

FRUIT GROWERS

HISTON

CAMBRIDGE

ENGLAND

CAMBRIDGE SOUPS

Tomato, Haricot, Onion, Carrot, Pea, Lentil, etc., etc.

Prepared from carefully picked vegetables, grown on Chivers & Sons' own farms. Each packet contains sufficient Powder to make a quart of delicious and nourishing soup.



CHIVERS & SONS, LIMITED

HISTON

CAMBRIDGE

ENGLAND

For samples and quotations apply to the agents:—

THE W. H. MALKIN CO., LTD.

57 Water St.

VANCOUVER. B.C.

(British Columbia and Alberta)

THE FRANK L. BENEDICT CO.

144 Craig St. West

MONTREAL

(Canada and Newfoundland)

Candied Peel

The enormous quantities of Lemon, Orange and Citron Peel we candy every year enables us to supply excellent quality at a strictly competitive price. A trial shipment will make you a regular buyer.

XMAS SUPPLIES

should be ordered early through our Sole Canadian Distributors.

THE MANUFACTURERS' AGENCY CO.

MONTREAL, J. W. Windsor, 22 St. John St.
 ST. JOHN, N.B., S. Cecil Irvine, 48 Princess St.
 HALIFAX, N.S., C. E. Creighton, Bedford Chambers.
 BOSTON, U.S.A., General Sales Office, 330 Board of Trade Building.

E. & T. Pink

LONDON, Eng.



Stop and Consider

what it means to have lines which will make customers! Stock

Rowat's Pickles

AND

Paterson's Sauce

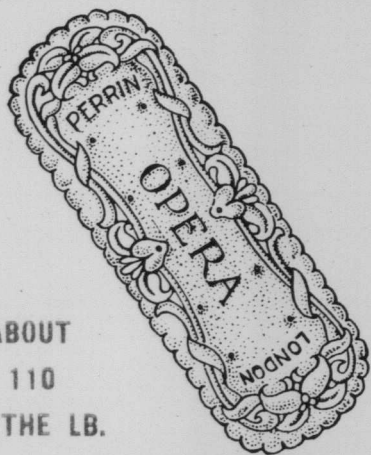
and you will materially strengthen your hold on your trade.

Rowat & Co.

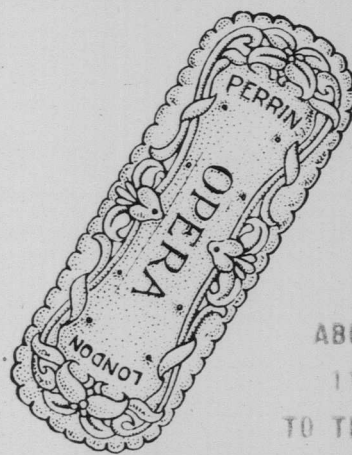
Canadian Distributors

Snowdon & Ebbitt, 325 Coristine Building, Montreal, Quebec, Ontario, Manitoba and the North-West; F. K. Warren, Halifax, N.S.; F. H. Tippet & Co., St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.





ABOUT
110
TO THE LB.



ABOUT
110
TO THE LB.

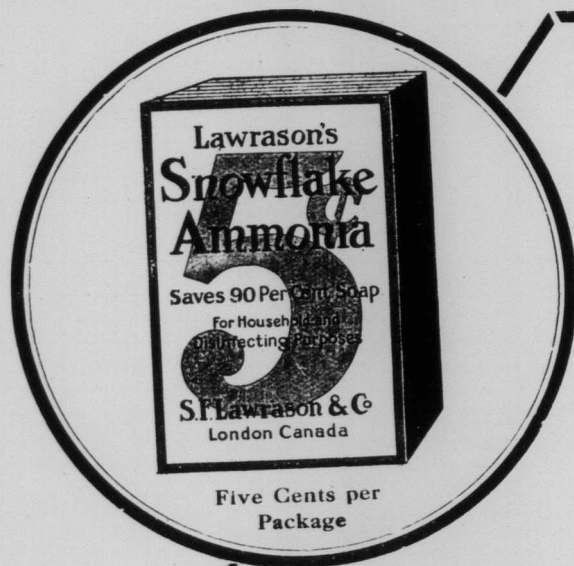
PERRIN'S OPERA FINGERS

Our latest Biscuit
delicacy



TRADE MARK REGISTERED

Dainty design, unique
and rich in flavor



Five Cents per
Package

IT'S A BIG BOAST

to say that every 5c. package of

Lawrason's Snowflake Ammonia

5
cents
for a
large
package

equals in power any similar powder on the
market selling for twice its price, but it's
more than a boast—it's a plain statement of
facts which we support by a

Guarantee of \$500

that it is so. Need we say more?

**S. F. Lawrason
& Co.**

London, - Ontario

COWAN'S CAKE ICING



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

THE COWAN CO., Limited, TORONTO

THE CANADIAN GROCER

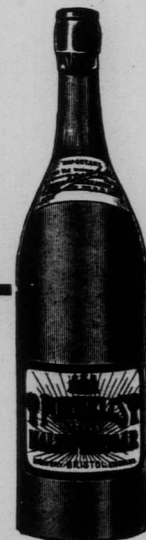
Contractors To The Admiralty

PURNELL'S Sauces, Vinegars and Pickles

Never fail to give perfect satisfaction. They are unparalleled in quality, purity and flavor and are featured by the best stores in Great Britain and Canada.

You cannot make a mistake in handling "Purnell's" full range of products as there is ready sale for every one of them where a discriminating trade is catered to.

We are large contractors to the admiralty, which in itself is a recommendation which cannot be overlooked and a special selling point in their favor. Sold by all jobbers.



Our Canadian Agents

Charlottetown, Horace Haszard; St. John N.B., E. C. McMichael; Montreal and Ottawa, C. S. Harding, Canada Life Building; Halifax, N.S., J. Billman, 236 Hollis St.; Quebec, Cy. A. W. Dunn, 67 St. Peter St.; Toronto, Lind Brokerage Co., 73 Front St. E.; Hamilton, J. H. Stratton & Co.; Winnipeg, Carman Brokerage Co., 141 Bannatyne Avenue E.; Vancouver, B.C., C. E. Jarvis & Co., Room 10, Flack Block, Hastings Street.

PURNELL & PANTER, LIMITED

Bristol, Eng.

Est. 1750

YOU CAN'T EQUAL

THE ZEST OF



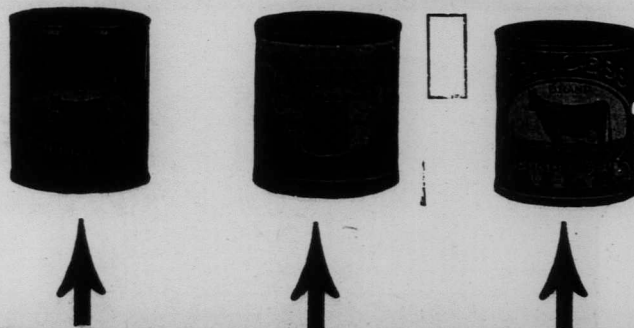
Sterling
BRAND

RELISHES

and your customers are well aware of the fact. That is why the grocer who stocks Sterling Brand products sells more

than the one who is content to retail "just as good" substitutes. "Just as good" won't satisfy those who know the Sterling flavor. Try it yourself and you will be sincere in its praise.

The T. A. LYTTLE CO., Limited, Sterling Road, TORONTO



Three Lines You Should Know
and Introduce to Your
Customers

Tone up your stocks of Condensed Milk by adding these three lines—New Ones and Good. They will bring you new customers and quick returns.

St. George Evaporated Milk, 4 doz. in case, \$3.35
Princess Condensed Milk, 4 doz. in case - \$3.90
Banner Condensed Milk, 4 doz. in case - \$4.40

Order from your wholesaler or direct from the factory. Delivered in 5 case lots to any point in Ontario or East to Halifax.

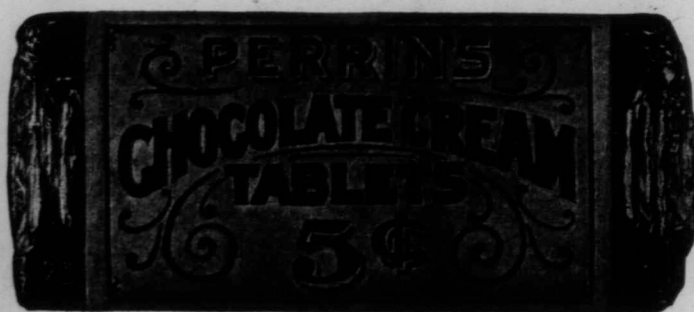
J. MALCOLM & SON

ST. GEORGE

ONT.



30 Bars to Box \$1.00



30 Bars to Box \$1.00



60 Bars to Box \$1.00

Quality and Profit

are assured you in the brief suggestion that you stock these 3 lines of the best eating Chocolate Tablets you can buy. They may bring greater success than your business has ever experienced.

Manufactured by

D. S. PERRIN & CO. Limited
LONDON - - CANADA



SANITARY CANS

FOR

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

Sanitary Can Co., Ltd.,

Niagara Falls, Ont.

"GET A RECEIPT"



8898 NOV.19

★D 77.77

PETERBOROUGH
HARDWARE
COMPANY
PETERBOROUGH

Return This Check
In Case Of Error
It Is Your Receipt

Putting a Receipt in Every Parcel Benefits the Customer

- It prevents disputes. Prevents overcharging.
- Prevents mistakes in change. Stops mistakes in charge accounts.
- Insures a proper record of money paid on account.
- Gives information about special sales and new lines of goods handled by the merchant.
- Protects children and servants by giving them a receipt to take home.
- Shows which clerk waits on each customer, and in case goods are exchanged proves the price paid and date purchased.

National Cash Register Receipts protect millions of customers daily against mistakes and carelessness.

Considering the material, workmanship, and what they do, National Cash Registers are the lowest priced machinery made. They sell from \$13.00 to \$870.00.

Putting a Receipt in Every Parcel Benefits the Merchant

- It stops mistakes. Stops losses. Removes temptation. Increases trade. Increases profits.

BECAUSE It enforces a correct record of All cash sales. All credit sales. All money received on account and all money paid out.

- It wins the confidence of the public. Makes every sale advertise your business. Satisfies customers.
- Makes each clerk responsible for the way he serves customers.
- Every merchant's success depends on whether his methods of handling his business gives the above results.

National Cash Register Receipts protect hundreds of thousands of merchants daily.

Ask for complete information about the "Get a Receipt" plan. Write

THE NATIONAL CASH REGISTER CO., F. E. MUTTON, Manager for Canada
285 YONGE STREET, TORONTO 136

FARROW'S 'A-1' MUSTARD

THE BEST BRITISH MAKE—DIRECT FROM THE GROWERS

In every market of the world FARROW'S "A-1" has forced its way. Write your nearest agent for a sample tin. Compare the get up, the quality and the price—then you'll know the reason why!

CANADIAN AGENTS:—

W. G. PATRICK & CO., 77 York Street, Toronto; T. A. MACNAB & CO., Cabot Bldgs., St. John's, Newfoundland; W. A. SIMONDS, 89 Union St., St. John, N.B.; RUTTAN & CHAPMAN, Fort Garry Court, Main St., Winnipeg; ROSE & LAFLAMME, 400 St. Paul St., Montreal; C. E. CHOATE & CO., Pickford & Black's Wharf, Halifax.

TO THE WHOLESALE TRADE!

West India Co., Limited

305 St. Nicholas Building
MONTREAL

THE CANADIAN HOUSE OF:

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

SUGARS MOLASSES

and all West Indian Produce

We represent some of the chief houses in Barbados, Trinidad, Jamaica, St. Kitts, Antigua and other islands, besides having our own house in Demerara, which was established there in 1782.

Ask us for prices before filling your orders for the coming season

West India Co., Limited



When you are tired trying other Bottled Coffees

and tired listening to customers' complaints about them, stock

"KIT" COFFEE

Price—Nom. 5-oz. bottles, \$1.55 per doz.
Nom. 10-oz. bottles, \$3.00 per doz.

The only Bottled Coffee that is a Success.

"KIT" Coffee is what your customer is looking for—a concentrated essence of finest flavor and aroma in a form that is HANDY TO USE.

The retail grocer who stocks "KIT" Coffee is sure of plenty of Coffee Business

Canadian Agents:

THE HARRY HORNE CO, 309 King Street West, TORONTO
A. TYTLER, Temple Building, LONDON
J. A. CROOKS, Bedford, HALIFAX

KIT COFFEE CO., Govan, Glasgow

Tartan
BRAND
THE SIGN OF PURITY

Tartan Brand Teas, Coffees, Spices, Extracts, Baking Powder, Canned Fruits and Vegetables Salmon and Sundries. Every tin and package guaranteed.

Wagstaffe's Jams, Jellies, Marmalade.

Imperial Vinegar.

The above lines are fully guaranteed for quality, appearance and sale.

Phone 3595. Exchange to all departments.

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

Pure Goods Bring Increased Custom

Give Your Customers

Redpath

Extra Granulated Sugar

and you link to your store the best class of trade.

No other sugar will compare with it.

Make the test yourself. Place samples of other manufacturers alongside it. You will see the difference and recognize the advantage to you of recommending "Redpath" Sugar as the Best.

Extra Granulated
Extra Ground
Powdered
Golden Yellow.

PARIS LUMPS
in 100, 50 and 25 lb. boxes
and in "Red Seal"
dust proof cartons.

**The Canada Sugar Refining Co.,
Limited**
Montreal, Can.

Established in 1854 by John Redpath

This Mark on Every Box

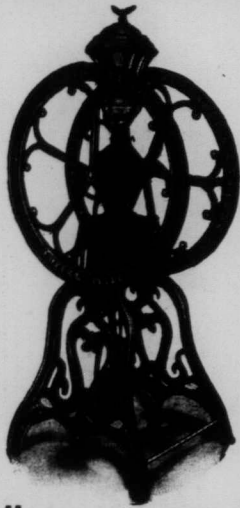


**Means Quality
Dried Fruits**

**The Highest Type of Packing
The Finest Fruits**

Place Order Now for Fall Delivery

All First-Class Jobbers Handle



**THE ELGIN
National
Coffee Mill**

The "Elgin" Mill is easily first favorite with the up-to-date grocer, because it combines easy running and rapid grinding qualities with beauty of appearance and finish. It is very durable and is fitted with a special adjuster for regulating the grinding.

Equipped with the new style force feed steel grinders. Investigate this grinder carefully. Its price is very reasonable.

Ask any of the following Jobbers for our Catalogue:

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

MADE BY

Woodruff & Edwards Co.
ELGIN, ILL., U.S.A.

By Royal

Letters Patent.

NELSON'S
*Gelatine and
Licuorice*
LOZENGES

Should be in your confectionery department.

C. NELSON, DALE & CO., LTD.,
WARWICK, ENGLAND.

How Many Customers Have You

who have not asked for H.P. Sauce? Our new extensive advertising is exciting a large demand, and your customers are buying it **Somewhere**. Wide-awake grocers are making a leading line of

H.P. SAUCE

The Midland Vinegar Co.,
Aston Cross, Birmingham, England.



WALKER PATENTED THE "WALKER BIN" SYSTEM **WALKER PATENTED**

is the only Complete Line of Modern Grocery Fixtures Manufactured in Canada.

It affords the best-known facilities for handling a grocery stock of any size and displaying that stock to the best advantage.

A "Walker Bin" Outfit will put new life into your business, and the cost will be small compared with the results that are bound to follow.

Write for Illustrated Catalogue
"MODERN GROCERY FIXTURES"
and let us give you an estimate.

Walker Bin & Store Fixture Co.
LIMITED

REPRESENTATIVES—

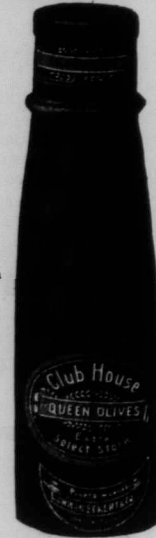
Hamilton: Watson & Truendale, Winipeg, Man.
Saskatchewan and Alberta: J. G. Stokes,
Regina, Sask.
Montreal: W. S. Silcock, 33 St. Nicholas Street

Berlin, Ontario

THEY ALWAYS
ASK FOR
MORE



Club House
QUEEN OLIVES



because of the exquisite flavor that is preserved in them.

The fruit is carefully selected for size, shape and color and preserved by our process which turns them out solid and luscious.

Try for the best trade in your town by handling Gorman, Eckert goods.

Write your Jobber for lists.

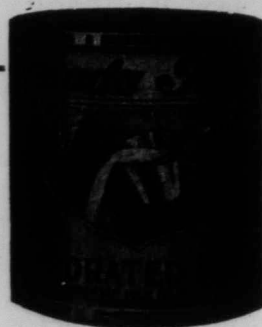
Gorman, Eckert & Co.,
LIMITED
LONDON, Ont. WINNIPEG, Man.

Especially Good for

Being three times as nutritious as ordinary milk without the danger of spoiling, explains why a special place has been given in the nursery and hospital to

**"Canada First"
Evaporated Milk**

Inland Revenue Bulletin No. 208 certified it to be absolutely pure and to contain the very highest percentage of genuine food values.



Infants and Invalids

Condensed and canned in a factory that is unequalled in its sanitary construction, by a process that assures a product of absolute purity.

ORDER FROM YOUR JOBBER

**The Aylmer Condensed Milk
Company, Limited**

Aylmer - - - Ontario

Head Offices: Hamilton, Ontario



WAGSTAFFE'S

FINE OLD ENGLISH MINCE MEAT AND PLUM PUDDING

NOW READY FOR DELIVERY

☞ Made from the finest fruits and spices obtainable, in the most up-to-date sanitary factory in Canada.

☞ Our goods may be a little dearer, but look at the quality.

☞ Mince Meat, packed in 1-lb. 2s, 5s, 7s; 25-lb. gold-lined pails, and 62-lb. tubs. Plum Puddings, packed in 1s, 2s, 3s, crocks. In individual cardboard boxes.

ORDER QUICKLY, PLEASE, FOR THE SEASON

Only a limited quantity being packed.

WAGSTAFFE, LIMITED

PURE FRUIT PRESERVERS

Hamilton

- -

Canada

P U R I T Y

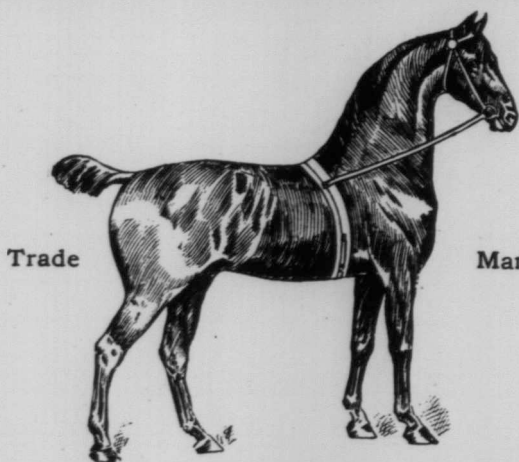
is what you get in **JAPAN TEAS**

No coloring matter in **their** manufacture

FURUYA & NISHIMURA

have a complete assortment of **NEW CROP**
on spot and to arrive.

Jobbers Please Note



QUINQUINOL

A **Stock Food** for Horses, Cattle, Sheep, Hogs, Dogs, Poultry, etc., etc., offering you a good opportunity to build up a strong "Stock Food" business with your country patrons. We can show you copies of hundreds of orders received from grocers for Quinquinol, surely a guarantee of its great qualities

THREE DIPLOMAS GAINED
Three Rivers, Sherbrooke and Ottawa Exhibitions.

The only Stock Food awarded a diploma at any of the above big Exhibitions.
Recommended by the Minister of Agriculture.

\$4.00 per doz. gallon tins.

Retails at \$6.00.

50% profit

No Loss from Vermin or Moisture

Packed in tins, attractively got up, making a nice display for shelves. It will attract customers. You can offer any of them \$500 if they can find any deficiency in Quinquinol.

No Loss to You from Sales

We will guarantee you by personal letter, that you can be at no loss whatsoever. You are at liberty to "money back" the goods. We will make it right. But you will have no cause.

One dealer in each town wanted.
Advertising matter provided.

Register now. **Exclusive territory.**
Your sales safeguarded.

The American Pure Food Co., Montreal

THE CANADIAN GROCER

YOUR PARTICULAR TRADE

may prefer a certain grain in Sugar

FINE, MEDIUM, OR COARSE.

ST. LAWRENCE GRANULATED

may be had from your jobber in any sized grain that suits your special requirements.

This is an important feature for you to know

The St. Lawrence Sugar Refining Co., Limited
MONTREAL, QUE.

MACARONI VERMICELLI SPAGHETTI

There are more and more people every day awakening to the fact that the daintiest of dishes, and cheapest too, can be made from these products, and you should put in a supply and push them.

Don't Take "Any" Brand
BUT TRY
L'ETOILE

the line that always gives satisfaction because it is manufactured by "men who know." Our machinery is of the very latest type, installed by a Parisian expert, and worked by men brought all the way from sunny France.

L'Etoile---the line that pleases.
TRY IT

Gie Francaise des Pates Alimentaires

6-9 HARMONY STREET, - MONTREAL



EVERYBODY WANTS 'CAMP'

It is as good to sell as it is to drink—and equally profitable. Don't delay—order to-day

'CAMP' COFFEE

'The' Greatest Coffee-Essence Success of the Age

ASK YOUR WHOLESALE

R. Paterson & Sons, Coffee Specialists, Glasgow

ESTABLISHED 1849 GLASGOW

THE TEST OF TIME

has both proved the value and reliability of

JAMES DOME BLACK LEAD

The finest article of stove polish in the world. If you want the same high-class polish in paste form, just ask for

DOMELINE

This is simply Dome Lead in paste form, put up in a big tin to sell at

FIVE CENTS

W. G. A. LAMBE & CO., Canadian Agents, TORONTO



A Good Profit Assured

Satisfaction Warranted

in the sale of the well-known long shredded brand, the

**WHITE DOVE
COCOANUT**

Once carried in stock always carried and readily sold at a fair profit and to the entire satisfaction of the consumer. Write for particulars to

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MONTREAL

THE PEOPLE OF
JAMAICA

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

KINGSTON

"GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax

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OF DURABILITY
are the "TARBOX BRAND"
No. 8 Plain Cloth Holder } Stamped
No. 10 Combination Brush } Steel
Heads

Specify through your Jobber along with Self-wringing and Crank-wringing Mops. Manufactured by
TARBOX BROS. - Toronto, Ontario

**FINEST
ENGLISH KIPPERS
AND
EUROPEAN GAME**

**Venison
Exporters**

CORRESPONDENCE INVITED

ROBERT ISAAC, Ltd.

23 GT. CHARLOTTE ST.
LIVERPOOL, England



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

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

SUCHARD'S COCOA

This is the season to push SUCHARD'S COCOA. From now on Cocoa will be in demand daily. It pays to sell the best. We guarantee Suchard's Cocoa against all other makes. Delicious in flavor. Prices just right.
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O. E. Robinson & Co.

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ESTABLISHED 1886

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

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

ALUMINUM ADVERTISING NOVELTIES
CHRISTMAS SPECIALITIES

Write me for Artistic, Useful and Ever-lasting Articles. Cheapest and Best.
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Write, or Phone M. 6126

The GRAY, YOUNG & SPARLING CO., Limited

**SALT
MANUFACTURERS**

Granted the highest awards in competition with other makes.
WINGHAM ESTABLISHED 1871

THERE ARE GOOD
JELLY POWDERS

and bad, nice packages and ugly. Ours are neither middling nor poor, but

Absolutely Superior

to anything you handle to-day. That is saying a lot, but we can back it up and want you to test such a statement by sending a small order.

Package contains both
**JELLY and
GUSTARD POWDER**

and consumers frequently testify in writing to the great value contained in our fancy carton.

The "DOUBLE EVENT" Package
?

S. H. Ewing & Sons
MONTREAL, Branch TORONTO



**CHINESE
STARCH**

HAVE YOU
A STOCK?

GREAT
SELLER
ALL
THE TIME

GET PRICES
OCEAN MILLS
MONTREAL

SELL
GINGERBREAD
BRAND
MOLASSES!
It Pays

Four real reasons why you can increase your Molasses sales by selling "Gingerbread Brand."

1. It is a strong baker.
2. It has a good body.
3. Its quality and flavour are unsurpassed.
4. It is put up in a large variety of sizes.

