

**PAGES
MISSING**

In This Issue—General Delivery System Explained

CANADIAN GROCER

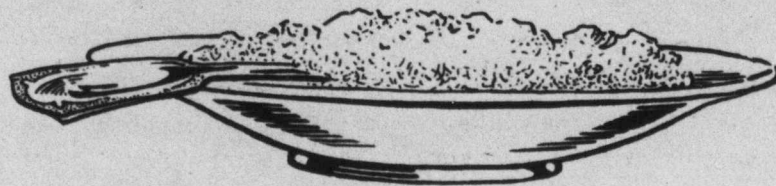
Only Weekly Grocery Paper Published in Canada
THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXX

PUBLICATION OFFICE: TORONTO, JULY 14th, 1916

No. 28

RICE



The demand for this popular staple food is worth catering to at any time, but particularly so just now owing to the increased prices of other foodstuffs. There is scarcely another product which offers your customers so much real food value for the money.

Help reduce the cost of living for the housewife by suggesting Rice—the economical and nutritious food that is becoming more popular daily.

"Mount Royal Mills" brands are always in stock.

Mount Royal Milling & Mfg. Company

D. W. Ross Coy., Agents, Montreal

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulations.
Copy of report will be sent on request to anyone interested.

There Is No Quiet Season

For **O-Cedar** Polish (MADE IN CANADA)

O-Cedar Polish has a large, steady sale all the year round. It is used in thousands of households every day in the year. Furniture, floors and woodwork must be kept clean and bright, and O-Cedar Polish is recognized as the polish that will do it best, easiest and quickest.



Order from your Jobber.

Keep your shelves well stocked. Our advertising will sell it for you if you will display it and thereby let your customers know you have it.

CHANNELL CHEMICAL CO., LIMITED, TORONTO, CANADA

A Milling Standard

Uniformity in flour is demanded by the housewife. **PURITY** is milled to the highest standard in Canada. This means uniformity—satisfaction—economy of use—increased trade.

PURITY FLOUR

More Bread and Better Bread

WESTERN CANADA FLOUR MILLS CO., LIMITED

Millers to the People

The Purity that wins trade



Made in Canada

Borden's restrictions, Borden's sanitation measures, Borden's inspection, have given to Borden Milk Products a Purity that ensures their general use and continued popularity.

Our aggressive consumer advertising has made Borden Milk Products known in every corner of the land. And wherever displayed they have demonstrated their unusual selling value in no uncertain way—every first purchase being invariably followed by others and the dealer's profits increased accordingly.

Prove to your own satisfaction what dependable sellers these Borden lines really are. Send to-day for a small trial order and put them to the test. Results will completely satisfy you.

Borden Milk Company

"Leaders of Quality"

MONTREAL

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

If any advertisement interests you, tear it out now and place with letters to be answered.



Wagstaffes' Jams produce the smile of satisfaction

And Wagstaffe quality pulls the repeat business that means larger profits and better customer-satisfaction.

Wagstaffe's Jams have that delicious pure fruit quality which gives that strength of flavor found only in fresh, ripe fruit, processed in the original Wagstaffe (old English) way, with the added modern improvements.

Prepared in Copper Kettles, Boiled in Silver Pans, and always packed in Gold-lined Pails and Glass.

Boost for Canada by boosting Canada's leading jams—Wagstaffes'.

Wagstaffe, Limited
HAMILTON, CANADA

If any advertisement interests you, tear it out now and place with letters to be answered.



EDITORIAL CANADIAN GROCER

ISSUE OF JULY 7, 1916.



A HEAVY FINE—\$50.00

AN Ontario grocer has been fined \$50 including costs for selling cream of tartar which was not in accordance with the Government standard.

As Canadian Grocer has so frequently pointed out in the past, every merchant should make it a permanent practice to know absolutely, what he is buying at all times. It is possible that this merchant was not aware he was buying an adulterated cream of tartar. The only way to make sure is to demand a Government warranty from the firm that makes the sale. This protects him against being fined later on should the article not come up to the standard.

Canadian Grocer again urges every dealer to KNOW his goods. If he is not fully acquainted with the house from whom he purchases and their reputation, then he should demand the Government warranty. This is the only protection against the retailer's reputation. The law, whether right or wrong, makes him liable as the vendor of the goods.

Further information will be given to new or old subscribers on request.—Canadian Grocer.

Send for catalogue and price list.

Why not pay a little more for WHITE SWAN and get a Government Warranty?

This form of protection accompanies every WHITE SWAN SALE.

**WHITE SWAN SPICES & CEREALS
LIMITED**

TORONTO

::

::

CANADA

If any advertisement interests you, tear it out now and place with letters to be answered.

A display of Malcolm Milk Products will net you many extra dollars of profit

For business-building, profit-making qualities you cannot beat the five Made-in-Canada lines here shown.

Keep them well to the front in window and counter displays and note results in your cash register. Steady sales are always the rule with the Malcolm lines—their appetizing, nutritious qualities recommend them to everybody, even the most particular.

Order from the following list:

St. George Brand Coffee, 2 doz. in case	\$4.80
St. George Evaporated Milk, 4 doz. in case	3.75
Banner Condensed Milk, 4 doz. in case	5.75
Princess Condensed Milk, 4 doz. in case	4.75

Send for a 5-case lot. We will pay freight up to 50c per 100 lbs. in Ontario, Quebec or Maritime Provinces.



Malcolm Condensing Co., Limited
ST. GEORGE, ONTARIO

ENO'S "FRUIT SALT"

Nature's Purifier

EVERYONE is at times subjected to the necessity of breathing bad air, either in stores, on the street cars or elsewhere. And, when one considers that it takes but two and a half minutes for every drop of blood in the body to become affected by this bad air, the importance of a safe and effective purifying agent is apparent.

Eno's "Fruit Salt" may be safely taken at any time by young or old, for the prevention of disease and the preservation of health by one of Nature's own laws.

Order a bottle TO-DAY from your dealer.

Prepared only by

J. C. ENO, Ltd., "Fruit Salt" Works, London, England

Agents for Canada: Harold F. Ritchie & Co., Limited, 10 McCaul St., Toronto.



Reach the Best Consumers

through our extensive desire-creating advertising

The readers of Canada's dailies have read about the world famous Eno's "Fruit Salt." A large percentage of them have the desire to try this health producing, body invigorating preparation this Summer—Are you going to link up your efforts with ours and reap the benefit of this advertising?

Your benefit does not stop with the profitable sale of the first packages, but extends itself to subsequent repeat sales as well as incidental sales of your other goods brought to the attention of Eno's "Fruit Salt" customers.

Now is your best time to push this preparation.

Order from your wholesaler to-day.

J. C. Eno, Ltd., "Fruit Salt" Works, London, Eng.

Agents for Canada: Harold F. Ritchie & Co., Ltd., - - 10-14 McCaul Street, Toronto

If any advertisement interests you, tear it out now and place with letters to be answered.

Canned Profits

“Canada First” Milk represents Canada’s Best Milk—see Bulletin 305, Page 5, Table II for Comparisons.

*Best in Quality for the Public.
Best in Profits for the Dealer.*



Can be whipped just like fresh cream for immediate use.

(Chill before whipping.)

Get behind this Canadian made and owned product.

The Picnic Season is coming.

Be prepared.

Aylmer Condensed Milk Company, Ltd.

Aylmer, Ontario

--- STORE SALES HELP ---
--- AYLMER CONDENSED MILK CO. ---
--- AYLMER, ONTARIO ---
Please send me Free Dealer Helps.

Name
Address

TEA

Advices from Japan indicate that this Season's production will consist mainly of low-grade goods, and that high grades have been manufactured in very moderate quantity—therefore, buy your fine teas now, when the selection is at its best. At the present time, we have on hand a particularly choice selection of Early First Crop New Season's Teas and prices are right.

John Duncan & Co., Limited

Established 1866

MONTREAL

BACK BACON

A very nice line of Bacon, preferred to Breakfast Bacon by some and always supplying a change when asked for. We have it "In Casings," Boneless and Skinned.

Made Under Government Inspection.

F. W. Fearman Co.
LIMITED
HAMILTON

We'll Prove It

GIVE us a chance to prove to *you* that you can make money by working our plan. Hundreds of men and women in Canada are making splendid salaries by working for us a few hours each day. Why not learn all about it?

If your regular position isn't producing enough money to take care of a few added luxuries—our plan will fit in splendidly, giving you as *much* extra money as your spare time will allow for. The more time you devote to the plan the more money you can make. To learn all about it—drop us a *Post Card*,—back to you by return mail will come full particulars. This will not obligate you in any way. Simply say, "Send me full particulars of your money-making plan."

Name.....

Address.....

The MacLean Publishing Co., Limited
143-153 University Avenue - Toronto, Ontario

If any advertisement interests you, tear it out now and place with letters to be answered.

Canada's  Best

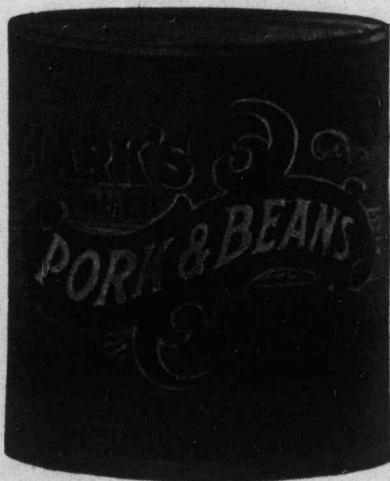
Pork and Beans

Plain Chili Tomato Sauce

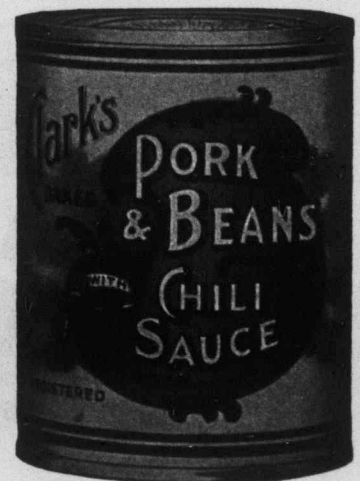
Our message to you this week, Mr. Grocer, is not a new one; we cannot do better than emphasize the old.

WE GIVE YOU THE QUALITY
YOUR CUSTOMERS APPRECIATE THIS
YOU KNOW WHAT SELLS

**BUY GOODS
MADE IN CANADA**



But
Buy Them
on
Their Merits



PUT YOUR STOCK IN SHAPE NOW

W. CLARK, LIMITED, - - MONTREAL

If any advertisement interests you, tear it out now and place with letters to be answered.

Brooms of Quality

may always be had by ordering our brands. We have them at \$3.25, \$3.50, \$3.75, \$4.00, \$4.25, \$4.50, \$4.75, \$5.00, \$5.50, \$5.75, \$6.00 per dozen.

FACTORY and MILL Brooms \$4.00, \$4.50, \$5.00 per dozen.

Walter Woods & Co.

Hamilton - Winnipeg

Have you tried

WETHEY'S ORANGE MARMALADE?

It is making a hit.

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.



The best value in Rice being offered on Canadian markets today.



If any advertisement interests you, tear it out now and place with letters to be answered.



When you sell
HEINZ
57

VARIETIES
 PURE FOOD PRODUCTS

You give your customers—
 Goods Made in Canada—
 from Canadian Materials—
 by Canadian Employes.

H. J. Heinz Company

Canadian Factory:—Leamington, Ont.
 Warehouse:—Toronto

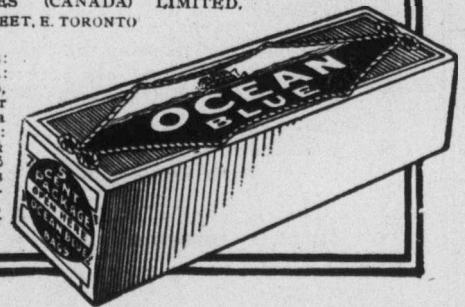
It is the superior quality that continually brings *new* buyers, and holds the trade of *old* customers if you stock

OCEAN
BLUE

Order from your Wholesaler.

HARGREAVES (CANADA) LIMITED,
 33 FRONT STREET, E. TORONTO

Western Agents:
 For Manitoba:
 O. F. Lightcap,
 Winnipeg. For
 British Columbia
 and Yukon:
 Creeden &
 Avery, Rooms 1
 and 6, Jones
 Block, 407 Hast-
 ings Street,
 West, Vancouver



Why You Should Feature

KING
NAVY
GEORGE'S

It retains its moisture

And that's one big selling point about King George's Navy—it does not dry up or become the least bit "stringy," but retains its moisture and its superior flavor right down to the last chew.

If you are not already devoting some floor space to the sale of tobacco, learn what real profits are to be obtained by featuring well-known brands. Begin with King George's—known everywhere as the finest chewing tobacco obtainable.

A small stock will convince you of its unusual selling value.

Order it to-day.



Rock City Tobacco Co., Ltd.

Quebec
 and
 Winnipeg

If any advertisement interests you, tear it out now and place with letters to be answered.

Tartan BRAND

THE SIGN OF PURITY

Phone Orders at our Expense
Phone Nos. 3595, 3596, 3597, 3598, 4656

You will sell Tartan Brand Jelly Powders quickly and easily because

Tartan Brand quality and purity will make a telling appeal to your most hard-to-please customer. Particularly is this true of TARTAN BRAND JELLY POWDERS—their quality and purity are such that steady repeat business may be looked forward to after the first purchase. Introduce Tartan Brand to your customers. They will appreciate your regard for their interests. Tartan quality will win their increased confidence and bring you bigger business. The majority of "quality" grocers handle TARTAN BRAND JELLY POWDERS. Are you one of them?

BALFOUR, SMYE & COMPANY
HAMILTON, ONTARIO

NOTICE TO GROCERS

Next week will be the big Raspberry week. Insist on the fruit with this label. It is your only guarantee of honest quality. Back up the fruit growers who are game enough to guarantee and advertise their products in your interests. Black Currants are at their best.

Also Montmorency Cherries. See your customers to-day. Display the show cards you will receive by mail.

For further information write this paper.



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



Every Home Needs KEATINGS

To have Keatings is to sell Keatings. It is the universal insecticide:—fatal to every form of insect life, but harmless to human or animal life:

- | | | |
|------------|---------|---------|
| Flies | Ants | Bugs |
| Fleas | Wasps | Roaches |
| Mosquitoes | Beetles | Moths |

No insect can live once it comes into proper contact with Keatings, and as even the most tidy home cannot escape the unwelcome visit of some member of the bug family, so the careful housewife will keep a tin of Keatings constantly on hand for immediate use.

Established 1788

Sole Agents for Canada.

HAROLD F. RITCHIE & CO., LTD.
10-12-14 McCaul St., Toronto

The fine tonic and digestive qualities of Queen Quality Universal Sauce

make it a decided favorite with particular people. That's why dealers find it such a dependable seller—its superior piquancy and zesty relish win new friends everywhere.

Stock *Queen Quality Universal Fruit Sauce* for better summer selling.

Ask for quotations.

Taylor & Pringle Co., Limited
OWEN SOUND, ONTARIO

If any advertisement interests you, tear it out now and place with letters to be answered.

N.C.R.

The Modern System That Safeguards Your Profits

The National Cash Register does more than merely provide you with a safe cash drawer. Every transaction — cash sales, credit sales, payments made or received on account, change given — each and every transaction is permanently recorded for you.

It tells which of your clerks made the transaction; the date on which he made it; the amount and the kind of transaction. Moreover, it does this automatically—the time, otherwise wasted in writing out such a record, you save with a National Cash Register.

Each of your customers who pays cash over your counter receives a printed, unchangeable receipt. Again no time is wasted in writing this receipt—you save the friction often caused by asking customers to pay bills twice over.

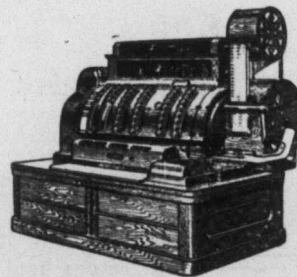
It forces you and your clerks to make a permanent record each time credit is given. You no longer forget to charge customers for goods purchased. A National Cash Register pays for itself in the saving it thus makes.

At any time you can make an inventory of the business of your store—count the sales made on any day, the number of customers served by each of your clerks, the amount of the sales made by each clerk.

The National Cash Register acts as a strict bookkeeper for you—prompt, willing, untiring, and—infallible.

The National Cash Register Co., of Canada, Ltd.

Toronto - - - - Ontario



Please send me information about your long line of 1916 models.

Name

Address

The National Cash Register Company of Canada, Limited
Toronto, Ontario

If any advertisement interests you, tear it out now and place with letters to be answered.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of The Canadian Grocer will gladly assist manufacturers at home or abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

ONTARIO

MACKENZIE & MORRIS
LIMITED
BROKERS
Groceries, Provisions and Produce
C.P.R. Building, TORONTO

Mann, Laurie & Co.
78 King St., London, Ont.
Quality provisions and produce.
Write or phone.

THE H. L. PERRY CO.
214-216 Princess Street, Winnipeg
We can make a success of your Agency. Our STORAGE, DISTRIBUTING and FORWARDING facilities are unexcelled.
Correspondence solicited.
"Always on the Job."

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

If you want the market on
NEW BRUNSWICK POTATOES
Wire or phone
HARRY WEBB, TORONTO
We specialize on potatoes, have warehouses at all buying points in the potato belt. Cars always loaded. New Brunswick, Montreal, Toronto, waiting orders.

MARITIME PROVINCES.
J. N. COCHRAN
Manufacturers' Agent and Grocery Broker
FREDERICTON, N.B.
I have a connection with both wholesale and retail trade throughout the entire Maritime Provinces.

W. G. PATRICK & CO.
Limited
Manufacturers' Agents
and Importers
51-53 Wellington St. W., Toronto

WESTERN PROVINCES

H. P. PENNOCK & CO.,
Limited
Wholesale Grocery Brokers
and Manufacturers' Agents.
WINNIPEG REGINA
We solicit accounts of large and progressive manufacturers wanting live representatives.

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

Maclure & Langley, Limited
Manufacturers Agents
Grocers, Confectioners
and Drug Specialties
12 FRONT STREET EAST TORONTO

O. F. LIGHTCAP
Wholesale Grocery Broker and Manufacturers' Agent. Domestic and Foreign Agencies Solicited.
O. F. LIGHTCAP,
179 Bannatyne Ave. - Winnipeg, Man.

FEATURE FOR THE TRENCHES
G. Washington's
Refined Coffee
Canadian Sales Agents:
Edmund Littler,
109 William St., Montreal, P.Q.
W. Geo. Varty,
29 Melinda St., Toronto, Ont.
W. G. Kyle,
261 Stanley St., Winnipeg, Man.
E. J. Roberts,
215 10th Ave. West, Calgary, Alta.

W. H. Millman
& Sons
Wholesale Grocery Brokers
Special lines to offer in
different grades of teas.
Write or wire us if in
the market.

WATSON & TRUESDALE
Wholesale Commission Brokers and
Manufacturers' Agents
120 Lombard Street
WINNIPEG - MAN.
Domestic and Foreign Agencies
Solicited.

SALESMEN WANTED
Experienced Salesmen to sell Star Egg Carriers and Trays to Grocers. Line gives satisfaction. Nothing can take its place. Good salesmen make money. Previous experience selling other grocery store equipment will be useful. Permanent, year-round employment. Apply
STAR EGG CARRIER & TRAY
MFG. CO.
1114 Jay St., Rochester, N.Y.

British firm having a large connection among best buyers in Great Britain invites correspondence and offers from
Shippers and Packers of
Pork, Frozen and other
Meats, Dairy Produce,
Canned Goods, etc.
CIF, FOB, and landed terms. Advances against consignments. References exchanged.
WM. THOMAS & CO.
General Provision Commission Merchants and Brokers
29 Tooley Street, London, Eng.
Telegraphic and Cable Address:—Prodalros. Tooley London, A.B.C. Code, 5th Edition.

Want Ads.

There is someone who is looking for just such a proposition as you have to offer. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

TRY IT OUT.



Nourishing Summer Food that appeals to every housewife

With the coming of the hot summer days the housewife is naturally on the lookout for appetizing foods that are easy to prepare thus giving her more time for the cool out-of-doors.

Just suggest

BRUNSWICK BRAND SEA FOODS

and see how eagerly she takes to it. The very thing to give her nourishing meals without the bother and fuss of tedious preparation.

The large variety you can offer her makes it easy to plan delightful dishes for almost every meal or occasion.

Are you selling Brunswick Brand? Select your requirements and order to-day.

Connors Bros.,
Limited

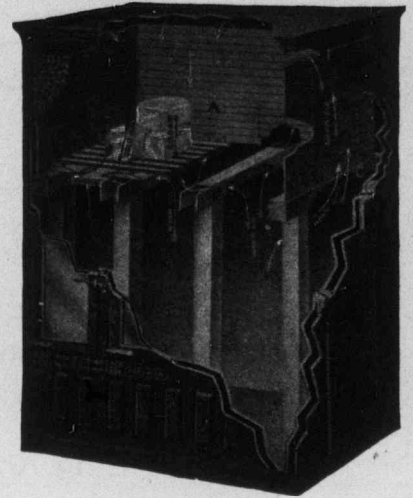
Black's Harbor, N.B.

Freeman's Dry Air Refrigerator

We have enlarged the air circulating capacity and multiplied many times the air-drying and ice-saving efficiency of present day Butcher Refrigerators until we have produced a Refrigerator measuring inch for inch more air circulating capacity than any other made during the past or present.

This Interior View 

shows our warm air flue arranged along the ceiling, where the largest volume of warm air rises to in all cold rooms. It is placed where warm air flues are most needed. These flues form a hollow recess for receiving the warm air; they discharge the air from both ends and convey it above the ice.



Price list and catalogue free and mailed to any address.

Manufactured by the

W. A. FREEMAN CO., LIMITED

HAMILTON.

CANADA

You incur no obligation

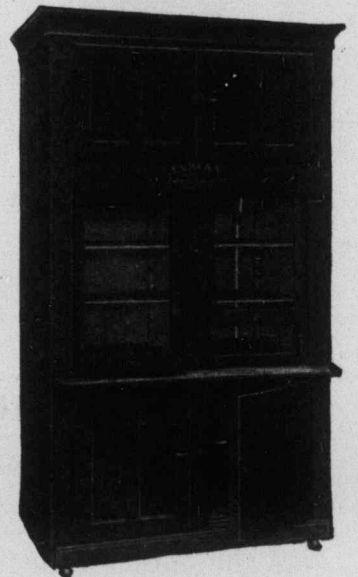
by sending us a request for particulars, but will profit by the details we will give you about the refrigerator with thirty years' reputation—the

EUREKA

The grocer whose store is fitted with an efficient refrigerator system such as the EUREKA embodies, invites a better class of trade and more of it on account of the better condition in which perishable goods are kept.

There is no wastage or loss through spoilage with the EUREKA, and the goods are displayed so advantageously that quick, easy sales are the rule.

Sit down now and send us a postcard for illustrated Eureka Catalogue. We have just the right model to suit your requirements.



REPRESENTATIVES:—James Rutledge, 2008 Waverley St., Montreal, P.Q.; James Lonergan, Charlottetown, P.E.I.; W. McAllister, 98 Bank St., Ottawa, Ont.; W. Woods & Co., Winnipeg, Man., and Hamilton, Ont.

Eureka Refrigerator Company

LIMITED

27-31 Brock Ave. 54-56 Noble St. 21-33 Earnbridge St.
TORONTO, ONT.

If any advertisement interests you, tear it out now and place with letters to be answered.

Robinson's "Patent" Barley and Robinson's "Patent" Groats

Quality dealers everywhere sell Robinson's "Patent" Groats and Robinson's "Patent" Barley. Why?

They know from experience that a Robinson display is the ice-breaker of bigger, better sales, and that every package sold means a satisfied customer and repeat orders.

Are you selling Robinson's?

Magor, Son and Company, Limited

191 St. Paul St. West, MONTREAL

30 Church Street, TORONTO



Knox Gelatine No. 1 Helps Sell Knox Gelatine No. 3

You can easily make new sales to old customers if you will speak about our No. 3 Acidulated Gelatine to women who have been buying our No. 1 Sparkling Gelatine, because, the No. 3 package contains an envelope of lemon flavor which saves customers the bother of using lemons.

KNOX GELATINE is the biggest selling gelatine in the United States and Canada. You can easily make it the biggest selling gelatine in your store and you make a splendid profit on it, so the extra effort will be well repaid.

"Make KNOX Your Gelatine Leader"

CHARLES B. KNOX CO., INC., JOHNSTOWN, N.Y.

Branch Factory:—Montreal, Canada

If any advertisement interests you, tear it out now and place with letters to be answered.

