

FEATURING—A YEAR OF WAR ON GROCERY PRICES

CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada

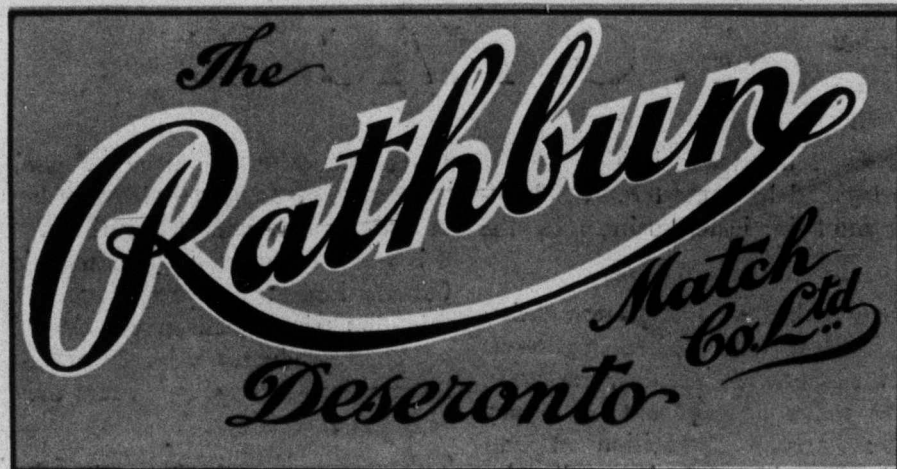
THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXX

PUBLICATION OFFICE: TORONTO, AUGUST 20, 1915

No. 34

Quality—First—Last—Always



Non-Poisonous
No After-glow

Sold exclusively in Ontario by:

EDWARD ADAMS & CO.
LONDON

W. H. GILLARD & CO.
HAMILTON

EBY-BLAIN, LIMITED
TORONTO

W. G. CRAIG & CO.
KINGSTON

NOTICE

The firm of W. Meyer & Company, Patras, the packers of "MEYERS" Currants, is strictly and exclusively Greek. Greek capital only is employed, and the firm is owned and operated by Greeks of the highest reputation in the commercial community of Greece. The sole owners of the business are:—

K. GALANOPULOS
P. G. MACRIS

both of whom have devoted a lifetime to the Currant Industry and have mastered the intricacies of the most intricate business in the world.

Meyer & Company have a unique reputation for shipping fruit of the highest grade—so much so, that the firm was selected by the Greek Government to make a shipment of fancy Currants to the Panama Exhibition at San Francisco. The magnificent fruit supplied by the firm for this purpose has excited the admiration of thousands upon thousands of visitors to the Exhibition. Every case of it bears a label indicating the packers' name—W. Meyer & Company.

We say this to the Canadian trade. Those who have imported our brands for years past will not be surprised that our firm was selected to

make this shipment to San Francisco. Those who are not familiar with our brands should at least insist upon getting them. With a few minor exceptions, all the wholesale grocers in Canada import "Meyers" Currants. When a salesman tries to sell another brand, there is a reason. Perchance a larger profit—possibly a lower price—but never because the quality will be better than Meyers'.

This season is a difficult one for the packer. The crop is poorly matured—the vines ravaged by disease—labour scarce—and the cost of production much above the normal. We have sold for export to Canada, from the new crop, many tons of Currants which are guaranteed to come up to our usual high standard of quality. We strongly advise grocers in Canada to buy now for delivery in October and to insist, more than ever, upon getting "MEYERS" Currants.

W. MEYER & COMPANY

**Packers and Importers of
High-Grade Currants**

PATRAS,

GREECE



TELL YOUR CUSTOMERS

about the

Free Fruit Jar Labels

we are giving with

Lantic Sugar

Every woman who Preserves will appreciate these labels. In fact, they are just what she has always wanted for her fruit jars. And you get all the credit, because you tell her how she can get these Preserving Labels, free.

When a customer orders Sugar, say something like this:

“Preserving, Mrs. Blank? Wouldn't you like some Labels for your Fruit Jars? The LANTIC SUGAR people are giving away books of 50 Labels—all printed and gummed. You just send them a small Red Ball, cut from the top of a 2 or 5-pound carton, or 10 or 20-pound bag of LANTIC SUGAR, and they will mail you a book of 50 Labels, postpaid.