Give your wholesale a trial order for "Gingerbread" Molasses and be convinced.

Put up in tins—2's, 3's, 5's, 10's and 20's, Pails—1's, 2's, 3's and 5's gals. and in barrels and 1/2 barrels.

The
Dominion Molasses Co.,
LIMITED
HALIFAX, NOVA SCOTIA

Are You Satisfied With Your Soap Sales?

You no doubt have learned that the most satisfactory article is not the one with the widely advertised name. If you are not satisfied with your soap sales try a sample case of

**"CANADA'S BEST"
LAUNDRY SOAP**

Even if you are content to take the small profit on soaps that are selling because of their extensively advertised name, it will pay you to introduce Canada's Best, both for your customers' benefit and yours. Get prices to-day and ask for special quotations on "direct to office" orders.

United Soap Co. of Canada
Limited
MONTREAL, P. Q.

THE RIGHT THING

Confidence is **THE POINT** in all trade.



bring you both—confidence of your customers and the thing you want---more trade.

"ESKIMO" Sardines

are packed from finest selected fish in pure French olive oil.

ORDER TO-DAY FROM YOUR
WHOLESALE OR WRITE TO

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

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W.H. ESCOTT CO.**

Wholesale
Grocery Brokers

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COVERING

Manitoba and Saskatchewan

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Wholesale Commission Brokers and
Manufacturers' Agents.

WINNIPEG, MAN.

Domestic and Foreign Agencies Solicited.

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Wholesale Broker and Manufacturers' Agent
Canadian, British and Foreign Agencies Solicited.

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TOMLINSON, SEMMENS & CO.**

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Office and Track Warehouse, - 92 Alexander St. E.

Correspondence solicited on domestic and
foreign lines. P.O. Box, 1502

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and

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Warehouse on C.P.R. spur track.
Promptness and Satisfaction guaranteed.
Business Solicited.

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BROKER, and MANUFACTURERS'
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Domestic and Foreign Agencies Solicited

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P. O. Drawer 99

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Track connection with all Railroads.

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Evaporated Apples

When wanting, wire us
for quotations.

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W. G. PATRICK & CO.

Manufacturers' Agents

and

Importers

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TORONTO

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Established 1885

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Limited**

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Grocery Brokers

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Headquarters for

New Orleans Fancy Molasses

Barrels and Half Barrels

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Cheap for cash, Fruit Cleaning Plant
with Date Press. In good running order.

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and Warehousemen

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TEL. MAIN 778

BOND 28

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Correspondence solicited with Houses
looking for first-class grocery connections.

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Brokers.

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and COMMISSION MERCHANTS

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tention to all business. Highest Canadian and foreign
references. Cable address: "Macnab," St. John's.

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cery Agencies. Highest References.

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and General Trades' Journal**

if you are interested in Irish Trade



Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

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

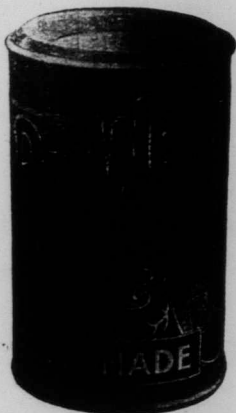
SOLE PACKERS

SMITH & PROCTOR, - HALIFAX, N.S.

**SMITH
AND
PROCTOR**

SOLE PACKERS
Halifax, - N.S.

CARTER'S



Big Wheel Lemonade Powder

Table Jellies, Mustard Powder
etc., etc.

H. W. Carter & Co., Ltd.
BRISTOL, ENGLAND

Very few cheese makers in Canada would risk using any kind but

WINDSOR Cheese Salt

in the curd.

They have tested—and proved it—for purity—for solubility—for flavor—and found that it stands in a class by itself.

There is practically no demand for any other Cheese salt.

THE CANADIAN SALT CO.,
WINDSOR, ONTARIO.
LIMITED

No Alum

in the old reliable

Cook's Friend Baking Powder

The only powder with a pedigree
order from your jobber

Every pound of

Chase & Sanborn's COFFEE

you sell is an investment in your customers' good will that will pay constant and permanent dividends.

CHASE & SANBORN
MONTREAL



There's No Use Worrying

if your profits are not as large as you expected. You can overcome any shortage by dropping us a line. It will only cost you a cent and you will get in touch with a House offering fast selling and profitable lines to the trade all the time.

Here's Something. An Example.

"Orsenigo" Brand Macaroni

Goods which are guaranteed perfectly fresh, naturally wholesome and delightfully appetising.

25 1-lb. boxes for \$2.10

We have various other good propositions for you. It won't do any harm to inquire.

WRITE
IMMEDIATELY

The Charles
Ciceri
Company LIMITED

TORONTO

SPECIALISTS IN ITALIAN PRODUCTS

MONTREAL

THE NAME "FAIRBANK" MEANS SOAP SURETY

GOLD DUST



saves work for your customers by its cleansing power, and GOLD DUST advertising saves work for you by its selling power. One is as searching as the other—just as GOLD DUST itself goes into every nook and corner of the household after dirt, GOLD DUST advertising goes into every corner of the country after customers and sends them to your store.

MADE BY

THE N. K. FAIRBANK COMPANY, MONTREAL



Wheat is Nourishing

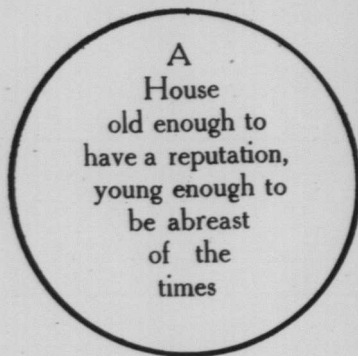
Malt is Easily Digested



"FORCE" is made from Wheat, cooked with Barley Malt, rolled, baked and toasted. It's always crisp and delicious if warmed in oven before serving.

Try it yourself.

"FORCE"



Packer's Celebrated Chocolates

NEW IDEAS — NEW BOXES — NEW CENTRES

Packer's Canadian Bulletin, containing the latest Chocolate news, particulars of the most recent productions and much interesting matter, will be sent regularly to all jobbers upon receipt of request.

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

New 1911 Model
Keith Account System



As convenient to operate as a roll-top desk.

FIRE! FIRE!

6 STORES BURN
ACCOUNTS ALL SAVED
THROUGH THE KEITH
SYSTEM

A COMPLETE STORY IN 6 VOLUMES.
HERE IT IS.

1. D. D. BOWERS, Liberty Center, Ohio
2. A. F. BENDER, Cumberland, Md.
3. W. D. DICKEY & SON, Springfield, Ohio
4. GUSTAVE KRATZIG, Pittsburg, Pa.
5. J. KUMMER & CO., Uhrichville, Ohio
6. THOS. H. CARROLL, Hartford, Conn.

(Write any of the above parties if you wish to verify these statements.)

LISTEN!

Every one of these merchants had large stores in which buildings with contents were completely destroyed, but they all saved their accounts through the **Keith Fire proof System**.

This positive evidence of the fire-proof qualities of the Keith Systems actually spreads all over the United States, and yet, strange as it may seem, certain manufacturers of drop-leaf systems who would first sell their system and would then afterwards sell you an expensive safe in which to store the accounts—call us fire-proof fakers. They have an axe to grind.

We have given you facts backed by sworn affidavits and we, therefore, feel safe in leaving this matter to your intelligence. The fire-proof feature is only one of the many points of protection offered by the Keith System.

WRITE AT ONCE FOR CATALOGUE "H" FOR FULL INFORMATION.

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SOLE MANUFACTURERS, ALSO MANUFACTURERS OF COUNTER PADS FOR STORE USE

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Sydney McKeever, Box 843, Brockville, Ont.



One-writing Self-Indexing
Fire-proof

The King of Condiments



BRAND'S A-1 SAUCE

has an international standing that entitles it to a place on your shelves.

Display A-1 and you will find that it will be added to many an order as soon as it is seen.

A-1 is always good because only the best fruit and spices are used in making it.

The delicate flavor is unique and enticingly familiar to all lovers of good eating.

A-1 is profitable stock, worthy of a high-class store.

Order Now and Get Busy.

BRAND & CO., Limited

Purveyors to H.M. the Late King Edward VII
MAYFAIR, LONDON, ENG.

H. HUBBARD, 27 Common St., MONTREAL,
NEWTON A. HILL, 25 Front St. E., TORONTO,
McLEOD & CLARKSON, VANCOUVER, B.C.

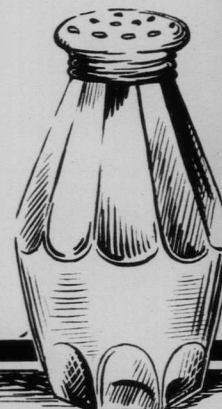
CENTURY SALT

**GUARANTEED PURE
AND FREE FROM GRIT**

Salt is one of the necessities of life and on its purity and strength depends, in a measure, the health of your customers.

Sell the best, and keep the grade of your salt up to that of your general stock. It will pay.

Century Salt is attractively put up and makes a nice shelf stock.



THE DOMINION SALT CO. LIMITED
SARNIA ONTARIO

The Seal of Public Approval

HAS BEEN STAMPED ON

QUEEN QUALITY PICKLES

a line you can stock and recommend with perfect confidence.

These pickles are made solely from choice selected vegetables and high-grade vinegar, and the entire process is carried out in a factory that is a model of sanitary cleanliness.

"Queen Quality" Pickles are perfectly processed and will be found wholesome and tempting.

Put up in 10 oz. and 20 oz. bottles.

PURE TOMATO
CATSUP



Taylor & Pringle Co.
Limited

Owen Sound, Ont.

MAPLE SYRUP! What Price Are You Paying?

We are now getting delivery of foreign sugar, a large contract made before the advance in price. We are therefore able to continue selling our famous Pearl Brand Maple Syrup Mixture at the old price. Prices are as follows:

Pearl Brand Maple Syrup

Wine measure tins	Per Case	BULK MAPLE SYRUP, Imperial measure.
Gallons, 6 to Case	\$4 40	2, 2½ Gallon Tins, 2 to Case \$4.00
Half Gallons, 12 to Case	4.70	5 Gallon Tins, 1 to Case 3 90
Quarts, 24 to Case	4.70	Oak Barrels, about 40 Gallons, per Gal, 75c.
Pints, 24 to Case	2 50	
Quart Bottles, 12 to Case	2.35	

Goods Sold through the Jobbing Trade only. Every Retailer should send to us for our Illustrated Price List.

MAPLES LIMITED - TORONTO
HEADQUARTERS FOR MAPLE PRODUCTS

COLES MILLS

Ask yourself what you want in and of a coffee mill. Write out your own specifications. Then compare what you want with what COLES MILLS offer.

The more particular you are the more COLES MILLS will appeal to you. They meet your every desire. They qualify on every requisite.



COLES MFG. CO., PHILA., PA.

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



**The Trade is Big
Your Profit is Assured**

You are ever alert to a stock that will bring you a steady demand, and one that will increase your prestige among the buyers of the household.

Wonderful Soap

when used in the cleansing of any and all classes of fabrics has performed those duties so well that it has established itself firmly in the minds of all housewives as a sure medium to lessen the labour of washday.

There is a good trade to be done in Wonderful Soap. See to your stocks and get in line.

THE GUELPH SOAP COMPANY
GUELPH, ONTARIO



THEY ARE A SUCCESS BECAUSE

The quality of the fish and the oil used, together with the design of the tin, make the

"DUNOYA" BRAND SARDINES

more attractive than the ordinary tin offered to retail at 10c.

CANADIAN AGENTS
J. W. Bickle & Greening, HAMILTON ONTARIO
(J. A. Henderson)

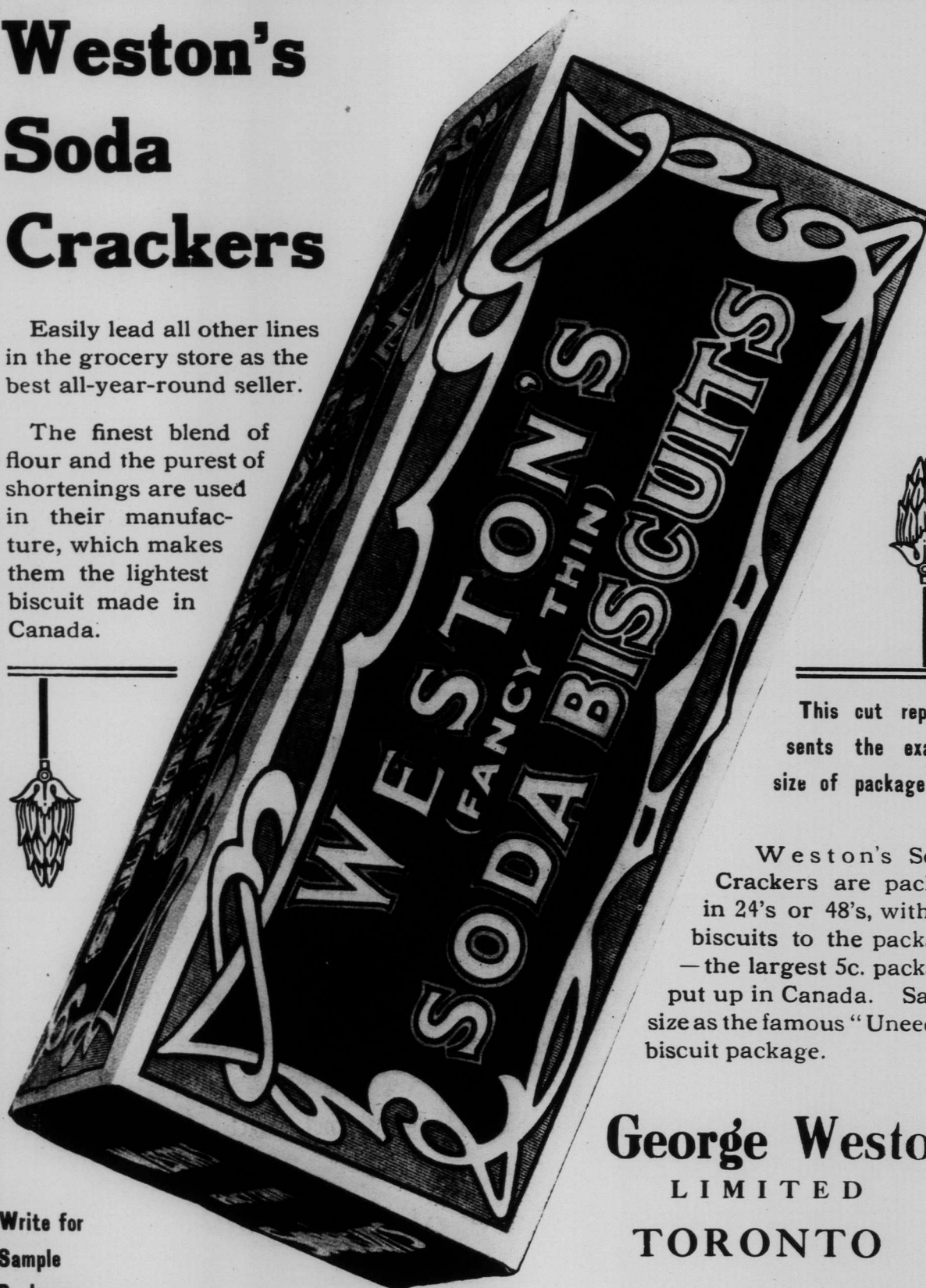
Weston's Soda Crackers

Easily lead all other lines in the grocery store as the best all-year-round seller.

The finest blend of flour and the purest of shortenings are used in their manufacture, which makes them the lightest biscuit made in Canada.



Write for
Sample
Packages.



This cut represents the exact size of package.

Weston's Soda Crackers are packed in 24's or 48's, with 24 biscuits to the package — the largest 5c. package put up in Canada. Same size as the famous "Uneda" biscuit package.

George Weston
LIMITED
TORONTO

IT WILL PAY YOU TO LOOK UP YOUR STOCK OF

RICE

You have no doubt heard of the recent advances in the Montreal milled Rices. The markets all over the world are short and every indication points to considerably higher prices.

OUR STOCKS ARE COMPLETE
OUR VALUES ARE THE BEST OFFERED TO-DAY

Moral---Place your order with US to-day.

SAMPLES AND QUOTATIONS GLADLY SENT TO THOSE INTERESTED.

EBY-BLAIN, LIMITED

Wholesale Grocers.

TORONTO

Are You Ready for

BOVRIL

SALES?

We are issuing new and attractive colored cards which will help to dress your windows, brighten your store and stimulate sales.

Send us a post card and we will forward you a supply free of all cost to you.

Get Your Share of the Trade.

Bovril can be obtained from any wholesale house in the Dominion.

BOVRIL LIMITED, 27 St. Peter Street, Montreal.

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Allen,
Allison
Amerl
Armat
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Baker,
Balfou
Bened
Bickle
Borden
Borwi
Bovril,
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Brand

Camp
Canad
Canad
Canad
Canad
Carter
Cham
Chase
Chive
Chive
Cloer
Cie Fr
Clark,
Claw
Coles
Conn
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Conno
Cowar
Cresce

Dalley
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Domir
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Down

Eby-B
Edwa



A Sure Sign



of Public confidence is an ever increasing demand. This has been the experience of "SALADA" Tea for twenty years. It represents the confidence of the public in "SALADA" Tea, in its consistent high standard, its superior quality, its cleanliness and purity. You cannot do better than push the tea the Public wants. If you are not handling "SALADA", write us now.

"SALADA" TEA CO.

TORONTO

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MONTREAL

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Cause of the High-Cost-of-Living Riots

WHY GROCERY STORES IN FRANCE WERE ATTACKED AND WELSH DEALERS CONDEMNED—WRITER POINTS OUT THIS IS DUE TO LACK OF PUBLICITY AS TO REASONS FOR PRICE ADVANCES—SOLUTION OF THE PROBLEM SUGGESTED.

By H. Theobald.

Recent happenings in the grocery world demonstrate the necessity of publicity and its value to the trade.

In France, only a few weeks ago, grocery shops in a number of districts were attacked and damaged because of the high cost of living. In South Wales, the scene of a recent strike, the grocers were condemned for raising their prices. In the United States where investigations follow one another seemingly without interruption, there is an undercurrent of opinion that the middleman should be removed, and there is likewise a suspicion of the retailer's integrity.

And as a last straw, the writer chanced to enter an east end Montreal store last Saturday morning, just as several women were trying to tell their grocer that he "required watching." "You never can tell what these fellows are giving you," one of them said inelegantly, "and everything seems to be getting dearer. What's your butter this morning?" she asked. "Thirty cents," replied the proprietor. "My goodness, you can get it up town for twenty-seven."

Do the People Trust the Trade?

Now, what is the underlying reason for all these conditions? Some grocers may sit back in their office chairs and ask with an air of superiority! "What has this question to do with me? My customers trust me implicitly, and I am doing all in my power to deserve that confidence."

Undoubtedly, this is true in a great many cases, but by the people, the purchasing public, as a whole, unreservedly trust the trade? What about the Welsh and French illustrations?

In South Wales, when the grocers had been charged by the strikers with the responsibility of increasing the cost of living, the grocers arranged a conference with the strike leaders and clearly proved to them that the profits in the grocery trade were smaller than those obtained by any other class of retailer in the country.

In other words, the people did not understand the conditions under which the grocers worked. Similarly, in France, the retailer was blamed for high prices because he was the party who was brought in direct relation with the consumers. The latter never thought of the results of a hot

and dry summer on certain commodities, nor did they stop to consider whether there were reasons for higher prices in the other markets. The grocer was to blame! Was he not asking the high prices? Go where you will there is more or less of the opinion that grocers get their supplies for nothing. The general public have no other considerations than what they have to pay for sugar and tea and the other staples.

Pittsburg Dealers' Methods.

One more example. In Pittsburg recently, the grocers had printed an explanation of the high price of sugar, in order that their customers might be acquainted with the situation. Every paper bag and every wrapper in which sugar was sent to the household bore the following inscription:

"The tariff on sugar benefits nobody but the sugar trust. Were it not for the tariff and the trust, this package would cost you two cents a pound less. Urge your congressman to vote for the removal of the tariff on sugar. If he doesn't do it, don't return him to Congress. It isn't our fault."

Pittsburg grocers, declare that within another year, they will have the poor people thoroughly informed regarding the price of foodstuffs and that blame will be put on those responsible. It is also interesting to note that within a few days after the appearance of this announcement in the press of New York City, the American Sugar Refining Company used considerable advertising space to explain their position.

Now glancing over what has been shown, it is very evident that the French, the Welsh and the Pittsburg grocers had to contend with the ignorance on the part of at least a portion of the consuming public. Here then is the answer to the question asked above, "what is the underlying reason for all those conditions?" Can it be anything but ignorance? In each instance the grocers took no action until a crisis loomed up, when in order to allay the public's suspicions an announcement was made. As a result the people understood. This is true at least of the affairs in Wales and in the United States. There is no information at hand of the aftermath of the assaults on the French trade.

How to Obtain Information.

Grocers are kept in touch with the world's markets by travelers, manufacturers and the trade newspapers. Here and there the daily press gives some market news but it is desultory, and usually the grocer receives scant consideration. The daily papers appeal to the general public, and the writer knows of some papers which seem to take a particular delight in announcing the wholesale prices of commodities. The retail grocer has no special objection to this, if his own point of view were also published.

Where Lies the Remedy?

In the cases referred to, it was concerted action by grocers, followed by information handed out to consumers that allayed doubts. This was in time of need, when the "multitude" was angry, or at least was beginning to feel that something was wrong.

But in times of peace it is a wise policy to prepare for war; so say many great men. Could not grocers solve the problem of educating their customers in the market conditions of the day? Ideal conditions of trade should exist when the buyer knows that an article is worth the price demanded by the retailer.

If sockeye salmon sells at the rate of two tins for thirty cents one year, and the same quantity for thirty-five cents the next year, how is the consumer to know the reason for the advance? Then if in the following year the grocer announces that he cannot do better than sell sockeye at twenty cents a tin, is it not reasonable that the general salmon-buying public is going to ask "why?" This is practically what has taken place during the past few years in regard to salmon. Many advances have been recorded in groceries, and yet the buying public do not understand the conditions that have made necessary these higher prices.

Concerted Action Needed.

The solution of the problem lies first in concerted action. Thus, in Canadian cities and towns where there are live associations of grocers, meetings could be held, when the conditions of the markets could be discussed and reports of these meetings should be given to the newspapers. The latter will undoubtedly

THE CANADIAN GROCER

ly be glad to give space to this kind of news and thus a double duty is performed; the grocers learn the nature of the situation, and the public through the medium of the press is given the same information. Correct information could also be given by individual dealers in their advertising, circular letters, personal talks, etc. Surely, then, the grocers of such a town will be dealing with enlightened consumers! Not only will increased prices be explained, but when there are any reductions these, too, should be referred to. Ignorance is a mighty opposition in any walk of life, and there is no doubt that the great public does not appreciate the retail grocer's position. The idea held by the farmer and mechanic, that any one can sell groceries, seems to obtain almost generally.

When the People Understand.

These recent occurrences in various parts of the world are certainly food for reflection. Individual efforts on the part of retailers will scarcely avail much, but a united body of grocers, confident in the knowledge that they are right and sure in the conviction that the general public understands their position, such grocers need have no fear of the future. They will be safe from such manifestations as were witnessed in France and South Wales, not to mention the removal of the suspicion that seems to abound wherever a grocer stands behind his scales, day after day doling out with even handed justice the nation's food necessities.

Grocers' Letter Box

The Canadian Grocer solicits enquiries for this Column on Trade Questions. If you desire the manufacturer of any line of goods, where an article can be secured, etc., etc., write us.

Editor Grocer.—Re Canadian Grocer, September 8, 1911, letter box question re vinegar test. Be good enough to let me know from whom I could buy a vinegar tester similar to that used by government officials.

G. H. THOMPSON.

Oil Springs, Ont., Oct., 1911.

Editorial Note.—Apply to Inland Revenue Department, Parliament Buildings, Ottawa.

Editor Canadian Grocer.—Will you kindly advise us the name and address of the firm manufacturing "Trumilk," and oblige.

H. N. BATE & SONS.

Ottawa, Oct., 1911.

Editorial Note.—The Canadian Milk Products, Mail Building, Toronto.