CANADIAN GROCER

VOL. XXX

TORONTO, JULY 14, 1916

No. 28

Deliveries Now More Economical

Formation of Association Which Agreed to Give All Goods to One Delivery Man for Distribution—Deliveries Made Twice a Day, Methodically and Efficiently — Many Towns Have Adopted System—Brought About by War Conditions in Some Instances.

Written from interview with Peter McGaw, Kincardine, Ont.

"WE are members of the General Delivery Association of this town, and we find it has meant a big saving to us in the matter of delivery charges," said Peter McGaw to a representative of Canadian Grocer. Mr. McGaw was warm in his praise of the system as it has worked out in Kincardine, Ont. He is a grocer in that town, and is the proprietor of P. McGaw's Grocery. According to the arrangement among the merchants of the town, the delivery is all given to one man, who contracts to make deliveries for all stores in an impartial way twice a day. On Saturdays there are three deliveries. Also on days preceding holidays there are three deliveries. It has been possible for the merchants to get their goods delivered in an efficient way at about the cost of a delivery clerk's wages. In this way the cost of a horse and rig and their upkeep is eliminated. In telling of the situation, Mr. McGaw said:

"This General Delivery Association has worked out very satisfactorily. All the grocers, with one exception, have an agreement with a delivery man, and agree to give him all their goods to deliver. The man who does the work has a large delivery rig of the double-deck variety that is sufficiently large to carry all goods from the various grocery stores on the one trip. Calls are made at the stores at 9 o'clock, and the delivery is made between 9 and 10 o'clock in the forenoon. In the afternoon the calls are made at 4 o'clock, and the goods are in the hands of customers between 4 and 5 o'clock.

"On Saturday of each week there is an extra delivery and also on days preceding holidays, when deliveries are made between 8 and 9 o'clock in the evening on these days. The last deliv-

ery is complete by 9 o'clock in the evening. We are pleased with the system, and find that it has been efficient. All deliveries for all the merchants are made uniformly and at stated hours.

Used by All Stores.

"Customers have learned to take full advantage of the system and consequently govern their purchases so that they may be able to take advantage of the delivery hours. They understand that deliveries will be made only at certain stated hours and consequently make an effort to see their purchases are made in time to take advantage of them. There is only one grocery store in this town

that does not use this delivery system. This store has an auto delivery but makes deliveries on the same schedule as that of the general delivery.

"We find that it works out to the advantage of the merchant in that it is much cheaper and more economical than the old loose methods of delivery. Under the old system there was a delivery rig for each store. There were probably about two or three delivery wagons going about the same time to the same section of the city. Each store was under the expense of hiring a deliveryman, keeping a horse and rig when perhaps all they would have to send to some of the outlying districts of the city would be a bundle of rhubarb and a can of coal oil. Now this wasteful and expensive duplication of service has been done away with and one man does the work systematically and methodically for all merchants alike.

Customers Better Satisfied

"Furthermore, it has been demonstrated that the work has been done much better than under the old system. The man who has the contract is capable and efficient, and in consequence few mistakes are made. We find there is very little grumbling on the part of customers. Breakages are reduced to the minimum, as the man who contracts to make the deliveries is held responsible for all goods entrusted to his care. The delivery now costs each merchant a sum about equivalent to the wages of a delivery clerk, thus eliminating all the expense connected with the maintenance of a horse and wagon.

"This development is in line with modern organization for the elimination of waste. The old system was a most wasteful one. It was a leak through which department stores have

CONSIDERING IT IN LINDSAY

The Editor of Canadian Grocer

Dear Sir,—I noticed in your paper, some time ago, an article recommending Central Delivery System.

The merchants in Lindsay have been talking of adopting that system, but think we hardly know how to go about it. Would you kindly give us some information as to the course to pursue in adopting this system. You might also let us know, if there are any other towns in Ontario, the size of Lindsay, 8,000 inhabitants, where this system is working.

Any information you can give us in regard to this matter will be thankfully received.

*T. A. FISHER,
Lindsay, Ont.*

been able in many instances to beat out the small retailer. For the department store above everything has an efficient delivery. There is no covering the same ground twice by any of their delivery wagons. And they seldom leave the store without being well loaded down with articles to be taken to their customers. Their routes are all arranged so that there is no duplication of work."

Outcome of War Conditions

There are a number of towns which

have recently adopted this method of delivery and all are equally enthusiastic over the results obtained. In many towns it has been the outcome of war conditions that has necessitated the adoption of this delivery system. Many of the delivery clerks enlisted and merchants found it impossible to get others to fill their places. The development of a general delivery situation was but the outcome of this condition of affairs as soon as some constructive minds got to-

gether in an earnest effort to meet the problem. There has been a tightening of the reins on the part of all business men and this is the way it has manifested itself in this direction.

Editorial Notes.—Among other towns and cities where a general delivery system is in vogue are St. Mary's, Chatham, Simcoe, Guelph, St. Thomas, and Wallaceburg, all being worked on the same principle as described by Mr. McGaw.

FRESH FRUIT IN APPEALING DISPLAY



Wilton and Co., of 1322 Main Street, Winnipeg, have proven the value of fruit displays. Here is a sample.

HERE is a window display of all fresh fruits in season at the time the window was dressed, including oranges, apples, grapefruit, lemons, pineapples, strawberries, bananas and rhubarb.

It was dressed by Wilton & Co., 1322 Main Street, Winnipeg. A feature is the simple manner in which it is put together, most of the fruit being contained in original boxes and cases. This allowed sales to be made from the window, the boxes being replaced by others

containing fresher fruit. In this way it was possible to keep the display running without loss.

Wilton & Co. have been running fruit windows almost continuously throughout May and June, and this display policy has been found effective in bringing strangers into the store, resulting in increased sales of other lines. Besides that, fruit windows always result in a bigger fruit turnover.

ELIMINATING THE LOAFER

Canadian Grocer is in receipt of the following letter from a general merchant:—

"What is best to do to get clear of loafers around a country or small village store and not lose their trade?"

"I find in my store that a class from which there is a fairly good trade, comes in evenings to talk and smoke which keeps a number of the better class trade away, namely women. I had a case in mind where a woman came in one evening with some eggs and wanted to purchase two suits of underclothes. The store was full of men at the time who were not just then doing any purchasing, so she went home without the goods. She had to come back again in the morning which was very inconvenient, so I concluded that some go out and buy goods else-

where. This trade I should secure. I would like the view of merchants of good experience who have had this trouble and who have handled it successfully."

Editorial Note.—This has always been an important subject among the general merchants. It is, however, safe to say that during recent years the practice of loafers, as our correspondent designates them, hanging around the country or village store has been greatly lessened. While there can be no hard and fast rule for eliminating the loafer entirely, yet there are some methods which will assist greatly. For instance, there are in some stores chairs and in cases seats as well as boxes upon which these men may rest and smoke and talk about the war and all the women who enter the store. By removing these chairs, boxes, etc., there is no place provided for anyone to sit

down. An occasional seat, of course, might be left along the dress goods counter, where women shoppers may rest. These would not be used by the men. If too, there is room in the store, it is always a good idea to keep the hardware department as far away as possible from the dress goods. The men are usually attracted to the hardware section of the store and if they congregate at all, that is likely to be the place.

Some merchants have provided small separate smoking and lounging rooms for the men while the women are doing the shopping. Such a room may be found of good value with the coming of prohibition, as people from the country districts will be more likely to spend more time around the stores than in the past. If a small apartment like this could be provided for smoking it would undoubtedly attract the men.

Making Bananas a Profitable Line

Buy Large Long Count Bunches—Suggestions For Handling: Cut Hands From Bunches and Display Them—Discrimination in Sales—Equality For the Customer Means Better Profits For You.

Written from special interview with Banana men.

THERE is an idea which seems to be prevailing among a great many grocers to the effect that bananas are a poor and unprofitable line for them to sell. This idea is very general; as one goes up and down talking with the trade the expression is often heard. The fact of the matter is that a good many grocers do not fully understand selling methods for bananas and are probably even more shy of knowledge on how to handle bananas before being sold. In order to help the trade to understand something of the special nature of this fruit, Canadian Grocer has secured expert advice about it.

Buy In Big Counts

Perhaps the first thing for the grocer to remember is that it will pay him to buy his bananas in big counts. Right here the question comes up of the wholesale banana "peddler." A great many grocers buy their bananas from peddlers. Many of these sell the grocers bananas in seven or eight hand counts. That is each of the hands on the big bunch has perhaps seven or eight fingers. The grocer possibly buys this kind of bunch; that is the eight-hand bunch for \$1.50. The actual fruit on this bunch is probably nine or ten dozen, but if the grocer were to pay more, say about \$2 or \$2.25, and insist on getting a large long hand count he would get something like a 10 or 11-hand bunch, that is, each hand would have 10 or 11 bananas. He will pay actually more to the tune of 75c or \$1, but he will be more than that ahead in the fruit. The difference will be something like 70 to 75 bananas.

There is another reason why the grocer should buy large and long count bunches. It is that the smaller ones, the seven or eight-hand bunches, do not have as much fancy fruit on the lower hand as the 11 and 12-hand bunches. In buying large long hand count bunches, not only does the grocer get more fruit for his money, but he gets better so far as quality is concerned.

Now this point of quality is an important one because now-a-days people insist on getting the first-class article. You, reader, as a grocer can probably recount story after story of how you have been unable to dispose of small and possibly bruised bananas. Your patrons all asked for and insisted upon getting large fruit. If this is the case, and it is with the majority, the only way to do is to buy these long and large hand count bunches, thus ensuring large fruit and

SIX BANANA POINTERS

*Buy Large Long-Count Bunches;
Display Hands Cut From Stems;
Make Price According to Quality;
Keep Top Hand Fruit Moving;
Watch Your Tail Ends;
Keep Out of Draughts.*

fruit excellent in quality. So much for buying.

Buy From Right Sources

There should perhaps be one thing more said. That is that the trade would be well-advised if they bought their fruit from recognized wholesalers rather than from the peddler. The great trouble with the latter is that they simply go in for more sales in order that they may get more profit. They charge grocers good prices for these small seven and eight-hand counts, which net them good money but which result in poor money for the retailer. A retailer who studies this point will be able to discern the big count bunches from the small ones and if he buys from a regular wholesale-fruit dealer he will be sure to get the best for his money.

Methods of Handling

As to methods of handling the fruits, grocers should cut the hands from the bunch and display in the window or on their counter turning the inside of the hand out. This probably needs explaining. A hand is a separate cluster of fruit. There are several on one big stalk. Each hand has several fingers, 8, 9, 10, 11 or a dozen. What is meant by the first sentence in this paragraph is that the grocer should cut each of these separate hands from the stalk, and lay them in the window or on the counter rather than have the stalk with all the bananas thereon hanging on a hook from the ceiling. The fruit is delivered to the customer in much better condition. The reason for this is that much bruising results from pulling the fruit direct from the stem. Still another reason is that by detaching the hands separately it is possible to determine just what count a bunch of bananas contains and to arrive at an exact cost basis.

Bananas displayed in this way will look much more effective. The very best bananas when they get to you are bound to be darker on one side than on the other. They will be darker on the side which is uppermost and most exposed to the atmosphere. But if you cut the hands from the long stalk and display them with the underside uppermost, you will then have uppermost the side which has had least exposure and it will consequently be more golden and yellow than the one which has remained exposed to all the operations of packing and hanging before it gets to the store.

Present the Golden Side

Now this latter point is one also worth grasping. Figure that bananas come a long way before they reach your store. They pass through several hands. First of all they are plucked in their location of growth; then they are packed; then shipped; then unpacked, then reshipped to the wholesaler and from him they come to the retailer. All these operations mean a great amount of handling and naturally the outside shows the effect of this by being darker than the inside. Be sure to have the golden yellow side of the bananas displayed uppermost.

Remember at all seasons exposure to draught injures bananas. Draught plays havoc with the bright yellow color that proves so attractive about bananas. That is an additional reason why bananas should be displayed in a store preferably in the window or on a counter rather than outside. They should not be allowed to hang outside. Also, while on the subject of keeping, remember that bananas should be kept warm in winter and cool in summer.

Size and Weight

Perhaps the most important point of all for the retailer to learn is discrimination as to size and weight. The retailer should sort out his fruit, every half-dozen or dozen bananas he sells, according to size. It is obvious that the lower hands on the stalk are worth more than the upper. They are longer and better bananas. When fruit is sold directly from the hanging bunch you have no idea of the count. The first customer is probably served with the very best quality fruit and as you get along you are left with nothing but small and what is known as upper-hand fruit. This is avoided if the suggestion is adopted

that the hands be detached from the bunch and displayed separately. Every grocer knows that often several days after he has got in his bananas, he has a lot of small fruit left. The reason is that he has sold his bananas straight from the stalk and has allowed the customer to insist on getting all long and big fruit. He, however, has paid just as much for the small fruit as the big fruit to a cent. The grocer should therefore endeavor when he sells bananas to each customer to give some large and some small fruit. It equalizes things for the customer and it saves money for the grocer. Grocers have proven by experience that they are often left with a lot of small fruit—this upperhand fruit—and they have to sell it at a reduction. Sort out your sizes then and give some large and some small to every customer.

Another Way

This question of tail-end losses is the

most common cause for unsatisfactory results and criticism on the part of the grocer that bananas are not a good line. Of course they are not a good line if all the good ones go to some people and the small size fruits have to be sold at a discount.

Adopt the method suggested, however, and you will not be in this position again. There is of course one way of handling this question of size of fruits. That is, let the prices vary in accordance with the size of fruit, that is one price for the big bananas and another for the poorer quality. Either of these methods are good: the former is the better. Wholesale prices on bananas fluctuate sharply and while it seems impossible to the dealer at times to make any money unless the retailer materially advances—which he does not seem willing to consider—it is frequently possible to purchase cheaply by increasing buying

power, and in this way make additional profit. This would balance against higher prices and accomplish a satisfactory average profit although great care must be exercised not to overbuy.

This brings us the final point of all, the question of salesmanship. Bananas take just as much selling as any other line. There has to be a selling system. It isn't sufficient that your customers come in and ask you for the goods. Every half-dozen or dozen bananas that a grocer sells when a customer asks for them, he does not really sell. It isn't a sale; it should not be counted as any proof of salesmanship. A strong solicitation, the whole store pushing bananas, and displaying them, and, in short, regular, systematic attention given to the line will result in losses being reduced to a minimum on perishable stuff and profit being quickly and decidedly increased.

Further News on Fruit Crops

Peach Crop Liable to Touch Only Fifty Per Cent.—Scab and Fungous Disease Playing Havoc With Apples—American Apple Crops are Much Smaller Than Usual—Potatoes in New Brunswick are Promising Well

THERE seems to be disagreement as to what sort of a crop of raspberries will be gathered this year. A Petrolia correspondent reports that in Lambton county, raspberries look particularly good, and should realize fruition to an extent nearly as good as last year. Against this men who have covered the province think that the early damage inflicted by the frost injured canes at the time the sap was moving up, and in a number of cases killed all good prospects. The first raspberries of the season arrived this week, and the quality is excellent. At best, however, though quality is good quantity will not be up to last year.

As to Peaches

With regard to peaches, the outlook is for a lessened crop. New York State has suffered from leaf curl, and will not produce more than 50 per cent. of a crop, which is about one-half of the crop anticipated a few weeks ago. This leaf curl has been very bad in unsprayed and insufficiently sprayed orchards. There is some disparity in peaches again as to crop. One expert says 50 per cent. of last year will be about all. Another puts it at 75 per cent. We incline to the former estimate, which by the by, is the later one.

Cherry Crop Less

Cherries have been only shipped in small quantities, but are of much better quality than last week's receipts, and there is more demand for them now. Six-quart baskets of choice black ones brought \$1 to \$1.25; the 6-quart leno

baskets of the sour variety selling at 55c and 60c on markets this week. Blight has been getting in its bad work on the cherry crop, and will damage it badly from point of view of quantity. Quality is fair to middling. We cannot expect more than 50 per cent. of last year's crop this year, if that. Ox Hearts have so far been excellent in quality.

Apple Crop Poor

The apple crop, is showing up badly on the second drop. Scab and fungous diseases have developed considerably, and this has caused an unusually large drop of the young set apples. It is reported that there will only be fair crop of winter varieties. It will be remembered that we had a small crop last year. This year promises to be about the same, and it is somewhat of a comedown from early anticipations. We shall hardly do more than realize one-third of our early season expectations for apples. The possible exceptions to the poor crop are Astrachans and harvest apples, which are standing up rather better. Dropping of apples, incidentally, has been later this year.

Tomatoes Upset by Storm

Tomato crop was seriously damaged last week by an electric storm at Niagara. Sections round Orillia also suffered.

The potato crop in New Brunswick promises well, but it is a little too early yet to tell what the yield will be. Early high prices enticed the farmers to put in a greater acreage than usual.

Prospects for a large crop of the staple fruits in British Columbia are excellent. Because of frosts the berry and early small fruits crop has not been so good as last year's, but unless unfavorable conditions develop later other fruits will be abundant.

Production of British Columbia fruit this year will be the greatest in the history of the province, due to the fact that the orchards are now practically all bearing full, and in a very short time the whole of the demand for fruit of the three western provinces will be supplied from British Columbia, making importations from the United States unnecessary. As a matter of fact fruit in quantities may actually be shipped from British Columbia to Ontario. Last year fifty car loads of apricots were shipped from the coast province to Hamilton to be used in canning.

U.S. Crops

It is reported that apple crops in the States are much smaller than usual on account of similar conditions prevailing in the Eastern States as prevailed here. Michigan promises good for early varieties, but the fall and winter crop will not be more than 60 per cent. of the normal.

Georgia has a moderate crop of peaches of high quality. Prices to date have ranged from \$1.50 to \$2.25, but these prices will not likely continue through the season. Growers are feeling quite optimistic, and are expecting to get about \$1.35 per crate, which is about 20c increase over last year's average.

Theft to Keep Mis-Delivered Goods

Paying For Goods With Counterfeit Money or Worthless Cheques is Also Considered Theft
—Third Article in Series on “Criminal Law and Its Application to
Commercial Transactions.”

Prepared for Canadian Grocer by Walter E. Lear

EDITOR'S NOTE.—*This is the third of the series written for CANADIAN GROCER by Mr. Lear bearing on the criminal law and its application to commercial transactions. Instances which are here cited are those of decisions in actual cases which have been decided by the court. The incidents here related have been encountered many times by almost every business man. The article deals with the status of goods sent on approval, failure to pay for goods on delivery, paying for goods with counterfeit money or worthless cheques, goods delivered by mistake and theft by clerks and servants. Merchants will find this article most interesting and its contents most valuable.*

ONE Davenport obtained from a silversmith two cream-ewers, in order that a customer of the silversmith, with whom the prisoner said he lived, might select which he liked best, and absconded with them, but the silversmith did not charge for either of them until he had ascertained which would be chosen. This was held to be theft because the possession only, and not the right of property had been parted with. See Davenport's case, cited in Arch, C. P. 279.

And in R. v. Sharpless, 2 E. P. C. 675, a hosier was requested by the prisoner to take a parcel of silk stockings to his lodgings, out of which the prisoner chose six pairs, which were laid on the back of a chair; the prisoner then sent the prosecutor back to his shop for some articles, and while he was absent, absconded with the stockings; the judges held that this amounted to theft, the prisoner having clearly obtained possession of the goods with intent to steal, the prosecutor not meaning to part with his property in them till he should receive his money.

Sect. 31. Payment on Delivery

In Campbell's Case, 11 M. C. C. 179, he induced a tradesman to take goods to a particular place, under pretence that the price would then be paid for them, and afterwards induced him to leave the goods in the care of a third person, from whom the defendant got the goods without paying the price; the tradesman swore that he did not intend to part with the goods until they were paid for, and the jury found that the defendant intended, from the very beginning, to get the goods without paying for them. This was held to be theft.

In Gilbert's Case, I. M. C. C. 185, Gilbert bargained for goods, for which, by the custom of trade, the price should have been paid before they were taken

away, took them away without paying and without the consent of the owner, not intending to pay for them, but meaning to get them into his own possession, and dispose of them for his own benefit; this was held to be theft.

In Pratt's case, I. M. C. C. 250, Pratt intending to get goods by fraud, had them put into his cart upon the express condition that they should be paid for before they were taken out of it, and then took them out of the cart without paying for them, and converted them to his own use; this was held to be theft.

Sect. 32. Paying for Goods With Counterfeit Money

In R. v. Small, 8 C. & P. 46, Small induced a tradesman to send his goods by a servant to a particular place, with change for a crown piece, and on the way met the servant, and giving him a counterfeit crown piece, induced him to part with the goods and change which he had not authority to do without receiving payment; this was held to be theft.

Sect. 33. Paying for Goods With Worthless Cheque

In the case of R. v. Stewart, 1 Cox 174, A. and B. ordered goods of C., who sent them to the house of A. and B. by his (C.'s) servant D., with strict orders not to part with the goods without receiving the price of them. When D. arrived with the goods A. and B. gave him a cheque which they knew was worthless, wherefore D. left the goods. This was held to be theft of the goods.

Had C. himself delivered the goods, or had D. had a general authority to act for C., then it would have been a case of obtaining goods by false pretence, and not theft.

Sect. 34. Goods Delivered in Mistake

A carrier's servant left goods at the house of the defendant by mistake, but without any inducement from the defendant, who afterwards, knowing that they had been left there by mistake and

did not belong to him, converted them to his own use. He was held guilty of theft. See R. v. Little, 10 Cox 559.

Sect. 35. Ring Dropping

Obtaining money on goods by the practice of ring dropping, as it is called, is also theft. In R. v. Patch, 1 Leach 238, the prisoner, in the presence of the prosecutor, picked up a purse in the street, containing a receipt for £147 for a “rich brilliant diamond ring,” and also the ring itself; it was then proposed that the ring should be given to the prosecutor, upon his depositing his watch and some money as a security that he would return the ring as soon as his proportion of the value of it should be paid to him by the defendant; the prosecutor accordingly deposited his watch and money, which were taken away by some of the defendant's confederates; the ring turned out to be of the value of 10s. only, and the watch and money were never returned; it was left to the jury to say whether this was not an artful and preconcerted scheme to get possession of the prosecutor's watch and money; and the jury being of that opinion, convicted the defendant.

Sect. 36. Theft by Clerks and Servants

Clerks and servants have the lawful possession of their employer's property, but the possession or custody only, the legal ownership of the employer being precisely the same with reference to a servant as to a perfect stranger. Hence, if a servant fraudulently appropriate to his own use, or sell, or give away, his master's goods, this is taking, and he is guilty of theft in an aggravated form, for the law says that he who, being in his master's confidence, betrays the trust reposed in him, shall be punished more severely than one who stands in no such relation. A person convicted of this offence is liable under section 359 of the Criminal Code to imprisonment for fourteen years.

CANADIAN GROCER

ESTABLISHED 1886

The Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING COMPANY
LIMITED.

JOHN BAYNE MACLEAN, *President.*

H. T. HUNTER, *Vice-President.*

H. V. TYRRELL, *General Manager.*

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmer's Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada — Trade Newspapers and Magazines which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, Prince Edward Island and Newfoundland.

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulations. Copy of report will be sent to anyone interested.

OFFICES:

CANADA—

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GREAT BRITAIN—

London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director, Telephone Central 129600. Cable Address: Atabek, London, England.

Subscription: Canada, \$3.00 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, \$3.50 a year; other countries, \$4.00 a year. Single copies, 10c, invariably in advance.

PUBLISHED EVERY FRIDAY.

Vol. XXX.

TORONTO, JULY 14, 1916

No. 28

SUGAR AND THE EMPIRE

DESPATCHES from London, England, report that William Morris Hughes, the Australian premier, has been conferring with representatives of South Africa, India and the West Indies on the subject of the sugar industry, with regard to its control after the war.

The plan discussed provides for the prohibition of the importation of sugar from countries enemy to Great Britain for five years after the war and that thereafter sugar imported from enemy countries will be subject to a general tariff plus a 50 per cent. surtax, while sugar from neutrals will also be subjected to a surtax wherever neutrals decline to enter into reciprocal tariff arrangements. The scheme will concede to the allies a preference of 12½ per cent. and grant the sugar grown in the British Empire a 50 per cent. preference.

Our chief source of supply is the British West Indies. We grow some sugar in Canada, too. If the plan discussed by Mr. Hughes were to be consummated the Empire would need all her sugar, and the resources of British sugar growing countries—large or small—would be called on to a greater extent than in pre-war days. Mr. Hughes recommends a bonus to stimulate the growth of sugar in Great Britain. It is a good suggestion, and by no means impossible of realization.