“And another thing, Mrs. Blank. When you use LANTIC SUGAR you are sure of having perfect preserving results. LANTIC SUGAR is pure cane sugar—fine and even granulation—and makes Preserves that will ‘keep.’”

And Mrs. Blank will say: “Thank you for telling me about the Labels, and be sure and send me LANTIC SUGAR FOR ALL my preserving.”

So—tell your customers about the Free Fruit Jar Labels and how to get them. You'll find it a profitable tale to tell.

ATLANTIC SUGAR REFINERIES, LIMITED, MONTREAL AND ST. JOHN

CANADIAN GROCER

THISTLE BRAND



*—the quality fish that
your customers know*

—the choicest fish of Old Atlantic prepared by experts—
right fresh from the “brine.”

Years of satisfactory use by the Canadian housewife have
educated her to look for the Thistle Brand when buying fish,
canned or cured.

Thistle Brand Haddies, Flaked Fish and Kippered Herring

during the Fall days will be in big demand throughout the
Dominion as a nourishing, economical food, especially
adaptable to the preparation of either heavy or light meals.
Keep Thistle Brand Fish products on display—suggest
them when taking grocery orders.

Your wholesaler carries them in stock.

Arthur P. Tippet & Company

AGENTS

MONTREAL, QUE.





Quality, like water, always finds its true level.

BORDEN'S Milk Products

appeal strongly to your best customers, because Borden's is the purest and most satisfactory state in which they can secure condensed milk, coffee and cocoa.

This quality, this purity, is giving Borden's Milk Products the **entre** into more and more homes every day. Grocers find it highly profitable to vigorously push the Borden line. There is a nice margin of profit along with it too. Your wholesaler has Borden's.

Ask him for your supply to-day.

Borden Milk Co., Limited

"Leaders of Quality"

MONTREAL

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



The Responsibility back of SUN-KIST Fruits makes it a dependable brand to buy.

SUN-KIST

DRIED FRUIT TALKS

Keep This in Mind

When you consider that California is equal in size to the combined area of New York, New Jersey, Maine, Massachusetts, Rhode Island, Vermont, New Hampshire, Connecticut and Ohio—

That it has almost every degree of temperature and climate and every character of soil—

It's not surprising to find the finest of California's fruits restricted to certain districts where soil, climate and other conditions are ideal.

SUN-KIST Dried Fruits and Raisins are not only packed in the districts where the *best quality* and the *finest fruits* are grown, but are a *selection of the best* produced in these localities.

They are Particular Fruits for particular people and the kind they are seeking—*that's the kind you want.*

Wholesale Distributers In Every Territory—Ask Them

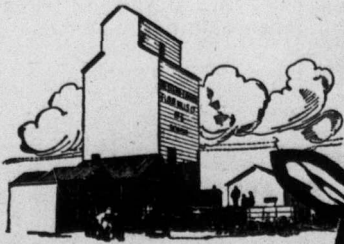
PLACE YOUR FALL ORDER NOW

SUN-KIST

Canned Fruits
Canned Vegetables
Dried Fruits and Raisins

Make Your Store a SUN-KIST Store

CANADIAN GROCER



TYPICAL COMPANY ELEVATOR

PURITY FLOUR

More Bread and Better Bread

PURITY FLOUR Talk No. 11
To the Proprietor and his Assistants

GOOD-WILL

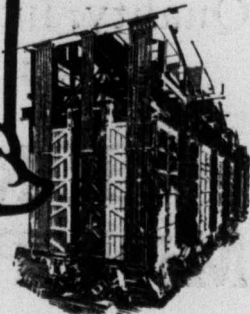
Your business and our business in the last analysis are founded upon good-will. Your customers deal with you because you give them "value received."

You sell goods and service and in return receive money and good-will. Goods are exchanged for money and service for good-will.

PURITY FLOUR is building up good-will for our dealers and ourselves, because it is of uniform quality, economical in use, and good as the miller can make it. A BETTER flour CANNOT be ground. Our three-color trade-mark means Canada's best. Why not stock PURITY FLOUR? It is guaranteed.