Editor Canadian Grocer.—Do you keep the necessary brushes and ink required

for shbw card lettering? If so, how much are they? If not, where may I get them?

W. B. MOORE.

Lion's Head, Ont., Oct., 1911.

Editorial Note.—Write The E. Harris Co., 73 King St. East, Toronto, or Brown Bros., 51 Wellington St., West, Toronto.

Editor Canadian Grocer.—We are anxious to get some large signs for the outside of our store building, and do not know just the right place to inquire for same. Any information you can give us will be greatly appreciated.

McCOOL & MACNAMARA.

Chapleau, Ont., Oct., 1911.

Editorial Note.—J. J. Turner & Sons, Peterborough, Ont.; Connor-Ruddy Co., 11 Wellington St. E., Toronto; W. G. McLean, 136 Victoria St., Toronto and Geo. Booth & Son, 21 Adelaide St. W., Toronto, are manufacturers of large signs.

Editor Canadian Grocer.—Please let us know if you can furnish the names of some reliable parties in New Brunswick from whom we could get prices on a car of potatoes.

BANNER & OSTRUM.

North Bay, Ont., Oct., 1911.

Editorial Note.—Clements & Co., West St. John, N.B., and T. Collins & Co., North Market St., St. John, N.B.

FREIGHT RATES IN GERMANY CUT.

Because of the recent drought and the high cost of living, the Prussian ministry has decided to cut in half the railroad freight rates on potatoes, fresh vegetables, corn and fodder grain and to reduce the rates on sea fish.

The minister of agriculture has ordered the sale of fodder to needy persons at reduced prices.

An official report places the potato crop of Germany at only 60 per cent., against 74 a year ago.

OUR CONFECTIONERY CONTEST



Dealers and clerks are taking a big interest in The Canadian Grocer's Confectionery Contest, announced in last week's issue. Already a number of articles have been received. Make this contest a lively one, and let us have your opinions to-day.



YOU

CANDY

DEP

Let us help you to demonstrate the importance and possibilities profit winner by supplying you with our distinctive and classy merits of these goods are best emphasised by the large repeat business compelling us to increase our facilities to cope with the demand. of sample orders picked from hundreds we are receiving from all



OLD-FASHIONED CHOCOLATES

Sweeping everything before them, no one can come up to the quality we offer. Profit makers. What the youngsters like.

Messrs. Sugar & Cannery, Ltd.
MONTREAL.

Please ship at once:

- 1 pail Nutty Creams, 17 lbs. \$2.40
- 1 pail Fruity Creams, 17 lbs. 2.40
- 1 pail Mint Buttons, 17 lbs. 2.20
- 1 pail Butter Beans, 12½ lbs. 2.00
- 1 pail Smacks, 15 lbs. 2.00

"THE HOUSE OF PLENTY"

Dainty, attractive new goods, are always customers will appreciate our new lines. means extra demands on your candy department have always something different.

Ask your jobber for these lines, or forward five packages, with your wholesaler's name

All Wholesalers' Salesmen c

SUGARS & CANNERY

MONTREAL

NEW LINES GROSS GOODS

- M.M. BANANAS
- M.M. BROOMS
- M.M. HATCHETS
- CHOC. M.M. CABLE BARS
- ' MUTT ' & ' JEFF ' CHOC M.M.
- CHOC. M.M. CANADIAN VOLUNTEERS
- JUMBO STICKS M.M.
- COCOA MOSS M.M.
- VANILLA MOSS M.M.
- BUSTERS M.M. STICKS
- TRICOLOR M.M. STICKS
- CHOC. WALNUT M.M. SQUARES
- M.M. JEWEL SQUARES
- CHOC. M.M. BARS

Packed ½ gro. boxes - \$1.05 per Gross.



YOUR DEPARTMENT

and possibilities of this department as a
 ve and classy lines of specialties. The
 large repeat business we are receiving,
 the demand. The following are copies
 eiving from all parts of the country:—

Messrs. Sugars & Cannery, Ltd.,
 MONTREAL.

Please ship at once:

2.40	1 pail Maple Hearts, 18 lbs.	\$2.40
2.40	1 pail Crystallized Maple Gems, 18	
	lbs.	2.70
2.20	1 pail Maple Buttons, 20 lbs.	2.40
2.00	1 c/s Walnutine Blocks, 30 blocks . .	2.00
2.00	1 c/s Maple Cream Blocks, 30 blocks	2.00



MIKADO MIXED

Superb mixture, absolutely free from sugaring.
 Good assortment, jellies, creams, pepper-
 mints, fancy rocks, etc. In 32 lb. pails.
 Costs you 8½c. lb. Best mixture sold.

"PLENTY" Always Something New

new goods, are always splendid sellers and your
 date our new lines. Fall and Christmas trade
 s on your candy department. Remember we
 ng different.

or these lines, or forward us a trial order for
 our wholesaler's name.

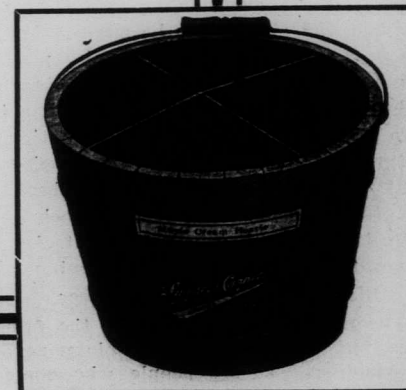
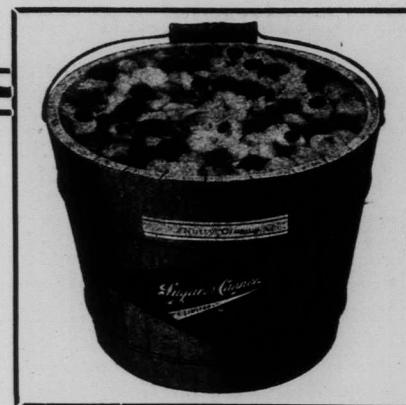
salers' Salesmen carry our lists.

& CANNERS, Limited
 MONTREAL

NEW LINES GROSS GOODS

- EGYPTIAN CHOCOLATE PYRAMIDS
- FRAPPE CREAM
- MAPLE ICE CREAM DROPS
- JELLY BEANS, 6 for 1c.
- A.B. MICE
- A.B. GUM STICKS, 2 for 1c.
- A.B. RETURN BALLS
- MAPLE WALNUT FUDGE
- MARROWBONE
- CINNAMON BUDS
- PEPPERMINT HUMBUGS
- BOSTON BAKED BEANS
- ASSORTED MARBLES
- BARBERS' POLES
- LATIERE STICKS
- STRAWBERRY STICKS

Packed ½ gross boxes—\$1.05 per gross.



Educative Campaign for Shorter Hours

THE GROCERS' SECTION OF TORONTO RETAIL MERCHANTS BELIEVE THAT SHORTER HOURS CAN BEST BE SECURED BY EDUCATING THE PUBLIC—THE AID OF THE CHURCHES, SOCIETIES AND LABOR UNIONS TO BE ENLISTED IN THE CAUSE—FALL CAMPAIGN IN THE INTERESTS OF THE GROCERY TRADE HAS COMMENCED.

Toronto, Oct. 12 (Special).—The Grocers' section of the Retail Merchants' Association made a good start in their fall and winter campaign in the interests of the grocers at their meeting at 21 Richmond street on Monday night. Several important questions were brought forward for discussion while the number on the slate to be dealt with at future meetings betokens that some good work in remedying trade grievances is to be done.

The question of early closing was the principal subject dealt with on Monday night. It is through an educative campaign that they believe the best results must come and they have already enlisted support from ministers of the city. However, the scheme is yet young and they realize it will mean a good deal of planning in order to perfect it.

Wanted Church Co-operation.

J. F. Holloway, president of the Grocers' section, introduced the question. He believed an educative movement for the general public was necessary and that if the church would co-operate with the trade a great deal could be done. He pointed to the difficulty of bringing an early closing by-law into effect.

Minister Gives Address.

Rev. Dr. Turnbull is one of the city ministers who believes that the grocers should have shorter hours.

"I scarcely know why I am here," he said, "unless it is that I am interested in anything that will help my brother. I am in favor of shorter hours for the grocers, but I realize there are difficulties in the way of securing them, although I can see no great objections why the grocers should not have them.

"I am in favor of shorter hours because you are men living in the 20th century, and should not be mere slaves, which you are in a certain way when you work from early morn until late at night. Every man and woman should have some spare time for recreation, culture of the mind and for the development of their religious side. When I see grocers at work until 12 o'clock on Saturday night how can I expect them to get to church on Sunday morning.

Blames Public and the Grocer.

"The public are to blame in the first place, but the grocers are to blame next for yielding. I see people who could order their groceries early, walk

around until late and then go to the grocery."

"We will have to get shorter hours, or we will not be able to get clerks," maintained Mr. Holloway. "In other lines of work clerks get time for recreation and that is the work the young men will take up."

By-Law Had Failed.

F. C. Higgins spoke of the efforts that had been made in the past to secure shorter hours but which being half-hearted, failed. A city by-law closing grocers at a certain hour had once been put into force, but many evaded it by carrying some side line. He realized that a young man in business had to work hard in order to make ends meet, and therefore, such a person wanted to keep open.

Frank Giles, although in favor of short hours, pointed out that the working people were not through until late, and in order to accommodate them, he believed that the stores should be open until 7 o'clock. He maintained that no law could be passed to make a grocer close if he opposed it. The dealer would get around it by handling side-lines. "Personally, I would like to see the hours shorter. I don't think it pays to stay open. Besides it makes help a bigger problem as other trades have shorter hours and just as much pay. However, we must not consider ourselves, but the majority."

Eight O'Clock Too Late.

Mr. Holloway in speaking of eight as an hour for closing, said that while it would help, it did not give the clerk or employer much chance for recreation. He pointed out that with the additional expenses and the trade he would get earlier if he did close, that a grocer did not make anything by staying open. "I believe," he said, "that the churches can do a great deal in this direction. Through this source the public can be asked to patronize and encourage the man who closes. You cannot drive the people but you can lead them, and this can be done by getting the churches to select a certain Sunday, and preach on this particular question."

It was pointed out that additional educative work could be done through the labor unions as well as the different societies and lodges. The women's Christian Temperance Union have already taken up the subject in Toronto.

Three Methods of Operation.

Rev. Dr. Turnbull, after listening to the animated discussion on the question said there were three lines of operation. First, that they consider the advisability of applying to the city for a by-law for early closing; second, that they conduct an educative campaign through the churches, by having one Sunday especially devoted to that question, and third that they put the matter before the labor unions and enlist their aid, as well as the societies of both men and women.

The association believe that this is the best way of remedying the grievance of long hours and will consider the best means and methods of doing so.

Invoicing Biscuits.

"Are you in favor of having biscuits invoiced at uniform price with discount off?" was a question put to the meeting. There were some objections to the idea but the majority voted in favor of it.

Some interesting discussions in other trade problems took place and another big question, that of manufacturers and wholesalers selling to hotels, restaurants, etc., was left over for the next meeting.

MANUFACTURERS AT CONVENTION.

Toronto, Oct. 12.—The Canadian Manufacturers' Association is meeting in Toronto this week, the convention being held at the King Edward.

Among those registered before time of going to press were the following:—J. Wagstaffe, Wagstaffe Limited, Hamilton; E. Littler, Walter E. Lowney Co., Montreal; A. D. Ganong, Ganong Bros., Limited, St. Stephen, N.B.; A. H. Brittain, Maritime Fish Corporation, Montreal; L. H. Packard, L. H. Packard & Co., Montreal; S. W. Ewing, S. H. Ewing & Sons, Montreal; J. C. Thorn, Metallic Roofing Co., of Canada, Ltd., Toronto; S. R. Parsons, British America Oil Co., Toronto; N. A. Leach, Western Salt Co., Mooretown, Ont.; E. C. Boeckh, Boeckh Bros., Toronto; W. Robertson, Robertson Bros., Toronto; K. Bethune, American Can Co., Hamilton; C. C. L. Wilson, Ingersoll Packing Co., Ingersoll, Ont.; Henry Wright, MacLaren Imperial Cheese Co., Toronto; W. M. Shirriff, Imperial Extract Co. Toronto; C. Dolph, Metal Shingle & Siding Co., Preston, Ont.; Jas. Litster, Litster Pure Food Co., Toronto; J. Hewitt, Canadian Shredded Wheat Co., Toronto; J. D. Flavelle, Canadian Cereal & Milling Co., Lindsay, Ont.; A. S. Rogers, Queen City Oil Co., Toronto; J. Allan Ross, Wm. Wrigley, Jr., & Co., Toronto; W. S. Greening, Pure Gold Manufacturing Co.; Jno. D. Laidlaw, H.O. Co., Hamilton; Robt. C. Fearman, F. W. Fearman Co., Hamilton; W. P. Downey, Montreal.

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RICE ADVANCES AGAIN.

This week, the announcement is sent out of another advance of 15 cents per cwt. in the price of rice. To those who have followed our market reports this will not be a surprise, as it has been pointed out that conditions seemed to warrant the expectation of higher prices. This is a total advance of 65 cents per cwt. within two months—an unusual occurrence in this commodity.

A combination of adverse conditions in many producing sections of the East is responsible. In China, conditions are reported the worst in a long period. In the Yangste Valley there have been very serious floods. In normal years this section exports rice to the remainder of China, but when floods occur it is necessary to import large quantities. In 1907, a year of flood in that district, 900,000 tons were brought in.

In the Dutch East Indies, the Governor-General has temporarily prohibited the export of rice in order to safeguard the natives. There is little available Burma rice in any of the producing countries. The position in India is improving according to late reports but it is seemingly certain that there will be a shortage of foodstuffs. Therefore it seems that high prices are fully warranted.

SHORT CROP OF PICKLE VEGETABLES.

The production of vegetables used in the manufacture of pickles has been even smaller this year than last when the crop was shorter than for some years before.

This is true not alone in Canada but also throughout the United States—the result of the dry, hot weather during the summer months, which seriously affected the growth of the cucumber.

One manufacturer stated to The Grocer that on their own acreage this year, the yield was only 2¼ tons to the acre as compared with 2½ last year, and an average of five tcns.

It will be remembered that last year, prices were considerably higher than in previous years and as the season advanced and supplies of the vegetable became scarcer that prices went higher. That the prices of last year will be maintained under these circumstances can only be looked for.

Probably, as the season advances and supplies become more limited, a firmer feeling may develop. Canadian

manufacturers find it necessary to import large quantities of vegetables from the United States during the winter months and spring, and much depends on how prices on the other side act.

ADULTERATED PEPPER.

Investigations by the Inland Revenue Department, Ottawa, regarding our pepper supply, indicate that for the past 33 years, 40 per cent. has been adulterated. The commonest adulterant is ground olive stones. Recently, 2 carloads of this have been sent into Canada, but because olive stone is used for other purposes, its entry cannot be prohibited. So say the authorities.

The question to be considered by the retail dealer is whether he asks for pure pepper and doesn't or does get it. If he asks for genuine pepper, is confident he is getting it and does get it, he can, without fear from visits of inspectors, offer it to his customers as absolutely pure.

If, however, the dealer gets a compound article he should know it. In justice to his customers he should tell them when he tenders them compound pepper. If he doesn't he is not only liable to a fine from a government inspector, but in time will lose the confidence of his clientele. This would be far more disastrous than any fine imposed.

The time will come when dealers will fear no more the visit of an inspector; but only when they insist on getting pure spices when they ask for them. Judge the manufacturer by his reputation. Learn all you can about him and act accordingly.

CLEAN WINDOWS AND SHOW-CASES.

The grocer who takes a pride in the cleanliness of his windows and show-cases is bound to impress his customers with the idea that he is aiming at cleanliness and that this principle is applied to all his methods.

On Monday morning last, a representative of The Grocer called at a store, the windows of which were daubed with some polish. Inside, you could scarcely see through the show-cases because of the polish that had been rubbed over the glass. Presently a young clerk was found at one of the windows with a dry cloth and a stout arm. The white stuff was fast disappearing, but the glass thus treated shone bright and clean. The proprietor noticed the effect from time to time and was delighted. "That is a regular duty," he said. "Not daily, of course, but so frequently that the dust and dirt have no chance at all."

A little water, a polish preparation, a dry cloth and a willing arm will work wonders on the glass every Monday.

EDITORIAL NOTE.

Some one has said that the buyer forgets the price, no matter how low it is, if the purchased article fails to prove satisfactory. That person understood human nature.

The Grocer's Confectionery Contest is off to a good start. Last Monday's mail brought the opinions of two dealers and more have since followed. Last week's issue contained full announcement, Page 23. Results will be given in our big Fall Campaign Number of November 3. Put your opinions on paper to-day and mail them to us.

The Markets--Rice Advances 15 cts.

THIS MAKES A TOTAL ADVANCE OF 65 CENTS WITHIN TWO MONTHS—COMBINATION OF ADVERSE CONDITIONS IN PRODUCING COUNTRIES THE CAUSE—SPOT TOMATOES HELD AT HIGH FIGURE ON ALL MARKETS—GENERAL CANNED GOODS FIRMLY HELD—MOLASSES CONTINUE STRONG—TRADE IS HEALTHY.

QUEBEC MARKETS.

POINTERS—

Spot Gal. Apples—\$3.50 to \$3.75.

Rice—Advanced 15c per cwt.

Lobsters—Price is higher and supply short.

Tomatoes—Now from \$1.65 to \$1.75.

Molasses (fancy)—Very firm.

Sugar—Still high and firm.

Brooms—Up another 15 per cent.

Montreal, Oct. 12.—It has been stated that business did not show any great change after the elections had blown over, and apparently trade was not deeply affected by the turmoil of the campaign. At any rate business is running along, giving a good share of satisfaction to all concerned, and holding out hopes for the coming season. One gentleman told The Grocer that in spite of the good summer with a great deal of work for everybody there was not the expected prosperity. This is offered as the advice of simply a man who in his dealings with the trade has formed his own opinions. He claims that when people now-a-days make an extra dollar they have a dozen or more methods of spending it. Amusement parks, excursions, fashionable clothes and such things always appeal to the man with more money than his accustomed amount.

However, there is a general air of prosperity. Payments have been rather good and there is nothing to be gained by casting a doubt over our conditions.

Sugar.—The market remains firm and high, with no present indications of relief from high prices. The Cuban cane crop is likely to be good one, but there are no immediate sources of supply that can be expected to furnish stocks adequate for demands. While it is unsafe to try to form an idea of what future prices will be, still the present aspect is so firm that the general opinion is apparently that sugar prices will continue to hold their own for some time yet. The demand is fairly steady.

Granulated, bags	5 85
" 25-lb. bags	5 95
" Imperial	5 70
" Beaver	5 75
Paris lump, boxes, 100 lbs.	6 55
" " 50 lbs.	6 65
" " 25 lbs.	6 95
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	6 55
" " 100 lb. boxes	6 65
" " 50 lb. "	6 75
" " 25 lb. "	6 95
" " 5 lb. cartons, each	0 37 1/2
Crystal Diamond Dominoes, 5-lb. cartons, each	0 37 1/2

Extra ground, bbls.	6 30
" " 50-lb. boxes	6 20
" " 25-lb. boxes	6 70
Powdered, bbls.	6 10
" " 50-lb. boxes	6 30
Phoenix	5 85
Bright coffee	5 80
No. 3 yellow	5 60
No. 2 "	5 60
No. 1 " bags	5 45
Bbls. granulated and yellow may be had at 5c. above bag prices.	

Syrups and Molasses.—There is a likelihood that when the new cane crop is being reduced to sugar there will be much less attention paid to molasses than usual owing to the high price of sugar. Fancy molasses are firm and as stated before they seem to be a good buy. Syrups are in good demand and will surely continue to be active with the price unchanged in a market that seems to be advancing in every direction and with a good season of demand.

Fancy Barbados molasses, puncheons	0 35	0 37
" " barrels	0 36	0 38
" " half-barrels	0 38	0 40
Choice Barbados molasses, puncheons	0 30	0 32
" " barrels	0 32	0 35
" " half-barrels	0 25	0 28
New Orleans	0 30	
Antigua	0 40	
Porto Rico	0 03 1/2	
Corn syrups, bbls.	0 03 1/2	
" 1-bbls.	0 03 1/2	
" 2-bbls.	0 03 1/2	
" 25-lb. pails	1 75	
" 5-lb. "	1 25	
Cases, 2-lb. tins, 2 doz. per case	2 40	
" " 5-lb. " 1 doz. "	2 75	
" " 10-lb. " 1 doz. "	2 65	
" " 20-lb. " 1 doz. "	2 60	

Dried Fruits.—Some of the leading retailers are showing new figs, but the jobbers have not reported the arrival of stocks. The retailers who wanted these first shipments paid extra express duties in order to get fast delivery from New York. The trouble in the east will scarcely affect the fig market for most of the supplies have been shipped and are beyond the war zone. Currants are firm and raisins are steady. The dried fruit market is, generally speaking, steady and strong. The situation is unsettled owing to the fact that some stocks are arriving, others are yet to be shipped, and so on. It has not yet settled down to steady business.

Evaporated apricots	0 22	0 24
Evaporated apples	0 11	0 13
Evaporated peaches	0 17 1/2	0 18
Currants, fine filletas, per lb., not cleaned	0 07	
" " cleaned	0 07 1/2	0 08
" " 1-lb. packages, fine filletas, cleaned	0 08	0 08 1/2
" " Patras, per lb.	0 08 1/2	0 09
" " Vestizze, per lb.	0 09	0 10
Dates, 1-lb. packages	0 06 1/2	0 07 1/2
Dates, Hallowee, loose	0 04 1/2	0 05
Figs	0 11	
Figs, 3 crown	0 08	0 08 1/2
Figs, 4 crown	0 09	0 11
Figs, 5 crown	0 10	0 11
Prunes—		
30-40	0 13	
40-50	0 12 1/2	
50-60	0 12	
60-70	0 11 1/2	
70-80	0 11	
80-90	0 10 1/2	
90-100	0 10	

Raisins—		
Choice seeded raisins	0 10 1/2	0 11
" fancy seeded, 1-lb. pkgs.	0 09 1/2	0 10
" loose muscatels, 3-crown, per lb.	0 08	0 08 1/2
" " 4-crown, per lb.		0 09 1/2
Select raisins, 7-lb. box, per box	2 40	0 63
Malaga table raisins, clusters, per box		5 60
Valencia, fine off stalk, per lb.		0 07 1/2
" select, per lb.		0 08
" 4-crown layers, per lb.		0 08 1/2

Nuts.—There is a steadiness in the nut market with a rather firm feeling more or less general. One report says the crop of Tarragona almonds is estimated to be about 50,000 bags against an average output of 80,000 to 100,000 bags.

In shell—		
Brasils	0 16 1/2	0 17
Filberts, Sicily, per lb.	0 11 1/2	0 13 1/2
" Barcelona, per lb.		0 10
Tarragona Almonds, per lb.	0 13	0 16
Walnuts, Grenobles, per lb.	0 18	0 19
" Marbots, per lb.	0 15	0 16
" Cornes, per lb.		0 11 1/2

Shelled—		
Almonds, 4-crown selected, per lb.	0 35	0 37
" 3-crown "	0 32	0 33
" 2-crown "	0 31	0 33
" (in bags), standards, per lb.	0 27	0 28
Cashews	0 15	0 17

Peanuts—		
American—		
Coon, roasted	0 09	0 09 1/2
Coon, green	0 08	0 08 1/2
Diamond G, roasted	0 10	0 10 1/2
Diamond G, green	0 08	0 09
Bon Ton, roasted	0 12 1/2	0 13 1/2
Bon Ton, green	0 11	0 11 1/2
Sun, roasted	0 11	
Sun, green	0 10	
Spanish, No. 1	0 13	0 15
Virginia, No. 1	0 17	0 18
Pecans, 3 crown, per lb.	0 22	0 23
Pecans, jumbo	0 22	0 23
Pistachios, per lb.		0 75

Walnuts—		
Bordeaux halves	0 36	0 37 1/2
Broken	0 30	0 32

Rice.—It has been indicated quite clearly in these reports during the past few weeks that rice which made rather phenomenal advances of late was still strong and was likely to advance still further. The news of the past week includes an advance of fifteen cents per cwt. in the regular prices. This is for Rangoons, Japans and Patna rices. To those who have followed the recent reports on rice the advance of the week does not come as a surprise. It was said that conditions of the market seemed to warrant the expectation of higher prices.