EGG CONSUMERS PROTECTED

OF all foodstuffs sold in the grocery store, probably none is so great a deceiver as the egg. Presenting a white and spotless exterior, it can yet—upon further investigation—show putridity and release a miasmatic concentration second in violence to none other. It is like

“a goodly apple, rotten at the heart”

and Shakespeare might well have taken the egg as his sample of hypocrisy.

The Vancouver consumer, however, is to be safeguarded in his or her dealings with eggs. The “Eggs Mark Act” is to be enforced to the letter. An inspector has been appointed who will see that eggs are absolutely fit for human consumption when they are offered by the grocer, the market seller, the Chinese pedlar, or when cooked and passed over the lunch counter. Two of the more important clauses in this Act follow:

“Proprietors of bakeries, confectioneries, hotels, restaurants, cafes, tea-rooms, or any place where Chinese eggs are exposed or offered for sale or use in the preparation of food, or served in meals, shall place a legible sign in letters not less than four inches in height, in some conspicuous place where all who enter can readily see, on which is marked the words ‘Chinese eggs used here,’ or ‘Chinese eggs sold here.’

“Placards with letters four inches in height shall be placed in all receptacles containing eggs with their country, origin and grade, such as ‘fresh,’ ‘cold storage’ or ‘preserved.’ Second grade cooking eggs shall be marked as such. Each egg shall be marked by a rubber stamp if it is ‘preserved,’ or ‘Chinese.’”

While this may be considered a too radical measure by some, yet the idea is right. Protection of the consumer is ultimately protection of the grocer, and the latter will realize this. A measure of the kind referred to is the best possible safeguard and help to the wise grocer who is desirous of pleasing his customer at all times. A bad egg offends the customer; it hurts the man who sells it even more

FISHERMEN'S TROUBLES

THOSE who live by fishing are having their troubles in Canada these days. At the Atlantic they are hoping against hope that the French Government will remove the embargo on importation of lobsters which has been in effect some little time. At the Pacific, with the opening of the sockeye season upon them, Fraser River fishermen are staggered to learn that the price of nets has been advanced another fifty cents a pound. This means there has been a total advance of \$1.50 a pound in sockeye mesh since the war began. It is a serious condition. The average sockeye net weighs 80 pounds, and as the material is now \$2.60 a pound, the price is something like \$200 for an outfit. Nor is this all. Not only is the price rising, but it is stated on good authority that within a short time nets made from the customary material will be impossible to obtain owing to the scarcity of flax. Flax comes largely from Ireland and Russia, both of which countries are at war.

Fishermen at the coast are therefore discussing substitutes. Japanese flax nets, much inferior to the old and

standard product, are now not much cheaper. They are no use as an alternative. Nets can be made of cotton, and are said to be good enough for one season. It is distinctly questionable, however, if such is the case.

Verily fishermen have their troubles in war times. Both the misfortune at the Atlantic and the Pacific are directly traceable to the influence of war. Without war lobster would not have been declared a luxury by France. Without war, flax would not be so inordinately high in price.

For the retailer the results of these two conditions will be directly opposite. If the embargo on lobster continues that fish should be cheaper in Canada since we must consume France's share. If sockeye mesh is so dear, fewer men will fish for salmon, and that should be a factor making for higher levels.

FOOLISH TALK ABOUT CANNED GOODS

THERE was, in a recent issue of a monthly magazine, "Illustrated World," an article by William Brady, M.D., who undertakes to tell such as go a-holidaying at this time how to protect themselves from sunstroke, typhoid and other summer ills. Dr. Brady does very well with these, but he is painfully wide of the mark in the following paragraph, an excerpt from his article:

"The surest way to prevent ptomaine poisoning,—that horror of camping out—is by eating no meat or fish that has been artificially preserved or canned. While putrefactive bacterial change may occur in fresh meat which is not kept on ice in hot weather, most cases of genuine ptomaine poisoning—the majority of cases are mistakenly thus labeled—are due to canned or preserved meat or fish. Be a vegetarian if you can't bring home the game yourself."

This is merely polysyllabic poppycock. Dr. Brady's words would persuade campers and picnickers that every can of preserved fish or meat is a container of disease, which, upon the can being opened, bursts out like the evil genie from the fisherman's vase. On the face of it a paragraph like this just quoted is quite absurd. If Dr. Brady's contention is right, and the eating of the contents of a can will produce ptomaine poisoning in the camper, it is obvious that it would produce it in anybody and everybody who eats canned goods. Personally, we never met the person upon whom canned goods wreaked such terrible results. We have picnicked ever since we can remember and revelled in all kinds of canned goods. Ptomaine has left us severely alone, us and every kindred soul who have shared in a picnic with us for the last years and years and years.

Seriously, this article of Dr. Brady's is damaging to an important industry. The only time at which canned goods could be injurious would be in the case of a product which is quite patently spoiled. If canned salmon or meat is under-processed, or if the tin is accidentally punctured, it doesn't take an expert to become aware of it. The way-faring man knows it right away, and knowing, shuns it. Cases of badly packed fish and meat are exceedingly rare.

If Dr. Brady troubles to consult acknowledged authorities he would find the large majority of cases of ptomaine poisoning have come from one of two causes: Either (a) imperfectly kept milk or milk foods; (b) unpreserved meat and meat compounds. Epidemics of ptomaine nearly always are traceable to one or other of these causes. Milk improperly preserved and refrigerated is a demonstrated cause of ptomaine. Meat compounds and meat salads have again and again been proven the sources of ptomaine. But the writer never heard yet of a case of ptomaine being traceable to canned meat and fish which were to all appearances perfectly all right. And, as we have pointed out, if they were not all right, it would be distinctly obvious!

Dr. Brady is talking without his book. Statements such as his are damaging to a large and reputable industry. They should be ventilated. Why doesn't the doctor give chapter and verse for this challengeable assertion? The only answer is that he cannot. Picnickers, campers and general public have nothing to fear from canned goods put up by reputable canners.

ADOPTING THE METRIC SYSTEM

AT the convention of the National Association of Grocers held recently in Boston, the question came up of net weight and uniform standard container laws. In this connection reference was made to a bill now before Congress which has for its aim the establishment in the United States of the metric system of weights and measures, as the sole legal system after July 1, 1924. Against this at present there are in use the very awkward systems of liquid and dry quarts and troy and avoirdupois weights. Both are cumbersome; both are confusing. For instance, a troy ounce is larger than an ounce avoirdupoise. Yet a pound avoirdupois is larger than a troy pound.

In Canada, as in the United States, we are already a step ahead of Great Britain, in that we use the metric system in money, to some extent. At one time we were even further ahead, for we used the franc system, typified by the inclusion in our coins of a twenty-cent piece, a direct multiple of ten. Twenty-five cents, of course, is not. The twenty-cent piece might well be re-introduced in the place of the "quarter" which might be dispensed with.

Even at present our system is ahead of that in vogue in Britain. Anyone who has used the British method of pounds, shillings and pence will admit, in comparing it with our "ten" system—dollars and cents—that the former is irrational, wildly unsystematic, and distracting. It is involved. Therefore it is inefficient from the point of view of saving time. The system we have in use in Canada is much more serviceable.

England and Canada alike, through the international purchasing of commodities for war purposes, have already had two years of necessary acquaintance with the metric system as applied to weights and measures. War supplies have been ordered, for instance, by France from Canada. Specifications have been stated in terms of **litres** and **grammes**, and some Canadians have thus become acquainted with the metric system. So too has England, hitherto its most obstinate, albeit unreasoning, critic. There are many evidences that the metric system which, England perforce has had to look into, is liked a good deal.

Retailers would be particularly affected were the metric system in weights and measures ever to be introduced into Canada. It is safe to say that the possibility of such introduction is more conceivable than ever.

The war is doing speedily what years of academic discussion and slow-moving, unbusiness-like party governments might never do. It is up to Canadians, therefore, to look into the metric system now. It will repay study. They should go into the matter as fully as possible and compare it with our present undeniably cumbersome method. By so doing they will be able intelligently to talk about the matter if and when it is thrown open, as is not unlikely, for discussion.

WHAT ARE YOU doing day by day, week by week, and month by month and year by year to build up your personal assets of business knowledge and producing ability?

THE ETERNAL cry—"In what way can I best develop myself?"

ABILITY, ambition and work—the heavenly triplets.

Annual Store Equipment Number--July 28 Good Editorial Matter Being Prepared Information Wanted From Readers

The issue of the 28th of July will be the second annual Store Equipment Number of The Canadian Grocer. Several good articles are being prepared for it dealing with the uses and advantages of equipment—"the things you buy but do not sell." Altogether this issue will be very useful to those readers who are seeking information about the various kinds of time and labor-saving devices that help the busy grocer keep up with his work. Perhaps the fact that so many merchants have lost experienced clerks through enlistments and have to get along with fewer clerks or less experienced ones will make the subject of store equipment of greater interest at this time.

Editorial features will include store interiors showing equipment and fixtures, experiences of grocers with various kinds of equipment, etc., etc.

INFORMATION WANTED FROM READERS

To make their reading matter on equipment of the greatest practical value to subscribers, our editors are particularly desirous to secure dependable figures showing the proportion of grocers who are already using different kinds of store equipment such as those listed on the opposite page. To compile reliable statistics as to the percentage of grocers in Canada who have account registers, for instance, it would be necessary to ask a large number of grocers, in all sections of the country, whether they have these or not. To do this properly by personal calls would require a great deal of time and work. We, therefore, ask all our readers (whether their equipment is extensive or not) to furnish our editors with the needed information in the following way. Please go over the classified list of fifty kinds of store equipment on the opposite page and mark opposite each the number of them you have. Leave the others blank. Fill in your name and address at the bottom, tear out that page and mail it in to us. If you are keeping all copies of The Grocer for reference we will send you another copy of the same issue instead of the one torn. We shall be greatly obliged to every one of our readers who does this favor for us and shall use the information asked for to make a better paper for them.

The Canadian Grocer
143-153 University Ave.
Toronto, Canada

Classified List of Store Equipment

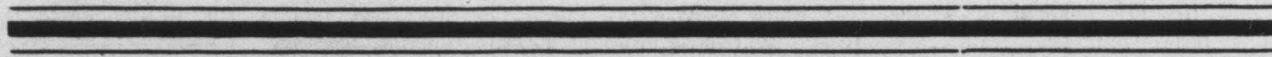
Account Registers
 Adding Machines
 Autographic Registers
 Awnings
 Biscuit Stands
 Broom Racks
 Butter Dishes
 Cash Carriers
 Cash Registers
 Charcoal Racks
 Cheese Cutters
 Coffee Grinders
 Counter Check Books
 Display Counters
 Display Tables
 Delivery Wagons
 Egg Carriers
 Electric Lights
 Electric Signs
 Electric Flash Lamps
 Fruit Stands
 Floor Trucks
 Gum Vendors
 Ice Machines
 Meat Slicers

Meat Choppers
 Motor Trucks
 Paper Balers
 Paper Shipping Boxes
 Patented Bins
 Peanut Vendors
 Peanut Butter Machines
 Pickle Jar Stands
 Pumps for Coal Oil
 Pumps for Gasoline
 Pumps for Molasses
 Pumps for Vinegar
 Refrigerators
 Refrigeration Systems
 Scales, computing
 Scales, other kinds
 Safes
 Show Cases
 Show Jars
 Soda Fountains
 Stools and Chairs
 Telephones
 Typewriters
 Tanks for Oil
 Window Fixtures

Name..... **Address**.....

Remarks

.....





CURRENT NEWS OF WEEK

CANADIAN GROCER WILL APPRECIATE ITEMS OF NEWS FROM READERS FOR THIS PAGE.



Quebec and Maritime Provinces

Frank Porantor, of Quebec, grocer and liquor merchant, has sustained loss by fire.

T. H. Estabrooks Co., teas and coffee, St. John, have sustained loss by fire.

Smith Brokerage Co., manufacturers' agents, of St. John, have suffered loss by fire.

The staff of Goodwins, Ltd., Montreal, plan to give a concert early in July to the returned soldiers at the Grey Nunnery, Convalescent Home.

L. H. Olivier a leading grocer of Sherbrooke, P.Q., was a Montreal visitor last week.

Mr. Boileau, formerly cashier of the Royal Bank on Green Ave., has opened the Oxford Provision Store on Sherbrooke St. W., Montreal.

The City of Montreal contemplates enforcing stringent inspection laws that will require every grocer and provision dealer in the city to have on the premises large open air fly traps.

Alex. Davidson after 19 years in the employ of Fraser, Viger & Co., has opened up a grocery, delicatessen and provision store at 4907 Sherbrooke St. Westmount, Montreal.

Canners propose to put into effect in Quebec a plan to deduct $\frac{1}{4}$ per cent. to cover bulged tins and leaks following the successful institution of this practice in two other provinces last year.

Representatives of the Canadian Freight Association met in Montreal last week to go into the details of the recent decision of the Railway Commission in the matter of the petition of the Canadian railways for leave to increase their freight rates by five per cent. It is said that the decision did not give all the railways asked; but it did give certain advances in many instances. The meeting, then, had to create tariffs in consonance with the decision of the commission in each case. The increases, such as they were, are not likely to be felt by the business community. They were spread over so many articles and were so moderate in themselves that they would attract but little attention to themselves.

The Railway Commission at Ottawa has given judgment in the application of the Montreal and Toronto Boards of Trade opposing the removal of whole and split peas from the grain rate

schedule to that provided by the railway for the carriage of vegetables. The judgment states:

"The matter as presented has a bearing on the general issue as involved in the classification and the matter should stand till the classification is before the Board and dealt with. In view of the time the existing rate situation has existed, this disposition does not seem to be unfair to the parties."

Ontario

Mrs. L. Thomson, grocer, of Toronto, has sold to J. A. Comely.

W. W. Harris, proprietor of a creamery at Brussels, is dead.

W. H. Millman, sen., of W. H. Millman & Sons, will leave on Saturday on a business trip to Winnipeg.

A cheese factory in Huntingdon Township, and known as West Huntingdon Factory, was destroyed by fire which originated about the boiler. The loss is \$5,000, partially covered by insurance.

G. W. Bissell, a retired grocer, and one of Brockville's leading citizens, died at the age of 75. He was born at North Augusta, in Grenville County, and after following farming for a time came to Brockville, and established himself in business. He lived here over forty years.

Taboo is put on the daylight saving scheme so far as London is concerned. Mayor Stevenson announced that, in response to the monster petition received at the council meeting signed by hundreds of citizens protesting against the new schedule, the city would revert to the old time. Action in the matter will be taken by the legislative committee some time next week.

George H. Campbell, Toronto manager for T. H. Easterbrooks Co., left on June 29 for Hartland, N.B., accompanied by his family. They motored by way of Niagara Falls and Rochester through the United States to the Eastern seaboard. Advice has been received from Mr. Campbell that his party had arrived safely in New Brunswick. He will be gone for a month.

The merchants of Penetanguishene have started a live advertising campaign, some 22 of them having had cards printed to put on the "Electric" which is due to start on regular runs about now.

A plate glass in the window of Mr. B. C. Watson's grocery, Leamington,

was broken in a peculiar and unusual way. An automobile was going east and one of the wheels ran on a stone about the size of a hickory nut. The weight of the car or the force with which it was struck caused the stone to shoot from under the wheel across the street and through a corner of Mr. Watson's window.

Western Canada

The Western Canada Flour Co., have moved their Winnipeg office to larger quarters on the tenth floor of the Union Trust Bldg., corner Main and Lombard streets, Winnipeg.

Law & MacKay, Swift Current, Sask., have made an addition to their business by purchasing the stock and plant of the Swift Current Supply Co. They will carry a full stock of hay, flour and feed.

James Middleton, who covers Manitoba and Ontario territories in the interests of the Purity Flour Mills, has gone to Buffalo, where his marriage will take place this week.

Mr. Horne, of Lethbridge, of the firm of Campbell, Wilson & Horne, wholesale grocers, was in Redcliff at the local branch. While there he looked over several sites with a view of purchasing in the near future.

The Japanese steamer Kosoku Maru is looked for with a cargo of Formosan sugar. A shipment of Java sugar is expected early in August on the steamer Dalmore, recently purchased by the Union Steamship Company, of New Zealand.

Asheroft, B.C., the bean town of the West, was almost totally destroyed by fire on July 5th. Among the business houses destroyed were the general store of Fred Rosenberg, the general store of J. J. Ting & Co., and J. F. Campbell's confectionery store.

T. Fugita, of T. Fugita & Co., Japan, exporters of oranges, rice, peanuts, etc. called on the W. H. Escott Co., Winnipeg, this week. He is proceeding east to Toronto and Montreal, and will return via New York and Los Angeles. Mr. Fugita makes this trip every other year.

A. D. Rankin has retired from the firm of Doig, Rankin & Robertson, Brandon, and will take a long rest. Mr. Rankin has been in business in Brandon for the past quarter of a century, establishing the firm of A. D. Rankin & Co., which was amalgamated in 1913, with Doig & Robertson.

Sugar Firm; Beans Advancing

Adjustment of Sugar Prices Making Larger Differential Between Grades—Beans and Peas Show Strength, Culminating in Advance in Both—Dried Apricots Very Scarce on Spot—Canned Goods Very Firm.

Office of Publication, Toronto, July 13th, 1916.

THE events of the week from the trade's point of view and also that of the public, since they have to help pay, have been a series of minor advances. Salt packages are slightly higher, due partially to labor troubles, and partially to war's demand upon chemicals. Pickles are advanced this week. This refers to domestic lines. British stuff is 'way out of sight, and home-made lines are feeling the pinch of the shoe in various places; notably, the high price of glass, the scarcity of labor, and the poverty of certain crops. This last is not so influential a reason as the others. Wire clothing pins are higher. These are advanced solely because of the sky high prices of galvanized iron. Thus the hardwareman's troubles lop over into the grocery store. In most every case of these "little things" just recited, scarcity of labor or material have been the casual factors.

The situation in beans does not improve any; in fact it gets worse instead of better. Further advances took place this week. Right through from St. John to farthest West our correspondents report at least a firmness and in most cases actually an advance in the price of beans. Next crop will be late, it is learned, and with this crop as scarce as it is one wonders what prices will be like by about October, when the new stuff, which should be harvested, will be missing.

Cheese levels declined a couple of cents this week. Cables report Liverpool and London as decidedly easier, while domestic markets are easing off to a fairly large extent for the time of the year. Export has not been so heavy of late. Butter levels are practically unchanged. Eggs, while not appreciably lower, are on the easier side. Western eggs are being shipped to Eastern markets in quantities, and this, coupled with the fact that demand for storage has let up largely is working towards lower levels. Hot weather has doubtless had something to do with it. Again and again hot weather has slackened demand from consumer, which, by the by, has been unusually large this year.

Canned vegetables still hold very firm, and every week brings us nearer to higher levels for peas and tomatoes, the latter notably. Tomato crop areas show the same thing everywhere, namely; that our early rains did incalculable damage, damage which, unlike that in some other lines, cannot be repaired at once. Then the higher and ever higher price of cans and tins, the labor scarcity, and the export demand have all been added factors of importance. So that, by every sign and token, we shall see high prices for tomatoes in cans this year. Corn and peas will also be higher than usual, with more or less the same contributory reasons.

Quebec Markets

Montreal, July 13: Volume of trade passing exceeded that of previous week so that market may be said to be in a very satisfactory condition for time of year as at no time has there been any complaint as to state of trade this spring. A feature of this development is said to be an increase of population in

Montreal and the fact that people show little signs of restricting their purchases on account of high prices.

Although the number of advances for this week is not unusually high additional firmness is noted in many lines that have been inactive from a price standpoint for some time past and indications point to another general upward movement of prices. Aside from tea, fruit and vegetable lines the market is very firm. Additional shortages continue to occur with passing of each week

MARKETS IN BRIEF

QUEBEC MARKETS.
FRUIT AND VEGETABLES—
 California fruits cheaper.
 Oranges disappearing.
 New vegetables declining.
 Tomatoes firm.
FISH AND OYSTERS—
 Halibut easier.
 Western salmon arriving.
 Frogs' legs plentiful.
FLOUR AND CEREALS—
 Flour firming up.
 Rolled oat inquiry better.
 Feeds stronger.
PRODUCE AND PROVISIONS—
 Pork products firmer.
 Cheese declines 2c.
 New crop honey good quality.
 Quality of eggs declines.
GENERAL MARKETS—
 Black teas weaker.
 Sugar firm.
 Canned fruits advance.
 Canned beans up 25c.

ONTARIO MARKETS.
FLOUR AND CEREALS—
 Flour firm.
 Rolled oats higher.
 Mill feeds tending firmer.
FRUIT AND VEGETABLES—
 First transparent apples in.
 Strawberry prices firm.
 New potatoes declining.
 Good supply of all vegetables.
FISH AND OYSTERS—
 Salmon trout in large quantities.
 Whitefish in good demand.
 Prices somewhat lower.
 Gaspe salmon nearly over.
PRODUCE AND PROVISIONS—
 All cooked meats up.
 Butter make large.
 Eggs firm.
 New honey reported good.
 Hogs firm.
GENERAL GROCERIES—
 Sugar market firm.
 Decrease of 5c in second grade.
 Apricots very scarce.
 Seedless raisin crop bargained for.
 Beans continue to advance.
 Pepper still firm.

MANITOBA MARKETS.
FLOUR AND CEREALS—
 First patents still \$6.60.
 Export business picking up.
 Wheat likely to go lower.
 Demand for bulk rolled oats.
 Feeds tending downward.
PRODUCE AND PROVISIONS—
 Live hogs still \$10.50 to \$10.75.
 Hog receipts getting lighter.
 Butter should be plentiful.
 Quality of eggs very poor.
 No. 1 candled eggs 25 to 26½c.
 Cheaper cheese offered—19c.
FRUITS AND VEGETABLES—
 No more Ontario strawberries.
 Demand now for B.C.'s at \$3.75.
 Pineapple practically done.
 Apricots continue scarce.
 Cabbage quoted \$4 crate.
 New potatoes cheaper.
 Minnesota asparagus off market.
FISH AND POULTRY—
 All fish lines plentiful.
 Haddies down to 11c per lb.
 Pickerel scarce at 10c lb.
 Poultry still hard to get.
GENERAL GROCERIES—
 Advance in sugar expected.
 Bean quotations going up.
 Lima beans still at 7½c.
 Currants getting too high.
 New raisin prices named.
 Maryland canned strawberries in.
 Canned sultan haddie scarce.
 New pack strawberry jam in.
 Whole nutmegs up to 26c.

and this weeks list of goods that have disappeared from market include British, American and Canadian goods, mostly in specialty lines in which various syrups, jars and pickles largely figure. Wire clothes pins are also very scarce on account of galvanized wire shortage. A feature of the week has been the sudden strengthening of the flour market in response to wheat advances. Feeds and oats are also firmer.

SUGAR.—Prices are unchanged but market is very firm and all advices from New York reiterate that advances in refined are expected there. Holders of Cubas are holding on firmly and are getting 5½¢ prompt on freight N.Y. and numerous inquiries are reported from the Argentine and Europe for Cubas F.O.B. Cuba and sales reported at \$5.10. Statistical position of sugar continues to gain strength and it is now stated that there will not be more on hand than is required. There is a fairly good demand locally from retailers and wholesale demand is much improved since setting in of warm weather.

Extra Granulated Sugars—	Per 100 lbs.
100 lb. bags	\$ 20
20 lb. bags	\$ 30
2 and 5-lb. bags	\$ 50
Extra Ground Sugars—	
Barrels	\$ 55
50 lb. boxes	\$ 75
25 lb. boxes	\$ 95
Yellow Sugars—	
No. 1, 100 lb. bags	7 80
Dark yellow, 100 lb. bags	7 60
Bright yellow, bbls. only, cwt.	8 05
Powdered Sugars—	
Barrels	\$ 35
50 lb. boxes	\$ 55
25 lb. boxes	\$ 75
Paris Lump—	
100 lb. boxes	\$ 80
50 lb. boxes	\$ 90
25 lb. boxes	\$ 10
Crystal Diamonds—	
Barrels	\$ 50
100 lb. boxes	\$ 80
50 lb. boxes	\$ 90
25 lb. boxes	\$ 10
Cartons	\$ 45
Half cartons	10 15
Crystal Dominoes, cartons	9 65

MOLASSES AND SYRUPS.—Prices are unchanged and the whole situation continues along the lines that have prevailed for some months past with a pronounced shortage that has only been added to a limited degree by limited number of full cargo shipments which go into immediate use. Rail and water shipments are now in force via New York in addition to the straight water route that has just been established and the shipments via St. John and Halifax that have been in force all winter. Situation has been materially aided by the inauguration of direct bills of lading with no extra duty via New York in place of the 2c duty that had previously been in force.

Corn and cane syrups continue in very strong position but without change in price and demand continues to profit by molasses shortage.

Prices for	
Fancy, Choice.	Island of Montreal.
Barbadoes Molasses—	
Punchons	0 59 0 51
Barrels	0 62 0 54
Half barrels	0 64 0 56
For outside territories prices range about 3c lower. Carload lots of 20 punchons or its equivalent in	

barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.

Corn Syrups—	
Barrels, per lb., 3½c; ¼ bbls., 4c; ¼ bbls.	0 04½
Pails, 8¾ lbs., \$1.95; 25 lbs.	1 40
Cases, 2 lb. tins, 2 doz. in case	2 05
Cases, 5 lb. tins, 1 doz. in case	3 00
Cases, 10 lb. tins, ½ doz. in case	2 90
Cases, 20 lb. tins, ¼ doz. in case	2 85
Cane Syrups—	
Barrels, lb., 5¼c; ¼ bbls.	0 05½
Cases, 2 lb. tins, 2 doz. in case	4 80

DRIED FRUITS.—Prices are unchanged to trade but additional firmness is noted in some coast lines. Thompson seedless raisins in packages from Coast have been withdrawn entirely from market and feeling for future on peaches and apricots is very firm and prunes are holding firm at unchanged prices firmness of prunes and apricots in particular is based on crop conditions and state of future export demand but in view of British restrictions this last is said to be an uncertain quantity. California association guarantees against decline in seeded loose muscates up to Jany. 1 and guarantees that price of 1916 crop will exceed present price of 1915 crop.

EVAPORATED FRUITS.		Per lb.
Apples, choice winter, 25-lb. boxes	0 09½	
Apples, choice winter, 50-lb. boxes	0 09	
Apricots	0 15	
Nectarines, choice	0 11½	
Peaches, choice	0 08	
Pears, choice	0 13½	

DRIED FRUITS.		
Candied Peels—		
Citron	0 24	0 25
Lemon	0 20	0 21
Orange	0 19	0 20
Currants—		
Filigras, fine, loose, new	0 14	
Filigras, packages, new	0 15	
Dates—		
Dromedary, package stock, old, 1-lb. pkg.	0 10	
Fards, choicest	0 12½	
Hallowee, loose, new	0 09½	
Hallowee, 1-lb. pkgs.	0 09	
Figs—		
8 crown, 12-lb. boxes, fancy, layer, lb.	0 12	
7 crown, 12-lb. boxes, fancy, layer, lb.	0 12	
8 crown, 12-lb. boxes, fancy, layer, lb.	0 11½	
1 lb. glove boxes, each	0 12	
Cal. bricks, 16 oz.	0 09½	
Cal. bricks, 16 oz.	0 10	0 11
Cal. layers	0 10	0 11
Cal. fancy, table, 10 lbs.	1 90	
Prunes—		
30 to 40, in 25-lb. boxes, faced	0 11	0 13
40 to 50, in 25-lb. boxes, faced	0 10	0 10½
50 to 60, in 25-lb. boxes, faced	0 10	0 10
60 to 70, in 25-lb. boxes, faced	0 09½	0 09
70 to 80, in 25-lb. boxes, faced	0 09	0 09
80 to 90, in 25-lb. boxes, faced	0 09	0 09
90 to 100, in 25-lb. boxes, faced	0 08	0 08
Raisins—		
Melaga, table box of 22 lbs., 3-crown cluster, \$2.80; 4-crown cluster	3 75	
Muscateis, loose, 3-crown, lb.	0 09	
Muscateis, 4-crown, lb.	0 09½	
Cal. seedless, 16 oz.	0 12½	
Fancy seeded, 16 oz. pkgs.	0 10½	0 11
Choice seeded, 16 oz. pkgs.	0 10½	0 10½
Valencias, selected	0 11	
Valencias, 4-crown layers	0 11½	

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

SPICES.—Prices remain unchanged although outside reports are to effect that there has been a slight stiffening in some lines but increase in buying has resulted here although stocks in Canada are reported low generally but a satisfactory business continues to pass. New York market is dull and buyers are marking time.

	5 and 10-lb. boxes.	¼-lb. pkgs. dozen.	¼-lb. tins lbs.
Allspice	—0 16	—0 09	—0 23
Cassia	—0 27	—0 05	—0 35
Cayenne pepper	—0 28	—0 05	—0 35
Cloves	0 30—0 32	—0 90	—0 39
Cream tartar—5 to 6c.			
Cinnamon, per lb., 3c.			
Ginger, Cochín	—0 25	—	—0 31
Ginger, Jamaica	—0 28	—1 15	—0 29
Mace	—0 80	—	—1 60
Nutmegs	0 45—0 45	—0 45	—0 80
Peppers, black	—0 28	0 85—0 90	—0 26
Peppers, white	—0 35	1 15—1 20	—0 37
Pastry spice	—0 22	0 95—1 20	—0 29

Pickling spice	0 15—0 18	—	—
Turmeric	0 21—0 23	—	—
Lower prices for pails, boxes or ballers when delivery can be secured.			
Cardamon seed, per lb., bulk	2 00	2 50	
Caraway—			
Canadian		0 13	
Dutch		0 20	0 22
Cinnamon, China, lb.		0 14½	0 15
Mustard seed, bulk		0 19	0 23
Celery seed, bulk		0 36	0 46
Shredded cocoanut, in pails		0 21	0 23
Pimento, whole		12-15	

RICE and TAPIOCA.—Prices are unchanged and general situation is without feature of interest to report with a good demand, chief feature of market which continues to give evidence of a strong undertone on basis of fundamental position of rice. Tapioca prices are unchanged here but are a little cheaper on shipment from the East and are now 8¼ to 8c in an import way, and seed pearl is from 8 to 8½c for Sept. and Oct. delivery.

Rangoon Rices—		Per cwt.
Rangoon, "B"		4 30
"C.C."		4 10
India bright		4 65
Lustre		4 50
Fancy Rices—		
Mandarin, Patna		4 50
Pearl		5 00
Imperial Glace		5 70
Sparkle		6 30
Crystal		5 00
Snow		5 20
Ice drips		5 30

Prices are per 100 lbs., packed in bags (250 lbs.), half bags (100 lbs.), and quarter-bags (50 lbs.); add 10c per 100 lbs. for pockets (25 lbs.), and 20c for half-pockets (12½ lbs.).

Imported Patna—		Per lb.
Bags, 224 lbs.		0 06
Half bags, 112 lbs.		0 06½
Quarter bags		0 05½
Velvet head Carolina		0 08 0 09
Sago, brown		0 08½ 0 07
Tapioca—		
Pearl, lb.		0 10 0 11
Seed, lb.		0 10½ 0 11

DRIED VEGETABLES.—Beans have advanced again in an irregular way so that there is considerable variation in quotations which are largely based on size of individual stocks and degree of individual need, but stocks are now generally held at an advance of \$1.00 per bu. No beans can be had at less than \$5.55, yellow and white are practically on same basis and \$6.00 beans are talked of in Detroit, in which case \$7.00 would rule on this market. Other lines show sympathetic reflection; split peas are being held at a 20c advance in some quarters and pearl and pot barley is stronger but very little sold and actual sales in beans are also light.

Beans—		
Canadian, 3-lb. pickers, per bushel	5 55	6 00
Canadian, hand-picked	5 90	6 50
Canadian, 5-lb. pickers		5 60
Yellow eyes, per bushel		5 70
Lima, per lb.	0 08	0 08½
Peas, white soup, per bushel	3 25	3 90
Peas, split, bag 95 lbs.	5 00	6 25
Barley, pot, per bag		3 25
Barley, pearl, lb.	0 04½	0 05

TEA.—Black tea market is beginning to show effect of influence operating the last few months in way of declines and market continues weak, but embargo on teas from Britain to neutral countries enforced last week is expected to be felt here at once as large quantities of teas for the U.S. will come here for transshipment, and will tend to make market stronger. Reports on Chinas are unfavorable as to quality with high prices ruling as result of bad weather.

Unconfirmed reports are to effect that second crop Japans are slightly inferior owing to unfavorable weather and that first crop prices are up in consequence. Formosas are reported on same basis as last year. Colombo market is falling off but feeling is firm for future when better qualities are expected and tone of London market is easier.

COFFEE.—Prices and local conditions generally continue unchanged and a fair business passing but primary market has developed a little strength that is occasioning some surprise in view of steady slight decline for some weeks past as this represents first movement in opposite direction.

Coffee, Roasted—		
Bogotas, lb.	0 27	0 31
Jamaica, lb.	0 22	0 24
Java, lb.	0 33	0 38
Maracaibo, lb.	0 22	0 23
Mexican, lb.	0 27	0 28
Mocha, lb.	0 33	0 36
Rio, lb.	0 18½	0 21
Santos, lb.	0 21	0 23
Chicoery, lb.	0 12	0 14

NUTS.—Prices are unchanged as are other factors of prime importance and whole tendency of market continues to be a firm one particularly for filberts and almonds and walnuts for September delivery. Volume of trade passing continues fair although not as good as a few weeks ago and inclines to be irregular.

Almonds, Tara, new	0 16	0 17
Grenobles	0 16	0 17
Marbots	0 13½	0 14
Shelled walnuts, new, per lb.	0 34	0 35
Shelled almonds, 28-lb. boxes, per lb.	0 40	0 42
Sicily filberts	0 15½	0 16
Filberts, shelled	0 35	0 35
Pecans, large	0 19	0 21
Brazils, new	0 15	0 16
Peanuts, American, roasted	0 09	0 12½

CANNED GOODS.—All California canned goods have advanced slightly the average being about 10c and tomatoes are reported very strong following reports of experts who have been over the growing belt and found very unsatisfactory condition of crops. Spot tomatoes in Montreal are now \$1.18 from canners but sales are not yet generally made on this basis by holders of old stocks 3 lbs. Canned beans have advanced 25c and are now from \$1.70 to \$1.80 per doz. and canners announce a plan to deduct ¼ per cent. to cover bulged and leaky tins.

Fish lines show no price changes, prices remain very firm and jobbers are beginning to show more interest in way of increased purchases.

Ontario Markets

Toronto, July 12.—Warm weather has had its effect on market conditions during the past week. There has been a gradual shifting of demand for articles of diet to conform with the summer conditions. There has been a noticeable in-

crease in the demand for all cooked meats with increased prices as a result. Fish is becoming more and more an article of summer consumption. People in the island areas are more than ever desirous of having a greater variety in their summer meats. Fish is stated as being less heating, and people are finding this out. Dealers assert that there is an increasing demand for fish each year.

With the advance of summer, vegetables and fruits are becoming more plentiful, and large quantities of these go to replenish the summer larder. Wheat has advanced about 3c per bushel during the week, but flour prices remain firm.

SUGAR.—There was a strong market in sugars during the week, Porto Ricos and Cubans advancing an eighth of a cent on Tuesday. Several sugar refining companies have increased their differential between their first and second brand, making latter 10c under first grade instead of 5c, as previously. Large sales have been reported in Porto Ricans. Two Philadelphia concerns, who had reduced their prices, returned to the levels of \$7.60. An advance is looked for in the United States, in both refined and raws, in which case there will in all probability be an advance on the part of Canadian refiners. It is reported that the British Government is negotiating for the entire Mauritius raw crop. The statistical position of raw generally is very strong. Demand in Canada for the refined article is improving. The American Refining Company is reported to be in the market for raws. Reports from Cuba are encouraging. Receipts of sugar from the estates are placed at 13,660 tons and the exports at 47,000 tons. Of this export amount only 37,000 tons are coming to Atlantic ports. The Cuban crop is coming to an end more rapidly than last year. There are only eleven centrals now grinding. It is asserted by sugar men that by August the trade on this side will probably realize a strong position for the balance of the season. The consumption in the United Kingdom in June was 144,000 tons, as compared with 130,000 tons in the same month last year. This increased consumption has taken place, notwithstanding the efforts of the Government to curtail consumption. St. Lawrence, Atlantic and Royal Acadia have all increased the differential for the second grade granulated, which is now selling at \$8.16 in Toronto per 100 lbs. in less than car lots. The former price was \$8.21.

Extra Granulated Sugars, Montreal Refined—per 100 lbs.	
100 lb. bags	8 25
25 lb. boxes	8 35
10 lb. bags	8 41
2 and 5-lb. cartons	8 56
Nova Scotia refined, 100-lb. bags	8 15
New Brunswick refined, 100-lb. bags	8 25
Extra Ground Sugars—	
Barrels	8 25
50 lb. boxes	8 65
25 lb. boxes	8 95

Powdered Sugars—	
Barrels	8 35
25 lb. boxes	8 85
Crystal Diamonds—	
Barrels	9 81
100 lb. boxes	8 91
50 lb. boxes	9 01
Cartons (20 to case)	9 95
Cartons (50 to case)	10 95
Crystal Dominoes, carton	10 21
Paris Lump—	
100 lb. boxes	8 91
50 lb. boxes	9 11
25 lb. boxes	9 11
Yellow Sugars—	
No. 1	7 65
Barrels granulated and yellow may be had at 5c per cwt. above bag prices.	

MOLASSES.—Freight rates still continue at a high level between West Indies and Canadian ports, and prices for molasses hold firm in consequence. Supplies are still very scarce. New supplies will not come in until August. If they reach the market in considerable quantities the prices should have a tendency to go down. Prices are extremely high now. Some of the lower grades of molasses, however, have been quoted at a reduction of 5c below prevailing market prices.

Corn Syrups—	
Barrels, per lb., 4c; ¼ bbls., 4½c; ½ bbls.	0 04½
Pails, 35½ lbs., \$1.95; 25 lbs.	1 80
Cases, 2 lb. tins, 2 doz. in case	2 15
Cases, 5 lb. tins, 1 doz. in case	3 15
Cases, 10 lb. tins, ¼ doz. in case	3 05
Cases, 20 lb. tins, ¼ doz. in case	3 00

Cane Syrups—	
Barrels, lb., 5½c; ¼ bbls.	0 05½
Cases, 2 lb. tins, 2 doz. in case	4 80

Molasses—	
Fancy, gallon	0 60 0 65
West India	0 38 0 40

TEAS.—Reports from London are to the effect that the market is holding steady. It is asserted that the chance for getting larger quantities of Broken Orange Pekoes is considerably better. The new crop of Ceylon is reported of very good quality. There have been no price changes during the week.

SPICES.—Prices in spices remain unchanged during the week. An easier feeling with respect to cream of tartar continues as a result of the success of the Allied drive on all sides against the Teutons. Pepper continues firm with the recent report of shortage of crops in Malabar, Lampong and Siam.

Spices—	Compound, per lb.	Pure, per lb.
Allspice, ground	0 20	0 17-0 19
Allspice, whole	0 15	0 15-0 15
Arrowroot	0 15	0 15-0 20
Bay leaves	0 20	0 20-0 20
Bicarb. soda	0 34c	0 34c-0 34c
Caraway seeds	0 30	0 30-0 30
Cassia, whole	0 25-0 32	0 25-0 32
Cassia, ground	0 16-0 18	0 25-0 34
Cayenne	0 30-0 35	0 30-0 35
Cayenne, Jap. chillies	0 40	0 40-0 40
Celery seed	0 45-0 50	0 45-0 50
Celery salt	0 30-0 35	0 30-0 35
Celery pepper	0 30-0 40	0 30-0 40
Cinnamon, Batavia	0 30-0 45	0 30-0 45
Clives, whole	0 18-0 22	0 32-0 45
Clives, ground	0 12-0 13	0 12-0 13
Coriander seed	0 40-0 55	0 40-0 55
Cream of tartar	0 25-0 30	0 25-0 30
Curry powder	0 30-0 35	0 30-0 35
Ginger, Cochin	0 15-0 17	0 22-0 25
Ginger, Jamaica, ground	0 18-0 21	0 25-0 30
Ginger, Jamaica, whole	0 25-0 30	0 25-0 30
Ginger, African, ground	0 14-0 18	0 14-0 18
Mace	0 85-1 00	0 85-1 00
Mustard, pure	0 25-0 30	0 25-0 30
Mustard seed	0 25-0 30	0 25-0 30
Nutmegs, brown, 64s, 55s; 80s, 65s; 100s	0 35-0 40	0 35-0 40
Nutmegs, ground, bulk, 30-35c; 1 lb. tins	0 37-0 42	0 37-0 42
Pastry spice	0 25-0 30	0 25-0 30
Paprika	0 35-0 40	0 35-0 40
Peppers, black, ground	0 14-0 18	0 25-0 30
Peppers, black, whole	0 24-0 28	0 24-0 28
Peppers, white, ground	0 19-0 24	0 25-0 30
Peppers, white, whole	0 30-0 35	0 30-0 35
Pickling spice	0 18-0 25	0 18-0 25
Sage	0 45-0 50	0 45-0 50
Saltetre (chili)	0 10	0 10-0 10
Thyme	0 20-0 25	0 20-0 25
Turmeric	0 20-0 25	0 20-0 25

BEANS AND PEAS.—During the past week beans have had a sensational rise in price in certain quarters. Some Western Ontario merchants are asking as much as \$6 per bushel for hand-picked, while other dealers were asking \$5.75 per bushel for the same quality. Ordinary prime white quality continue to sell at \$5 to \$5.25 per bushel f.o.b. shipping points.

Beans, choice primes, bush.	5 00	5 25
Beans, hand-picked, bushel	5 75	6 00
Peas, blue, bushel	3 50	3 60
Split		5 00

DRIED FRUITS.—The association in California has named the prices on the new crop of seedless raisins, and it is understood they will be approximately those of last year. However, the entire crop is reported spoken for, and the estimated crops are so well sold up that there are no further offerings at the present time. Prices in all lines of dried fruits remain firm. Apricots are hard to get, many firms being out of them altogether. There is a firmness in all dried fruits. The Spanish crop in Valencia is reported to be of a good fair average.

Apples, evaporated, per lb.	0 08½	0 09
Apricots—		
Std., 25's, faced	0 15	0 15½
Choice, 25's, faced	0 18	0 19
Extra choice, 25's, faced	0 19	0 20
Fancy, 25's, faced	0 20	0 21
Candied Peels—		
Lemon	0 18	0 20
Orange	0 18	0 20
Citron	0 23½	0 25
Currants—		
Filiatras, per lb.	0 16	0 16
Patras, per lb.	0 16	0 17
Vostizzas, choice	0 16	0 17½
Cleaned, ¼ cent more.		
Dates—		
Faris, choicest, 12-lb. boxes	0 09½	0 10
Faris, choicest, 60-lb. boxes	0 09	0 09½
Pa.ckage dates	0 10	0 10½
Hallowees	0 08½	0 09
Prunes—		
30-40s, California, 25-lb. boxes	0 13	0 13½
40-50s, 25 lb., boxes	0 10½	0 11
50-60s, 25-lb. boxes	0 09½	0 10
60-70s, 50-lb. boxes	0 09½	0 09½
70-80s, 50-lb. boxes	0 08½	0 08½
80-90s, 50-lb. boxes	0 08½	0 08½
90-100s, 50-lb. boxes	0 08	0 08½
25-lb. boxes, ¼c more.		
Peaches—		
Choice, 50-lb. boxes	0 08½	0 09
Std., 50-lb. boxes	0 08	0 08½
Choice, 25 lbs., faced	0 09	0 09½
Extra choice, 25 lbs., faced	0 09½	0 10
Fancy, 25 lbs., faced	0 10	0 10½
Raisins—		
Valencia, Cal.	0 09	0 09½
Seeded, fancy, 1 lb. packets	0 10½	0 11
Seeded, choice, 1 lb. packets	0 10½	0 11½
Seeded, choice, 12 oz.		0 09
Seedless, 16 oz. packets	0 13	0 13½
Seedless, 12 oz. packets		0 11
Raspberries, black, dried, 25-lb. boxes	0 40	0 42

RICE AND TAPIOCA.—Tapioca is exceedingly scarce. The lowest grade continues to sell around 10c. There is no fancy Rangoon rice on market at the present time. The better grades of Texas and Japan are being used largely at the present time. Good Japan rice, which usually sold retail at 10c, is now being sold wholesale at 6c to 7c.

Rice—		
Rangoon "B," per cwt.	4 50	
Rangoon "OC," per cwt.	4 40	
Rangoon, fancy, per cwt.	4 38	5 55
Patna, fancy	0 07½	0 09
Tapioca—		
Pearl, per lb.	0 10	0 11
Seed, per lb.	0 10	0 11

CANNED GOODS.—There has been a big consumption in canned goods. Many of the lines are cleaned out, and will not be on deck again until the new crop

goods appear. Canned tomatoes are one of the lines sold out. There are no lines lying around looking for a buyer. The market continues firm. Some dealers are inclined to look for higher prices when the new pack comes in. Canned cohoes are very scarce at present, and the market in these has stiffened. They are now being quoted in 1-lb. talls at \$1.60 to \$1.70. This grade is becoming almost unprocureable at the coast

MONTREAL AND TORONTO PRICES.

Following prices on canned goods are general quotations from wholesaler to retailer and not F.O.B. factory prices.

Salmon, Sockeye—		
1 lb. talls, cases, 4 doz., per doz.	2 55	2 65
1 lb. flats, cases 4 doz., per doz.		2 77½
½ flats, cases 8 doz., per doz.	1 65	1 70
Five cases or more, 2½ doz. less than above.		
Chums, 1-lb. talls		
	0 92	0 95
Pinks, 1-lb. talls		
	1 15	1 20
Cohoos, 1-lb. talls		
	1 60	1 70
Red Springs, 1-lb. talls		
	1 90	2 00
Humpback, ½-lb. tins		
	0 50	0 50
Canned Vegetables—		
Tomatoes, 3's	1 20	1 30
Peas, standards	1 00	1 02½
Early June peas	1 02½	1 05
Corn, 2's, doz.	1 00	1 05
Corn, fancy, doz.	1 12½	1 15

Manitoba Markets

Winnipeg, July 13.—There are indications that local wholesalers are taking steps to get high prices for white beans.

SUGAR.—Last week-end refined was still \$8.80 for standard granulated. With a firmer market for raws in New York an advance is expected by the trade as soon as the demand from the consumer becomes heavy. At present jobbers are buying hand-to-mouth, as they are pretty well stocked. They notice, however, a better demand for sugar from the retail trade all through the West, which is, of course, due to more fresh fruit coming on the market. The next three months should see a heavy demand for sugar. Jobbers state that, based on to-day's New York prices for raws, the price of refined should be higher. It is understood here that some of the largest refiners will have to go in the market soon for raws. A wholesaler spoke as follows: "We may be wrong, but we think there is no question that sugar will be up again before August, and considerably, too."

Sugar, Eastern—		
		in sacks
		Per cwt.
Standard granulated	8 80	
Extra ground or icing, boxes	9 65	
Extra ground or icing, bbls.	9 35	
Powdered, boxes	9 45	
Powdered, bbls.	9 25	
Hard lump (100-lb. case)	9 75	
Montreal yellow, bags	8 40	
Sugar, Western Ontario—		
Sacks, per 100 lbs.	8 75	
Halves, 90 lbs., per cwt.	8 85	
Bales, 30 lbs., per cwt.	8 85	
Powdered, 50s	9 40	
Powdered, 5s	9 65	
Icing, barrels	9 40	
Icing, 50s	9 60	
Cut loaf, barrels	9 70	
Cut loaf, 50s	9 90	
Cut loaf, 25s	9 95	
Sugar, British Columbia—		
Extra standard granulated	8 80	
Bar sugar, bbls.	9 25	
Bar sugar, boxes, 50s	9 35	
Icing sugar, bbls.	9 35	
Icing sugar, boxes, 50s	9 65	
H. P. lumps, 100-lb. cases	9 75	
H. P. lumps, 25-lb. boxes	9 95	
Yellow, in bags	8 40	

SYRUPS.—This is not the weather for syrups of any kind, and the line can hardly be called seasonable. Molasses is still ruling very high, although supplies are coming through now more freely, these orders having been placed months ago.

Corn Syrup—	
2s, per case 2 doz.	2 88
5s, per case 1 doz.	3 23
10s, per case, ½ doz.	3 11
20s, per case ½ doz.	3 12
½ barrels, by the lb.	4 65
B. C. Cane Syrups—	
2-lb. tins, 2 doz. to case, per case	4 05
5-lb. tins, 1 doz. to case, per case	4 75
10-lb. tins, ½ doz. to case, per case	4 45
20-lb. tins, 3 tins to case, per case	4 36

(These prices prevail in Winnipeg, Calgary, Regina, Edmonton, Strathcona, Moose Jaw and Lethbridge. For Saskatoon they are 5c case higher.)

Molasses—	
	Per gal.
Barbadoes, ½ bbls., per gal.	0 65
New Orleans	0 28
New Orleans, tins, 24 x 2 lb. case, \$2.20; 24 x 3 lb. case, \$3; 12 x 5 lb., \$2.60; 6 x 10 lb., \$2.55.	