Rangoons—		
Rice, grade B, bags, 250 lbs.	3 55	3 65
" " 100 lbs.	3 55	3 65
" " 50 lbs.	3 55	3 65
" " pockets, 2 1/2 lbs.	3 65	3 75
" " pockets, 1 1/2 lbs.	3 80	3 90
" " C.C., bags, 250 lbs.	3 45	3 55
" " 100 lbs.	3 45	3 55
" " 50 lbs.	3 45	3 55
" " pockets, 2 1/2 lbs.	3 65	3 75
" " pockets, 1 1/2 lbs.	3 60	3 70

Fancy Patna—		
Patna polished	3 85	3 95
" Pearl	4 10	4 20
Imperial Glace	4 60	4 70
Sparkle	4 70	4 80

Japans—		
Crystal	5 05	5 15
Snow	5 15	5 25
Ice Dips	6 30	6 40
Carolina Head	6 55	6 65
Brown Sage, lb.	0 05	0 06
Tapioa, medium pearl, lb.	0 07	0 07 1/2
Seed, lb.	0 06 1/2	0 08 1/2

Brooms.—As stated in these columns a few weeks ago, brooms are very firm, and

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the price is high. An advance of 15 per cent. has been quoted during the past week and at the new figures the market is firm. The prices now quoted are as follows: Five strings, \$4.50 to \$5 a dozen; four strings, \$3.75; three strings, \$3.25; two strings, \$3. The trade have had ample warning of the coming prices and should be well supplied before the new prices become active. The cause has been explained before, the main reason being the shortage of the new broom corn crop. The present advance brings the quotations to quite a figure for the everyday broom which has usually been at a normal price. One jobber stated he had just sold one lot of brooms at \$4 a doz., for which he would have been glad to get \$3 ten days or two weeks ago.

Tea.—A general firmness prevails in the tea market. Good sales of Japan have been reported at firm figures. Reports from various dealers may be boiled down to the statement that prices are generally strong.

Japans—		
Choicest	0 40	0 50
Choice	0 35	0 37
Fine	0 30	0 35
Medium	0 25	0 28
Good common	0 21	0 24
Common	0 17	0 21
Ceylon—Broken Orange Pekoe		
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
India—Pekoe Souchongs		
Young Hysons	0 24	0 25
Hysons	0 24	0 25
Gunpowders	0 19	0 35
Ohina greens—Pingsuey gunpowder, low grade		
pea leaf	0 14	0 30
pinhead	0 20	0 50

Evaporated Apples.—The trade are quoting from 12½ to 13 cents for the best spot evaps. There is nothing definite about the extent of the present evaporating work. One jobber wanted to secure the entire output of one man but learned that 1,300 boxes had been sold at 10—10½ cents. The price will likely be rather firm.

CANNED GOODS.

Montreal.—Naturally enough canned goods is one of the principal topics in grocery discussions. Tomatoes have not been standing still during the week and what some call alarmist prices are now being mentioned. One house announced \$1.75 for new pack 3s, and was upheld by others. But another jobber mentioned \$1.55 to \$1.60 and stated that prices could not go much higher for the reason that goods from across the line could be imported. Against that, however, is the fact that reports from Baltimore indicate a rising market and one local jobber stated he had made enquiries in that market without any hope of securing supplies. The pack is just about the same as last year's and it is not likely that the canners in the south will have any surplus goods. One canner sold 10,000 cases of tomatoes on Tuesday afternoon at \$1.45. That is quite a healthy price to pay the packer

and the information came from a jobber.

French peas have advanced \$1 a case, and are now quoted at from \$10 to \$17, according to quality. This is just another little indication of the general tendency in the canned goods market.

Next consider lobsters. Stocks are very low and prices are higher. Some of the houses are reduced to only ½ lb. flats, and with slight supplies it will not be long until they are about finished.

Strawberries are firm as well as other fruits, and it is safe to say that the trade in general will feel better when they have received their deliveries of canned goods in full.

And lastly, salmon. There are ten buyers for every seller. Red sockeye was delivered to the extent of 35 per cent. tails. There was not a great demand for flats. The market is firm with supplies not at all encouraging.

FRUITS		Group A
Fruits—		
2s—Cherries, black, pitted, heavy syrup	1 92½	1 95
2s—Cherries, black, not pitted, heavy syrup	1 52½	1 55
2s—Cherries, red, pitted, heavy syrup	1 92½	1 95
Gal—Cherries, red, pitted, heavy syrup	1 52½	1 55
Gal—Cherries, red, not pitted, heavy syrup	8 22½	8 55
2s—Cherries, white, pitted, heavy syrup	2 02½	2 05
2s—Cherries, white, not pitted, heavy syrup	1 62½	1 65
2s—Currants, black, heavy syrup	1 97½	2 00
2s—Currants, black, preserved	2 27½	2 30
Gal—Currants, black, standard	5 27½	5 30
Gal—Currants, black, solid pack	8 27½	8 30
2s—Currants, red, heavy syrup	1 97½	2 00
2s—Currants, red, preserved	2 27½	2 30
Gal—Currants, red, standard	5 27½	5 30
Gal—Currants, red, solid pack	8 27½	8 30
2s—Gooseberries, heavy syrup	2 25	2 27½
Gal—Gooseberries, standard	7 00	7 02½
2s—Lawtonberries (blackberries), h. syrup	1 77½	1 80
2s—Lawtonberries, preserved	1 97½	2 00
Gal—Lawtonberries, standard	7 02½	7 05
2s—Pineapple, sliced, heavy syrup	1 77½	1 80
2s—Pineapple, grated, heavy syrup	1 77½	1 80
2s—Pineapple, whole, heavy syrup	1 77½	1 80
3s—Pineapple, whole, heavy sy up	2 32½	2 35
2s—Raspberries, black, heavy syrup	2 10	2 12½
2s—Raspberries, black, preserved	2 25	2 27½
Gal—Raspberries, black, standard	7 25	7 27½
Gal—Raspberries, black, solid pack	9 50	9 52½
2s—Raspberries, red, heavy syrup	2 00	2 02½
2s—Raspberries, red, preserved	2 25	2 27½
Gal—Raspberries, red, standard	7 25	7 27½
Gal—Raspberries, red, solid pack	9 50	9 52½
2s—Rhubarb, preserved	1 12½	1 15
2s—Rhubarb, preserved	2 27½	2 30
Gal—Rhubarb, standard	3 50	3 52½
2s—Strawberries, heavy syrup	2 10	2 12½
2s—Strawberries, preserved	2 02½	2 05
Gal—Strawberries, standard	7 25	7 27½
Gal—Strawberries, solid pack	9 00	9 25½
3s—Apples, standard	1 10	
3s—Apples, preserved	1 80	
Gal—Apples, standard	3 35	
Gal—Apples, preserved	5 30	
2s—Blueberries, (huckleberries) standard	1 50	
2s—Blueberries, (huckleberries) preserved	1 80	
Gal—Blueberries, (huckleberries) standard	5 30	
2s—Gooseberries, preserved	2 00	
Gal—Gooseberries, solid pack	8 80	
2s—Grapes, white Niagara, preserved	1 55	
Gal—Grapes, white Niagara, standard	3 55	
2s—Peaches, white heavy syrup	1 90	
2½s—Peaches, white heavy syrup	2 57½	
3s—Peaches, white heavy syrup	2 90	
1½s—Peaches, yellow flats, heavy syrup	1 55	
2s—Peaches, yellow flats, heavy syrup	1 90	
2½s—Peaches, yellow flats, heavy syrup	2 60	
3s—Peaches, yellow flats, heavy syrup	2 90	
3s—Peaches, whole, yellow heavy syrup	2 10	
3s—Peaches, pie, not peeled	1 50	
3s—Peaches, pie, peeled	1 70	
Gal—Peaches, pie, not peeled	4 40	
Gal—Peaches, pie, peeled	5 55	
Gal. pie fruits, assorted, std 5 p.c.		
2s—Pears, Bartlett, heavy syrup	1 80	
2½s—Pears, Bartlett, heavy syrup	2 15	
3s—Pears, Bartlett, heavy syrup	2 47	
2s—Pears, Flemish Beauty, heavy syrup	1 80	
2½s—Pears, Flemish Beauty, heavy syrup	2 15	
3s—Pears, Flemish Beauty, heavy syrup	2 40	
2s—Pears, light syrup, globe	1 35	
3s—Pears, light syrup, globe	1 75	
3s—Pears, pie, not peeled	1 40	
3s—Pears, pie, peeled	1 55	
Gal—Pears, pie, peeled	4 55	
Gal—Pears, pie, not peeled	4 10	
2s—Plums, Damson, light syrup	1 90	
3s—Plums, Damson, light syrup	1 30	
2s—Plums, Damson, heavy syrup	1 05	
3s—Plums, Damson, heavy syrup	1 45	
Gal—Plums, Damson standard	3 55	
2s—Plums, egg, heavy syrup	1 45	
2½s—Plums, egg, heavy syrup	1 70	

3s—Plums, egg, heavy syrup	2 20
2s—Plums, green gage, light syrup	1 00
2s—Plums, green gage, heavy syrup	1 30
3s—Plums, green gage, standard	1 90
Gal—Plums, green gage, standard	4 05
2s—Plums, Lombard, light syrup	90
3s—Plums, Lombard, light syrup	1 30
2s—Plums, Lombard, heavy syrup	1 05
3s—Plums, Lombard, heavy syrup	1 45
Gal—Plums, Lombard, standard	3 55

Clover Leaf and Horseshoe brand salmon—	
1-lb. tails, per dozen	2 45
1-lb. flats, per dozen	1 55
1-lb. flats, per dozen	2 50
After December 1st prices advance 2½ cents per dozen.	
Other salmon— all tails—	
Red Sockeye, per case	9 00
Red Spring, per case	8 00
Cohoos, per case	7 50
Pinks, per case	5 00
Lobster—	
1-lb. flats, dozen, \$2.90 \$3.00; 1-lb. tails dozen, \$4.50, \$4.75	
1-lb. flats, dozen, \$5.00, \$5.10.	

Toronto.—It might be said that the canned goods market is unsettled, especially in regard to those on which prices were only named last week. It might also be stated that there is no tendency to weakness in any of the lines, but there is strength apparent in several.

In the face of the small delivery, spot tomato prices are going upward with a stride which denotes what dealers believe the real situation in this line is. Quotations rule from \$1.50 to \$1.65 this week. There might be some who would quote a higher figure because they do not want to sell.

Tomatoes in the United States are considerably higher than when they were imported in the spring, and just now could not be brought in to break prices. The high prices will no doubt act as a check on the consumption that would be apparent under more reasonable values.

There are several firms quoting beans at \$1.25 per dozen, but others maintain quotations at \$1.10. Prices depend on how each individual wholesaler stands in regard to supplies. Strawberries and raspberries are generally held at a figure considerably above the opening price, while gallon rhubarb is also strong.

It is definitely announced by canners that there will be a 40 per cent. delivery of tomatoes, 89 per cent. of corn and 10 per cent. of plums. Other lines of late fruits are not known yet.

VEGETABLES		
2s—Beans, red kidney	1 15	
1s—Beets, sliced blood red Simcoe	1 00	
2s—Beets, whole, blood red Simcoe	1 00	
2s—Beets, whole, blood red Rosebud	1 30	
3s—Beets, sliced, blood red Simcoe	1 35	
3s—Beets, whole, blood red Simcoe	1 40	
3s—Beets, whole, blood red Rosebud	1 55	
3s—Cabbage	1 00	
2s—Carrots	1 10	
3s—Carrots	1 30	
2s—Cauliflower	1 67½	
3s—Cauliflower	2 10	
2s—Corn	1 05	
2s—Corn, fancy	1 10	
Gal—Corn on cob	1 07½	
3s—Corn on cob, golden dwarf	4 80	
2s—Parsnips	1 15	
3s—Parsnips	1 30	
3s—Pumpkins	1 00	
Gal—Pumpkins	3 12½	
3s—Squash	1 15	
Gal—Squash	3 35	
2s—Succotash	1 15	
2s—Tomatoes	1 07½	
2½s—Tomatoes	1 50	
3s—Tomatoes	1 65	
Gal—Tomatoes	4 25	
3s—Turnips	4 50	
3s—Turnips	1 15	
Group B is 2½ p.c. less than Group A		
To arrive at prices for following points add to prices herewith per dozen:—		
Maritime Provinces	2½	3s Gal
Winnipeg	2½	5 25
Vancouver	14	22 55
	22½	35 90

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ONTARIO MARKETS.

POINTERS—

Tomatoes—Spot, 1.50 to 1.65.
Canned Goods—Generally firmly held.
Rice—Up 15c per cwt.
Beans—Somewhat firmer.

Toronto, Oct. 12.—The pulse of the grocery trade has returned to a good steady beat, and wholesale dealers have no complaint to make regarding the present volume of business. Collections are also reported quite satisfactory.

Retail dealers are now preparing for the fall and winter trade, which promises to be bright. Supplies of canned goods, dried fruits and other winter necessities will now be finding their way into the retailer's store house. Good sized orders are reported to be coming forward for shipment by water before the close of navigation.

Sugar.—“How and when is the sugar market going to act?” is a question, prominent in grocery trade circles just now. True it is that the market at the moment is firm, and has been for the past week with the outcome somewhat problematic. “Some of these days, but the time is uncertain,” declared one sugar man, “the market will begin to adjust itself to the new conditions, namely the production of new beet crop in the States and the preliminary quotations on Cuban crop for January shipments which are a full \$1 per cwt. below spot prices of raws.”

While Cuban sugar has been sold to speculators at 4.85, a full cent below spot prices, beet sugar for May shipment is quoted at 5.84. Demand for sugar with smaller fruit supplies is decreasing, but normal for the month.

Extra granulated, bags.....	5 95
“ “ 20 lb. bags.....	6 05
Imperial granulated.....	5 75
Beaver granulated.....	5 75
Yellow, bags.....	5 55
Barrels of granulated and yellow will be furnished at 5 cents above bag prices.	
Extra ground, bris.....	6 35
“ “ 50-lb. boxes.....	6 55
“ “ 25-lb. boxes.....	6 65
Powdered, bris.....	6 15
“ “ 50-lb. boxes.....	6 15
“ “ 25-lb. boxes.....	6 55
ed Seal, cwt.....	7 10
St. Lawrence Crystal Diamonds.....	7 60
Paris lumps, in 100-lb. boxes.....	6 85
“ “ in 50-lb. “.....	6 95
“ “ in 25-lb. “.....	7 15

Syrup and Molasses.—A good trade for the season is apparent in both maple and corn syrups. Molasses should begin to move more freely in the near future. Prices are firmly held.

Syrups—	Per case	Maple Syrup—	
2 lb. tins, 2 doz.		Gallons, 5 to case	4 80
In case.....	2 40	“ “ 12 “	5 40
5 lb. tins, 1 doz.		Quarts, 24 “	5 40
In case.....	2 75	Pints, 24 “	3 00
10 lb. tins, 1 doz.		Molasses—	
In case.....	2 65	New Orleans,	
20 lb. tins, 1 doz.		medium	0 30 0 35
In case.....	2 60	New Orleans,	
Barrels, per lb.....	0 63	bbis	0 28 0 32
Half barrels, lb.....	0 63	Barbados, extra	
Quarter “ “.....	0 63	fancy	0 45
Pails, 25 lbs. ea.....	1 75	Porto Rico.....	0 45 0 59
“ “ 25 “ “.....	1 25	Muscovado.....	0 30

Dried Fruits.—The first arrivals of new Elemes figs are on the market, with 12½ to 13½ cents being asked. While some new prunes were received

last week, all the wholesalers have not as yet received shipments. New Valencia raisins arrived last week. The primary market on this line is firm. Large sized prunes will be scarce. California apricots are easier and coast raisins show a slight weakness.

Prunes—			
30 to 40, in 25-lb. boxes.....	0 17		
40 to 50 “ “.....	0 16½		
70 to 80, in 25-lb. boxes.....	0 10½		
80 to 90, in 25-lb. boxes.....	0 09½		
90 to 100, in 25-lb. boxes.....	0 09		
Same fruit in 50-lb. boxes ½ cent less			
Apricots—			
Choice, 25 lb boxes.....	0 25 0 26		
Fancy, “ “.....	0 27 0 28		
Candied Peels—			
Lemon.....	0 09 0 11	Citron.....	0 13 0 15
Orange.....	0 10 0 12½		
Figs—			
Elemes, per lb.....	2½ “	“ “.....	0 11½ 0 12½
1½ inches.....	0 08 0 10	“ “.....	0 11½ 0 12½
2 “.....	0 08½ 0 10½	Umbrella boxes.....	0 12 0 14
2½ “.....	0 09½ 0 12		
Tapnets, “.....	0 04 0 04½		
Bag figs.....	0 04½ 0 06		
Dried peaches.....	0 15 0 16		
Dried apples.....	0 09 0 09½		
Evaporated apples.....	0 11½ 0 12		
Curraigs.....			
Fine Filistras.....	0 07½ 0 08	Vostizzas.....	0 10 0 12
Patras.....	0 08 0 08½		
Uncleaned ½ cent less			
Raisins—			
sultana.....	0 10 0 12		
“ fancy.....	0 11 0 13		
“ extra fancy.....	0 14 0 16		
Valencia selected.....	0 07½ 0 08		
Seeded, 1 lb packets, fancy.....	0 10		
“ “ 16 oz. packets, choice.....	0 09½ 0 09½		
Dates—			
Hallowees.....		Sairs.....	0 05
Full boxes.....	0 05½ 0 06	Package dates,	
		per 1 lb.....	0 06½ 0 06½
		Fards choicest.....	0 10 0 10½

Tea.—Local conditions in tea are unchanged but the market is steady. A late report from Colombo, Ceylon, says that in all the markets for Ceylon tea, the rise has continued and quotations are higher than a month ago. It is almost impossible for it to be otherwise, considering the actual decrease in supplies. Continuing, this report says: “Until supplies materially increase prices must keep up. It is possible that a rush of low quality Indians may temporarily ease the market for common tea during the next month or two, but prices for all medium and fine Ceylons are certain to be maintained or even go higher.”

Weather of late in all the tea-growing districts of India is reported favorable and there are prospects of a considerable increase in this year's Indian crop.

Coffee.—The strength in the coffee market is still apparent, and most local dealers maintain that with present conditions they can discern nothing but strength for a considerable period ahead.

Rio, roasted.....	0 18 0 21	Mocha, roasted.....	0 26 0 28
Green Rio.....	0 16 0 17	Java, roasted.....	0 27 0 33
Santos, roasted.....	0 20 0 22	Mexican.....	0 25 0 35
Maricao, “ “.....	0 22 0 25	Guatemala.....	0 22 0 24
Bogotas.....	0 24 0 26	Jamaica.....	0 30 0 22
		Chicoory.....	0 12

Nuts.—A general steadiness prevails in nuts of all kinds. There are no special features to report in regard to any of the lines.

Almonds, Formigetta.....	0 16
“ Tarragona.....	0 16 0 17
“ shelled.....	0 35 0 38
Walnuts, Grenoble.....	0 17 0 19
“ Bordeaux.....	0 15 0 15
“ Marbois.....	0 15 0 15½
“ shelled.....	0 38 0 40

Pilberts.....	0 12 0 12½
Pecans.....	0 18 0 20½
Brazils.....	0 18
Peanuts, roasted.....	0 11 0 14

Spices.—A good steady demand is being felt by wholesale dealers for spices, while the grocer is finding a good trade for pickling purposes. Prices are all well maintained.

	Bbla.	Pails or Boxes	Tins	½-lb. pags. ds	1-lb. three ds
Allspice.....	0 14	0 15	0 17	0 75	0 80
Cinnamon.....	0 24	0 25	0 27	0 90	0 90
Cayenne pepper.....	0 23½	0 24½	0 26½	0 90	0 90
Cloves.....	0 25½	0 26½	0 28½	0 90	0 90
Cream tartar.....	0 25	0 26	0 28	0 90	...
Curry powder.....					
Ginger.....	0 22	0 24	0 26	0 80	0 90
Mace.....			0 75		2 75
Nutmegs.....			0 30		3 00
Pepper, black.....	0 16	0 17	0 19	0 75	0 90
Pepper, white.....	0 25	0 26	0 27	1 00	1 10
Pastry spice.....	0 23	0 24	0 26	0 80	0 90
Pickling spice.....	0 15	0 16	0 18	0 75	0 75
Turmeric.....			0 16		...
Mustard seed, per lb. in bulk.....					0 12
Calary seed, per lb. in bulk.....					0 30
Shredded coconut, in pails.....			0 19		0 22

Rice and Tapioca.—Those who have followed our market reports for the past two weeks, will not be surprised at the announcement of another 15 cent advance in the price of rice, bringing standard B up to \$3.65. Conditions in the producing countries of the world as have been reported seem to warrant the prices now ruling. In China floods have done the damage, while elsewhere it has been the drought.

Standard B, from mills, 500 lbs. or over, f.o.b. Montreal.....	3 55		
Rice, standard B.....	3 65		
	Per lb.	Tapioca—	
Bangkok.....	0 02½ 0 03½	Bullet, double	0 08
Patna.....	0 05½ 0 06	“ “	0 07
Japan.....	0 05 0 06½	Medium pearl.....	0 06½ 0 07
Java.....	0 06 0 07	Flake.....	0 08
Carolina.....	0 08 0 10	Seed.....	0 06½ 0 07
Sago, medimm brown.....	0 05½ 0 06		

Beans.—Considerable firmness has been put into the bean market, the demand being so great that shippers can hardly fill orders. It will be remembered that the market was completely bare of stocks. One broker reports this line 10 to 15c higher than a week ago.

Prime beans, per bushel.....	2 25
Hand picked beans, per bushel.....	2 35

Evaporated Apples.—Offerings are more free, and the market a little easier. One broker, in touch with the situation, says the production will be somewhat larger than last year.

MANITOBA MARKETS.

POINTERS.—

Sugar—Firm.

Syrup—Steady.

Evaporated Apples—Lower.

Canned Tomatoes—Scarce.

Beans—Lower.

Winnipeg, Oct. 12.—In spite of the wet weather which has been prevailing during the greater part of the week, trade has maintained its standard and orders have been arriving steadily. The stop to threshing operations has increased considerably the retail trade in the country, as many farmers have been able to get to town in places where the roads were anywhere decent and conse-

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quently have increased their purchases. The collection department is feeling the brunt of the inconvenience of the wet weather, as the grain has not been taken to the elevators and consequently payments have been delayed for a month.

There is considerable concern at the present time regarding the canned goods situation, and from all jobbers the one word "serious" has been heard. Tomato canners have announced that they are only going to deliver 40 per cent. of the orders, as the crops secured by them is only a 40 per cent. one. Other lines are reported to be in a bad shape and considerable speculation is being indulged in as to the future trend of the trade.

Sugar.—Sugar prices remain the same as last week and, while the market is firm, predictions as to the probable outcome are being indulged in. Jobbers are still declining to stock heavier and are only keeping enough on hand to supply the trade comfortably. Price quoted are as follows:

Montreal and B.C. granulated, in bbls.	6 40
" " in sacks	6 35
" yellow, in bbls.	5 50
" " in sacks	5 95
Icing sugar, in bbls.	6 75
" " in boxes (25 lbs.)	7 00
Powdered sugar, in bbls.	6 55
" " in boxes	6 55
" " in small quantities	6 30
Lump, hard, in bbls.	7 25
" " in 1-bbls.	7 35
" " in 100-lb. cases	7 25

Syrup and Molasses.—Steady demand continues to prevail for syrup but prices have not taken the predicted advance and are held steady at last week's quotations. Several large orders were received during the week from northern points and several of these have been supplied which have to some extent affected the stocks on hand. It is expected that they will be replenished shortly.