DRIED FRUITS.—A firm of Oregon prune growers advised their local representatives last week that they had been compelled to advance prices. This was made necessary on account of California growers forming an association similar to that of the raisin growers, which set a much higher price to the packers, and meant that the packers would have to increase their price to make a profit. Reports from California are to the effect that the supply of spot prunes left in that state is very small, and mostly Santa Claras. The prices on futures are firm, due to the attitude of growers, and crops will not be large. While the British embargo is having considerable effect on buying of futures, it is expected that large quantities will go to England and Scandinavia. France shows little interest in California futures on account of the high prices and high freight rates. Holland is inclined to buy, but is hampered due to the fact that it is impossible to reserve space on steamers out of New York as far ahead as October and November. Crop conditions in California are unchanged. Packers estimate that there will be about one one hundred and thirty millions pounds dried this year.

The association has named prices on Thompson seedless, which are about 1½c above last year's opening prices on packages, but much lower than to-day's for spot stock. Local brokers state they would not be surprised to see pro rata deliveries on seedless, as the demand is expected to be heavy. A wire received in Winnipeg last week-end stated that present prices on old crop, seeded and muscatels, are guaranteed to the end of the present year. They add that when prices are named for 1916 crop on seeded and muscatels, they will be higher than those prevailing to-day.

Currants are being quoted at almost prohibitive prices, and it is hard to get stocks. The supply of dried apricots is shorter than previous estimations—that is, few are being dried in California due to canners and green fruit shippers taking a larger percentage of crop. A peach association will control 75 per cent. of

the peach crop this year, and it is stated that there will be no buying in California on the part of the domestic trade until the association establishes its prices. Foreign trade is showing no interest in the peach market on account of the higher prices of to-day compared with those of two or three years ago.

Dried Fruits—	
Evaporated apples, choice, 50's	0 07½
Evaporated apples, choice, 25's	0 08
Evaporated apples, 3-lb. cartons	0 30
Pears, choice, 25's	3 12½
Apricots, choice, 25's	0 14½
Apricots, choice, 10's	0 15½
Peaches—	
Choice, 25-lb. boxes	0 07½
Choice, 10-lb. boxes	0 08½
Currants—	
Filiatras, dry cleaned	0 13½
Vostizzas, dry cleaned	0 14½
1 lb. package Amalias	0 15
2 lb. package	0 29
Dates—	
Hallowee, loose, per lb.	0 09
Hallowee, 12-oz. packages	0 08½
Raisins, California—	
16 oz. fancy, seeded	0 10
16 oz. choice, seeded	0 09½
12 oz. fancy, seeded	0 08
12 oz. choice, seeded	0 07½
Raisins, Muscatels—	
3 crown, loose, 25's	0 08½
3 crown, loose, 50's	0 08½
Raisins, Cal. Valencia—	
25-lb. boxes	0 09
50-lb. boxes	0 09½
Prunes—	
80 to 100, 25s	0 07½
80 to 90, 25s	0 07½
70 to 80, 25s	0 08½
60 to 70, 25s	0 09
50 to 60, 25s	0 09½
40 to 50, 25s	0 10½
Peels—	
Orange, lb.	0 17½
Lemon, lb.	0 18
Citron, lb.	0 21½

DRIED VEGETABLES.—Following the remarkable advance on Michigan beans last week, the market continues very strong. Wholesalers in Winnipeg state that their stocks are fairly good, and will last some of them for two or three months. However, some of them are advancing their quotations. We hear of cases of hand-picked white beans being sold at \$4.80. At that price it is impossible to bring them in to-day. Stocks held in Winnipeg are mostly Japanese and Michigans, with very little Ontario stuff.

Beans—	
White beans, fancy, hand-picked, bu.	5 00
White beans, 3-lb. pickers, bushel	4 65
California Lima Beans—	
80-lb. sacks	0 07½
Barley—	
Pot, per sack, 98 lbs.	3 30
Pearl, per sack, 98 lbs.	4 30
Peas—	
Split peas, stck., 98 lbs.	5 50
Whole peas, bushel	3 30

RICE AND TAPIOCA.—Japanese rice in the primary market is reported slightly lower. Quotations on tapioca have been much lower of late, but supplies at these prices will not be in for several months.

Rice and Tapioca—	
No. 1 Japan, per lb., 100-lb. bags	0 05½
No. 2 Japan, per lb., 100-lb. bags	0 04½
Siam, per lb., 100-lb. bags	0 04½
Patna, per lb., 100-lb. bag	0 07½
Carolina, per lb., 100-lb. sacks	0 08½
Sago, pearl, sacks, per lb.	0 08½
Tapioca, pearl	0 08½

SPICES.—Nutmegs are very scarce and advancing in the primary market. Local quotations are up to 26c for whole, an advance of about 10 per cent.

Allspice, ground	0 11½	0 14½
Cassia, ground	0 22	0 22
Cream of tartar, 99% guaranteed	0 56	0 58
Cloves, whole	0 26	0 26
Cloves, ground	0 26	0 26
Ginger, Jamaica, ground	0 26	0 26
Nutmegs, ground	0 26	0 30
Pepper—		

Ground, black, 10-lb. boxes	0 27
Ground white, 10-lb. boxes	0 31
Whole, white	0 31½

TEA.—The market continues very high. Local jobbers are not inclined to place much weight on reports of a big crop in Ceylon, and consequent lower prices. They intend to wait and see what happens.

CANNED GOODS.—Generally speaking, the market is very firm, particularly on tomatoes. New pack fruits will be arriving in about six weeks, and buyers are inclined to wait for their arrival. The supply of fresh vegetables on the market is curtailing the demand for canned fruits. Only fag-ends of canned salmon seem to be available on the Pacific Coast, but supplies in Winnipeg are good.

ALBERTA MARKETS (CALGARY)

By Wire.

Calgary, July 12.—All size packages of salt advanced about 5 per cent. Pickles have again taken slight advance. New crop pickles are not expected to be any cheaper than what is being offered at present. There is an advance of 15c a case on certain size matches. Wrapping paper and paper goods show a slight advance. B. C. raspberries coming along at \$3 a crate. Strawberries not so plentiful at \$2.25 to \$2.50 crate. Bing cherries, \$2.50 crate; preserving cherries \$1.50.

General—	
Beans, small white Japan, lb.	0 08½
Flour, No. 1 patent, 98's	3 40
Molasses, extra fancy, gal.	0 75
Roller oats, ball	3 00
Roller oats, 80s	3 05
Rice, Siam, cwt.	4 75
Potatoes, local, per bush.	0 60
Sago and tapioca, lb.	0 10
Sugar, pure cane, granulated, lb.	9 25
Shelled walnuts, finest halves, lb.	0 49
Shelled walnuts, broken, lb.	0 30
Produce and Provisions—	
Cheese, No. 1, Ontario, large, per lb.	0 19½
Butter, creamery, lb.	0 30
Butter, No. 1, dairy, lb.	0 25
Lard, pure, 5s, per case	10 30
Bacon, smoked backs, per lb.	0 23½
Bacon, smoked bellies, per lb.	0 25½
Lard, pure, 3s, per case	10 50
Eggs, new laid	9 00
Eggs, No. 1	8 00
Canned Goods—	
Tomatoes, 3s, standard, case	3 70
Corn, 2s, standard, case	2 35
Peas, 2s, standard, case	2 45
Tomatoes, gals, case	2 35
Apples, gals, Ontario, case	1 75
Strawberries, 2s, Ontario, case	4 90
Raspberries, 2s, Ontario, case	4 50
Salmon, finest sockeye, tails, 48x1s, cs.	10 00
Salmon, pink, tails, 48x1s, per case	4 50
Lobster, ½s, per doz.	3 00
Dried Fruits—	
Currants, lb.	0 15
Evaporated apples, 50s, per lb.	0 10
Peaches, choice, 25s, per lb.	0 11
Apricots, choice, 25s, per lb.	0 17½
Pears, choice, 25s, per lb.	0 11
Prunes, 90-100	0 08
Sultana raisins, Cal., extra fancy	0 08½
Manchurian shelled walnuts	0 30
Fresh Fruits and Vegetables—	
Oranges, Val., box	4 25
Lemons, box	5 50

SASKATCHEWAN MARKETS

By Wire.

Regina, July 12.—Warmer weather reigns throughout the West. Crop conditions are favorable. Markets show little change. Butter (dairy), 22c; eggs, 21½c; beans, \$4.65. Rolled oats lower; \$3 for 80's, \$2.60 for 40's, \$1.37½ for 20's. All lines of salmon have advanced 10c a case.

Produce and Provisions—	
Butter, creamery, per lb.	0 29
Butter, dairy, No. 1	0 22
Cheese, per lb.	0 19½
Eggs, new laid	0 21½
Lard, 5's, per case	10 50
Lard, 10's, per case	10 15
Lard, 20's, per case	10 10
General—	
Beans, Ontario white, per bush.	4 65
Coffee, whole roasted, kilo	0 17
Cream of tartar, lb.	0 50
Cocconut, lb.	0 23
Flour, 98's	3 40
Roller oats, 40s	1 37½
Roller oats, 80s	3 00
Rice, per cwt.	4 35
Onions, B.C., 100 lbs.	3 00
Sugar, standard gran., per cwt.	9 14
Sugar, yellow, per cwt.	8 28
Tapioca and sago, lb.	0 08
Walnuts, shelled, 47-49c; almonds	0 45
Canned Goods—	
Apples, gals., case	1 80
Corn, standard, per 2 dozen	2 25
Peas, standard, per 2 dozen	2 20
Plums, Lombard	2 40
Peaches	3 10
Raspberries, \$4.33; Strawberries	4 73
Tomatoes, standard, per case	2 80
Salmon—	
Sockeye, 1's, 4 dozen case	9 60
Sockeye, ½'s	12 45
Cohoos, 1's	6 10
Humpbacks, 1's	4 10
Dried Fruits—	
Apricots, per lb.	0 16
Currants, lb.	0 15½
Citron peel, lb.	0 21½
Lemon peel, lb.	0 20½
Orange peel, lb.	0 20½

NEW BRUNSWICK MARKETS

By Wire.

St. John, July 12.—Grocers report business conditions are generally satisfactory. Continued upward trend of markets is marked in pork products especially. Bacon jumps from 17c to 20c and 21c; clear pork up to \$32.50 and \$33. Corned beef (1's), \$2.50 to \$2.60. Eggs show sharp advance, 28c to 30c. Cheese is easier at 17c to 17½c. California oranges are higher, \$4 to \$5. Shortage of potatoes in awaiting new crop strengthens prices; now \$2.75 to \$3. There are no turnips on market. Small vegetables offering in small quantities at high prices. Beans jumping; white, \$4.50 to \$5.75; yellow eyed, \$5.90 to \$6. Eggs up suddenly to 28c and 30c; dealers importing instead of exporting. Strawberry crop now looks big, and price down to 10c a box.

Produce and Provisions—	
Bacon, breakfast, per lb.	0 22
Bacon, roll, per lb.	0 17
Beef, corned, 1's	2 50
Pork, American clear, per bbl.	32 50
Butter, dairy, per lb.	0 25
Butter, creamery, per lb.	0 30
Eggs, new laid, per doz.	0 28
Lard, pure, lb.	0 18½
Cheese	0 17
Flour and Cereals—	
Cornmeal, gran.	6 35
Cornmeal, ordinary	1 85
Flour, Manitoba, per bbl.	7 35
Flour, Ontario	6 60
Flour, buckwheat, western, 98-lb. bag	3 50
Roller oats, per bbl.	6 25
Fresh Fruits and Vegetables—	
Apples, box	3 00
Lemons, Messina, box	4 00
Lemons, Cal., box	5 00
Oranges, Cal., case	4 00
Potatoes, bbls.	2 75
Sugar—	
Standard granulated	8 25
United Empire	8 15
Bright yellow	8 05
No. 1 yellow	7 85
Paris lumps	9 25
Beans white, per bush.	4 60
Molasses, Barbadoes, gal.	0 65
Cream of tartar, per lb., bulk	0 51
Currants	0 14½
Pork and beans, case	3 40
Rice, per cwt.	5 25

Newcastle, Ont., is to have Wednesday afternoon, during June, July and August as a half holiday.



FRUIT AND VEGETABLES



Strawberries Firm: New Potatoes Down

Big Demand For Former, But Expected Decline Did Not Materialize—Gooseberries Are a Glut
New Potatoes Decline Still Further—Plums, Peaches, Apricots and Pears All Lower.

MONTREAL

FRUIT.—Summer fruit business is now in full swing for first time this season as result of the more active demand that has sprung up in response to the warm weather and the increased supplies and lower prices that have been in force on California fruits since the 4th of July, which as usual marked the beginning of the period of large shipments to the Canadian market. Declines have been general, plums, peaches, apricots and pears all having dropped about \$1 per box at this week's auction, so that apricots, plums and peaches are now \$2, and pears \$5 per box. New arrivals on market are peaches in basket, six to the crate at \$3.50, Montreal gooseberries at 40c per gal, cherries in basket at 75c per 6 qt. basket, and American raspberries at 12c per box. Canteloupes are down to \$3.50 per crate, and pineapple and all kinds of oranges are about finished, and pines have firmed up and are now \$3 to \$3.50 per crate. Montreal strawberries are offered at unchanged prices and other varieties are pretty well out of market. Watermelon are unchanged in price but are arriving more freely and Montreal strawberries are very plentiful.

Apricots, 4 basket crate	2 00
Bananas, bunches	2 50
Cantaloupes, per crate	3 50
Cherries, crates	2 50
Cherries in baskets, per 6 qt. basket	0 75
Grapefruit, 46-54-64-80-96	7 00
Gooseberries, per gal.	0 40
Lemons—	
California	3 25
Verdellis	5 00
Messina, 300 size, box	4 50
Oranges—	
Valencias, late	4 75
Jamaica, 196-200-216	2 50
Porto Rico, 126-150-200-268	2 50
Plums, 4 basket crate	2 00
Peaches in baskets, 6 to crate	3 50
Peaches	2 00
Pears, Calif., per box	5 00
Pineapples, 18-24 and 30-36	3 00
Raspberries, American, per box	0 12
Strawberries, per box	0 06
Limes, per box	1 25
Watermelons, each	0 50

VEGETABLES.—An active business is passing in practically all the new lines in sympathy with the general improvement noted in fruits and vegetables with the appearance of a regular supply of fresh vegetables, lower prices, and the usual active summer demand. Declines

were fairly numerous and are as follows: Baltimore cabbage, now \$2.50 per crate; new carrots declined 5c to 20c and are now 25c to 30c; cukes in hamper down 75c and now \$1.50, and Montreal per doz., down 25c and now 50c; Montreal head lettuce down 30c and now 40c, and curly lettuce down 10c, and now 15c per doz.; Montreal peas in 20 lb. bags at \$1.50. Missouri flat tomatoes are expected to be out of market this week, and have been firmed up in consequence and are now \$1.40 per crate. New arrivals are as follows: Montreal hamper peas, first car of Jersey tomatoes at \$3.50 per crate, Baltimore cabbage, Montreal peas, new parsnips at \$1 per doz bunches, new turnips at 75c per doz. bunches, new beets at 50c per doz. bunches, and first car Spanish onions is on market at \$6 per case. Head lettuce is very plentiful; first car of season of American corn is expected latter part of week at 50c per doz., and all indications point to a very good vegetable crop locally.

Beets, bag	2 00
Beets, new, per doz. bchs., Montreal	0 75
Beans, wax, N.Y., per basket	1 25
Beans, green, N.Y., per basket	1 25
Cabbage, Baltimore, crate	2 80
Beets, new, per doz. bchs.	0 80
Cabbage, Montreal, per doz.	0 75
Carrots, bag	1 00
Carrots, new, per doz. bchs.	0 25
Cailliflower, Montreal	1 50
Celery, green top	2 75
Celery, per doz.	0 75
Celery, Wash, per doz.	1 40
Cucumbers, hamper	1 50
Cucumbers, Montreal, per doz.	0 50
Egg plant, N.Y., doz.	1 75
Endive Can., per lb.	0 25
Garlic	0 30
Horse radish, per lb.	0 15
Leeks, bunch	0 15
Head lettuce, Montreal, per 2 doz. box	0 40
Curly lettuce, doz.	0 15
Mint, doz.	0 25
Mushrooms, 4-lb. basket	2 00
Onions—Spanish onions, per crate	6 00
Parsnips, new, per doz. bchs.	1 00
Parsley, Bermuda	0 75
Parsley, new, doz.	0 75
Parsley, Montreal, per doz.	0 40
Peas, Montreal, per 20 lb. bag	1 50

Potatoes—	
So. Carolina	4 25
New, per bbl.	4 25
Montreal, Red, 80 lbs., bag	1 75
New Brunswick, 80 lbs., bag	1 90
Green Mt.	2 00
Sweet, hamper	1 75
Radishes, per doz.	0 10
Rhubarb, per doz.	0 25
Spinach, Montreal, box	0 50
Turnips, new, per doz. bchs.	0 75
Turnips, bag	1 00
Turnips, bag, Quebec	1 75
Tomatoes, hothouse, lb.	0 25
Tomatoes, Jersey, per crate	3 50
Tomatoes, Missouri, flat	1 40
Watercress, Boston, hothouse, doz.	0 75
Watercress, Canadian, doz.	0 30

TORONTO

FRUIT.—There is a firmer feeling over the price of strawberries. During the past week they have been arriving in goodly quantities but the price has remained steady at 8½ to 11 cents a quart basket. The present week is expected to see the apex of the supply, but dealers do not look for the berries to go lower than 8½ to 9 cents. There has been a good demand even in the face of higher prices for sugar. Wholesalers assert that the price of sugar has apparently had little to do with the consumption of berries. They point out that if sugar is high there is a plentifulness of money. The first harvest apples arrived from Delaware on Tuesday of this week. They are the Transparent variety and are being sold at \$2 to \$2.25 per American bushel. Some red currants have made their appearance on the market during the week and are selling in the 6-quart baskets at 50 cents, while the quart baskets are quoted at 8 to 9 cents. Cherries are plentiful. Some Okanagan Winesaps were on sale at \$2.50 to \$3 per box, this being the last of the old crop. Gooseberries have been a glut in the market during the past week and prices have been low. Eleven-quart baskets have been selling as low as 35 and 75 cents, according to the size, while the 6-quart size was quoted at 30 cents. In quart baskets the price was 4c to 8c.

Apples, Wine Saps	2 50	3 00
Apricots, 4 bus.	1 75	2 25
Bananas, bunch	1 75	2 50
Cantaloupes, stds.	5 00	5 00
Cherries, Cal., box	2 75	2 50
Cherries, Can., 6-qt. bask.	0 25	0 50
Cherries, Windsor	0 50	1 25
Cherries, Oxhearts	0 75	1 00
Dates, lb. box	0 05	0 08
Gooseberries, 6-qt. basket	0 25	0 50
Grapefruit—		
Cuban, case	4 00	4 50
Florida, case	5 00	5 00
Grapes, Cal., case	3 75	4 00

Oranges—		
Late Valencias, case	4 25	4 50
Peaches, California, box	1 75	1 75
Peaches, Georgia, crate	3 00	3 25
Pears, boxes	3 50	3 75
Plums, 4 baskets	1 75	2 75
Lemons, Verdill, case	4 50	5 00
Limes, per 100	1 00	1 00
Pineapples, Cuban	2 50	3 50
Strawberries, Can.	0 08½	0 12
Watermelons	0 00	0 75

VEGETABLES.—New potatoes are becoming more plentiful with each ad-
(Continued on page 36.)



FISH AND OYSTERS



Salmon Trout and Whitefish Plentiful

Demand for These Classes Has Been Heavy — Gaspé Salmon Near End of Season — Western Sockeyes Expected Soon at Higher Price Than Usual

MONTREAL

FISH.—Volume of trade passing continues to be fairly active and supplies are arriving in fair quantity. A feature of the situation has been the shifting of demand from the city to nearby summer resorts without, however, any loss to the total volume of sales. Military camps are also beginning to absorb large quantities of fish. Increase in supplies of halibut continues so that stocks available are more than ample without, however, seriously affecting prices which are fairly well maintained. Stormy weather on eastern coast has caused a scarcity in haddock and codfish and prices have advanced slightly in consequence. Mackerel are also scarce and firm and fishermen report that schools have had a very short stay on coast this year so that fresh mackerel are not expected to be plentiful until next September. Supplies of Gaspé salmon are short, and a firm feeling rules for future in consequence although the situation is expected to be relieved somewhat by the arrival in the near future of large supplies of Western salmon. Lake and river fish are still scarce with the exception of whitefish, which are selling at low prices. Dore and pike have advanced owing to shortage of arrivals and frogs legs are now at the height of the season, arriving in fair quantity and selling at good prices. Lobsters are in usual good demand at this season of the year and prices are firming and trade is very quiet in oyster, clams and all kinds of shell fish.

TORONTO

FISH.—The demand for fish during the past week has been fairly good, the lines on which there is an extra heavy demand being salmon trout and whitefish. These lines are quoted at 9c to 10c per pound. Eastern sea salmon or Gaspé is drawing toward the close of the season and consequently has advanced one cent. per pound. Haddock is plentiful and the prices this week are quoted at 7c per pound. There are some small quantities of mackerel arriving, quanta-

tions being placed at 8c per pound. Steak cod is changing hands at 8c. Some British Columbia spring salmon is arriving on the market, and is selling at 14c. The season for sockeye salmon opened at the coast on July 1, but the run has been reported about two weeks late. This fish should begin to arrive in the near future. There is a possibility of higher prices prevailing for this class of fish as fishermen are scarce on the western waters. Indications about the first of the month seemed to show that little more than half the number of fishermen's licenses would be taken out this year as compared with last year.

SMOKED FISH.

	Montreal	Toronto
Haddies, per lb., new cured	.09	.09
Haddies, fillets, per lb.	.12	.10
Herring, Ciscos, baskets	1.25	1.50
St. John bloaters, 100 in box	1.20	1.25
St. John bloaters, per box of 60	1.00	1.00
Smoked herrings, medium, box	.15	.15
Smoked herrings, medium, box	.15	.15
Smoked boneless herrings, 10-lb. box	1.30	1.40
Kippered herrings, selected, 60 in box	1.20	1.50
Smoked salmon, per lb.	.16	.15-.17
Smoked halibut	.10	.10

FROZEN FISH—SEA FISH.

	Montreal	Toronto
Salmon—		
Gaspé, large, per lb.	.13	.13
Red, steel heads, per lb.	.12	.13
Pale qualla, dressed, per lb.	.10	.11
Halibut, white western, large and medium, per lb.	.14	.13
Halibut, eastern, chicken, per lb.	.12	.12
Mackerel, bloater, per lb.	.10-.12	.10
Haddock, medium and large, lb.	.06	.10
Market codfish, per lb.	.06	.08
Steak codfish, per lb.	.06	.10
Canadian soles, per lb.	.06	.06
Blue fish, per lb.	.15-.16	.18
Smelts	.12	.13
Smelts, extras	.15	.20
Herrings, per 100 count	2.60	3.25
Round pike	.08	...
Grass pike, dressed	.09	...

DRIED AND PREPARED FISH.

Dried Haddock	6 00	6 00
Dried codfish, medium and small, 100 lbs.	8 00	8 00
Dried hake, medium and large, 100 lbs.	6 00	6 00
Dried pollock, medium and large, 100 lb.	6 00	6 00
Dressed or skinless codfish, 100-lb. case	7 00	7 00
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	0 06	0 10
Boneless codfish, 2-lb. blocks, 20 lb. bxs., per lb.	0 07	0 07
Boneless codfish, strips, 20 lb. boxes	0 10	0 12
Boneless codfish, in 2-lb. and 3-lb. boxes, a box	1 80	1 80
Boneless codfish, in 2-lb. and 3-lb. boxes	0 15	0 15

BULK OYSTERS, CLAMS, ETC.

Standard, solid meats, gal.	1 70	1 75
Standard, bulk, gal.	1 50	2 75
Selects, per gal., solid meat	2 00	2 25
Best clams, imp. gallon	2 00	3 50
Best scallops, imp. gallon	2 25	3 50
Best prawns, imp. gallon	2 25	2 50
Best shrimps, imp. gallon	2 00	2 50
Sealed, best, pt. cans, each	0 40	0 40
Sealed, best, select, quart cans, each	0 50	0 75
Rockaways, 100	1 50	1 50
Blue points, small	1 00	1 00
Blue points, large	1 00	1 00

CLAMS, MURSELS AND SHELL FISH, CRUSTACEANS, ETC.