Syrups—	
24 2-lb. tins, per case	2 28
12 5-lb. tins, per case	2 63
6 10-lb. tins, per case	2 61
3 20-lb. tins, per case	2 52
Half barrels, per cwt.	4 00
Barbadoes molasses, in half barrels, per gallon	0 62
New Orleans molasses, half barrels, per gallon	0 45
New Orleans molasses, per barrel, per gallon	0 47

Dried Fruit.—The first shipment of prunes in the market came during the week and a rapid sale was immediately made on the basis of 8½ cents for 90-100s. This is an advance of one-half cent over previous quotations, but it is expected that prices will ease off somewhat. No other lines are expected this week, although from now on new stocks should be arriving steadily. New prices for prunes are as follows:

New prunes.	Per lb.	Valen in raisins.
90-100s, 25, s.p.	0 08½	Fine on stocks, 28s,
90-100s, 10s, s.p.	0 09½	s.p., per box
80-90s, 25s, s.p.	0 09	1 75
80-90s, 10s, s.p.	0 10	Fine selected, 28s,
70-80s, 25s, s.p.	0 09½	s.p., per box
70-80s, 10s, s.p.	0 11	1 85
60-70s, 25s, s.p.	0 10	4 crown layers, 28s,
50-60s, 25s, s.p.	0 10½	s.p., per box
40-50s, 25s, s.p.	0 11½	1 95
		4 crown layers, 14s,
		s.p., per box
		1 00
		4 crown layers, 7s,
		s.p., per box
		0 55
		Ne plus ultra, 28s,
		s.p., per box
		2 30

Evaporated Apples.—The situation in evaporated apples is reported to be somewhat easier, but as yet no reduc-

tion in the prices offered by the wholesalers has taken place. Orders for quick delivery upon the stocks are being made on the basis of 11 to 11½ per pound.

Coffee.—Coffee is firmer and an active demand has been in existence during the week. That high prices are likely to prevail for some time is the opinion of many of the large wholesalers.

Coffee, standard Rio.	0 16	Coffee, choice.	0 16
Coffee, extra choice.	0 15		

Beans and Peas.—For the first time in many months the bean market has received a setback and prices have started to decline. The reason of this decline is given by one wholesaler this morning as follows: First, the failure of reciprocity; second, better crops in the east than were expected; third, light demand at the present time in Western Canada. The reduction on new prices is 15 cents per bushel on the price quoted last week.

Beans, 3-lb. picker, per bushel	2 40	2 50
Hansa picked, per bushel	2 50	2 60
Peas, split, 100 lbs.	2 60	2 60

NOVA SCOTIA MARKETS.

Halifax, Oct. 12.—Wholesale grocery markets are now active. There is a good demand for nearly all lines carried by the trade. Prices continue firm, and in some lines there has been an advance since last week. Wholesale dealers report the molasses market continues to show strength, and there has been another advance of two cents per gallon since last report. Fancy Barbados is now quoted at 34 cents per gallon in puncheons, and 38 cents in barrels. There is a probability that prices will go still higher.

New stocks of this season's canned goods are now on the market, and tomatoes are going to the trade at \$1.40 per dozen. Foxberries are now coming in and are selling at \$6 per barrel. Valencia raisins will soon be along, and they will probably go to the trade at 7½ cents per pound.

The flour markets are slightly firmer, Manitoba patents selling at \$6.15 to \$6.25, and Ontario blends from \$5.10 to \$5.20.

Enormous quantities of apples are now being shipped to England. One steamer sailing from here recently, took 35,000 barrels. The shipments so far this season are over 200,000 barrels, which is more than was shipped the whole of last season.

NEW BRUNSWICK MARKETS.

St. John, Oct. 12.—Business in the grocery trade has apparently recovered some of the briskness lost by the calm following election week. A moderate movement of general lines is in evidence.

The strength which has been reported in the molasses market is beginning to

make itself felt in higher prices, late advances bringing quotations for fancy Barbados up to 35½ to 36 cents. The high price of sugar backed by other market conditions is the reason ascribed.

Ontario flour is easier by 15 cents, counteracting the advance of a similar amount on September 21.

The short delivery which will be made on tomatoes this year, namely 40 per cent., has raised the price of that vegetable to a high level. New corn opened slightly higher than last year, but there has been a fair production, and a 90 per cent. delivery is expected.

Bacon	0 16	0 18	Eggs, henchy	0 28	0 30
Beans, hand			Eggs, case	0 23	0 24
picked, bus.	2 50	2 55	Fin. Haddies	4 40	4 50
Beans, yellow			Fish, cod, dry	6 15	6 25
eye, bus.	2 60	2 65	Flour, Manitoba	6 25	6 35
Butter, dairy,			Ontario	5 45	5 55
lb.	0 21	0 23	Ham		0 16
Butter, cream-			Lard, compound		
ery, lb.	0 24	0 25	lb.	0 10½	0 11½
Buckwheat,			Lard, pure, lb.	0 12½	0 13
weat, grey, bag	2 65	2 70	Lemons, Mess-		
Cheese, new, lb.	0 15	0 15½	na, per box	4 50	5 00
Currants, 1's, lb.	0 08½	0 09	Molasses, for,		
Canned goods—			Barbados, gl	0 35½	0 36
Beans, baked	1 15	1 25	Oatmeal, rolled	5 75	
Beans, string	1 00	1 02½	Oatmeal, std.	6 35	
Corn, doz.	0 97½	1 00	Pork, domestic		
Peas, No. 1	1 20		mess.	22 00	22 50
" No. 3	1 25		Pork, Ameri-		
" No. 2	1 30		can clear	21 25	23 00
" No. 1	1 80		Potatoes, bbl.	2 25	2 40
Peaches, 2's,	1 95	2 00	Raisins, Cal.		
dozen	3 00	3 05	seeded	0 10½	0 11
Peaches, 3's,			Rice, lb.	0 03½	0 04
dozen	2 05	2 10	Salmon, case—		
Strawberries,	1 85	1 90	Red spring	7 75	8 50
Tomatoes	1 60	1 65	Cohoos	7 60	7 50
Clams	4 00	4 25	Sugar—		
Cornmeal, gran.	5 00		Standard gran.	6 00	6 10
Cornmeal, bags	1 65		Austrian	5 90	6 00
" bbls.	3 45		Bright yellow	5 80	5 90
			No. 1 yellow	5 50	5 60
			Paris lumps	6 75	7 00

TRADE NOTES

Joseph Bates Gould, Boston, Mass., representative of E. & T. Pink, London, Eng., was in Toronto during the week.

NORTHERN ONTARIO'S PRODUCTS.

Not only grains and roots, but grapes and apples figured among the products of Northern Ontario at the Temiskaming Fair. Potatoes were exhibited 11 inches long, which on being cut through were found "to the core." There were turnips weighing 51 pounds, and a splendid showing of ripe tomatoes, while grapes, ripened out of doors, were also shown.

POINTERS IN BRIEF.

The first step in making a sale is to make the customer want the goods.

It's not how much you say, but what you say and how you say it, that makes the sale.

Don't wait for customers to inquire for the new lines. Introduce them to them.

When you give an order, it is well to get a copy, with dating and other particulars marked.

When you are inclined to let your temper rise, remember that everybody has unpleasant occasions at times.

PRUNES

Crop is said to be of very indifferent quality this season on account of the bad weather during the growing time, and we were agreeably surprised to find that three cars which we have already received and which are now mostly all shipped out, are of extra fine quality; in fact, as fine as any we have ever seen. This is worth considering this year, as there is a lot of poor quality to be disposed of out of the crop. We offer

Santa Clara Prunes	50-60	25s.	11½
“	“	60-70	25s. 10½
“	“	60-70	50s. 10¼
“	“	70-80	25s. 9¾
“	“	80-90	50s. 8½
“	“	90-100	50s. 8

SUGAR

At a time when sugars are at their highest price in years, we offer you a choice Barbadoes Grocery quality in cotton-lined bags, one hundred pounds each, at 4⁵/₈.

HEINZ GOODS

We are now filling orders for Dill Pickles, Sauer Kraut, and Mince Meat of the new pack, and as supplies of many lines are limited you may profit by getting your orders in early.

H. P. ECKARDT & CO.

Wholesale Grocers

Cor. Front and Scott Streets - TORONTO

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A General Test of High Quality Goods

WHAT IS THE REPUTATION OF THE MANUFACTURER'S SHOULD BE THE QUESTION FOR THE DEALER TO CONSIDER—THE PURE MAPLE SYRUP PROBLEM DEALT WITH—BIG MARGIN OF PROFIT ON INFERIOR GOODS DOES NOT BUILD UP GOOD-WILL.

By H. A. Harvey.

The grocers of Canada believe that the success of their business depends, to a great extent, upon the maintenance of a high standard in the goods they sell. Look over the shelves of the average grocery store that makes any effort to improve its standing in the trade, and you will find but few articles open to question on the ground of quality. It is not that opportunities are wanting to substitute inferior articles, but that such a policy would ultimately prove fatal to those who attempted it. The purchasing public is prosperous and has the wherewithal to demand not only purity in their groceries, but high quality. This is the tendency in canned goods, spices, jams, and almost every article offered by the grocer.

Test of Genuine Maple Syrup.

But is maple syrup included in this list, you may ask? It is, and to a certain extent, it is not. How can a grocer satisfy himself that the contents of a bottle labelled "Pure Maple Syrup," is really the genuine article? That may be answered by asking a somewhat similar question. How can the grocer feel sure about the quality of flour, or spices, canned goods or jams? One of the ordinary methods is to judge by the manufacturer. What reputation does this man bear in the trade? Is his flour reputed as good as, if not better than, any other brand in the market? Similarly is this jam manufacturer regarded as basing his reputation on the quality of his goods? Similarly with this spice grinder? Such is one of the tests generally employed. It is hardly

fair to the new manufacturer, but the public is usually willing to give everyone a fair trial, and having gained the approval of the trade, it should be the manufacturer's aim to hold that golden opinion.

In the Dealers' Interests.

Thus, when the grocer considers the question of his pure maple syrup supply, he should, if he has the interests of his customers at heart, endeavor to satisfy himself as to the standing of the manufacturer from whom he is purchasing. Customers have formed the habit of trying to find out what they are buying. When they ask for pure syrup they want it; if a compound they want compound. If a question is asked about a brand of maple syrup, what will the grocer say in reply? Which of these will it be? "Well, I don't know, it says 'Best Maple Syrup' on the label. I guess it is pretty good stuff," or, "I have bought a great deal of goods from those people and have never had a complaint from my customers. The company that puts up this brand stake their reputation on their goods. They have an extensive business among the best grocers in the country, and I have no hesitation in recommending their goods."

In the one case, the grocer knows nothing about the article, in the other, he evidences the utmost confidence.

A Day of Reckoning.

There is another instance where a grocer may be carrying an inferior line of what he considers to be the genuine ar-

ticle, because it is cheap, and at the same time offers a good profit. He may continue this for a long time, but there is bound to come a day of reckoning. When some of his customers discover that they have been receiving an inferior article for what they had thought was pure, their confidence is gone. Not only does their change of attitude affect sales of syrup, but every article that is not widely known. It is not a safe policy, this playing with inferior goods for a slightly better price consideration. If a compound article is sold, it should be made quite clear that it is such.

There is on the market to-day not only pure maple syrup and its imitations, but also maple mixtures. Between seasons, the pure syrup is naturally higher than in the early spring. The maple mixture, therefore, finds quite a demand among those customers whose means are limited, but as regards quality, the principle applied above still obtains. The grocer can figure out the proposition for himself. The maple quality of any mixture depends on the manufacturer; and the grocer, not being able to actually test the goods, must place his dependence upon the man who prepared the article.

Study Source of Goods.

The grocer who feels that he owes his customers quality goods will endeavor to make himself acquainted with this house and that, and it will not be long before he can satisfy himself on this score. The same principle is applied to butter and cheese, to coffee, jams, etc. Why should any kind of syrup, designated "maple," be accepted without question? The modern grocer has only one principle for his store, and in applying it to his goods in general, maple syrup should receive the same attention that is directed toward his other goods.

WE BOUGHT SUGAR BEFORE THE RISE

and bought heavily, too. We are thus able to offer Grocers in Canada our world-famed Scotch Marmalade at the lowest prices. You and your customers get the benefit of our big and careful buying.

John Gray & Co.'s Scotch Marmalade

is the acme of purity. Prepared only from fresh, ripe Seville oranges and pure refined sugar, it contains no Glucose nor preservatives. We have been making fine preserves in Glasgow for generations, and we stand back of every sale we make. Our guarantee of purity is on every jar.

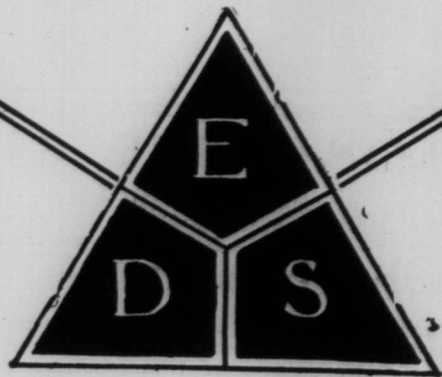
Prices of this popular and quick-selling line from our agents:

Maritime Provinces, Quebec, Manitoba, Saskatchewan and Alberta: W. H. DUNN, 396 St. Paul St., Montreal.
Toronto: LIND BROKERAGE CO., 73 Front Street East.
Ottawa: E. M. LERNER & SONS, 11 York Street.
British Columbia and Yukon: KIRKLAND & ROSE, 312 Water Street, Vancouver.



PRESERVES THAT PLEASE

"E. D. S." preserves please the customer, who enjoys their delicious flavor and knows that he is eating the finest selected fruit, free from any preservatives or coloring matter. They please the grocer, who, by featuring them, builds up a trade among regular customers and assures himself a big preserve business and a good margin of profit. Look for the trademark.



Made only by

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

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

No Sound
No Odor
No Danger

with the
DOMINION MATCH

A well-made match. The head does not fly off and there is no unpleasant sparking or sp uttering. An excellent shelf stock which brings you good profits.



The DOMINION MATCH CO., Limited
DESERONTO., ONT.

Or The Canada Brokerage Company, Limited, Toronto, Ont.
W. A. Catton, 180 St. James St., Montreal, Que.
The A. Macdonald Co., Winnipeg, Man.



"GLOBE"
MACARONI
The Scientifically
Manufactured Food

makes good by its purity and high quality.

The macaroni habit is on the increase and housewives are looking for the best grade for dainty dishes.

"GLOBE" Macaroni is easily cooked, of just the right consistency and moderate in price.

A SPLENDID
STAPLE LINE

D. SPINELLI & CO.
MONTREAL REGISTERED QUEBEC

**ROYAL
BRAND**



**SHIELD
TEAS**

Campbell Bros.

**& Wilson, Limited
WINNIPEG**

**Wholesale Grocers and Packers of "ROYAL SHIELD" Teas,
Coffees, Extracts, Jelly Powders, Baking Powders, Etc.**

New Valencia Raisins now in stock, and large shipments are daily arriving of all kinds of Foreign and Domestic Dried and Evaporated Fruits, Canned Fruits and Vegetables. Get your choice of all the well-known standard brands. Your orders direct or to any of the following addresses will receive careful and prompt attention

CAMPBELL, WILSON & HORNE, LIMITED, CALGARY
CAMPBELL, WILSON & SMITH, LIMITED, REGINA
CAMPBELL, WILSON & ADAMS, LIMITED, SASKATOON
CAMPBELL, WILSON & HORNE, LIMITED, LETHBRIDGE

Particular People
Select McLean's

**"WHITE MOSS"
COCOANUT**



You need not look for "White Moss" to be returned with—
"Don't like this, it's ground, we want shredded cocconut."

Canadian Cocconut Co., Montreal
SOLE MAKERS

Tea Lead

(Best Inocorrodible)

"Pride of the Island"

Manufactured by **BRAND
ISLAND LEAD MILLS, LIMITED**

Tel. Address: "Laminated," London. LIMEHOUSE,
A.B.C Codes used 4th and 5th Editions LONDON, E., ENG.
Canadian Agents HUGH LAMBE & CO., TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

"EUREKA"

Canada's Scientific and Sanitary

REFRIGERATOR

There are more Eureka
Refrigerators in use in
Canada by Butchers,
Grocers, Creameries, Hotels,
Restaurants, Hospitals, Pub-
lic Institutions, etc., than
all other patented refriger-
ators combined

The above is the strongest guarantee of
an article's superior merits.

WRITE FOR CATALOGUE AND PRICES

Eureka Refrigerator Co., Ltd.

54 Noble Street - TORONTO

Montreal Representative

JAS. RUTLEDGE - Telephone St. Louis 3076

TO OPEN MACHINE SOWN BAG.

In a grocery store the other day, a clerk was found opening a machine sown bag by cutting it across with a knife, which besides destroying the bag was wasting time. The dealer by following out the very simple instructions can open the bag in an instant, as it simply requires the cutting of the chain at the side and pulling out the single thread. Should the wrong end be cut, it is only a moments work to cut the other end and pull out the thread. Once the simple knack of opening the bag is acquired, a machine sown bag can be opened in a fraction of the time required to open a hand-sewn bag,

and besides it will be in much better condition and more salable.

We often imagine ourselves busier than we really are. The merchant who is too busy to change his advertisement often, or to trim a window, or to arrange a counter display, is too busy to be a merchant.

BANKRUPT STOCK FOR SALE

TENDERS will be received until October 21st for the purchase of a stock of Groceries, Crockery and Fixtures in the Town of Wingham. The stock list can be examined on the premises at any time.

Terms of sale: 25% down and the balance in 30 days on approved security.

A. E. SMITH, Assignee.
DUDLEY HOLMES, Solicitor.

If you want mince meat that is
MINCE MEAT IN REALITY

as well as in name—write us and we will tell you about our goods.

We have qualities suited for every class of trade and are giving—without a doubt—the best values on the market.

TEST US

Drop us a postal card.

Tell us your wants.

We have—

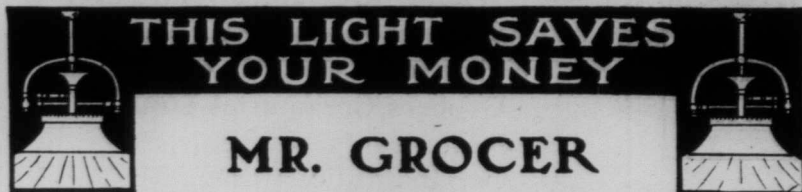
Tins	Pails	Tubs	Kegs	Bbls.
2 lb.	7 lb.	50 lb.	100 lb.	400 lb.
5 lb.	12½ lb.	70 lb.		
7 lb.	28 lb.			

Also our condensed in cartons.

J. H. Wethey, Limited

ST. CATHARINES, ONTARIO

"THE MINCE MEAT PEOPLE."



Can you afford to lose \$240 in 5 years? One Ontario grocer did this without knowing it. Using electricity his lighting bill was \$64 per year. Last year he used an "R-K" Lighting System, costing \$16, saving \$48, and in addition had a much better lighted store. We guarantee the system 5 years—an absolute guarantee that he will save at least \$240.

Do you know you're losing money, let us help you save. The "R-K" System can be installed anywhere—gives a pure white brilliant light—costs less than gas, electricity or acetylene. Costs but little to install—saves your money from the start—thousands in daily use.

You need one in your store—let us tell you why. Write TO-DAY for booklet "M"—it's free—a postal brings it.

RICE - KNIGHT LIMITED - TORONTO

Apples! Apples!

GEORGIAN BAY DISTRICT

WE are putting up between seven and eight thousand barrels of apples in the

Georgian Bay District

The Quality is No. 1

We invite correspondence as to price on car-load lots.

WRITE AT ONCE

Lemon Bros.

Owen Sound, Ontario

Bright and Lasting

will be the lustre if

CHIVERS' Floor Polish

is used on Stained and Hardwood Floors, Linoleums, etc. Chivers' Floor Polish is also used successfully on all kinds of leather work. It sells readily and gives entirely satisfactory results. Every tin sold makes a regular satisfied customer. As an investment every grocer should carry Chivers' Floor Polish in stock. As an advertisement he should not be without it.

Write the Canadian Agents

Harrison & Son

St. Nicholas Building, Montreal

**YOUR GOODS KEPT
PROMINENTLY BE-
FORE THE WHOLE-
SALE TRADE** ❁ ❁



Manufacturers and Shippers

of Eastern Canada, Europe and the United States who wish to get in right with the trade-increase of booming Western Canada should avail themselves of the facilities and service we offer.

Our five large warehouses at the five main distributing centres of the West enable us to cover the territory in an aggressive and thorough manner.

We have an unrivalled connection among the wholesale trade of Western Canada. May we push the sale of your grocery lines in this territory?

We call daily upon every jobbing house in Manitoba, Saskatchewan and Alberta, ensuring every product we handle being kept prominently before the wholesale trade in a wholly effective way that no other house can offer.

It's your move

Nicholson & Bain

Wholesale Commission Merchants and Brokers

HEAD OFFICE - - WINNIPEG, MAN.

Winnipeg, Regina, Saskatoon, Edmonton, Calgary

KO-KO-BUT

100% Pure Vegetable Butter

You have often tried to overcome the waste and consequent loss of money from cooking butter or lard, and you have perhaps congratulated yourself on having discovered a remedy, only to find the leakage still there.

Congratulate yourself now. YOU HAVE IT. KO-KO-BUT IN TINS solves the problem.

Dominion Coconut Butters Limited
MONTREAL



MORE ECONOMICAL
MORE WHOLESOME
MORE DIGESTIBLE
than Lard or Butter

KO-KO-BUT

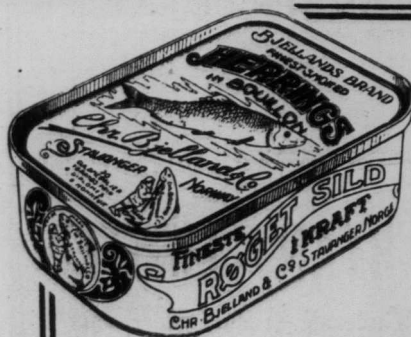
The Perfect Cooking Butter

Your customers have perhaps complained of the quality of the last cooking butter or lard you sold them. It was no fault of yours, but yet these are the little things which hurt you and your business.

You can prevent any such complaint by giving KO-KO-BUT a trial

Quality is guaranteed and always uniform.

Ask for Cook Books for prospective customers.



SUCCESS AWAITS THE GROCER

who features **BJELLAND'S**

Smoked Herrings in Bouillon

These delicious summer-caught herrings, packed sardine style in spiced bouillon, have leapt into popularity wherever introduced. They are packed in patent cans with key opening, and retail at 10 cents, leaving the retailer an excellent profit margin. Canned in the pink of condition a few hours after being caught. Ask your wholesaler.

JOHN W. BICKLE & GREENING (J. A. HENDERSON) HAMILTON
CANADIAN AGENTS

The House of Quality

GUNN'S

QUALITY BRAND

FRESH PORK SAUSAGE

In One Pound (net) Fancy Cartons

Not How Cheap---But How Good

GUNNS LIMITED

Pork and Beef Packers

Toronto, Ont.,

Canada

SAUSAGE

This is the season for fresh
PORK SAUSAGE
and we have the best Pork
Sausage on the market.

Made under govern-
ment inspection.

F. W. Fearman Co.
LIMITED
HAMILTON



REINDEER CONDENSED COCOA

(Liquid form)

like Reindeer Condensed
Coffee is combined with
milk and sugar.

Simply add boiling water and you have a
delicious beverage for the casual guest or
roomer. Also good for chocolate frosting.

We will supply FREE a limited number
of small water heaters to roomers using
REINDEER COCOA and REINDEER
COFFEE.



TRURO, NOVA SCOTIA

Roll Bacon

ESPECIALLY MILD CURED.
AS FINE AS ANY BREAK-
FAST BACON.

WE ARE MAKING A SPEC-
IAL CUT IN PRICE AT
PRESENT.

THE WM. RYAN, LIMITED

Pork Packers and Wholesale Produce Merchants

Packing Houses
FERGUS

70-72 Front St. East
TORONTO

Firm Tendency in Butter Markets

IN EVIDENCE FROM COAST TO COAST—PRODUCTION IS NOT OVERLY LARGE—GOOD DEMAND—BOTH DOMESTIC AND EXPORT—LIVE HOGS CONTINUE ON THE DOWNWARD TREND—PROVISIONS ARE ACTIVE—LARD AND EGGS STEADY.

A general firm tendency is in evidence in the butter markets throughout the Dominion. The production just at the present is not overly large, and indeed in some sections a falling off is reported, probably due to the poorer pastures. The market is, however, active in all directions. Eastern Canada is finding a good inquiry for export as well as from the West and Coast.

Export shipments to England are on a good scale, but this business will not be so marked after the new season's Australian and New Zealand butter arrives in England, which will probably not be to any extent before the latter part of November, or the first of December. Later on in the season in some sections of the country cheese factories close, which will tend to increase the yield of butter.

Live hogs continue easy, and reductions in price of porkers on hoof, as well as dressed, are general. Demand for provisions is active, while the same may also be said of lard. Lower prices on hogs are due to increased supplies, and if traced farther back, the reason is found in the higher price of feed, which is inducing farmers to sell.

During the month of September the packing of hogs at Western United States points has steadily increased. The gain in the hog packing for the month compared with last year, has been 375,000 hogs, showing that the country has sold hogs with increasing volume, but the demand for product has been sufficient during the month to not only take care of the increased packing at western points, which has amounted to a gain of 375,000 hogs, but there has been a material decrease in the stocks of product, which reflects a material increase in the demand for distribution.

Eggs are holding steady, as is also cheese, but a slightly easier tendency in the latter is reported from country boards at times.

MONTREAL.

Provisions.—During the week live hogs have shown an easier price, and the decline acted on dressed hogs, although in the latter case there was no actual change in price. Business in the various commodities has been good. Pork is now moving well and so is lard. The cause of the decrease in prices for live hogs is said to be the high price of feed, which forces the farmer to dispose of his stock.

Pure Lard—	
Boxes, 50 lbs. net, per lb.	0 11½
Cases, tins, each 10 lbs., per lb.	0 11½
" " " 5 " " "	0 11½
" " " 3 " " "	0 11½
Pails wood, 30 lbs. net, per lb.	0 11½
Pails tin, 20 lbs. gross, per lb.	0 10½
Tubs, 50 lbs. net, per lb.	0 11½
Tierces, 3½ lbs., per lb.	0 11½
One pound bricks	0 12½
Compound Lard—	
Boxes, 50 lbs. net, per lb.	0 09½
Cases, 10-lb. tins, 60 lbs. to case, per lb.	0 09½
" " " 5 " " "	0 09½
" " " 3 " " "	0 10
Pails, wood, 30 lbs. net, per lb.	0 09
Pails, tin, 20 lbs. gross, per lb.	0 09½
Tubs, 50 lbs. net, per lb.	0 09½
Tierces, 3½ lbs., per lb.	0 09½
One pound bricks	0 10½
Pork—	
Heavy Canada short cut mess, bbl. 35-45 pieces	22 50
Bean pork	16 50
Canada short cut back pork, bbl. 45-55 pieces	23 00
Clear fat backs	23 00
Heavy flank pork, bbl	22 50
Plate beef, 100 lb bbls.	7 50
" " 200 "	14 50
" " 300 "	21 50
Dry Salt Meats—	
Green bacon, flanks, lb.	0 11
Long clear bacon, heavy, lb.	0 09½
Long clear bacon, light, lb.	0 11½
Hams—	
Extra large sizes, 25 lbs. upwards, lb.	0 13
Large sizes, 18 to 25 lbs., per lb.	0 16
Medium sizes, 13 to 18 lbs., per lb.	0 18½
Extra small sizes, 10 to 13 lbs., per lb.	0 18
Bone out, rolled, large, 16 to 25 lbs., per lb.	0 18
" " small, 9 to 12 lbs., per lb.	0 20
Breakfast bacon, English, boneless, per lb.	0 18
Windsor bacon, skinned, backs, per lb.	0 18
Splod roll bacon, boneless, short, per lb.	0 13
Hogs, live, per cwt.	6 50
" " dressed, per cwt.	9 75

Butter.—Butter prices are unchanged, and this report will likely be applicable for some time. Export demand continues good, and this feature has been responsible for much of the firmness in the market.

Eggs.—Prices are firm and business is active. Demand remains steady, but supplies might come in much more freely.

Creamery	0 27	0 28
Dairy, tubs, lb.	0 22	0 23

Cheese.—The market for cheese has been steady, and the price still rules at a high figure. The export demand continues active.

Quebec, large	0 15½
Western, large	0 15½
" " twins	0 15½
" " small, 20 lbs.	0 15½
Old cheese, large	0 13

TORONTO.

Provisions.—A good general trade is in evidence in provisions, which dealers report satisfactory for the season. Lard has been in good demand and is firmer and quarter cent higher. Live hogs continue plentiful, and are coming forward so freely that an additional 35 cents has been lopped off prices this week, bringing the porkers on the hoof at country points down to \$6.15. Locally, dressed hogs are lower at \$9.25 to \$9.50 per cwt.

Smoked meats—	
Light hams, per lb.	0 16 16½
Medium hams, per lb.	0 15½ 0 16
Large hams, per lb.	0 15 0 15½
Backs, plain, per lb.	0 19 0 20
" " per meal	0 20
Breakfast bacon, per lb.	0 16 0 18
Roll bacon, per lb.	0 11½ 0 12
Shoulders	0 11 0 11½
Pickled meats—1 cent less than smoked.	
Long clear bacon, per lb.	0 13 0 13½
Heavy mess pork, per bbl.	19 00 20 00
Short cut, per bbl.	21 00 22 00
Cooked hams	0 25 0 27
Lard, tierces, per lb.	0 10½ 0 11½
" " tubs	0 11 0 11½
" " pails	0 11½ 0 11½
" " compounds, per lb.	0 09 0 09½
Live hogs, at country points	6 15
Live hogs, local	6 45
Dressed hogs	9 25 9 50

Butter.—Butter prices are unchanged, but steady. The production does not measure up quite with the volume hitherto coming forward. Perhaps the poorer pastures is the chief reason. However, later on in the year in certain parts of the country, factories give up the making of cheese and turn to the production of butter. This may be of some account, although the fact of poorer pastures will have to be considered. Demand locally is on a good scale, as are also western and export shipments.

Fresh creamery print	Per lb.	0 27	0 28
Creamery solids		0 25	0 26
Farmers' separator butter		0 24	0 25
Dairy prints, choice		0 22	0 24
No. 1 tubs or boxes		0 21	0 22
No. 2 tubs or boxes		0 17	0 18

Eggs.—There are no special features present in the egg market. Arrivals are not at least any more plentiful and storage stocks are being dipped into considerably. New laids are commanding a high figure.

Storage eggs	0 23	0 24
New laid eggs	0 25	0 26

Cheese.—Cheese prices are at the moment stationary. It is not a surprise though to hear that prices at country boards are wavering somewhat, for values for the past few months have been climbing with a marked rapidity, that will mean a good return to the farmer this year from this line. Trade in general is routine in character.

New cheese—		New twins	0 15½
Large	0 15½	Old Stilltons	0 16½
Old cheese	0 17		

Poultry.—Clucking and cackling around the produce houses denote that a goodly portion of the poultry is still coming to market alive. They consist principally of chickens and fowl, with a sprinkling of ducks. "There should be plenty of poultry for Thanksgiving," remarked one local dealer. "In regard to prices at that time, it will depend on supply and demand, both of which are increased at that time." Turkeys are not quite ready for shipment but should be before the end of the month. One dealer quoted 15c per lb. as a probable price for live turkeys.

Fowl, live	0 09	0 12	Ducks, live	0 10	0 11
Spring chicken	0 12	0 13			

Honey.—The arrival of the dark honey has not affected prices which are well maintained. There is a fair demand which the cooler weather will improve.

Clover honey, strained, 60-lb. tins	0 11½	0 12
Clover honey, No. 1 comb, doz.	2 25	2 75

HUDON, HEBERT & CO., Ltd.

MONTREAL

(Established A.D. 1839)

Wholesale Grocers

and

Wine Merchants

AGENT IN CANADA FOR

CHARTREUX MONKS	....	....	Tarragona	....	GENUINE CHARTREUSE, GREEN and YELLOW.
J. DE MULLER	....	....	Tarragona	....	MASS WINES and other Tarra- gona Wines.
ARCHAMBEAUD FRERES	....	....	Bordeaux	....	Jockey-Club Brandies, Diamant and White Ball Rums.
BOUTELLEAU & CO.	....	....	Barbezieux	....	Cognac Brandies.
A. PERODEAU & CO.	....	....	Cognac	....	Sanator Medicinal Brandy and 15-Year Old Brandy.
NUYENS & CO.	....	....	Bordeaux	....	French Liqueurs and Cordials.
La Cie Des GRANDES SOURCES MINERALES FRANCAISES	....	....	Vichy	....	VICHY-GENEREUSE.
VIOLET FRERES	....	....	Thuir	....	Byrrh Wine and other Fancy Wines.
WYNAND FOCKINK	....	....	Amsterdam	....	Holland Gin.
WRIGHT & GREIG, LTD.	....	....	Glasgow	....	Roderick Dhu, Premier and Grand Liqueur Scotch Whiskies.
ALEXANDER CAIRNS & SONS	....	....	Paisley	....	Scotch Jams, Jellies and Marma- lades.
TALBOT FRERES	....	....	Bordeaux	....	Alimentary Pastes, Olives, Olive Oils, Peas, Mushrooms, etc., etc.
MIRAND & COURTINE	....	....	Maisons-Alfort	....	Alimentary Pastes.
THE BON AMI COMPANY	....	....	New York	....	BON AMI.

AGENTS IN PROVINCE OF QUEBEC FOR

STAVANGER PRESERVING CO., Norway Crossed Fish Sardines.
H. J. HEINZ CO. Pittsburg Food Products, "57" Varieties.



Grocers: The difference in cost between ordinary baking powder and Magic Baking Powder is small. The difference in quality is considerable. Good goods that are well known and well advertised turn over quickly and yield a substantial profit to the dealer.

MAGIC BAKING POWDER



Contains no Alum and conforms to the high standard of Gillett's Goods.



**E.J.W. GILLETT COMPANY LIMITED,
TORONTO, ONT.**

WINNIPEG

MONTREAL

Your Window Display

cannot be sufficiently attractive just now if you do not have good-looking bottles of pickles.

"PEACOCK" Brand

is certainly one you should consider. The goods are of the highest quality, and well packed. Indeed, their appearance goes far towards producing sales without your mentioning them.

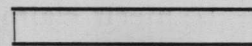
Ask for quotations

Mathewson's Sons

MONTREAL

NATION'S CUSTARD POWDER

& Egg Powder



5-CENT PACKETS
HALF-POUND TINS
ONE-POUND TINS

The dainty, delicious desserts sold by leading grocers from coast to coast, and always in season.

AGENTS:

Ayre & Sons, Ltd.,
St. John's, Newfoundland
F. Coward, Toronto
(For Ontario)
The W. H. Escott Co.,
Winnipeg, Man.
McKelvie, Cardell, Ltd.,
Calgary, Alta.
Distributors, Ltd.,
Edmonton, Alta.
W. H. Malkin, Ltd.,
Vancouver, B.C.

Sample free by post.

CANADA:
No better
Country



MOTT'S:
No better
Chocolate

"Elite"

true to its name, the best cooking and drinking chocolate made.

Diamond

nothing better for eating in this style is made anywhere AND IN ADDITION good profits to the retailer.

Ask your jobber.

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

SELLING AGENTS:

J. M. Douglas & Co. Montreal
R. S. McIndoe Toronto
Jos. E. Huxley Winnipeg
Tees & Perase Calgary
Johnston & Yockney Edmonton
Frank M. Hannum, Ottawa

McVITIE & PRICE

EDINBURGH and LONDON

BISCUIT MAKERS TO

H.M. THE KING
AND H.R.H. THE PRINCE OF WALES

The following kinds are specially recommended:

Digestive

The Premier Biscuit of the World.

Rich Tea

An Ideal Tea Biscuit.

Abernethy

The Scottish Favorite.

Breakfast

Finely Flavored, Exceptionally Light.

Rich Mixed

An assortment of Fine, Old-fashioned Biscuits.

Osborne

A Homely, Substantial Biscuit of the Highest Class.

AGENTS for Manitoba, Saskatchewan, Alberta and British Columbia:
RICHARDS & BROWN, 314 Ross Avenue, WINNIPEG

Ever Notice ?

That you seldom see soiled packages on Grocers' shelves of either Postum, Grape-Nuts or Post Toasties—the great cereal sellers.

"There's a Reason"

Postum, Grape-Nuts and Post Toasties don't roost on the shelves. They have the merit claimed for them, and heavy continuous advertising of that merit keeps them moving.

If any grocer, wholesale or retail, gets a bit too much stock, the Postum Co. always stands ready to move it at once and send check to cover.

But that don't happen very often nowadays.

Better keep well stocked. There's no risk. The sale of every package is guaranteed.

Postum, Grape-Nuts and Post Toasties are as staple as sugar and flour, and the profit much more pleasing.

Canadian Postum Cereal Company, Limited, Windsor, Ont.

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Steadiness in Flour and Cereals

PRICES SHOW NO CHANGE BUT STEADINESS PREVAILS IN BOTH FLOUR AND CEREALS—TRADE IS APPRECIABLE IN VOLUME—WHEAT QUALITY IN WEST HAS BEEN AFFECTED BY MOISTURE—PROBABLE PRODUCTION OF WHEAT.

Items of interest in the flour and cereal markets are not very prominent this week. There have been no price changes in either lines, and new features having a bearing on the general situation are lacking also. Prices of raw material after a week's fluctuation have arrived back at about the starting points. Steadiness, however, is the general report.

Trade in flour is on a moderate scale for domestic purposes but export business is inclined to quietness. There is, however, a good demand for rolled oats, and mills are well sold ahead. Consumption of cereals is on the increase.

In regard to the Western wheat crop, it is evident that the frost which came just before the harvest and the continuous wet weather since have caused a heavy deterioration in quality, but the consensus of opinion is that with conditions as favorable as they now appear, there would be from 165,000,000 to 175,000,000 bushels of milling wheat.

The preliminary estimate of wheat production in the United States is 655,516,000 bushels, compared with 695,443,000 bushels last year.

MONTREAL.

Flour.—With reports in the primary market giving strength to flour, the market has been well maintained, and prices are firm. Western wheat reports had been bullish following rains, and what was claimed to be a loss to the wheat still uncut and unthreshed. Flour strengthened its position in sympathy.

Winter wheat patents, in bags.....	4 80
Straight rollers, in bags.....	4 30
Manitoba 1st Spring wheat patents, barrel.....	5 40
" straight patents, barrel.....	4 90
" strong bakers.....	4 70
" second.....	4 20

Rolled Oats.—There has been a good demand for rolled oats, and the market shows strength. There is nothing particularly new to report in the fall rolled oats trade.

Fine oatmeal, bags.....	2 85
Standard oatmeal, bags.....	2 85
Granulated oatmeal, bags.....	2 85
Boiled cornmeal, 100 bags.....	1 75
Boiled oats, jute bags, 90 lb.....	2 80
Boiled oats, cotton bags, 90 lb.....	2 65
Boiled oats, barrels.....	5 45

TORONTO.

Flour.—The flour situation shows no particular new features this week. Wheat has continued to fluctuate within a small margin since our last issue. The position is apparently one of steadiness. Trade is on a moderate scale.

Manitoba Wheat	
1st patent, in car lots.....	5 30
2nd patents, in car lots.....	4 80
Strong bakers, in car lots.....	4 60
Feed flour, in car lots.....	3 00 3 20

Winter Wheat.	
Straight roller.....	4 15
Patents.....	4 50
Blended.....	4 50

Cereals.—A good demand for rolled oats is in evidence, while all cereals are moving well. The oat market after easing off for a time, is slightly steadier. Price remains unchanged in all lines.

Rolled oats, small lots, 90-lb. sacks.....	2 60
Rolled oats, 25 bags to car lots.....	2 50
Standard and granulated oatmeal, 98-lb. sacks.....	2 85
Rolled wheat, small lots, 100-lb. barrels.....	2 90
Rolled wheat, 5 barrels to car lots.....	2 75
Cornmeal, 100-lb. bags.....	2 00
Rolled oats in cotton sacks, 5 cents more	

TOILET SOAP TRADE.

Laundry soap is a line which the grocer handles exclusively, and why should not more of the toilet soap trade belong to him too. A great deal of toilet soap is sold, and by a little attention he can work up a nice trade. The amount invested in this line need not be large, as a few dozen cakes will make quite a complete assortment for that matter.

The story you are listening to may be an interesting one but when a customer appears, she should receive your undivided attention. The story can wait. The customer doesn't have to.

W. H. Millman & Sons, Toronto, received two cars of white beans this week, the first to arrive on the market.—Advt.

The MacLaren Imperial Cheese Co., are putting up a Pimento cheese in small glass jars. It has taken well with the trade wherever it has been introduced, and for any wholesaler or retailer interested in this line of goods, it would be to their interest to inquire for full particulars from the MacLaren Imperial Cheese Co., Toronto or Montreal.—Advt.



Perfect Biscuits Perfectly Packed

as delightfully crisp as the day they are baked. The "Mooney" flavor is a thing apart—something that children and grown-ups know and hunger for, something that makes a Mooney customer a regular customer. That is why Mooney Biscuits are the favorites with grocers too.

The Mooney Biscuit and Candy Co., Limited

Stratford, Ont. Winnipeg, Man.

BRANCHES AT HAMILTON, OTTAWA
SYDNEY, C.B. HALIFAX, N.S.
FORT WILLIAM, CALGARY,
VANCOUVER, B.C. ST. JOHN'S, N.F.L.D.

MAPLEINE

THE POPULAR FLAVOR

A STRONG DEMAND HAS BEEN CREATED for this new and delicious flavoring. It adds richness and delicacy to Cakes, Candies, Icings, Ice Cream, Puddings, Etc., and makes a Table Syrup better than Maple, at a cost of 60c. a gallon.

See Price List

Order a supply from your jobber, or—Frederick E. Robson Co., 24 Front St. E., Toronto.

The Crescent Mfg. Co.
SEATTLE, WN.



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

What Would It Be Worth

To Have an Advertisement on
Each Wrapper or Paper Bag
That Leaves Your Store?



Figure it as you may, the actual value you would gain would be hard to estimate.

Does not that seem a mighty good means of your advertising, and especially when the system is so simple—by just a pull of the roll paper, this device enables the merchant to have his own printing and advertising on every parcel that leaves the store, without costing any extra time, trouble or expense.

The Automatic Printing Attachment

fits onto the paper cutter, as shown in the accompanying illustration. It is attached to the top of the paper by means of a thumbscrew, which holds a type roller against the roll of paper.

The Automatic Printing Attachment is just the thing to advertise special sales and sales days, besides being an economical method of introducing new lines to your trade. There are many other ways in which the Automatic Printing Attachment can be used.

Ask for information or demonstration of this modern money-saving method of advertising.

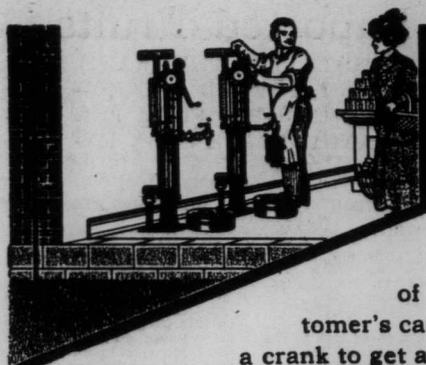
JOSEPH R. WILSON

Dominion Agent,

Phone Adelaide 199,

204 Stair Bldg., Toronto

AGENTS WANTED.



Mr. Merchant

Think of the convenience of simply hanging the customer's can on the pump and turning a crank to get a gallon of oil.

**No Funnels—No Measures---No Waste---
No Dirt. Saves Space, Time and Money.**

You don't touch the oil. The pump transfers it from the storage tank into the customer's can; measures it, counts the gallons and shows the money charge.

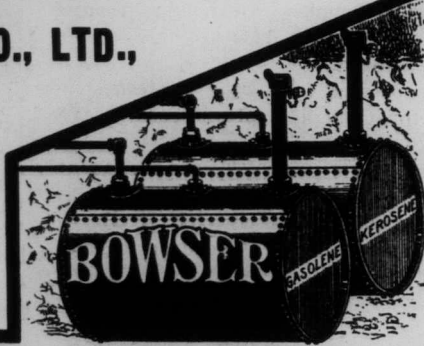
It changes the oil business from a drudgery to a clean, pleasant and profitable trade.

The variety of sizes and styles will enable you to suit yourself in price. Every outfit the best at its price.

Ask For Book No. 5.

S. F. BOWSER & CO., LTD.,

**TORONTO
66-68 Fraser Ave.**



ALLEN'S Apple Juice and Mild Refined Cider

Will bring satisfaction and profit to every grocer handling them, because their superiority over similar goods is marked, and the profit very good, and because they are guaranteed to satisfy.

Just at this season a large business is to be done in Apple Juice and Cider. They soon become thirst-quenching necessities and have the exquisite flavor that appeals to the users and is bound to win repeat orders.

A trial order will convince you

Put up in 10, 15 and 20 gallon kegs, and halves and barrels.

**S. ALLEN
Norwich, Ontario**

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.

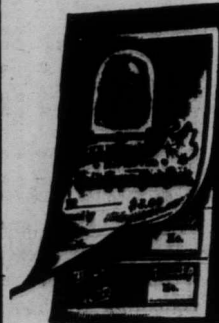
Walter Baker & Co. Limited
Established 1788
Montreal, Can. Dorchester, Mass.

Why Lose Money on Credit Business?

There's ONE system that will put the credit customer on practically a cash basis, and please him well besides.

Allison Coupon Books

Increase your profits by eliminating loss and "bad debts," slow collections and errors.
HERE'S HOW THEY WORK:—



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 time wasted, no errors, no disputes.

For sale by jobbers everywhere.

Allison Coupon Company
INDIANAPOLIS, IND.

W. A. JAMESON COFFEE CO.

Importers and Roasters of High Grade Coffees.

Manufacturers and Proprietors of
"Feather-Light" Brand Baking Powder

We also carry a full line of TEAS,
SPICES, etc.

Mail orders promptly attended to.

**Cor. Langley and Broughton Sts.
VICTORIA, B.C.**

GRAPES

Canadian stock is fine and prices low.

Grape Fruit, Jamaica
Good heavy Fruit.

Late Valencia Oranges

Jersey Sweet Potatoes

"Old Honesty Brand," none better few as good.

Cape Cod Cranberries

are reasonable, now is the time to buy, will be higher.

Peaches

A few days will take all the good stock, get your orders in.



25-27 CHURCH ST. TORONTO
are Largest Receivers

TAKE

the cover off a box of

"St. Nicholas"

or

"Home Guard"

you behold the beautiful Extra Fancy Lemons—prime quality—from the most improved groves of Sicily—a faultless selection, faultlessly packed. Just what discriminating dealers and consumers are looking for. If you are not handling these brands you are losing money.

J. J. McCABE

AGENT

TORONTO, : : ONT.

More Interest in Imported Fruits

WITH SUPPLIES OF DOMESTIC FRUITS ON THE WANE, ATTENTION IS BEING GIVEN TO IMPORTED LINES—PEACHES, GRAPES AND PLUMS COMING IN FROM THE STATES—A REVIVAL OF THE ORANGE TRADE SOON EXPECTED.

There is more interest being evidenced in imported lines of fruit, with the supplies of domestic lines diminishing. Such lines as peaches from Colorado, fancy grapes from California, and plums from Utah are finding their way to Canadian markets and are being taken up well. Oranges are also coming more into the limelight, although not as much as expected when grapes come to an end. Cape Cod as well as Nova Scotia are shipping considerable cranberries to the various markets.

Apples are being given a good deal of attention just at the present time. Plums are off the market altogether, peaches and pears are decidedly on the wane, and while there are considerable grapes coming forward, there is no overplus of supplies, for indeed in most markets the supply does not measure up to the demand.

"The demand from the Western Provinces for Ontario apples," remarked a Niagara district fruit man, "is brisker than usual this year. A new movement is taking place in the Pacific coast states, a number of carloads of apples being sent by way of Vancouver to Australia."

MONTREAL.

Green Fruits.—Apples and grapes present as much of the present activity in fruits as might be expected now that their season is at its height. There are not only Canadian grapes, but a fine quality of Californias with Almerias coming on the market. The demand for apples is good, the Fameuse receiving particular attention just now. Peaches, pears and plums are declining and some dealers report these Canadian fruit off the market.