Live lobsters, medium and large, per lb.	0 20	0 40
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FRESH SEA FISH

	Montreal	Toronto
Halibut	13 -14	13
Haddock, fancy, express, lb.	5 -6	7
Mackerel, medium, each	15	..
Mackerel, per lb.	..	08
Steak, cod, fancy, express, lb.	6	8
Herrings, each	2	2
Flounders	6	7
Flounders, New York	9	7
Salmon, Western	15 -16	14
Salmon, Gaspé	13 -14	14

FRESH LAKE FISH

Carp, lb.	0 07	..
Pike, lb.	0 06	0 07
Perch	0 16	0 07
Suckers, lb.	0 05	0 10
Whitefish, lb.	0 13	.08½-10
Lake Erie whitefish	..	0 10
Herrings, each	0 02	0 02
Gaspereaux, each	0 02½	0 06
Lake trout	0 13	.09-10
Eels, lb.	0 08	0 06
Dore	0 14	0 12

FROZE LAKE AND RIVER

Whitefish, large, per lb.	.08-.09½	.08-.10
Whitefish, small tulibees	.07-.07½	.06
Dore, dress or round, lb.	.08½-.09	.08-13
Pike, dressed and headless, lb.	.07-.07½	.07
Pike, round, per lb.	.06½-.07	.06-.07

WINNIPEG

FISH AND POULTRY.—There is little to say about the fish market, staple lines remaining practically the same as last week. There is a plentiful supply and all lines seem to be selling well. The only change in quotations is in haddies, which are down to 11c per lb., and apparently are arriving in larger supplies. In staple lines the only fish that is difficult to secure is pickerel, which is offered at 10c per lb. Supplies of this fish will not be plentiful until August. Poultry continues scarce.

Fish—		
Fresh salmon	..	0 16
Fresh halibut	..	0 11
Steak, cod, per lb.	..	0 08
Lake Winnipeg whitefish	..	0 09½
Fresh finnan haddie	..	0 11
Kippers, per box	..	2 00
Fresh lake trout, per lb.	..	0 12
Bloaters, per box	..	2 00
Salt mackerel, 20-lb. kit	..	3 00
Pickerel, lb.	..	0 10
Smoked gold-eyes, doz.	..	0 50
Poultry, Live—		
Fowl	..	0 15
Broilers	..	0 25

A packing and abattoir plant will be erected in St. Boniface, Man., at a cost of \$75,000. This information was brought out at a meeting of the city council last week, when M. Blakensky appeared, and asked that he be granted a reduction of taxes such as is given to all new industries. The council approved of his plans, which call for a packing plant to be erected at the southeast end of Union stockyards on a four-acre lot.



FLOUR AND CEREALS



Flour Firm Because of Wheat's Strength

Rise in No. 1 Northern Wheat Has Been Three Cents During Past Week—Flour Prices Remain Firm—Export of Flour Has Been Fairly Heavy — Rolled Oats Have Advanced

MONTREAL

FLOUR.—Prices remain unchanged, but there has been a decided strengthening of the flour market following a spectacular rise in wheat which has tended to further improve a demand that was already beginning to grow more active before this latest development occurred and a firmer feeling rules. Wheat is \$1.14⁷/₈ as compared to \$1.11¹/₈ per bu. a week ago, an advance that is equal to one of 20c per bbl. on flour, and No. 1 Northern wheat is \$1.14³/₄.

Winter wheat flour reacted promptly to the sudden wheat advance and is very firm at unchanged prices and general situation otherwise unchanged except for a more active interest in what has been a very dull line for some time past as a result of the rising market.

Manitoba Wheat Flour—		of 2 bags	
First patents	.....	6 60	
Second patents	.....	6 10	
Strong bakers	.....	5 90	
		Car	Small
Winter Wheat Flour—		lots	lots
Fancy patents	.....	5 85	6 10
90 per cent. in wood	.....	5 60	5 80
90 per cent. in bags	.....	2 70	2 75

CEREALS.—There is an improved rolled oat demand for export, although domestic business continues to be quiet and prices are unchanged other than that the irregular and nominal prices that have ruled for some time past show the usual week to week variations. Feeling on whole is much firmer as result of a gradually strengthening oat market, which is now 44³/₈c per bushel, with inquiries from wholesalers beginning to crop up, although no increased business has yet resulted. In contradiction to the general firm tone of market weakness is noted in some quarters, but is believed to be purely local in character, and is not expected to withstand any strong movement in the other direction.

Cornmeal—		Per 95-lb. sack
Gold dust	.....	2 50
Rolled Oats—		90's in jute.
Small lots	.....	2 75
25 bags or more	.....	2 60
Packages, case	.....	3 90 4 00
Oatmeal—fine, standard and granulated, 10 per cent. over rolled oats in 90's, in jute.		
Rolled Wheat—		100-lb. bbls.
Hominy, per 95-lb. sack	.....	4 00
Hominy, per 95-lb. sack	.....	2 75
Corn flour, bag	.....	2 35
Rye flour, bag	.....	2 65 2 80
Barley, pot	.....	3 00
Barley, pearl, lb.	.....	0 04 ¹ / ₂

MILL FEEDS.—Prices are unchanged and not very well maintained with

standard brands, varying from \$19.80 to \$22, with \$21, the nominal price, and \$24, for shorts in which prices are more evenly maintained. Ruling feature of undertone is one of firmness, however, on basis of depleted pastures, and feeling that usual early summer low point has been passed, so that a more active demand is hoped for very soon,

Mill Feeds—		Per ton
Bran	.....	21 00
Shorts	.....	24 00
Middlings	.....	26 00
Wheat moulee	.....	30 00
Feed flour, bag	.....	31 00
Mixed chop, ton	.....	32 00
Crushed oats, ton	.....	34 00
Oats, chop, ton	.....	34 00
Barley, chop, ton	.....	32 00
Feed oats, Manitoba, bush.	.....	0 57
Feed wheat, bag	.....	1 90

TORONTO

FLOUR.—Prices in flour have remained firm during the past week. The most noticeable change is in the firmness and increasing price of wheat. With a fair trade in export flour during the week and the tendency to advance the price of wheat there is little chance of a downward tendency. Black rust has appeared in the wheat in some of the Western States, and this has caused the firmness during the past few days. Millers, however, are not inclined to pay the advances asked in wheat. During the past week wheat went from \$1.19³/₄ per bushel for No. 1 Northern to \$1.23

Manitoba Wheat Flour—		Small lots.	Car lots.
		per bbl. of 2 bags	
First patents	.....	6 70	6 50
Second patents	.....	6 20	6 00
Strong bakers	.....	6 00	5 80
Ontario winter wheat flour, 90 per cent.	.....	5 00	4 30

CEREALS.—There has been an advance of 30 cents per 90-pound bag in the price of rolled oats during the past week, the new quotation being \$2.95. Demands for export have caused the firmer tendency with this cereal. Split peas show the only other advance during the week, now selling at \$5 per 98 pounds as compared with \$4.85 of recent quotations. All other cereals remain firm and unchanged.

Barley, pearl, 95 lbs.	.....	4 20	4 40
Ruckwheat grits, 95 lbs.	.....	4 90	4 90
Corn flour, 95 lbs.	.....	2 85	2 75
Cornmeal, yellow, 95 lbs.	.....	2 80	2 80
Graham flour, 95 lbs.	.....	2 75	2 75
Hominy, granulated, 95 lbs.	.....	3 00	3 00
Hominy, pearl, 95 lbs.	.....	3 00	3 00
Oatmeal, standard, 95 lbs.	.....	2 75	2 75
Oatmeal, granulated, 95 lbs.	.....	2 75	2 75
Peas, Canadian, boiling, bush.	.....	3 50	3 50
Peas, split, 95 lbs.	.....	5 00	5 00

Rolled oats, 90-lb. bags	.....	2 95
Rolled wheat, 100-lb. bags	.....	3 00
Rye flour, 95 lbs.	.....	3 00
Whole wheat flour, 95 lbs.	.....	3 00
Wheatlets, 95 lbs.	.....	3 30

FEEDS.—There have been some fluctuations in feed prices during the past week, bran, for instance, going as low as \$19 per ton. A firmer tendency is noted in bran which is now selling up to \$21. There is not much inquiry for this class of feed and very little is being offered. Middlings, shorts and feed flour hold firm at the prices of last week.

Mill Feeds—		Mixed cars
		per ton
Bran	.....	21 00
Shorts	.....	24 00
Special, middlings	.....	26 00
Feed flour, per bag	.....	1 55 1 60
Oats—		
No. 3, Ontario, outside points	.....	0 49 0 50

WINNIPEG

FLOUR AND CEREALS.—First patents are quoted at \$6.60, which price has prevailed for several months. Domestic business is a little brisker, with indications of a good demand during the balance of July. Stocks of flour in the country appear to be getting low. Export business is picking up somewhat owing to adjustment of ocean freight rates on package goods, bringing them a little closer to rates on bulk wheat. There has been considerable trouble in this respect for some time, rates on wheat being 35c per cwt. and on flour 80c. This difference has worked a hardship on Canadian millers, but there is hope now of a very satisfactory adjustment, which will considerably help the export flour business.

The feed market is quiet, with a tendency to lower prices.

For some unexplainable reason there has been a brisk demand during the past week for bulk rolled oats, probably due to stocks in wholesalers' hands becoming low. Package trade continues quiet.

Flour—			
Best patents	.....	6 60	
Rakers	.....	6 10	
Clears	.....	5 40	
XXXX	.....	4 40	
Cereals—			
Rolled oats, 80 lbs.	.....	2 25	2 30
Rolled oats, phgs., family size	.....	3 75	3 75
Wheat flakes, case	.....	3 75	3 75
Oatmeal, standard and gran., 95 lbs.	.....	2 75	2 75
Cornmeal, 95 lbs.	.....	2 45	2 45
Feeds—			
Bran, ton	.....	17 00	17 00
Shorts, ton	.....	18 00	18 00
Middlings, ton	.....	18 00	18 00
Mixed chop, ton	.....	30 00	30 00

The Cereal Watchman

—the old Scotsman,
stands between you and
inferior cereal products.

He represents goods of
merit and is the guarantee
that we live up to our
motto:

Quality, then Price

We guarantee lowest prices consist-
ent with the highest quality. If you
are not already a customer give us a
trial order, remembering that we sell
only Canadian products, made in
Canada by Canadians.



Glance down this list of Quality
cereals. Ask for quotations.

Dairy Feed	Split Peas
Cracked Corn	Pot Barley
Bran	Pearl Barley
Shorts	Brose Meal
Calfine	Graham Flour
Rainbow Flour	Wheatlets
Gold Seal Flour	Gluten Flour
Lily Flour	Beans
Goldie's Star Flour	Boiling Peas
Puritan Flour	Corn Meal
Echo Flour	Whole Wheat Flour
White Dove Flour	Cut Oatmeal
Tillson's "Scotch"	Tillson's
Fine Cut Oatmeal and "Scotch"	Premium and
Health Bran	Pan Dried Oats
	Quality Oats

**CANADIAN CEREAL and FLOUR MILLS
CO., Limited, TORONTO**

If any advertisement interests you, tear it out now and place with letters to be answered.

\$500 Monthly Turnover in Provisions

A Hamilton Grocer Proves This to be 35 Per Cent. of Total Turnover—Insists on the Plentiful Use of Ice—Provision Window Every Day is a Great Help—Details of Methods Which Have Built Up Good Trade in Meats and Produce

J. GLOCKLING, of King street east, Hamilton, considers provisions a mighty important part of his business. In fact he says they are the most important group of lines which he handles. Although he has not been in business an inordinately long time he has proved the value of concentrating upon the provision end of his business, and has worked up to a turnover on provisions alone of about \$500 a month. The location of his store is not exceptionally good so that \$500 a month (\$6,000 a year) is a turnover in provisions of which no grocer need be ashamed.

Mr. Glockling recently discussed with Canadian Grocer the ways and means by which he had arrived at his present position with regard to provisions. "Provisions are over a third of my total business," said he to Canadian Grocer, "they run fully 35 per cent. The monthly turnover is at least \$500; sometimes it is more than this.

Use Lots of Ice

"I believe that there are two or three important rules to follow in provisions, which, if followed, will bring results. The first is the importance of the use of ice.

I do not think sufficient stress is laid upon this matter. Some dealers will get in more wrongly with customers over the non-use or the insufficient use of ice, than over many other questions. I believe in using plenty. If I find I can afford it I intend to have a much larger refrigeration plant in this store. The one I have adequately takes care of such refrigeration as I need at present, but I am expecting my business to grow."

Mr. Glockling's ice refrigerator is at the end of the store, and in it are contained butter and cheese, in one compartment, while cooked meats are kept sweet and clean in another. He is very correct in his views of the ice question. Several grocers have had difficulty in building up a trade in provisions, and it has not occurred to them that the reason they have not been able to encourage customers in buying these lines has been that they have not put them up so that they were made appealing.

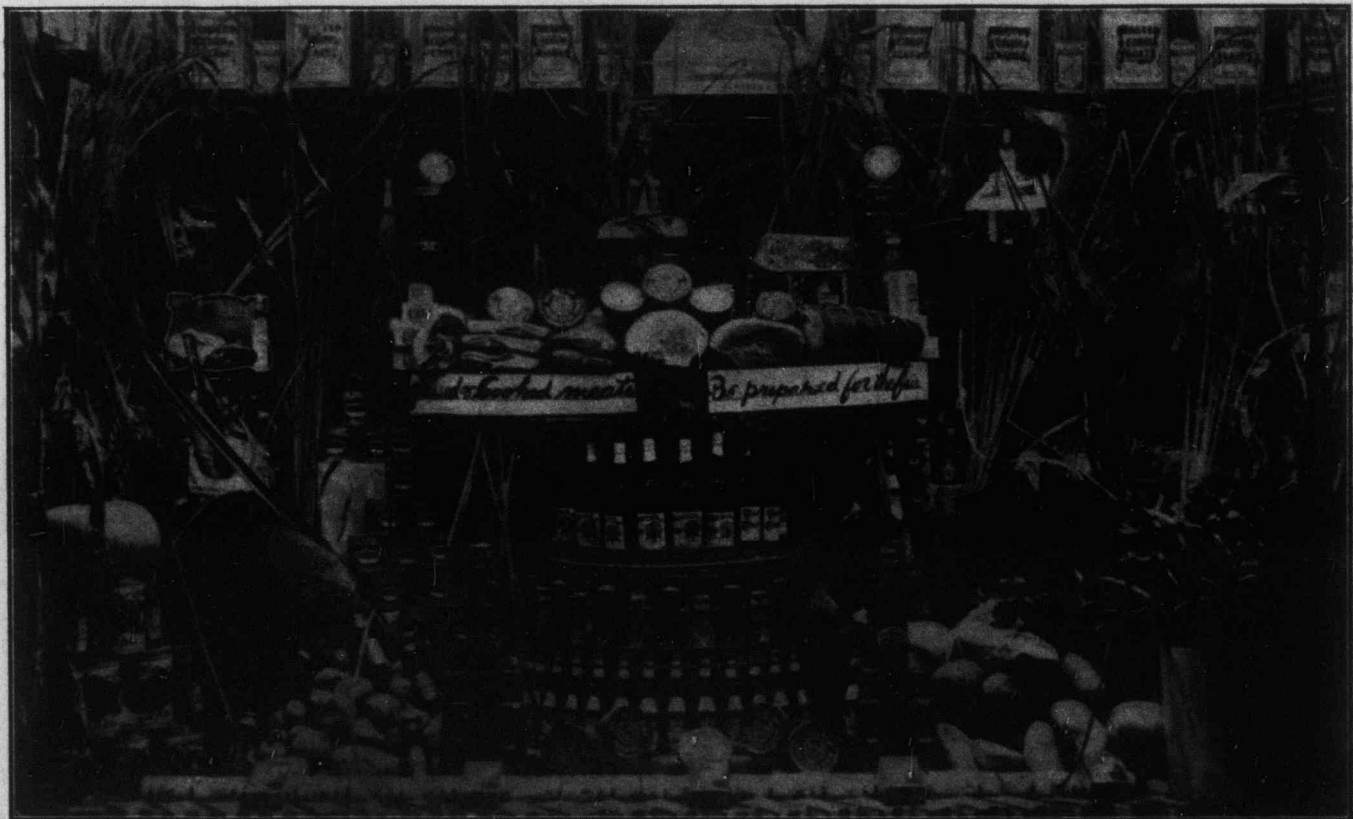
Display Every Day

"The greatest aid to selling," said Mr. Glockling, "in my case, at any rate, has been a constant use of the window. Provisions are to me such an important

part of the business, that I invariably have a display of provisions in the window, sometimes to the total exclusion of everything else, and always in such a way that they are the central feature. With provisions featured in the window six days a week, the idea must occur to such people as pass the window that it is the window of a store which specializes in the things displayed in the window."

His window is not a large one, but use is made of every inch of space. Things are so arranged that they are cold and clean, and not crowded. Nor are they left there long enough to feel the bad effect of the hot air. Butter and cheese are rarely, of course, in the window in the hot weather, in the winter it is a different matter. But butter in the window with the hot sun beating down upon it is not a good move.

"I have found the best advertising I could do," went on Mr. Glockling, "was by having this window continually appealing. The window is the index to the character of the store, and it has been my aim to keep the window perennially fresh."



Making provisions the centre of the window is a good scheme in these "cooked meats" days.



PRODUCE AND PROVISIONS



Cooked Meats Increase in Price

Big Demand on Account of Warm Weather—Butter Easier in Price — Cheese Market Weak, With Lower Prices—Receipts of Poultry Increasing—Good Consumption of Eggs.

MONTREAL

PROVISIONS.—Prices are unchanged but market is very firm in all lines, and a further strengthening in Chicago has added to feeling here so that any upward movement is not impossible. Demand for smoked and cured meats is exceptionally good and feeling amongst packers is very firm as scarcity prevails and output goes into immediate consumption. Lard is firm and unchanged in price, which is well maintained and an active trade is passing.

Hams—			
Small, per lb.	0 22	0 24	
Medium, per lb.	0 21	0 23 1/2	
Large, per lb.		0 22	
Bacon—			
Plain, bone in		0 24	
Boneless		0 23	
Peameal		0 23	
Bacon—			
Breakfast, per lb.		0 26	
Roll		0 18	
Shoulders, bone in		0 15	
Shoulders, boneless		0 17	
Cooked Meats—			
Hams, boiled, per lb.		0 34	
Hams, roast, per lb.		0 35	
Shoulders, boiled	0 26		
Shoulders, roasted		0 27	
Dry Salt Meats—			
Long clear bacon, 50-70 lbs.		0 15 1/2	
Long clear bacon, 80-100 lbs.		0 14 1/2	
Flanks, bone in, not smoked		0 15 1/2	
Barrelled Pork—		Per bbl.	
Heavy short cut mess		30 00	
Heavy short cut clear		32 00	
Clear fat backs		33 00	
Clear pork		33 00	
Lard, Pure—			
Tierces, 350 lbs., net		0 17	
Tubs, 50 lbs., net		0 17 1/2	
Tins, 50 lbs., net		0 17 1/2	
Pails, wood, 20 lbs., net		0 17 1/2	
Pails, tin, 20 lbs., gross		0 17	
Cases, 10 lb. tins, 60 in case		0 17 1/2	
Cases, 3 and 5-lb. tins, 60 in case		0 15 1/2	
Bricks, 1 lb. each		0 15 1/2	
Lard, Compound—			
Tierces, 375 lbs., net		0 14 1/2	
Tubs, 50 lbs., net		0 15	
Tins, 50 lbs., net		0 15	
Pails, wood, 20 lbs., net		0 15 1/2	
Pails, tin, 20 lbs., net		0 15 1/2	
Cases, 10-lb. tins, 60 in case		0 15 1/2	
Cases, 3 and 5-lb. tins, 60 in case		0 16	
Bricks, 1 lb. each		0 17	
Hog—			
Dressed, abattoir killed, cwt.		16 25	

BUTTER.—Prices to trade continue unchanged, but an easier feeling rules and buying prices are 1c to 1 1/4c lower than ten days ago owing to a lower cheese market, and a lack of export demand combined with heavy production. Cables on Danish and Irish butter are lower, present local prices are now said to be more in keeping with export situation. Quality continues to be as good as in June. Dairy is more plentiful and prices easier with several cars of Manitoba dairy in transit and one

car Manitoba creamery already received.

Butter—		
Finest creamery, fresh made	0 31	
Dairy prints	0 26	
Dairy, solids	0 25	
Separator prints	0 26	
Bakers	0 23	

EGGS.—Market remains steady and unchanged with local demand exceptionally good and an active trade passing and consumption expected to remain large in view of high prices for all meat products. Buying price in country has advanced, and is now up to 26c at stores for straight run of eggs in some cases, and feeling is that this is higher than the facts warrant. Dealers report heavy loss in eggs due to heat and same is charged to shippers. Some buying has occurred on quality basis with an extra price for new laids and a different one for No. ones and twos. Export continue to be large, but mostly consist of U.S. current receipts with very few Canadian fresh going. There is some enquiry for fall shipment, but very little business passing in this line partly owing to 5c per doz. ocean freight rate. Several cars of Manitoba eggs have been received and quality found to be fairly satisfactory and western stores reported paying only 20c to 22c per doz. for same.

Eggs, case lots—		
No. 1's	0 29	0 29
Extras		0 32

CHEESE.—Market declined 2c as result of continued large offerings and in active demand so that movement was common to all boards, and 1916 make is down to from 16c to 17c. Lowest point of 14c was reached at St. Hyacinthe and varied up to 15 1/4c. Weakness riles feeling for future and exporters at present see no signs of a let up in this movement. Cable demand is very light and production exceptionally heavy, so that an accumulation of stocks and further declines are not impossible.

Cheese—		
1916 make	0 16	0 17
Stilton		0 22
1915 make		0 20

POULTRY. — Deliveries show increase over previous week, and broilers show better quality and are in good demand, but prices are practically un-

changed. Some ducklings are being received but are proving unsaleable owing to not having been fattened sufficiently. Outlook for a steady increase in supplies is very good, but is stated not to be beyond local powers of absorption.

Poultry—		
Frozen Stock—		
Turkeys	0 29	0 31
Ducks		0 26
Geese	0 17	0 18
Roasting chicken, milkfed, 5 lbs. or over		0 30
Roasting chickens, ordinary		0 22
Squabs, Canadian, pair		0 50
Squabs, Philadelphia, pair		0 70
Pigeons, pair	0 25	0 30
Fresh Stock, Dressed—		
Fowls, large, per lb.		0 25
Fowls, small, per lb.		0 23
Turkeys, Tom, per lb.	0 27	0 28
Turkeys, Hen, per lb.	0 28	0 30
Broilers, per pair	1 25	1 40
Live Stock—		
Fowl, 5lbs. and vore	0 22	0 23
Fowl, small	0 20	0 21
Turkeys	0 22	0 23
Ducks, young	0 28	0 30
Ducks, old, per lb.		0 20
Geese	0 13	0 15
Chicken	0 15	0 18

HONEY.—New crop has begun to arrive and quality is exceptionally good and reports coming in are expected to show some improvement over earlier ones on size and quality of new crop. Prices remain unchanged.

Honey—		
Buckwheat, tins		0 09 1/2
Strained clover, 60-lb. tins		0 12
Strained clover, in 10-lb. tins		0 12 1/2
Strained clover, in 5-lb. tins		0 12 1/2
Comb honey, white clover, per section		0 16
Comb honey, buckwheat, per section		0 13

MAPLE SYRUP.—Prices remain unchanged on a dull market, which is without feature of interest to report.

Maple Sugar—		
In blocks, bright, per lb.	0 14	0 15
In blocks, dark, per lb.	0 10	0 12
In tubs, per lb.	0 09	0 10
Maple Syrup—		
In 8 1/2 lb. tins, each	0 90	1 00
In 13 1/2 lb. tins, each	1 40	1 50

TORONTO

PROVISIONS.—There has been a big demand for cooked hams during the past week owing to the warm weather. In fact this holds true with respect to all cooked meats. In consequence the prices are all up 1 cent per pound. Boiled hams are now quoted at 34c and 35c, roast hams at 34c to 35c, boiled shoulders at 29c to 30c, with roast shoulders at the same price as boiled shoulders. The prices of hogs remain firm, being quoted at \$11.75 live weight, and \$16.50 to \$17 dressed. All other provisions remain firm at recent quotations.