Apples, bbl..... 2 50 3 50	Oranges—
Apples, Fameuse, bbl. 5 00	Valencia..... 4 00 5 00
Bananas, bunch.. 1 50 1 75	Jamaica, bbl. ... 2 75 3 75
Bananas, crated. 1 75 2 00	Boronto..... 3 25 3 50
Cocoanuts, bags. 4 00 4 50	Mexican..... 2 75 3 00
Grape fruit, Florida, case..... 5 00 6 00	Peaches, California, crate..... 1 25 1 50
Grape fruit, Jamaica..... 1 00	Peaches, Can. basket..... 0 50 0 75
Grapes, Canadian, basket..... 0 20 0 25	Pears, Can. bag. 0 50 0 75
Grapes, Cal. box ... 8 90	Pears, California. 2 50
Lemons..... 4 00 4 50	Pineapples—
Limes, a box 1 25 1 50	Florida, case... 4 00 4 80
	Plums, California box..... 1 50 2 00
	Plums, Can. bag. 0 25 0 75

Vegetables.—Both Cape Cod and Nova Scotia cranberries are now offered by the local dealers. The demand is fair and increasing. Canadian tomatoes are nearing the end of their season. Potatoes are steady and some idea will soon be formed of the expected extent of

the crop. Sweet potatoes are moving well.

Carrots, doz..... 0 25	Canadian lettuce per doz..... 0 45 0 50
Cabbage, doz..... 0 75	Onions—
Celery, doz..... 0 75	Spanish, crate... 3 75 4 25
Corn, per doz... 0 20	Canadian reds, 100 lbs..... 3 00
Cranberries, Cape Cod, bbl..... 9 00	Sweet potatoes... 2 00
Cranberries, N.S. 7 00 8 00	Montreal potatoes, new, bag. 1 15 1 20
Cucumbers, doz. 8 00	Tomatoes, Canadian, box..... 0 60 0 75
Garlic, 2 bunches 0 25	
Green Peppers, bushel basket 1 75 2 25	
Leeks, doz..... 1 50 1 75	

TORONTO.

Green Fruits.—Although there is considerable business being done in domestic fruits, the same briskness as heretofore is not in evidence. Plums are done, peaches are on the wane, while grapes are still fairly plentiful. There are considerable apples on the market and are being given more attention. There are offered fancy peaches from Colorado, grapes from California and plums from Idaho. Oranges are in somewhat better demand and are firmer. P. W. Hodgetts, director of the fruit branch of the Ontario Department of Agriculture, stated this week that recent storms in the province had resulted in the destruction of from 25 to 30 per cent. of the apple crop. According to reports he had received greenings suffered more than any other variety, especially in the Georgian Bay district, where from 40 to 50 per cent. of the crop will be a total failure.

Bananas..... 1 25 1 75	Canadian pears, 11-qt. basket... 0 35 0 45
Lemons—	Grapes, small... 0 20 0 25
Verdill..... 4 00 4 50	Oranges—
Limes, box..... 1 25	California, 11-qt. basket... 1 50 2 00
Oranges—	Peaches, Colorado, box..... 1 50
Late valencias.. 4 75 5 00	Cranberries, Cape Cod, bri. 8 50 9 00
Can. tomatoes, 11-qt. baskets. 0 30 0 50	Apples, bri. 2 75 3 25
Can. peaches—	
Best grades. 0 85 1 00	
Common flats. 0 30 0 40	
Common lemo. 0 50 0 75	

Vegetables.—Potatoes are somewhat firmer this week, New Brunswick being quoted at \$1.25 and Ontario stock at \$1.15. Supplies forthcoming from Ontario are not as large as they apparently should be. "Probably holding for a higher figure," as one dealer put it. There is still a certain demand in evidence for green peppers, cucumbers, green tomatoes and other pickling necessities. Ripe tomatoes are higher for good firm stock.

Canadian beet, basket..... 0 25 0 35	Onions—
Cabbage, Canadian, dozen... 0 65 0 75	American cooking, 100-lb. bag 2 25 2 50
Carrots, new, basket..... 0 25 0 30	Spanish..... 3 50
Cucumbers, Canadian, bak. 0 15 0 25	Canadian, bus. 1 25
Egg plant, bak. 0 25 0 30	Potatoes, N. B. stock, bag. 1 25
Celery, per doz. heads..... 0 40 0 50	Potatoes, Ontario, bag..... 1 15
Cauliflowers, dz. 1 25	Sweet potatoes, barrel..... 4 50 4 75
Green peppers, basket..... 0 25 0 35	New turnips, per 11-qt. basket... 0 20

WINNIPEG.

Green Vegetables.—The supply and quality of fresh vegetables arriving in the market continue to keep up with the standard stated a few weeks ago. Native grown onions are getting scarcer and prices have risen 5 cents per dozen. Pickling cucumbers are also in the same predicament and an advance of 20 cents per dozen is noticed, while Brussels sprouts on the other hand are more plentiful, and are 5 cents lower. Pickling cucumbers are off the market, while head lettuce is very scarce, and has doubled in price and is quoted at present at \$1 per dozen bunches.

Native mint, per doz	0 20
Native green onions, doz	0 35
Native parsley, per doz	0 20
Native lettuce, per doz	0 21
Native watercress, doz	0 35
Ontario tomatoes, large basket	0 64
Native head lettuce, doz	1 00
New cabbage, per lb	0 01
American peppers, doz	0 20
Native carrots, per lb	0 01
Native beets, per lb	0 01
Native radishes, per doz	0 20
Native turnips, per bus	0 40
Native celery, doz	0 40
Native cucumbers, doz	0 50
Vegetable marrow, doz	0 50
Pumpkins, per lb	0 01
Sweet corn, per doz	0 17
Citron, lb	0 02
Hubbard squash, lb	0 02
Brussels sprouts, lb	0 25
Leeks, per doz	0 44
Spanish onions, 50-lb. crate	1 25

Potatoes.—The supplies of potatoes are reaching the city in carload lots from various sections of the West and offerings are liberal, the demand, however, is strong and prices remain unchanged at 50 to 55 cents per bushel f.o.b. Winnipeg. The larger shippers so far have been points in Manitoba and Eastern Saskatchewan. Virginia and Jersey sweet potatoes are also on the market and a considerable demand is prevailing for them.

Manitobas, 5 to 10 bus	0 70
Manitobas, 10 to 20 bus	0 65
Buying price, carlots, f.o.b. Winnipeg	0 50
Virg. sweet potatoes, bbl	5 50
Jersey sweet potatoes, bbl	6 00

TELL THE TRUTH.

Don't juggle with words when writing your advertisement, in order to calm your conscience. If you deceive or disappoint your customers in this regard, you cannot hope for a continuance of their trade.

Nova Scotia Cranberries

Fancy, well colored Fruit, in barrels, price \$7.50 bbl.
Fresh car due Monday.

Lemons Cheaper

We quote for next week's shipment—
MAPLE LEAF BRAND, 300s, \$3.75 a box.
DOMINION BRAND, 300s, \$4.00 a box.

Headquarters for FRUITS, FISH and OYSTERS

ORDERS SOLICITED

WHITE & COMPANY, LIMITED

TORONTO and HAMILTON

SPANISH ONIONS

A fresh lot of Winter Onions just unloaded. Cases and half cases. Very fancy, bright, clean stock.

DOMESTIC ONIONS

Well cured, large, yellow Onions in sacks of about 100 lbs. each. Send along your orders quickly—our supply is limited.

PICKLING ONIONS

Small, white silver skins. If you still have some orders to fill you had better buy at once.

THE HOUSE OF QUALITY

HUGH WALKER & SON

(Established 1861)

GUELPH, ONTARIO

BUSTER BROWN

LEMONS



Doing nicely, thank you! Our business for Buster Brown is increasing steadily, because the Good News regarding the Superior Packing and Quality is spreading. Some day you will always ask for Buster Brown. Do it now.

FOLLINA BROS., Packers, Italy.

W. B. STRINGER, Sales Agent, Toronto.



Fish - Oysters



Fish and Oysters Going Out Well

SEASON IS GETTING OFF TO A GOOD START—INDICATIONS OF BETTER TRADE THAN LAST YEAR—ATTENTION CHANGED FROM DOMESTIC FRUITS TO FISH DEPARTMENT.

A healthy general demand for fish is reported from the various sections of the Dominion, with every indication of even better business as the season advances. New lines are arriving from time to time and the dealer now has a good sized list to pick from.

"Our domestic fruit trade is dropping off," said one retailer grocer, "and we are now turning our attention to our fish department." The same thing is probably true with many more, accounting in part for the present good fish movement. Oysters are going out well.

From Nova Scotia comes the report that salt codfish prices will go higher. Lunenburg dealers are asking \$6 per quintal now, and some of them want \$6.25 for the choicest fish. Despite the fact that the foreign markets are unsettled, Newfoundland is sending large shipments of fish to the Mediterranean.

QUEBEC.

Montreal.—There is quite a healthy general demand and from a number of reports the business seems to have fully arrived for the season. B.C. salmon (fresh) is reported a little lower, being more plentiful than last week. Halibut is arriving steadily and is easily one of the favorite varieties. Fresh whitefish is reported scarce, but a choice variety of frozen is offered. Lake trout are in good supply, and at a medium price. There is a steady demand for the other lines of fish. Oysters are naturally moving well with their new season. Even better business than the present is looked for in this department.

FRESH	
Bluefish, per lb.	0 12
Dressed perch, per lb.	2 10
Dressed bull-heads, per lb.	0 10
Eels, fresh, each	0 25
Flounders, per lb.	0 08
Mackerel, per lb.	0 12
Haddock, per lb.	0 05
Halibut, per lb.	0 10
Herring, each,	0 08
Steak cod head- less, per lb.	0 05
Halibut, express, per lb.	0 10
Salmon, B.C., lb.	0 14
Salmon, Gaspe,	0 12
Sea trout,	0 10
Sea bass, per lb.	0 12
Smelts, fancy,	0 12
Lake trout, lb.,	0 10
Pike, per lb.	0 08
Pickeral or dore,	0 10
Whitefish, lb.,	11 0 12
FROZEN	
Haddock,	0 04
Halibut, per lb.	0 09
Pike, round, lb.	0 05
Pike, dressed & headed, cases 150 lbs., per lb.	0 07
Round pink salmon,	0 09
Gaspe salmon, per lb.	0 12
Qualla salmon,	0 10
No. 1 Smelts, boxes, 10 and 15 lb. each,	0 07

steak cod,	0 05	Whitefish, large, lb.,	0 10
Mackerel,	0 10	Whitefish, small,	0 06

PREPARED FISH

Boneless cod, in blocks or packages, per lb., 7, 8, 10, 11 12	
Shredded cod, 2 doz. in box, per box,	2 00
Skinless cod, 100 lb. case,	6 50

SALTED AND PICKLED

New green cod, medium, per lb.	0 04	Salmon, B.C., red, bbl.	14 50
New Labrador herring, per bbl.	5 50	Salmon, B.C., half bl.,	8 00
New Labrador herring, per half bbl.	3 00	Salmon, Labrador, bl.	16 00
Labrador sea trout, bbls.	12 00	Salmon, Labrador, half bl.,	8 50
Labrador sea trout, half bbls.	6 00	Salmon, Labrador, tns, 300 lbs.,	21 00
No. 1 mackerel, pall., 2 00		Salt eels, per lb.,	0 07
No. 2 mackerel, 8 00		Salt sardines, bbls.,	6 00
Scotch herring, No. 2, bbl.,	6 00	Salt sardines, 4 bbls.	3 50
Lake trout, half bbl.,	6 00	Sea trout, bbls.,	12 00
Choice mackerel, half pall.,	2 00	Scotch herring, keg.,	1 00
		Scotch herring, keg.,	5 00
		Holland herring, 1/4 bl.,	5 50
		Holland herring, keg.,	6 75

SMOKED

Smoked eels, per lb.,	0 10
Bloaters, large, per box,	1 10
Haddies,	0 08
Herring, new smoked, per box,	0 50
Kipperd herring, new, 40 in box,	1 25
New fillets, per lb.,	0 10

SHELL FISH

Oysters, choice, bulk, Imp. gallon,	1 40
Oysters, bulk, selects,	1 60
Oysters, fancy cape, large bbls.,	9 00
Malpeque Oysters, per bbl.,	7 50
Solid meats—Standards, gal., \$1.75; selects, gal., \$2.	12 00

ONTARIO.

Toronto.—Trade is satisfactory for the season of the year, and shows an improvement since the set in of the cool weather. Sea herring and mackerel are now on the market, while fillets of haddock is a new line that is being offered. It is quoted at 12 cents per pound. Labrador herrings have arrived, barrels being quoted at \$5.25 and half barrels at \$3.25. A normal trade is in evidence in oysters.

FRESH CAUGHT FISH

Steak cod,	0 07	Fresh caught whitefish,	0 12
Fresh halibut,	0 09	Fresh caught herring,	0 08
Perch,	0 06	Haddock,	0 08
Fresh trout,	0 10	Pickeral,	0 10

FROZEN FISH

Gold eyes,	0 05	Sea herring, lb.,	0 04
Pike,	0 05	Mackerel, lb.,	0 12
New Pink sea salmon,	0 09	Mullets,	0 04
		Bluefish,	0 12

SMOKED

Kippers, per box, 1 25	1 25	Cod, Imperial,	0 05
Bloaters, per box, 1 25	1 25	Quail-on-toast,	0 07
Finnan Haddie, lb. 06	0 09	Fillets of haddie,	0 12

PICKLED

Lake herring, per keg, 4 00		Labrador herring, bbls.,	5 25
Oysters, selects, gal, 2 00		Labrador herring, half bbls.,	3 25
Oysters, standards, gal, 1 70			

NOVA SCOTIA.

Halifax.—Fish receipts at Halifax during the past week have been light. Fresh

haddock are scarce, and are in good demand. Owing to the stormy weather only a few mackerel have been taken along the coast. Large mackerel are retailing here at thirty cents apiece, and the same class of fish are selling in Boston at thirty-five cents.

The indications are that salt codfish prices will go higher. Lunenburg dealers are asking \$6 per quintal now, and some of them want \$6.25 for the choicest fish. Some Lunenburg fish have been sold in Gloucester at a price which equals about \$6.75 for the dry product. Despite the fact that the foreign markets are unsettled, Newfoundland is sending large shipments of fish to the Mediterranean. Two steamers sailing from St. John's, Nfld., this week took 35,000 quintals, and another steamer for Naples took 12,000 quintals. So far this season about 100,000 quintals of codfish have been shipped to Mediterranean ports.

Nothing definite has as yet been ascertained regarding the Labrador catch. Reports from some districts, however, are not favorable, but on the whole it is thought that the total catch will be ahead of last year.

On the Cape Breton coast the fishery is reported to be fairly good. About four hundred barrels of mackerel have been taken in the vicinity of Margaree. The fish are large and fat. The catch of mackerel at the Magdalenes is about 2,500 barrels to date. Over half of these have been sold in the American market.

Oysters are in good demand, and dealers report sales of bulk oysters heavy. Shipments of finnan haddies are light owing to the scarcity of stock, but kippered herring are in good supply.

Codfish, large,	5 50	5 00	Mackerel, large, 19 00	20 00
Codfish, large,	5 00	5 30	Herring, fat, 3 00	3 25
Codfish, large,	6 00	6 00	Newfoundland,	2 50
Haddock,	4 00	4 25	Hake,	3 25

STORE PHILOSOPHY.

The man who is made happy by being lazy is not the man you want on your force. He is a drag on the business wagon.

The salesman who finds it difficult to be polite to folks in dowdy clothes should learn to be so because it pays, if for no other reason.

When you find a salesman being polite only to the people who have money it is time to have a heart to heart talk with him about the common people.

The salesman who can bring his friends to trade where he works is a help to the store, but he who brings them there to loaf can well be spared—or at least his friends can.



THINK IT OVER

Is it worth while starting a Fish Department? If you don't, you let trade and good trade go past your door. You know that a dollar is a dollar; therefore it IS worth while, and we are in a position to give you the best possible assistance.

Here's] Your Header:-

"Canada" Brand Pure Boneless Cod Fish

Largo Range Quality All Through

CANADA TABLETS, 20 1-lb. Tablets.
CANADA STRIP, 30-lb. Boxes, Whole pieces.

CANADA CRATE, 12 2-lb. Boxes.
COD BITS, 25-lb. Boxes, Bulk and SKINLESS FISH.

MARINER BRAND, 25-lb. Boxes, Bulk.

Ocean Brand:-

HADDIES
KIPPERS
BLOATERS

Some firms talk of their different lines as "fine" and "finer." We emphatically state that ours are "finest," and if you want conclusive proof get in a small supply and put them to the test.

BOUTILIER'S
SMOKED
FILLETS

If you want a line of Fillets that will bring you repeat orders, we can also supply you.

Choice, bright and attractively packed.

WE OFFER FOR IMMEDIATE SHIPMENT BY CAR LOAD, NEW FAT JULY SALT HERRING
IF YOUR WHOLESALE CANNOT SUPPLY YOU, WRITE DIRECT

The Halifax Cold Storage Co., 47 William Street,
Selling Branch, MONTREAL



Display your Oysters in a "Coast-Sealed" Cabinet

This is the handsomest, most practical and convenient oyster display cabinet made.

It requires but ONE-EIGHTH the amount of ice used in other cabinets, owing to the vacuum chamber construction.

Ice tank sits in the centre, with three gallons of stock below and two above—thus enabling you to keep your stock absolutely fresh until the last pint is sold.

Sold Outright \$17.00 f.o.b. Toronto

No strings attached—no jug-handled loaning agreements with the view of coercing you into buying any particular line of oysters.

Your own judgment will suggest that you handle only "Coast-Sealed" Oysters, because they are the cleanest, fattest, best flavored oysters on the market. They reach you in a container that is sealed at the coast and which holds nothing but pure oysters—all over four years old and with the real salt sea flavor unimpaired.

Write us for Prices and Particulars

Connecticut Oyster Company

CANADIAN BRANCH

50 Jarvis Street : : : : Toronto, Ont.

Making Profitable a Fish Department

SHOULD BE OPERATED SOMEWHAT SIMILAR TO FRUIT DEPARTMENT IN SUMMER MONTHS—THE FACT THAT FRIDAY IS ALWAYS A FISH DAY MAKES A CERTAIN DEMAND THAT DEALERS SHOULD TAKE ADVANTAGE OF—MANY MERCHANTS TAKING UP THIS PROMINENT SIDE LINE FOR FIRST TIME.

Montreal, Oct. 11.—(Special)—Some grocers may be delaying the adoption of a fish department on the ground that they are afraid of loss through waste.

In other words, they fancy the fish will not keep, and that there would be a continual loss on that account. But how does the grocer handle fresh fruit. In spring he buys six crates of strawberries, or even more, and when night comes they have all been disposed off. Then come raspberries, and cherries and peaches and so on. Fruit will not keep for any length of time. It must be sold quickly, and the grocer turns all his activities towards accomplishing that end. He has informed his customers, he advertises, he writes bulletins, send out circulars, and in various methods lets the neighborhood know that he has new fruit and that he wants to sell it.

Apply Same Energy as to Fruit.

This is the method to be employed in handling fish. There is not, the same necessity of immediate disposal as in the case of strawberries, but the grocer who wants to handle fish should adopt a fish policy just as he has a fruit policy.

Friday is a special fish day. There is going to be an assured call for fish that day. Here then is the opening—a supply of fish for that demand. This is the advice of a prominent fish authority. His opinion is that Canadian grocers who do not

handle this article are missing a good chance to increase their total trade, and also their profits. It is not only one class that eats fish. Everyone becomes tired at times of meat, and a jaded appetite demand something of a change. But the other point is that it is very nourishing, tasteful and is cheap. The cured fish, haddies, kippers and cod, besides the many other varieties are fast growing in favor.

Comparatively Cheap Food.

The high cost of living can be met in one direction at least by suggesting the more general use of fish in the average consumer's weekly menu. Fish will come to its own in due time, but tardiness should not be tolerated by the grocer.

The representative of one large Maritime company showed the representative of The Grocer a file of new letters—orders and enquiries—from grocers throughout different parts of the country. This was an illustration of the new interest that is being awakened in the possibilities of handling fish. The opportunity is there for the grocers with the right amount of initiative, and the fish season has arrived already and will continue right through to the return of the warm weather.

Nova Scotia apples were on the English market one month before their usual time.

HANDS OFF PLEASE.

"I don't quite see the point of that remark of yours," said the grocer, as he tied up the package of sugar. "What remark was that?" asked the customer. "You just remarked that some men had an offhand way of doing things, and you wished I was one." "Yes; I wished to remind you that your hand was on the sugar when you weighed it."

GOOD OYSTER SET.

The oyster "set" in Connecticut waters this year, is not as extensive as in some previous years, still it is more abundant than any year since 1906. In Long Island sound, off New Haven, Conn., the "set" is in deep water and quite thick. In shoal water the "set" is light. It is several years since there has been a really good set. It takes four or five years for it to develop.

It is estimated that there are 10,000 acres of peanuts in cultivation in Arkansas this year, compared with 3,000 last.

Purnell & Panter, Bristol, England, who are now selling extensively on the Canadian markets, are the oldest and most up-to-date vinegar brewers in the Kingdom. But to compete with the increasing demand for their goods, they have had to make considerable alterations to their factory and brewery. They are now making a sweet pickle, especially for the Canadian trade. As it has a particularly fine flavor, and is attractive in appearance, it is assured a good reception here.—Advt.



Vegetable and Fruit Display, Shown Last Week by Ed, Provencher, St. Denis St., Montreal. This was Quite Attractive in Appearance and Resulted in Good Business.

BRUNSWICK BRAND SEA FOODS

will surely build up business for you, because only the most carefully selected and sweetest fish are used—fish caught in the famous Passamaquoddy Bay. Skill, care and cleanliness are our watchwords throughout the canning process, and the result is the retention of the natural fish flavor to a degree unknown in other brands.

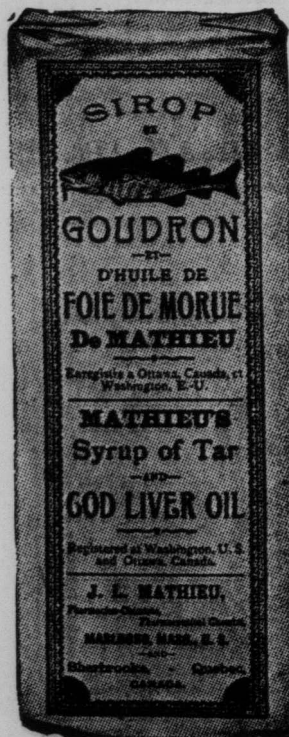
We stand back of all our products with an unconditional guarantee of purity.

Here's a line, Mr. Grocer, you can handle with credit to your store and increasing profit to yourself.

THE "QUALITY" BRAND

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

AGENTS—Grant, Oxley & Co., Halifax, N.S.; C. H. B. Hillcoat, Sydney, 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. deCarteret, 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.



MATHIEU'S SYRUP

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

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

Its sales have increased wonderfully everywhere. It is a sure seller.

MATHIEU'S NERVINE POWDERS

are needed wherever colds are attended with pains and fever.

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

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

Distributors for Western Canada

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

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



ALL GROCERS SHOULD STOCK

Borwick's BAKING POWDER

The original Baking Powder with a world-wide reputation of 70 years. A genuine British manufacture and recognized as the standard article in the Mother Country.

Made from the finest and purest ingredients, absolutely free from alum, acid phosphates or deleterious substances.

½ lb., ½ lb. and 1 lb. Tins.
Economical and Reliable.

George Borwick & Sons
Limited
LONDON, ENGLAND

Canadian Agent: **KENNETH H. MUNRO, 333**
Coristine Building, MONTREAL

Consumption of Coffee—Valorization

THE CONSUMPTION OF COFFEE IN CANADA IS AS YET SMALL BUT STEADILY INCREASING—UNITED STATES IS A BIG CONSUMER—PRICES HAVE SHOWN SUBSTANTIAL INCREASE IN PAST YEAR OR SO—VALORIZATION AS EXPLAINED BY A COFFEE DEALER.

The Canadian was not primarily a coffee drinker, but is becoming more so every year. The big influx of other nationalities has been responsible to a large extent, because the European and more especially the Dutch and German are great coffee drinkers, while the people of the United States, so many of whom are yearly crossing the line are also big consumers. The demand throughout the Dominion has accordingly widened, and has now reached something like 1½ pounds per head. There are, however, splendid chances for its expansion, because compared with other countries this is small. For instance, in the United States the consumption per capita is around 14 pounds.

Reason for Price Advance.

Coffee has been making substantial gains in price during the past year or so. More especially has this been so in the lower grades, some particular lines of which have advanced a full 5 cents per pound during the past year. The better grades have not advanced in the same proportion, and this has been partly responsible for the increase in the use of the better grades. The facts in regard to the advance in coffee are rather interesting, because it is generally claimed that there is plenty of coffee in the world. However, the last two crops of Brazilian coffee have not been as large as formerly, and this is the reason advanced for the rise in price. Whatever the facts may be, it is true that the statistics in regard to the world's visible supply warrant the present strength.