Hams—		
Light, per lb.	0 23½	0 24½
Medium, per lb.	0 22½	0 23½
Large, per lb.	0 21½	0 22½
Bacon—		
Bacon—		
Plain, per lb.	0 27	0 28
Boneless, per lb.	0 25	0 26
Pea meal, per lb.	0 28	0 29
Bacon—		
Breakfast, per lb.	0 25	0 26
Roll, per lb.	0 20	0 21
Shoulders, per lb.	0 20	0 21
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, ton lots	0 18	0 19
Long clear bacon, small lots	0 18½	0 19½
Fat backs, lb.	0 16	0 17
Cooked Meats—		
Hams, boiled, per lb.	0 34	0 35
Hams, roast, per lb.	0 34	0 35
Shoulders, boiled, per lb.	0 29	0 30
Shoulders, roast, per lb.	0 29	0 30
Barrelled Pork—		
Heavy mess pork, per bbl.	30 00	31 00
Short cut, per bbl.	32 00	33 00
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 17	0 17½
Tubs, 50 lbs.	0 17½	0 17½
Pails, 20 lbs., per lb.	0 17½	0 18
Bricks, 1 lb., per lb.	0 18½	0 19
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 14½	0 14½
Tubs, 50 lbs.	0 14½	0 14½
Pails, 20 lbs., per lb.	0 14½	0 15
Bricks, 1 lb., per lb.	0 15½	0 16
Hogs—		
Liv.	11 50	11 75
Dressed, abattoir killed.	16 50	17 00

BUTTER.—Conditions have been ideal for butter-making during the past week and as a result the market has shown an easier tendency. The make has been large and all store houses are assured a certain supply. Wholesalers are not anxious about the future. A good export trade continues to the Old Land. Toronto prices have declined a half cent during the week.

Creamery prints, lb.	0 29	0 31
Creamery, solids	0 29	0 30
Dairy prints, choice, lb.	0 26	0 29
Dairy prints, lb.	0 25	0 26
Bakers	0 23	0 25

CHEESE.—Prices in cheese have declined 1c per pound during the last week. With only a fair local demand and no large orders for export there has been a weakness in the market. New cheese is being quoted at 17c to 18c per pound, with new twins at 17½c to 18½c per pound. The stocks of old cheese are limited, with no price changes recorded.

Cheese—		
New, large, per lb.	0 17	0 18
New, wigs, per lb.	0 17½	0 18½
Sept., large, per lb.	0 21	0 22
Sept., twins, per lb.	0 22½	0 23½
Sept., triplets, per lb.	0 22½	0 23½

EGGS.—Consumption of eggs has been good and prices have remained firm in consequence. The storing season is practically over, with prices unchanged. It is reported that quite a few cars of Western Canadian eggs are arriving in the East centres and buyers are looking for lower prices in the near future in consequence. With the storing season over and consignments of western eggs on the market there would appear to be ample ground for a downward movement.

Eggs—		
New laids, cartons	0 31	0 33
New laids, ex-cartons	0 29	0 31

POULTRY.—Receipts in poultry are gradually increasing, which has had the effect of making the market somewhat easier. Buyers are paying 14c to 16c per lb, changing hands at 16c to 18c delivered at Toronto.

Poultry—		
Spring broilers (1½ lbs. and over) Live	0 30-0 40	0 35-0 40
Old fowl, lb.	0 16-0 18	0 20-0 22
Milk-fed	0 17-0 20	0 25-0 30

HONEY.—Reports for the new crop of honey are most favorable. With abundant rains the clover has grown in great abundance, and the honey extracted therefrom by the bees is stated to be of an excellent quality. Present stocks of honey are quoted at the same figures as last week.

Honey—		
Buckwheat, bbls., per lb.	0 07½	0 07½
Buckwheat, tins, per lb.	0 07½	0 08½
Clover, 50 lb. tins, per lb.	0 13½	0 13½
Clover, 10 lb. tins, per lb.	0 14	0 14½
Clover, 5 lb. tins, per lb.	0 14	14½
Comb. No. 1, doz.	2 50	3 00
Comb. No. 2, doz.	2 00	2 40

WINNIPEG PRODUCE AND PROVISIONS.

Live hogs are unchanged from last week, and are quoted at \$10.50-10.75. Receipts have been somewhat lighter, and will continue to be light from now on to the fall. There is no change in quotations on meats or lard. Creamery butter prices are still firm, fresh-made creamery being sold at 30c for No. 1 and 29c for No. 2. Following the abundant rain and warmer weather, there should be a fair-sized volume of butter on the market. Receipts of dairy are still very good, and quotations for best are 24c, and for No. 2, 21-22c. Receipts of eggs are fair, though the quality is naturally very poor, which, as everybody knows, is due to the hot weather. No. 1 candled eggs are selling at 25-26½c. Quotations on cheese are much lower—19-20c, which is the lowest point reached this year. There is a feeling in some quarters that the market has been too high.

Hams—		
Light, per lb.	0 22	0 23
Medium, per lb.	0 20	0 21
Large, per lb.	0 19	0 20
Bacon—		
Breakfast, per lb.	0 22	0 23
Breakfast, select, lb.	0 26	0 28
Backs, per lb.	0 22	0 25
Dry Salt Meats—		
Long clear bacon, light	0 16½	
Cooked Meats—		
Hams, boiled, per lb.	0 31	
Shoulders, boiled, per lb.	0 23	0 24
Roast hams, lb.	0 35	
Barrelled Pork—		
Mess pork, bbl.	27 00	
Lard, Pure—		
Tierces	0 16	
Pails	3 32½	
Cases, 10s	10 05	
Cases, 5s	10 13	
Cases, 3s	10 20	
Cartons	0 17½	
Lard, Compound—		
Tierces	0 13½	
Tubs, 50s, net	6 74	
Pails, 20s, net	2 80	
Butter—		
Fresh made creamery	0 29	
Creamery, No. 2	0 25	
Best dairy	0 24	
No. 2 dairy	0 21	
Cooking	0 16	0 18
Eggs—		
New laids	0 26	0 26½
Cheese—		
Ontario, large	0 19	
Ontario, twins	0 20	

FRUIT AND VEGETABLES

(Continued from page —.)
vancing day and prices accordingly are on the downward grade. This week they were quoted at \$4 to \$4.25 per bushel, as compared with \$4.50 to \$4.75 last week. For the most part they are of a fine quality. Some Baltimore tomatoes arrived during the week and are selling at \$3.50 in carriers containing six baskets each. A considerable quantity of American cabbage is being handled,

the price asked being \$2.50 to \$3 per case. Canadian cabbage is selling at \$3.75 to \$4 per case. Cucumbers have declined during the week and are now being quoted at \$1.50 to \$2 per hamper.

Asparagus, 11 qts.	1 00	1 50
Cabbage, new, case	2 50	3 00
Cabbage, Canada case.	3 75	4 00
Beets, doz. bunches	0 40	0 60
Beans, green	2 00	2 25
Carrots, new	0 50	0 60
Cauliflower, case	4 00	4 25
Celery, Canadian, case	1 25	
Cucumbers, hamper	1 50	2 00
Cucumbers, basket	1 00	1 25
Onions—		
Texas, Bermuda, crate	2 75	3 00
Green, doz., bunches	0 20	0 30
Lettuce, leaf, doz.	0 15	0 25
Lettuce, head, doz.	0 40	0 50
Mushrooms, imported, 6-qt.	2 00	2 25
Mint, 6 qt. bask.	0 40	0 50
Parsley, 11 qt., basket.	0 15	0 30
Peas, green, Canadian, basket.	0 69	0 90
Peppers, green, basket	0 50	0 75
Potatoes—		
N. B. Deleware, bag	2 00	2 10
Ontario, bag		1 90
New, barrel		4 00
Radishes, doz.	0 12½	0 20
Rhubarb, doz.	0 20	0 25
Spinach, hamper	0 50	0 75
Tomatoes, in carriers of 6 bkts.		3 50

WINNIPEG

FRUIT AND VEGETABLES.—Strawberries continue the big sellers, and supplies which are being secured from British Columbia are quoted at \$3.75 for 24 pints. A car of Ontario beans came in last week, but the quality was such that it is not likely any more will arrive. Pineapples are practically done for, and this line will not be a big seller from now on. Florida pineapples are all off the market. Apricots continue to be quoted at \$2.25-\$3.50 per crate, and are still very scarce. A decline taken place in water melons, which are now offered to the trade at \$7. There is still a big demand for tomatoes Mississippi, which are offered at \$1.50 per crate of four baskets. Cabbages are now being sold in crates instead of by the pound, and are quoted at \$4.00. Minnesota asparagus is off the market, and this applies more or less to all asparagus. New potatoes are getting cheaper, and are quoted at 4c; they are likely to be lower before very long.

Fresh Fruits—		
Bananas, lb.	0 04½	
Cherries, 10 pt. box	3 00	
Cherries, 24 pt. box	5 00	
Cantaloupes, crate	7 00	
Grapefruit, case	6 00	
Strawberries, B.C.'s, case 24 qts.	3 75	
Washington box apples	2 50	3 25
Valencia oranges, case	5 50	
California lemons	6 50	
Plums, crate	1 75	2 75
Peaches, crate	1 75	
Apricots, crate	2 25	3 50
Watermelons	7 00	
Vegetables—		
Cabbage, new, crate	4 00	
Peppers, per basket	0 75	
Mushrooms	0 97	
Carrots, per lb.	6 03½	
New potatoes, lb.	0 04	
B.C. potatoes, lb.	0 90	
Alberta potatoes	0 90	
Garlic, per lb.	0 25	
California head lettuce, case	4 00	
California onions, sacks	6 00	
Mississippi tomatoes, crate 4 baskets.	1 50	
Green peas, lb.	0 20	

After a stiff fight the proposal to revert to standard time on July 15 was turned down by the Brantford city council by a vote of 8 to 7. To keep in with Hamilton the reversion will be on August 31, in place of September 15.



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McCaskey Service pays for itself in the average business in the time, money and mistakes it saves the merchant. One writing at the time of the sale and your books are always posted.

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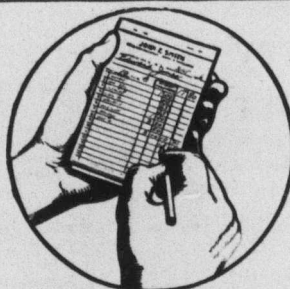
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Get up a window display of Furnivall Jams to-day and prove to your own satisfaction what a profitable line this really is.

Furnivall's quality will not disappoint. The fruits used and the process employed in their manufacture guarantee positive customer-satisfaction.

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The hot, thirst-producing Summer days will quickly create a big demand and keep customers coming to your store for more of that deliciously cooling and healthful beverage—

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A refreshing goodness that satisfies and invigorates and a lingering flavor that keeps them coming back for more—that's the quality embodied in "Sterling" Raspberry Vinegar. And the margin of profit makes it well worth your while to get this popular summer drink into your store right now.

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STERLING ROAD - TORONTO

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BAKING POWDER WHITE SWAN SPICES AND CEREALS, LTD.

	Per doz.
5c Tins, 4 doz. case, weight 10 lbs.	\$ 0 45
4 oz. Tins, 4 doz. to case, weight 20 lbs.	0 75
6 oz. Tins, 4 doz. to case, weight 25 lbs.	0 90
8 oz. Tins, 4 doz. to case, weight 25 lbs.	1 30
12 oz. Tins, 4 doz. to case, weight 48 lbs.	1 75
16 oz. Tins, 4 doz. to case, weight 65 lbs.	2 25
3 lb. Tins, 2 doz. to case, weight 85 lbs.	5 00
5 lb. Tins, 1 doz. to case, weight 75 lbs.	9 50

ROYAL BAKING POWDER

Size	Less than 10 case lots	Bbl. lots or 10 cases and over	Per doz.
Dime	\$0 95	\$0 90	
4-oz.	1 40	1 35	
6-oz.	1 95	1 90	

DOMINION CANNERS, LTD. JAMS

"Aylmer" Pure Jams and Jellies Guaranteed Fresh Fruit and Pure Sugar Only.

	Screw Top	Glass Jar	16 oz. glass	2 doz. case	Per Doz.
Apricot	\$2 45	.....	.....	2 35
Assorted	2 35	.....	.....	2 35
Blackberry	2 35	.....	.....	2 35
Blueberry	2 35	.....	.....	2 35
Currant, Red	2 35	.....	.....	2 45
Currant, Black	2 45	.....	.....	2 35
Cherry	2 35	.....	.....	2 25
Gooseberry	2 10	.....	.....	2 25
Plum	2 25	.....	.....	2 25
Plum, Green Gage	2 25	.....	.....	2 25
Pear	2 25	.....	.....	2 45
Peach	2 45	.....	.....	2 35
Raspberry, Red	2 35	.....	.....	2 35
Raspberry, Black	2 35	.....	.....	2 35
Raspberry and Red Currant	2 35	.....	.....	2 35
Raspberry and Gooseberry	2 35	.....	.....	2 50
Strawberry	2 50	.....	.....

CATSUPS—In Glass Bottles

	Per doz.
¼ Pts. Delhi Epicure	\$ 1 20
½ Pts., Red Seal, screw tops	1 00
½ Pts., Red Seal, crown tops	0 90
Pts., Delhi Epicure	1 90
Pts., Red Seal	1 40
Pts., Tiger	1 15
Qts., Delhi Epicure	2 40
Qts., Red Seal	1 75
Qts., Lynn Valley	1 75

BAKED BEANS WITH PORK. Brands—Aylmer, Simcoe, Quaker, Little Chief, Log Cabin.

	Per doz.
Individual Baked Beans, Plain or with Sauce, 4 doz. to case	0 47½
1's Baked Beans, Plain, 4 doz. to case	0 70
1's Baked Beans, Tomato Sauce, 4 doz. to case	0 70
1's Baked Beans, Chili Sauce, 4 doz. to case	0 70
2's Baked Beans, Plain, tall, 2 doz. to case	1 05
2's Baked Beans, Tomato Sauce, tall, 2 doz. to case	1 05
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	1 05

Family, Plain, \$1.20 doz.; Family, Tomato Sauce, \$1.30 doz.; Family, Chili Sauce, \$1.30 doz.; 3's, Plain, Flats, Aylmer only, \$1.40 doz.; 3's, Tomato Sauce, Flats, Aylmer only, \$1.50 doz.; 2's, Chili Sauce, Flats, Aylmer only, \$1.50 doz.; 2½'s, Plain, \$1.45 doz.; 3's, Plain, Tall, \$1.60 doz.; 3's, Tomato Sauce, \$1.75 doz.; 3's, Chili Sauce, \$1.75 doz. The above 2 doz. to case. 10's, ½ doz. per case, for hotel and restaurant use (gals.), \$5.25 doz.

"AYLMER" PURE ORANGE MARMALADE

	Per Doz.
10½ oz. Gross Jars	\$ 0 75
Tumblers, Vacuum Top, 2 doz. in case	1 15
12 oz. Glass, Screw Top, 2 doz. in case	1 40
14 oz. Glass, Screw Top, 2 doz. in case	1 60
16 oz. Glass, Screw Top, 2 doz. in case	1 90
16 oz. Glass, Tall, Vacuum Top, 2 doz. in case	1 95
2's Glass, Vacuum Top	3 10
2's Tin, 2 doz. per case	2 75
4's Tin, 12 pails in crate, per pall	0 50
5's Tin, 8 pails in crate, per pall	0 61
7's Tin or Wood, 6 pails in crate	0 70
14's Tin or Wood, 4 pails in crate, per lb.	0 11
30's Tin or Wood, one pall only, per lb.	0 11

BLUE Keen's Oxford, per lb. In 10-lb. lots or case.

CEREALS

WHITE SWAN

	Per case
Pancake Flour (Self-rising), 2 doz. case, wgt. 50 lbs.	\$2 70
Biscuit Flour (Self-rising), 2 doz. to case, weight 50 lbs.	2 70
Buckwheat Flour (Self-rising), 2 doz. to case, wgt. 50 lbs.	2 70
Diet Flour, 5 lb. bags, per doz.	4 80
Breakfast Food, 2 doz. to case, weight 85 lbs.	3 60
Health Flour, 5 lb. bags, per doz.	2 40
King's Food, 2 doz. to case, weight 95 lbs.	4 80
Wheat Kernels, 2 doz. to case, weight 65 lbs.	3 50
Barley Crisps, 3 doz. to case, weight 50 lbs.	3 00
Flaked Rice, 3 doz. to case, weight 50 lbs.	3 00
Flaked Peas, 3 doz. to case, weight 50 lbs.	3 00

COCOA AND CHOCOLATE THE COWAN CO., LTD.

	Per doz.
Cocoa—	
Perfection, 1-lb. tins, doz.	4 50
Perfection, ¼-lb. tins, doz.	2 40
Perfection, ½-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 37
Soluble bulk, No. 1, lb.	0 22
Soluble bulk, No. 2, lb.	0 20
London Pearl, per lb.	0 24
(Unsweetened Chocolate)	
Supreme chocolate, ½'s, 12-lb. boxes, per lb.	0 37
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80

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Even if you now sell other water softeners,

SOPADE

will bring you business that you are not getting now because it is not only effective but so safe and harmless that it is used for softening the water for toilet and bath.

People who formerly bathed in hard water rather than risk the use of water softeners would not think of washing even the hands without softening the water with Sopade.

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EDMONTON

Head Office: Winnipeg

"Excelsior" Brooms and Whisks are well-worth featuring

A little stock of "Excelsior" brand Brooms and Whisks displayed in a corner of your store will net you many extra dollars of profit. There are no FANCY PRICES on any of our brooms. The advances represent actual labor and material costs.

To all points between Ottawa and Windsor we ship F.O.B. destination at the following prices:

Common Broom, 4 strings, 21 lbs., doz...\$2.90
Good Corn, \$3.40, \$3.90, \$4.25 per doz.

Polished Handles, plush, carpet, corn, \$4.25, \$4.50, \$4.80 and \$5.25 per doz.

Whisks, \$1.15 and up; toy brooms, 2 strings, 90c.



If outside this district, let us quote you special freight rates. You will be interested in our complete price list, which will be mailed you on request. Send for it now.

J. C. SLOANE CO.

Makers of Fine Brooms and Whisks

845 5th Avenue, - Owen Sound, Ontario

Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90	CONDENSED COFFEE	
Sweet Chocolate— Per lb.		Reindeer Brand, "Large," each 24 cans	\$4 80
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40	Reindeer Brand, "Small," each 48 cans	5 50
Queen's Dessert, 6's, 12-lb. boxes	0 40	Regal Brand, each 24 cans ..	4 50
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 37	COCOA, Reindeer Brand, each 24 cans	4 80
Diamond, 8's, 6 and 12-lb. boxes	0 30	COFFEE.	
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 28	WHITE SWAN SPICES AND CEREALS, LTD.	
Diamond, ¼'s, 6 and 12-lb. boxes	0 28	WHITE SWAN	
Icings for Cake—		1 lb. square tins, 4 doz. to case, weight 70 lbs.	0 36
Chocolate, white, pink, lemon, orange, maple, almond, coconut, cream, in ½-lb. packages, 2 and 4 doz. in box, per doz.	1 00	1 lb. round tins, 4 doz. to case, weight 70 lbs.	0 34½
Chocolate Confections. Per doz.		ENGLISH BREAKFAST COFFEE.	
Maple buds, 5-lb. boxes	0 39	½ lb. tins, 2 doz. to case, weight 22 lbs.	0 22
Milk medallions, 5-lb. boxes	0 39	1 lb. tins, 2 doz. to case, weight 35 lbs.	0 20
Chocolate wafers, No. 1, 5-lb. boxes	0 32	MOJA	
Chocolate wafers, No. 2, 5-lb. boxes	0 28	½ lb. tins, 2 doz. to case, weight 22 lbs.	0 31
Nonpareil wafers, No. 1, 5-lb. boxes	0 33	1 lb. tins, 2 doz. to case, weight 35 lbs.	0 30
Nonpareil wafers, No. 2, 5-lb. boxes	0 28	2 lb. tins, 1 doz. to case, weight 40 lbs.	0 30
Chocolate ginger, 5-lb. boxes	0 36	PRESENTATION COFFEE.	
Milk chocolate wafers, 5-lb. boxes	0 39	A Handsome Tumbler in Each Tin.	
Coffee drops, 5-lb. boxes....	0 39	1 lb. tins, 2 doz. to case, weight 45 lbs., per lb.	0 27
Lunch bars, 5-lb. boxes....	0 39	FLAVORING EXTRACTS	
Milk chocolate, 5c bundles, 3 doz. in box, per box	1 40	WHITE SWAN FLAVORING EXTRACTS—ALL FLAVORS.	
Royal Milk Chocolate, 5c cakes, 2doz. in box, per box	0 90	1 oz. bottles, per doz., weight 3 lbs.	\$ 1 05
Nut milk chocolate, ½'s 6, lb. boxes, lb.	0 39	2 oz. bottles, per doz., weight 4 lbs.	2 00
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 39	2½ oz. bottles, per doz., weight 6 lbs.	2 20
Nut milk chocolate, 5c bars 24 bars, per box	0 90	4 oz. bottles, per doz., weight 7 lbs.	3 50
Almond nut bars, 24 bars, per box	0 90	8 oz. bottles, per doz., weight 14 lbs.	6 50
		16 oz. bottles, per doz., weight 23 lbs.	12 00
		32 oz. bottles, per doz., weight 40 lbs.	22 00
		Bulk, per gallon, weight 16 lbs.	10 00
		BORDEN MILK CO., LTD.	
		CONDENSED MILK	
		Terms net 30 days.	
Eagle Brand, each 48 cans ..	\$6 95	CRESCENT MFG. CO.	
Reindeer Brand, each 48 cans	6 70	CRESCENT MAPLE	
Silver Cow, each 48 cans...	6 15	Per doz.	
Gold Seal, Purity, each 48 cans	6 00	½ oz. (4 doz. case), weight 9 lbs., retail each 15c....	\$1 85
Mayflower Brand, each 48 cans	6 00	1 oz. (4 doz. case), weight 14 lbs., retail each 30c....	2 50
Challenge, Clover Brand, each 48 cans	5 50	2 oz. (3 doz. case), weight 15 lbs., retail each 50c....	4 25
		4 oz. (2 doz. case), weight 17 lbs., retail each 90c....	7 50
		8 oz. (1 doz. case), weight 17 lbs., retail each \$1.60....	13 25
		Pint (1 doz. case), weight 29 lbs., retail each \$3....	24 50
		Quart (1 doz. case), weight 53 lbs., retail each \$5.50....	45 00
		Half gallons, each, retail each, \$10	7 50
		Gallons, each, retail each \$18	14 50
		EVAPORATED MILK	
St. Charles Brand, Hotel, each 24 cans	4 60	GELATINE	
Jersey Brand, Hotel, each 24 cans	4 60	Knox Plain Sparkling Gelatine (2-qt. size), per doz.	1 30
Peerless Brand, Hotel, each 24 cans	4 60	Knox Acidulated Gelatine (Lemon flavor), (2-qt. size), per doz.	1 30
St. Charles Brand, Tall, each 48 cans	4 70	Cox's Instant Powdered Gelatine (2-qt. size), per doz.	1 10
Jersey Brand, Tall, each, 48 cans	4 70	W. CLARK, LIMITED, MONTREAL.	
Peerless Brand, Tall, each, 48 cans	4 70	Compressed Corned Beef, ½s, \$1.75; 1s, \$2.90; 2s, \$5.40; 6s, \$21.00; 14s, \$43.00.	
St. Charles Brand, Family, each, 48 cans	4 10	Roast Beef, ½s, \$1.75; 1s, \$2.90; 2s, \$5.40; 6s, \$20.00	
Jersey Brand, Family, each, 48 cans	4 10	Bolled Beef, 1s, \$2.90; 2s, \$5.40; 6s, \$20.00.	
Peerless Brand, Family, each 48 cans	4 10	Jellied Veals, ½s, \$1.75; 1s, \$3.00; 2s, \$4.50; 6s, \$21.00.	
St. Charles Brand, small, each 48 cans	2 00	Corned Beef Hash, ½s, \$1.50; 1s, \$2.50; 2s, \$4.50.	
Jersey Brand, small, each 48 cans	2 00	Beefsteak and Onions, ½s, \$1.75; 1s, \$3.00; 2s, \$5.40.	
Peerless Brand, small, each, 48 cans	2 00		

Buyers' Guide

CLASSIFIED ADVERTISING

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

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

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.

WANTED

WANTED — RELIABLE GROCERY AND provision clerk; one with several years' experience; must be a good salesman. Apply Barnsdale Trading Co., Limited, Stratford, Ont.

A NEW FIVE, TEN AND FIFTEEN CENT department has been opened in the store of the W. W. Cooper Company, Limited, Swift Current, Sask. Manufacturers of lines suitable for a department of this kind are requested to send catalogues.

A BRITISH REFINING COMPANY MAKING butter substitutes, beef lard, vegetable lard, beef suet, etc., need agent or purchasing distributor for Canada. Write: Refiner, c/o Canadian Grocer, University Avenue, Toronto.

WANTED — POSITION AS TRAVELLING salesman by man with four years' road experience wholesale groceries and long retail experience. Well acquainted north and west of North Bay. Would consider responsible inside position, wholesale or retail. Box 147, Canadian Grocer.