Valorization Explained.

The dealer has heard much during the past year regarding valorization coffee, in control of the coffee interests and of which they placed 1,200,000 bags upon the market in April in order to afford relief, but which had no effect whatever in relieving prices. An explanation of the valorization scheme as set forth by one dealer is as follows:

"A point of interest is to know why coffee is so high while there is so much coffee in the world. You probably have heard of the valorization scheme. Coffee is the principal production of Brazil, and Brazil was producing coffee in such quantities that the farmers or producers were getting a very small

price, not enough to really pay for the handling of the crop, which, of course, caused financial depression in the whole country.

"There were various schemes suggested for taking off the market this surplus of coffee. It was proposed that some of the trees be destroyed. It takes about eight years for a tree to reach it's best bearing, and while each farmer wanted the other man's trees destroyed, he naturally did not want his own tampered with, so this scheme was not feasible. A plan was finally worked out by an association of bankers both on this continent and Europe, whereby they would buy the surplus of about \$40,000,000 worth of coffee, and sell it out in so many thousands of bags per year, in that way relieving Brazil from its immense over-production of coffee.

Worked Well for Brazil.

"By many it was thought that this scheme would never work successfully, as it was contrary to the law of supply and demand; but unfortunately for those in the coffee business, up to date it has worked successfully for Brazil, and has caused the high market that there is, and we are in the position of having to pay more money for coffee when there is actually plenty of coffee in existence."

MORE STORE PHILOSOPHY.

Be content if you will with each step of your progress as a step, but do not accept any such step as a destination. Keep going.

The store that gets into the habit of being "just out" of things the customers want will be likely to find itself getting just out of money.

Don't hire a man of bad habits with the idea of reforming him. Like marrying a man to reform him, it is beginning at the wrong end. Reform him first.

Every salesman in every store should understand that the goods in that store are no more his property than they would be if he were a customer instead of an employe.

It is the employes of a store who are in a position to discover the little leaks that are letting the profits ship away. When you want to find a leak inquire of the man most likely to know about it.

SALESMEN WANTED

Trained Salesmen earn from \$1,200.00 to \$10,000 a year and expenses. Hundreds of good positions now open. No experience needed to get one of them. We will assist you to secure a position where you can earn good wages while you are learning Practical Salesmanship. Write today for full particulars, list of good openings, and testimonials from over a thousand men who have recently placed in good positions.

Address Nearest Office, Dept. 243
National Salesmen's Training Association
Chicago New York Kansas City Seattle New Orleans.

CLAY PIPES

None equal. Insist upon McDougall's
There IS a difference.

D. McDOUGALL & CO., LTD., GLASGOW, SCOTLAND

You cannot too highly praise it—

Black Watch

The Biggest and Best
Plug Chewing Tobacco

Is now a favorite amongst tobacco
chewers. Keep it to the front and
watch your profits increase.



HAVE YOU STARTED

to stock plug tobacco yet?

If not, you should get down to facts and figures right away.

There's business to be done and you are capable of doing it.

MAPLE SUGAR CHEWING TOBACCO

will prove a strong foundation on which to build up the trade.

Quality is High. Taste is Good.
Profits are Reasonable.

Why Delay?

WRITE

The Rock City Tobacco Co.
QUEBEC WINNIPEG

SUCCESSFUL

merchants always make sure of stocking trustworthy goods and you should certainly consider the

7-20-4 CIGAR

when fixing up your tobacco show case.

It Has Merit

and provides a most refreshing smoke at a reasonable figure, both you and the consumer getting money back all the time.

We Don't Want

to overstock you but we do want you to give our goods a fair trial. We know that you'll be a good customer in the end.

The Sherbrooke Cigar Co.
SHERBROOKE, QUE.

Tuckett's

Orinoco

Tobacco

NO BETTER
JUST
A LITTLE MILDER
THAN



Tuckett's Myrtle Cut Tobacco

WHICH HAS THE LARGEST SALE IN CANADA.

TUCKETT LIMITED

Hamilton,

Ont.

CLASSIFIED ADVERTISING

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

GROCERY FOR SALE.

FOR SALE—First-class grocery; latest store fixtures; clean stock. Good reasons for selling. For particulars apply Box C, CANADIAN GROCER, Toronto.

FOR SALE—Good grocery business in Western Ontario town of 10,000. Annual turnover of \$13,000. Fine opportunity for young man. Good reasons for selling. Box 399, CANADIAN GROCER, Toronto.

MISCELLANEOUS.

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

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

BUCKWHEAT Flour guaranteed pure and unsurpassed by any mill in the Province. T. H. Squire, Queensboro, Ont., solicits your orders.

BUSINESS-GETTING TYPEWRITTEN LETTERS and real printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letter-forms, real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. AMERICAN MULTIGRAPH SALES CO., Limited, 129 Bay Street, Toronto.

COPELAND-CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. The Copeland-Chatterson Co., Limited, Toronto and Ottawa.

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

DOUBLE your floor space. An Otis-Fensom hand-power elevator will double your floor space, enable you to use that upper floor either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only \$70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

EGRY BUSINESS SYSTEMS are devised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egrý Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258 1/2 Portage Ave., Winnipeg; 308 Richards St., Vancouver.

FIRE INSURANCE. INSURE IN THE HART-FORD. Agencies everywhere in Canada.

POSITION VACANT.

CLERK WANTED — For general store; central Ontario village of 1600. State salary and experience. Box 400, CANADIAN GROCER, Toronto

WANTED—Young man of good character, energy and education to take charge of first-class grocery. Box "M," CANADIAN GROCER, Toronto

MISCELLANEOUS.

COUNTER CHECK BOOKS—Write us to-day for samples. We are manufacturers of the famous Surety Non-Smut duplicating and triplicating Counter Check Books, and single Carbon Pads in all varieties. Dominion Register Co., Ltd., Toronto.

MOORE'S NON-LEAKABLE FOUNTAIN PENS. If you have Fountain Pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction and it costs no more than you pay for one not so good. Price, \$2.50 and upwards. W. J. GAGE & CO., Limited, Toronto, sole agents for Canada.

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

PENS—The very best Pens made are those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c assorted box of Mitchell's Pens and find the pen to suit you.

HUNDREDS OF TYPEWRITERS of every make and condition are being traded in as part payment on the famous MONARCH. Price and quality are the levers we use to prevent over stock. We believe we can give the best bargains in rebuilt typewriters in Canada. A postal will bring our catalogue and full information. THE MONARCH TYPEWRITER CO., Limited, 46 Adelaide Street West, Toronto.

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

THE money you are now losing through not having a National Cash Register would pay its cost in a short time. Write us for proof. The National Cash Register Co., 285 Yonge St., Toronto.

THE "Kalamazoo" Loose Leaf Binder is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Ferbes Company, Limited. Supplied by the trade throughout Canada. (tf)

TECHNICAL BOOKS.

CANADIAN MACHINERY AND MANUFACTURING NEWS, \$1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 143-149 University Ave., Toronto.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include Special Sales, Getting Holiday Business, Co-operative Advertising, Money-Making Ideas, Contests, etc. Price \$2.50, postpaid. MACLEAN PUBLISHING CO., Technical Book Dept., 143-149 University Avenue, Toronto.

Grocery Advertising

By Wm. Borsodi

It contains suggestions for special sales, bargain sales, cash sales, etc.; ideas for catch lines or window cards, and many hints for the preparation of live advertising copy. A collection of short talks, advertising ideas and selling phrases used by the most successful grocery advertisers.

PRICE \$2.00

ALL ORDERS PAYABLE IN ADVANCE.

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

Coffee, Its History, Classification and Description

By Joseph M. Walsh

This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include,

Cultivation and Preparation.
Commercial Classification and Description.
Adulteration and Detection.
Art of Blending, Preparing, etc.

This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you postpaid on receipt of

\$2.00

IT WILL PAY YOU TO SEND AT ONCE.

MacLean Publishing Co.

Technical Book Department
143-149 University Avenue, Toronto

COFFEE High Grade Coffees are up several cents per pound, but we will contract with you for the balance of the year for

AURORA COFFEE

the same magnificent quality at the same prices. By this plan we will not only retain our many present customers, but hope to make many new ones. Now, don't miss your opportunity. Get a sample from us. We will send you a big sample on application. You are to be the judge. It's easy money to get in touch with us.

W. H. GILLARD & CO., Wholesalers **HAMILTON, ONT.**

SHINE ?

The dealer who is going to shine in his customer's opinion is the one who is handling

BLACK KNIGHT

STOVE POLISH



Black Knight has 'made good' with all who have used it. Gives a brilliant, silky polish with little labor, and will not soil the hands. It is economical, and a little goes a long way.

Packed in attractive boxes.
Order from Your Jobber.

The F. F. Dalley Co., Ltd.
Hamilton, Ont. - Buffalo, N.Y.

"BANNER" Is not "Just as Good"

IT'S
BETTER

Good Points of The Banner are Brought out in Bad Weather



It Won't Blow Out, Rust, or Leak — Costs No More than Inferior Lanterns.

Send Coupon for Calendar

Ontario Lantern & Lamp Co., Limited
Hamilton, Ont.

BLACK JACK

**QUICK
CLEAN
HANDY**



**TRY IT
SOLD BY
ALL
JOBBER**

1/2-lb tins—
3 doz. in case.

STORE MANAGEMENT—COMPLETE

16 Full-Page Illustrations

ANOTHER NEW BOOK
By FRANK FARRINGTON

A Companion book to **Retail Advertising Complete**
\$1.00 POSTPAID

"Store Management—Complete" tells all about the management of a store so that not only the greatest sales but the largest profit may be realized.

THIRTEEN CHAPTERS

Here is a sample:
CHAPTER V.—The Store Policy—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivering goods. Substitution. Handling telephone calls. Rebating railroad fare. Courtesy to customers.

ABSOLUTELY NEW JUST PUBLISHED

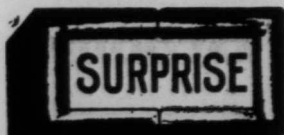
Send us \$1.00. Keep the book ten days and if it isn't worth the price return it and get your money back.

272 Pages
Bound in Cloth

TECHNICAL BOOK DEPARTMENT
143-149 University Ave., - Toronto, Canada.

THE CANADIAN GROCER

Soap and Washing Powders



For sale by all grocers.

A. F. TIPPET & CO., AGENTS

Maypole soap, colors, per gross	\$10 30
Maypole soap, black, per gross	15 30
Orion soap, per gross	10 30
Florida soap, per gross	12 00
Straw hat polish, per gross	15 20



3 doz. to box..... \$3 60
6 doz. to box..... \$7 26
30 days.



5-case lots (delivered), \$4.15 each, with 20 bars of Quick Naptha as a free premium.



The GENUINE. Packed 100 bars to case.



Prices—Ontario and Quebec:
Less than 5 cases..... \$5 00
Five cases or more..... 4 95

Starch

EDWARDSBURG STARCH CO., LIMITED	
Boxes contain	Laundry Starches per lb.
40 lbs. Canada Laundry	0 05 1/2
40 lbs. Canada white gloss, 1 lb. pkgs.	0 03 1/2
48 lbs. No. 1 white or blue, 4 lb. cart's	0 06 1/2
48 lbs. No. 1 white or blue, 3 lb. cart's	0 08 1/2
100 lbs. kegs, No. 1 white	0 06
200 lbs. bbls., No. 1 white	0 06
20 lbs. Edwardsburg silver gloss, 1 lb. chromo packages	0 07
48 lbs. Silver gloss, in 6 lb. canisters	0 07 1/2
36 lbs. Silver gloss, 5 lb. draw lid boxes	0 07 1/2
100 lbs. kegs, Si ver gloss, large crystals	0 06 1/2
28 lbs. Benson's satin, 1 lb. cartons, 1/2-cs chromo label	0 07
40 lbs. Benson's enamel (cold water) per case	3 00
120 lbs Benson's enamel (cold water) per case	1 50
Celluloid—Boxes containing 48 cart's, per case	
Culinary Starch	
40 lbs. W. T. Benson & Co.'s celebrated prepared corn	0 07
240 lbs. Canada pure corn starch (20 lb. boxes 1/2c. higher)	0 04 1/2

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.	
Laundry Starches—	
Canada Laundry, boxes of 40 lb.	\$ 05
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	\$ 05 1/2

Finest Quality White Laundry—	
2-lb. canisters, cases of 48 lb.	0 06 1/2
Barrels, 200 lb.	0 05 1/2
Kegs, 100 lb.	0 05 1/2
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07
2-lb. toy trunks, 8 in case	0 08
6-lb. toy drums, with drumsticks 8 in case	0 07 1/2
Kegs, ex. crystals, 100 lb.	0 06 1/2
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	0 07
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 00



Chinese Starch Worth Its Weight in Gold
Ocean borax, 48 8-oz., \$1.50; Ocean cough syrup, 36 6-oz., \$8.00; 36 8 oz., \$7.20; Ocean corn starch, 48 1-lb., \$3.60.

OCEAN MILLS

Montreal	
Chinese starch, 48 1-lb., per case	\$4.00
Ocean Baking Powder, 3-oz. tins, 4 doz per case	\$1.50; 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., \$4.00	
Ocean cough syrup, 36 6-oz., \$8.00; 36 8 oz., \$7.20	
Ocean corn starch, 48 1-lb., \$3.60	

SOUPS

CHATEAU BRAND CONCENTRATED SOUPS	
Vegetable Mutton Broth	
Mulligatawny Chicken	
Ox Tail	Fes
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.	

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 \$3.00
Case of 1/2 lb. packages, containing 96 packages, per box \$3.00.

MAGIC SODA

Ontario and Quebec Prices. Per case	
Case No. 1, 60 1-lb. packages	\$2 85
Case No. 2, 120 1/2-lb. "	2 75
Case No. 3, 30 1-lb. "	2 85
Case No. 4, 60 1/2-lb. "	2 75
Case No. 5, 100 10-oz. "	2 90

Stove Polish

JAMES DOME BLACK LEAD

6a size, gross, \$3.40. 2a size, gross, \$2.50

Syrup

EDWARDSBURG STARCH CO., LTD.	
"Crown" Brand Perfection Syrup	
Barrels, 780 lbs.	0 03 1/2 per lb.
Half-barrels, 350 lbs.	0 03 1/2 "
1-barrels, 175 lbs.	0 03 1/2 "
Pails, 25 lbs.	1 20 each
38 1/2 lbs.	1 70 "
Crown Brand Corn Syrup	
2-lb. tins, 2 doz. in case, per case	2 40
5-lb. tins, 1 doz in case, per case	2 75
10-lb. tins, 1/2 doz. in case, per case	2 85
20-lb. tins, 1/2 doz. in case, per case	2 60
Barrels, 700 lbs.	0 03 1/2
Half barrels, 350 lbs.	0 03 1/2
Quarter barrels, 175 lbs.	0 03 1/2
Pails, 35 1/2	1 75
Pails, 25 lbs., each	1 25

Lily White Corn Syrup.

Plain tins, with label—	
2 lb. tins, 2 doz. in case	2 65
5 " " " " " " " "	3 00
10 " " " " " " " "	3 90
20 " " " " " " " "	4 25
5, 10 and 20 lb. tins have wire handles)	

Beaver Brand Maple Syrup.

1 lb. tins 2 doz in case	\$3 50
5 " " " " " " " "	4 00
10 " " " " " " " "	3 95
20 " " " " " " " "	3 90
(5, 10 and 20 lb. tins have wire handles)	

Canned Haddies, "Thistle" Brand

A. F. TIPPET & CO., AGENTS
Cases 4 doz. each, flat, per case..... \$5 00
Cases 4 doz. each oval, per case..... \$ 90

Cream Tartar.

GILLETTS' CREAM TARTAR
Ontario and Quebec Prices.

1-lb. paper pkgs., 4 doz. in case	\$1 00
1-lb. paper pkgs., 4 doz. in case	2 00
4 doz. 1-lb. paper pkgs. } assorted	\$3 00
3 doz. 1-lb. paper pkgs. }	
1-lb. cans with screw covers, 4 doz. in case	\$2 20
1-lb. cans with screw covers, 3 doz. in case	4 10
5-lb. sq. canisters, 1/2 doz. in case	0 35
10-lb. wooden boxes	0 30 1/2
25-lb. wooden pails	0 28 1/2
100-lb. kegs	0 28 1/2
350-lb. barrels	0 28 1/2



Milk.

CANADA FIRST BRAND

The Aymer Condensed Milk Co., Ltd.

Per case	
Canada First Evap. Cream family size	3 50
Canada First Evap. Cream medium size	4 80
Canada First Evaporated Cream, hotel size	3 70
Canada First Evaporated Cream, baby size	2 00
Canada First Condensed Milk	4 55
Beaver Condensed Milk	4 00
Rosebud Condensed Milk	4 25

Sauces

FATERSON'S WORCESTER SAUCE

1-pint bottles, 3 and 6 dozen cases, doz 0 90
Pint bottles, 3 dozen cases doz. 1 75



H.P. Sauce, packed in cases of 3 doz. \$1 90
H.P. Pickle, packed in cases 2 doz. pts. 3 35
H.P. Pickle, packed in cases 3 doz 1/2-pts 2 25

HOLBROOK'S IMPORTED PUNCH SAUCE

Large, packed in 3-doz. case, per doz. 2 25
Medium, packed in 3-doz. case, per doz. 1 40

HOLBROOK'S IMP. WORCESTERSHIRE SAUCE

Per dozen
Rep. 1/2 pints, packed in 6-doz. case.... 2 25
Imp. 1/2 pints, packed in 4-doz. case.... 3 15
Rep. quarts, packed in 2-doz. case.... 6 50

Tobacco.

IMPERIAL TOBACCO COMPANY OF CANADA, LIMITED—EMPIRE BRANCH.

Chewing—Black Watch, 6s.	44
Black Watch, 12s.	45
Boys, 6s and 12s.	46
Bully, 6s.	46
Currency, 6s and 12s.	46
Stag, 5s to 12s.	38
Old Fox, 12s.	44
Pay Roll Bars, 7s.	56
Pay Roll, 7s.	56
War Horse, 6s.	42

Plug Smoking—Shamrock, 6s., plug or bar 5s

Rosebud Bars, 6s.	54
Empire, 6s and 12s.	44
Ivy, 7s.	50
Starlight, 7s.	50
Cut Smoking—Great West Pouches, 8s.	59
Regal Cube Cut, 8s.	70



Blue Label, 1's	0 21	0 26
Blue Label, 1's	0 20	0 25
Orange Label, 1's and 1/2's	0 23	0 30
Brown Label, 1's and 1/2's	0 28	0 40
Brown Label, 1/2's	0 30	0 40
Green Label, 1's and 1/2's	0 35	0 50
Red Label, 1's	0 40	0 60



MELAGAMA TEA

MINTO BROS., 45 Front St. East

We pack in 50 and 100 lb. cases. All delivered prices.

Wholesale		Retail
Brown Label, 1 lb. or 1/2 lb.	0 25	0 30
Red " 1 lb. or 1/2 lb.	0 27	0 35
Green " 1 lb. or 1/2 lb.	0 30	0 40
Blue " 1 lb. or 1/2 lb.	0 35	0 50
Yellow " 1 lb. or 1/2 lb.	0 40	0 60
Purple " 1/2 only	0 55	0 80
Gold " 1/2 only	0 70	1 00



Ceylon Tea, in 1 and 1/2-lb. lead packages—black or mixed.

Black Label, 1-lb., retail at 25c.	\$0 20
Black Label, 1/2-lb., retail at 25c.	0 21
Blue Label, retail at 30c.	0 24
Green Label, retail at 40c.	0 30
Red Label, retail at 50c.	0 36
Brown Label, retail at 60c.	0 42
Gold Label, retail at 80c.	0 58

JAMS and Jellies

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case, per doz.	1 80
5 and 7 lb. tin pails, 8 and 6 pails in crate, per lb.	0 07 1/2
7 wood pails, 6 pails in crate, per lb.	0 07 1/2
30-lb. wood pails, per lb.	0 07
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case, per lb.	1 30
7-lb. wood pails, 6 pails in crate, per lb.	0 07
30-lb. wood pails	0 07

Jelly Powders.

WHITE SWAN SPICE AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz in handsome counter carton, per doz., 90c.



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

Yeast

Ontario and Quebec Prices.

Royal Yeast, 3 doz. 5 cent packages	\$1 15
Gillett's Cream Yeast, 3 doz. in box	1 15

LASCELLES DE MERCADO & CO.

General Commission Merchants

KINGSTON,

JAMAICA

EXPORTERS OF

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

What Snap Will
Do No Other
Hand Cleaner
Can Do

Snap Company, Limited
Montreal, Quebec



SNAP
IS
GOOD
STOCK

SNAP
WILL
PAY
YOU

WARNING!

Crescent



Brand

SODA-CRYSTALS (WASHING SODA)

Foreign Soda Crystals—and some of English manufacture—are being extensively offered for sale in this country which are grossly adulterated with Glauber-Salts (Sulphate of Soda), a cheap product which is not only entirely useless for washing purposes, but is even likely to injure the fabrics with which it comes in contact. The Adulterated Soda-Crystals, although nominally lower in price than BRUNNER MOND'S PURE SODA CRYSTALS, are in reality much dearer owing to the large quantity of useless and injurious matter which they contain.

BRUNNER, MOND & CO., LIMITED
WINN & HOLLAND, Agents
MONTREAL

FREQUENCY OF SAILINGS

Every eleventh day a Pickford & Black steamer leaves Halifax for Bermuda, St. Kitts, Antigua, Barbados, Trinidad and Demerara; the round trip occupying thirty days.

For further particulars apply to

PICKFORD & BLACK, Ltd.
Agents

HALIFAX, N.S.



Oakey's

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

'WELLINGTON'

KNIFE POLISH

JOHN Oakey & Sons, Limited

Manufacturers of

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

Wellington Mills, London, England

Queen City Water White Oil

GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.

FOR SALE EVERYWHERE



Why Two Flours—If One is Better?

Remember this, Brother Grocer—**FIVE ROSES** is not milled for *pastry* cooking alone.

Nor for *bread* baking alone.

But for **BOTH** — it's meant for Both—milled for both.

A *general* household flour—a genuine *family* flour. Milled entirely from the best *pastry* producing parts of the Manitoba wheat berry.

From the driest, whitest, purest parts.

Ground much finer than a flour meant exclusively for breadmaking.

Just as our *second* grade (called **HARVEST QUEEN**) is meant for bread bakers.

FIVE ROSES is infinitely

superior than such flours—better *color*, better *flavor*, easier to handle, keeps better.

But to make good pastry and equally good pastry, **FIVE ROSES** needed *Strength*.

In order to make big, fat, healthy loaves with tender crust and spongy crumb. It had to contain *more gluten*—more of the purest quality gluten, neither too soft nor too tough.

Also remember, Brother Grocer—

The woman proud of her bread wants to be proud of her pastry.

She wants to be a good cook all 'round—sell her flour that is good *all 'round*.

She uses the same butter, the same sugar, the same

eggs, the same oven.

Why not the *same* flour? Most flours are not made for every recipe in her cookbook—but made for only *one* purpose.

Takes time, and trouble, and knowledge, and milling science to produce a flour to suit your customer's every wish.

But **FIVE ROSES** makes good *bread* and good *pastry*.

It is milled *on purpose*. Therefore it is best for the housewife, best for your customers—best for *every single one of them*.

Don't you see the opportunity to give better service, better *flour* service? Serve best and you profit best, Brother Grocer.

And then, just see how your sales are simplified

by selling only **FIVE ROSES**.

Less bookkeeping—less correspondence—less mistakes—less excuses—less trouble—smaller stocks—steadier sales—regular repeats—stronger salesmanship through specializing. If others are doubling their sales — why not **YOU?**

Don't delay — ask your jobber—or write our nearest office.

DO IT NOW!

FIVE ROSES

is packed to suit your trade in barrels and halves—also in bags. of 7, 14, 24, 49 & 98 lbs.

—CAPACITY—
10,500 Barrels Daily

LAKE OF THE WOODS MILLING COMPANY, LIMITED
"The House of Character" MONTREAL

Five Roses Flour

Not Bleached



Not Blended