WANTED—WHAT ARE YOU WANTING? A clerk, a business, a salesman, a partner? An outlay at the rate of two cents a word will make your wants known throughout the Dominion to just the men who can satisfy you. See our rates above and send along your ad. to-day.

WANTED, MEN—YOUNG MEN AND BOYS in every town to represent our publications. A liberal commission and bonus on all orders. As a whole or spare time "money maker" the opportunity is unexcelled. Write to-day for full particulars. The MacLean Publishing Co., Dept. F, 143-153 University Ave., Toronto, Ont.


WANTED — MEN. ARE YOU CAPABLE OF organizing and controlling a subscription sales force? If you are, you are the man we want to get in touch with. We have a plan that will make you "real money." Part or whole time accepted. Drop us a card for full particulars. The MacLean Publishing Co., 143-153 University Ave., Dept. F, Toronto, Ont.

"TRENT LOCK" EGG FILLERS

For 30 dozen cases.
For one dozen cartons.
THE TRENT MFG. CO., LIMITED
Trenton, Ontario, Canada

OAKLEY'S KNIFE POLISH

20-102-1111



JOHN OAKLEY & SONS, LIMITED,
LONDON, ENGLAND.

AGENTS:

Geo. B. Jenkinson, 43 Queen St. East, Toronto, and J. E. Huxley & Co., 220 McDermid St., Winnipeg.

CHIVER'S

JAMS—JELLIES—MARMALADE

Are guaranteed absolutely pure and of the highest quality.

Send us your orders.

Agents:

Frank L. Benedict & Co., Montreal

We are now located in our new and more spacious warehouse at

60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF

PORT ARTHUR, ONT. MONTREAL, QUE.

FRESH FISH FOR NEXT WEEK

Halibut, Cod, Haddock, Trout, Whitefish

Price
Quality
Service

J. BOWMAN & CO.
26 Duncan St., Toronto, Ont.

Toronto Butchers' Supply Co. LIMITED

Cleaners, Importers, and Exporters of Sausage Casings, Packers and Butchers' Supplies. Outfitters of Meat Markets. Pure Spices a Specialty. Butchers' Coats and Aprons.

49 DUNDAS STREET. - - 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.

ALL ORDERS PAYABLE
IN ADVANCE.

PRICE \$2.00

MacLean Publishing Co.
143-153 University Ave., Toronto

ASSIGNEE'S SALE

IN THE MATTER of the Estate of M. Aubin & Son, of the City of Sault Ste. Marie, in the District of Algoma, Grocers, Insolvent.

Scaled tenders addressed to the undersigned and endorsed "Tender for assets of M. Aubin & Son, Insolvent," will be received at the office of the undersigned, Corner of Pim and Queen streets, Sault Ste. Marie, Ontario, up to and including Saturday the 15th day of July, 1916, for the following assets of the estate of M. Aubin & Son, Insolvent.

(1) Stock-in-trade of groceries inventoried at \$1,407.98.

(2) Fixtures and fittings, horse, delivery rigs, etc., suitable for grocery business valued at approximately \$1,000.00.

(3) Equity in the northly 10 ft. of lot 8 and lot 9 in the Stafford subdivision, Sault Ste. Marie, Ontario, west side of Kholer street. On the property is said to be erected a large brick clad residence with stables and sheds in rear. Registered against the property are encumbrances amounting to \$4,000.00.

Tenders will be received for the whole of the above assets but the stock-in-trade and fixtures will not be separated. Tenders will be received for the stock-in-trade and fixtures together or for the equity in the lands separately.

Each tender must be accompanied by an accepted cheque on a chartered bank payable to the undersigned equal to ten per cent. of the amount of the tender, which will be forfeited if the person tendering declines to complete the purchase when called upon to do so.

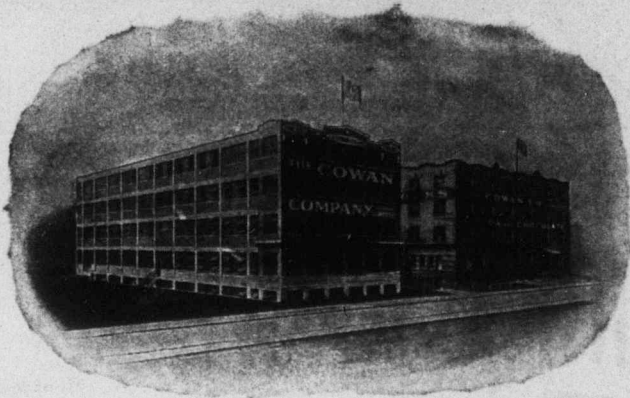
The highest or any tender not necessarily accepted.

Inventory and further particulars may be obtained from the undersigned.

GEORGE FLETT, Jr.,

Assignee.

Dated at Sault Ste. Marie, Ontario, this 28th day of June, 1916.



Have no fear about stocking this cocoa heavily. The national advertising campaign it receives, stimulates the demand — once bought always bought.



Therefore push it thoroughly this year — the demand lasts.

Made in the most up-to-date chocolate plant in the world.

COWAN'S
COCOA—
"Perfection Brand" Purest and Best

A-70

Cambridge Sausage, 1s, \$3.00; 2s, \$5.00.
Pigs' Feet, 1s,; 2s, \$4.25.
Boneless Pigs' Feet, 1/2s, \$1.50; 1s, \$2.50.
Lambs' Tongues, 1/2s, \$1.90.
Sliced Smoked Beef, tins, 1/2s, \$1.70; 1s, \$2.65; 4s, \$13.50.
Sliced Smoked Beef, glass, 1/2s, \$1.20; 1/2s, \$1.90; 1s, \$2.75.
Tongue, Ham and Veal Pate, 1/2s, \$1.45.
Ham and Veal, 1/2s, \$1.20.
Potted and Devilled Meats, tins — Beef, Ham, Tongue, Veal, Game, 1/4s, 50c; 1/2s, \$1.
Potted Meats, Glass — Chicken, Ham, Tongue, 1/4s, \$1.45.
Ox Tongues, tins, 1/2s, \$3.00; 1s, \$5.50; 1 1/2s, \$7.50; 2s, \$10.50.
Ox Tongues, Glass, 1 1/2s, \$10.50; 2s, \$13.00.
Mincemeat, Hermetically Sealed Tins, 1s, \$1.75; 2s, \$2.85; 3s, \$4.4s, \$5.50; 5s, \$7.
In Pails, 25 lbs., 10 1/2c lb.
In 50 lb. Tubs, 10 1/2c.
In 85 lb. Tubs, 10c.
In Glass, 1s, \$2.25.
Plum Pudding, 1s, \$2.30; 2s, \$3.
Clark's Peanut Butter — Glass Jars, 1/4, 95c; 1/2, \$1.40; 1, \$1.85. 50 lb. Pails, 17c.
Clark's Peanut Butter—Pails 24 lbs., 17c per lb.
Clark's Tomato Ketchup, 8 oz., \$1.25; 12 oz., \$1.90; 16 oz., \$2.40; 1 gal. jars, \$1.30; 5 gal. jars, \$1.25 per gal.
Pork and Beans, Plain Tails, 1s, 70c; 2s, \$1.10; 3s, \$1.70; 6s, \$6; 12s, \$8.50; 3s flat, \$1.60. Individuals, 55c doz.
Pork & Beans, Tomato Sc. Tails, 1s, 75c; 2s, \$1.15; 3s, \$1.75; 6s, \$6; 12s, \$8.50; 3s flat, \$1.60; Individuals, 60c doz.
Pork and Beans, Chill, 1s, 75c; 2s, tall, \$1.15; 3s, flat, \$1.60; Individuals, 60c doz.
Tomato Sauce, 95c doz.; plain, 95c doz.
Pork and Beans, 1 1/4, Chill Sauce, 95c doz.
Vegetarian Baked Beans, Tomato Sauce, Tails, \$1.20.
Clark's Chateau Chicken Soup, \$1.10.
Clark's Chateau Concentrated Soups, 95c.
Clark's Chateau Concentrated Soups, No. 1, Assorted, 95c.
Spaghetti with Tomato and Cheese, 1/2s, 95c; 1s, \$1.30 doz.
Fluid Beef Cordials, 20 oz. btles., 1 doz. per case, at \$10.00 per doz.
English Plum Puddings, 1s, \$2.30 doz.; 2s, \$3 doz.

THE N. K. FAIRBANKS CO., LIMITED.
PRICE LIST ON BOAR'S HEAD LARD COMPOUND TO RETAILERS.
Tierces 0 14 1/2
Pails \$2 93
This price list cancels all previous ones and is effective at once. Subject to change without notice.
All orders received must be shipped within a period of 20 days.
Advance over tierce basis for small packages:
3-lb. tins, 20 to the case, 1c over tierces; 5-lb. tins, 12 to the case, 1/2c over tierces; 10-lb. tins, 6 to the case, 3/4c over tierces; 20-lb. wood pails, 1/2c over tierces; 60-lb. tubs, 1/4c over tierces; half-barrels, 1/4c over tierces; 50-lb. tins, 1/4c over tierces; 20-lb. tins, 1/4c over tierces.

LAPORTE, MARTIN, LIMITED
Montreal. Agencies
BASIN DE VICHY WATERS,
L'Admirable, 50 btles, litre, cs. 5 50
Neptune 7 00
San Rival 8 00

VICHY LEMONADE
La Savoureuse, 50 btles, cs. 8 00
NATURAL MINERAL WATER
Evian, Source Cachat, 50 btles, cs. 69 00
IMPORTED GINGER ALE AND SODA
Ginger Ale, Trayders, cs., 6 doz. pts., doz. 1 15
Ginger Ale, Trayders, cs., 6 doz., splits, doz. 0 95
Club Soda, Trayders, cs., 6 doz. pts., doz. 1 05
Club Soda, Trayders, cs., 6 doz., splits, doz. 0 95

BLACK TEAS
Victoria Blend, 50 and 30-lb. tins, lb. 0 38
Princess Blend, 50 and 30-lb. tins, lb. 0 35

JAPAN TEAS
H. L., ch. 90 lbs., lb. 0 35
Victoria, ch. 90 lbs., lb. 0 30

COFFEES
Victoria, Java and Mocha Blend, 1-lb. tin, lb. 0 34 1/2
Victoria, Java and Mocha Blend, 5, 10, 25, 50-lb. tins, lb. 0 32
Princess, Java and Mocha Blend, 1-lb. tin, lb. 0 22

MUSTARD
COLMAN'S OR KEEN'S
Per doz. tins
D. S. F., 1/4-lb. \$ 1 60
D. S. F., 1/2-lb. 2 90
D. S. F., 1-lb. 5 75
F. D., 1/4-lb. 0 90
Per jar
Durham, 4-lb. jar 0 93
Durham, 1-lb. jar 0 31

JELLY POWDERS
WHITE SWAN SPICES AND CEREALS, LTD.
White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz. \$ 0 90
List Price

SPICES
WHITE SWAN SPICES AND CEREALS, TORONTO
5c 10c
Round Oval lith. litho. dredge. dredge. 2 1/2 oz. Per doz. Per doz.
Allspice \$0 45 \$0 90
Arrowroot, 4 oz. tins, 85c
Cayenne 0 45 0 90
Celery salt
Celery pepper
Cinnamon 0 45 0 90
" whole, 5c. pkgs., window front, 45c
Cloves 0 45 0 90
Cloves, whole, 5c. pkgs., window front, 45c
Curry powder 0 45 0 90
Ginger 0 45
Mace 1 25
Nutmegs 0 45 0 90
Nutmegs, whole, 5c pkgs., window front, 45c.
Paprika 0 45
Pepper, black 0 45 0 90
Pepper, white 0 50 0 95
Pastry spice 0 45 0 90
Pickling spice, window front, 90c
Shipping weight per case 10 lbs. 15 lbs.
Dozens to case... 4 4

Domestic Fruits and Vegetables

arriving daily in large quantities, also

**Fancy California
Bartlett Pears
Yellow Peaches
Good Varieties Plums
Fancy Georgia Elberta
Peaches
Canteloupes and Watermelons**

The House of Quality

HUGH WALKER & SON

GUELPH :: ONTARIO

Established 1861

Georgia Peaches

Finest Elbertas

in 6-Basket Crates and Bushel Baskets.
This fruit is fine color, firm and good for
out-of-town shipping.

**California Peaches
Pears Plums**

**Local Fruits and Vegetables
in large variety.**

WHITE & CO., LIMITED

Wholesalers in Fancy Fruits and Vegetables
TORONTO

Branch at Hamilton.

Are You Interested?

CANADIAN GROCER reaches
the retailer, the wholesaler, the
manufacturer, the clerk and
the traveller, just the men to
whom you wish to sell or from
whom you would buy.

RATES:

(payable in advance)

2c per word, first insertion.

1c per word, subsequent inser-
tions.

5c extra per insertion when re-
plies are to be addressed c/o
Canadian Grocer.

No Other Paper Reaches

All These Men.

In Selling a Business?

In Buying a Business?

In Engaging a Clerk?

In Securing a Position?

In Securing a Partner?

In Disposing of Second-hand
Fixtures?

Then you should use

**Canadian Grocer's Classified Ad.
Columns.**

It should find for you among
the progressive Grocers of Canada
at least one individual who is on
the lookout for just such a pro-
position that you have to offer.

Canadian Grocer

143-153 University Ave., Toronto

Fruits

Bananas

Lemons

Oranges

and also

All Early

Vegetables

Lemon Bros.

OWEN SOUND, ONT.

Lemon Weather

is surely here and Italy
is finished shipping Ver-
dellis, so don't be sur-
prised if you see some
fancy prices. Arrange
your supply and don't
forget the best is packed
under

"St. Nicholas"

"Queen City"

"Kicking"

Order Them.

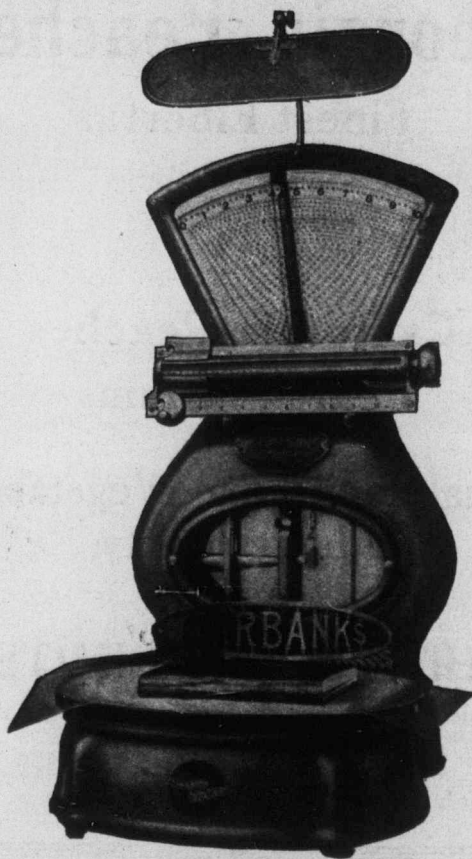
J. J. McCabe

Agent

TORONTO

If any advertisement interests you, tear it out now and place with letters to be answered.

INDEX TO ADVERTISERS



Save 20% on the Cost of a High-Grade Computing Scale—

The Fairbanks—a finely built Automatic Scale, at the price you can afford. The best value ever offered. Weighs your goods quickly and accurately.

Simply put the load on the platform, and read the value on the chart for ordinary weighing.

Handsome, Convenient, Sanitary. A scale that will add attractiveness to your store and bring you customers.

Write to our nearest branch for full details of this opportunity.

The Canadian Fairbanks-Morse Co. Limited

St. John
Montreal
Toronto
Winnipeg
Calgary
Vancouver

Quebec
Ottawa
Hamilton
Saskatoon
Edmonton
Victoria



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Mentally, are you inferior to a bank president?

This advertisement is addressed to the younger men at or near the head of business houses.

It is addressed to you because you have ambition not chilled by the experience of many failures.

It is addressed to you because you have a will—and the strength—to attempt big things.

It is addressed to you because the circumference of your world is always widening—this because of energy on your part and a vision of things far off.

Your world is the world of money and business—very big worlds. They are worlds concerning which you ought to know much.

In particular, you want to know—or should—about Money and Business in Canada. This desirable and essential knowledge can be obtained from reading and study.

But you require an index—a guide, and this you will find in THE FINANCIAL POST, a weekly newspaper, the subscription price of which is \$3.00 a year.

This newspaper tells you about Money and Business in Canada. It lifts you out of your own rather confined world, and puts you into the world of the men who are doing big things.

Now it is clear that you can make more money if you understand Money and Business after the manner of these men at the head of our great banks, financial institutions and manufacturing establishments.

Now this same Big World is open to you—but you must enter it of your own accord, and with a sincere purpose to become familiar with it. The bigger world will adopt you and reward you if you choose to live in it.

These men are probably not a whit better equipped mentally than you. Their advantage lies in this circumstance: namely, that they have chosen to live in a bigger world—the world of Big Money and Big Business. And living in this world, they have stretched out farther and higher—in the direction of richer prizes, by preparing themselves constantly for greater opportunities.

The Post's Business Outlook alone will give you an invaluable acquaintance with big affairs and with the tendencies in business. This helps to give you that foresight so essential in directing your own business to greater success. Read The Post for this Business Outlook if for nothing more. It alone may easily be worth the subscription price to your business.

This is why we urge you to become a regular reader of THE FINANCIAL POST OF CANADA.

And as a young man of ambition and outlook, you will, we feel sure, fill in the form below and return to us.

THE FINANCIAL POST OF CANADA

143-153 University Ave.

Toronto

THE FINANCIAL POST OF CANADA

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So writes Agnes C. Laut in an article in the July issue of MacLean's Magazine, under the heading, “Canada's Greatest Service to the Empire.” In this article Miss Laut, who is well-known to Canadians as the greatest woman journalist that this country has produced, deals with the problem of world trade after the war and the part that Canada must play in it. She asks

How many commercial attaches has Canada, in the United States, in South America, and Europe?

Big institutions like the National City Bank, the U.S. Steel Corporation, Fords and others now have yearly in training a hundred young college graduates being put through a practical course in banking, foreign exchange, foreign languages, mathematics, commerce, manufactures, to take their places in foreign centres after the war. How many has Canada in training? How many institutions in Canada are doing the same thing? Let me ask a more brutal question. Though Japanese and Chinese commerce are growing every day, though Japanese affairs may at any time become a war issue in Canada, has Canada one single native born Canadian official who speaks Japanese or Chinese? She hadn't when I was in Canada last year.

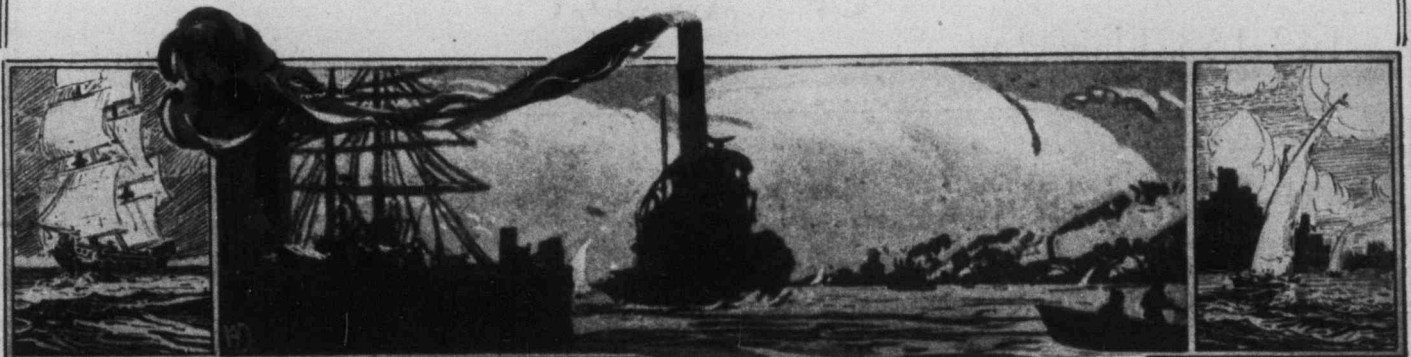
When the war is over, Uncle Sam will have thousands of trained experts to jump into the world's markets.

How many will Canada have?

This article is one that every business man in Canada should read. It has an appeal, a lesson. It is a clarion call to action.

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CANADIAN GROCER

A COMPLAINT WELL-HANDLED IS AN ASSET OF THE PAST FROM WHICH THE FUTURE SHOULD DRAW DIVIDENDS

How we handled this complaint

The Complaint

LAKE OF THE WOODS MILLING CO.,
Montreal.

Moss Lake, Sask., April 21, 1916.

Gentlemen:—Kindly send me your cook book. I think I deserve one. I've been on this blessed old homestead nine years now "batching," and during the whole of that time I've only had one and a half sacks of flour which were not FIVE ROSES. The first was either XXX or else XXXX; anyway it would have killed a dog. I didn't understand either flour or cooking and bought it on the advice of a so-called friend: I think he must have wanted my land. Anyway I survived and cheated him. The last 100-lb. sack of FIVE ROSES I got a few months ago was pretty bum, and I could make nothing decent at all with it; but I must say in all honesty, it's the only bad sack I've ever had. So I think you owe me a cook book. Anyway, I've no stamps handy, but please yourselves.

Yours truly,

(Sgd.) J. W. DENTON.

Montreal, May 17th, 1916.

We Reply

J. W. DENTON, ESQ.,
Moss Lake, Sask.

Dear Sir:—You are quite right. If anyone is entitled to a free cook book, his name is Denton. We mailed you a copy last week, and hope it will reach you in good condition. If for any reason it did not arrive, or you should desire further copies, just drop us a line and we will see that you are supplied.

We are glad to note that it took you nine years to find a bad bag of FIVE ROSES flour, but are sorry that you should have been the victim. If you will let us know when and where you got this inferior bag, we will see that it is replaced without cost to you. As you are aware, we want to live up to our guarantee when given the opportunity.

Yours truly,

LAKE OF THE WOODS MILLING CO.,
LIMITED.

The Come-Back

LAKE OF THE WOODS MILLING CO.,
Montreal.

Moss Lake, Sask., June 2nd, 1916.

Gentlemen:—Yours of the 17th ult. to hand, also two pencils for which please accept my thanks. They are certainly a tasty advertisement. The cook book I have not as yet received, but presume it will come through in due course.

I must say I was greatly surprised at your letter. It's a bit of a corker when a company can start throwing sacks of flour in with cook books, especially in war-time. I guess the war is to blame for my bad bag of flour. However, I didn't start the war, and it's hardly fair that my "innards" should suffer for Kaiser Bill's, the Potsdam Lyre's misdeeds: if he'd got the sack of flour in place of me, I'd have kept mum and not said a word.

I got the sack of flour off MacPherson, of Norquay, Sask., and as to date as near as I can say, it was somewhere round Xmas. I don't keep my bills beyond just checking the goods when I get home, as I've never run a bill with Mac yet, always pay cash.

However, if you write Mac, he will verify this, and of course I don't expect you to take my word, because I complained about it to him and fetched out a half sack of "_____ " flour. Would not fetch a sack as I'd never tried it and being bitten with one whole sack was enough to be going on with. I finished the "_____ " flour two days ago, and as I'd no time to go to town, I've fallen back on the other. But it's bad, in fact to tell you the honest truth and using strictly Parliamentary language (it's a— rotten). Anyway, I won't make a song and dance about it, but if you could throw in a motor car and a team of horses and, say, a household of furniture and a few fancy little stunts like that, you know—well!

Mind you, gentlemen, I didn't ask for a sack of flour. I only asked for a cook book, and it speaks well for your firm the way you have met my complaint.

Happy is he that expecteth little, for verily he shall not be disappointed.

Yours faithfully,

(Sgd.) J. W. DENTON.

More from us

J. W. DENTON, ESQ.,
Moss Lake, Sask.

Montreal, June 22nd, 1916.

Dear Sir:—We thank you for your letter of the 2nd instant and the information therein contained.

We have referred the correspondence to our Winnipeg office, and no doubt you will hear from them shortly.

Thanking you for your complaint, we are,

Yours truly,

LAKE OF THE WOODS MILLING CO., LIMITED.
Montreal.

The Guarantee lived up to

LAKE OF THE WOODS MILLING CO.,
Montreal.

Winnipeg, June 27th, 1916.

Gentlemen:—As requested, we have to-day instructed our agents, the Norquay Trading Company, at Norquay, to deliver a bag of FIVE ROSES free of charge to J. W. Denton, Moss Lake.

Yours truly,

LAKE OF THE WOODS MILLING CO., LIMITED.

(Sgd.) N. J. Breen.

Mgr. Flour Dept.

THESE LETTERS TAKEN VERBATIM FROM OUR FILES AT MONTREAL.