Main Offices: Winnipeg, Toronto, Victoria

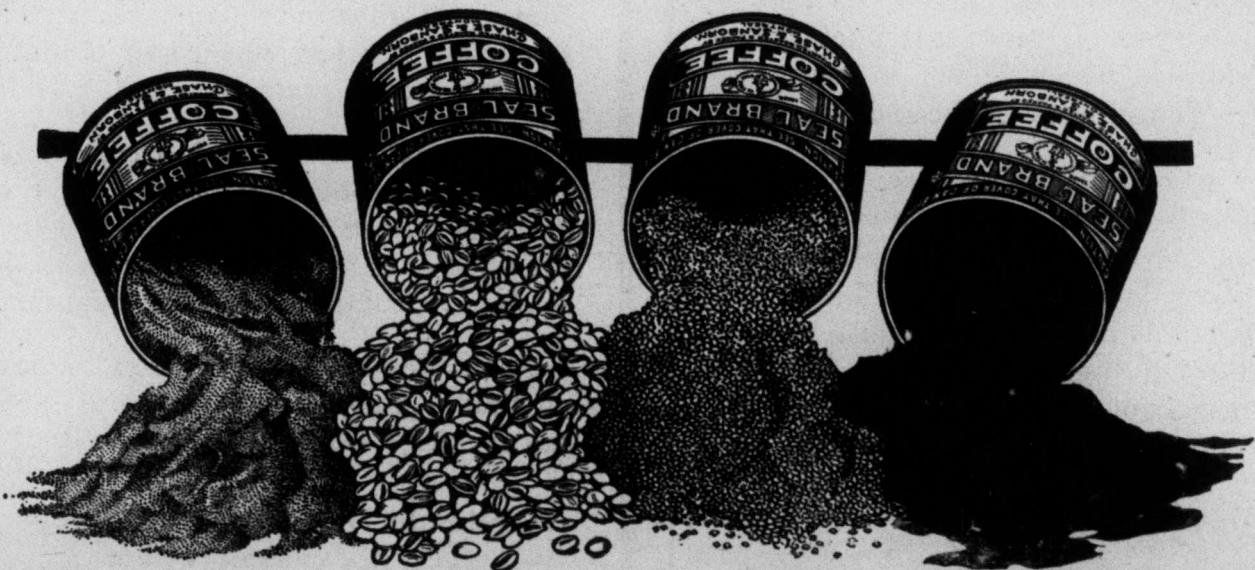
THE SIFTERS



8



WESTERN CANADA FLOUR MILLS CO., LTD.
MILLERS TO THE PEOPLE



FINE GROUND

WHOLE

GROUND

PULVERIZED

YOU CAN SUPPLY
YOUR CUSTOMERS
WITH

SEAL BRAND COFFEE

FINE GROUND; WHOLE
ROASTED; GROUND
OR PULVERIZED

1/2-lb., 1-lb., 2-lb. Tins Only.

CHASE & SANBORN, - MONTREAL

“Aylmer” Jams

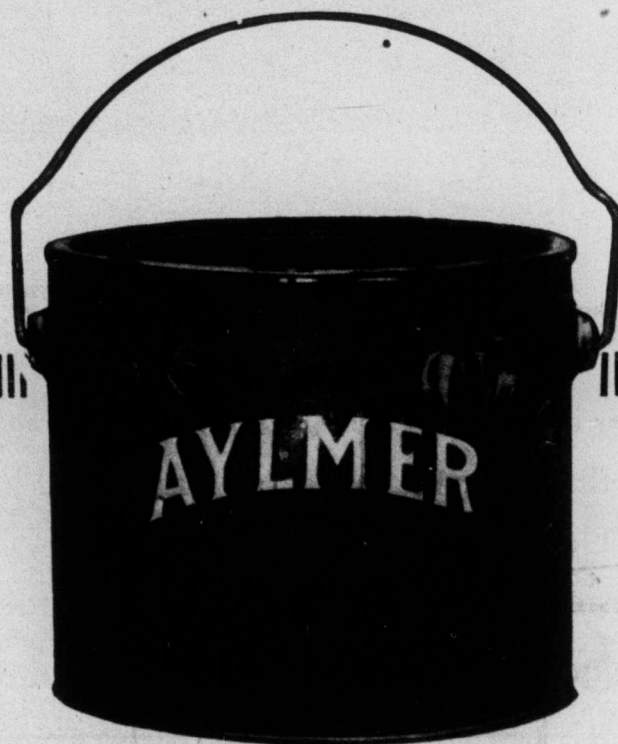
are eaten by His Majesty's Sailors and Soldiers. They are now to be had in France and, in fact, all parts of the World.

“AYLMER” JAMS

are a “Canadian Product”—
Canadian Fruit, Sugar and Labor.
Guaranteed Pure Fruit and
Granulated Sugar.

Dominion Cannery, Limited

HAMILTON, ONTARIO

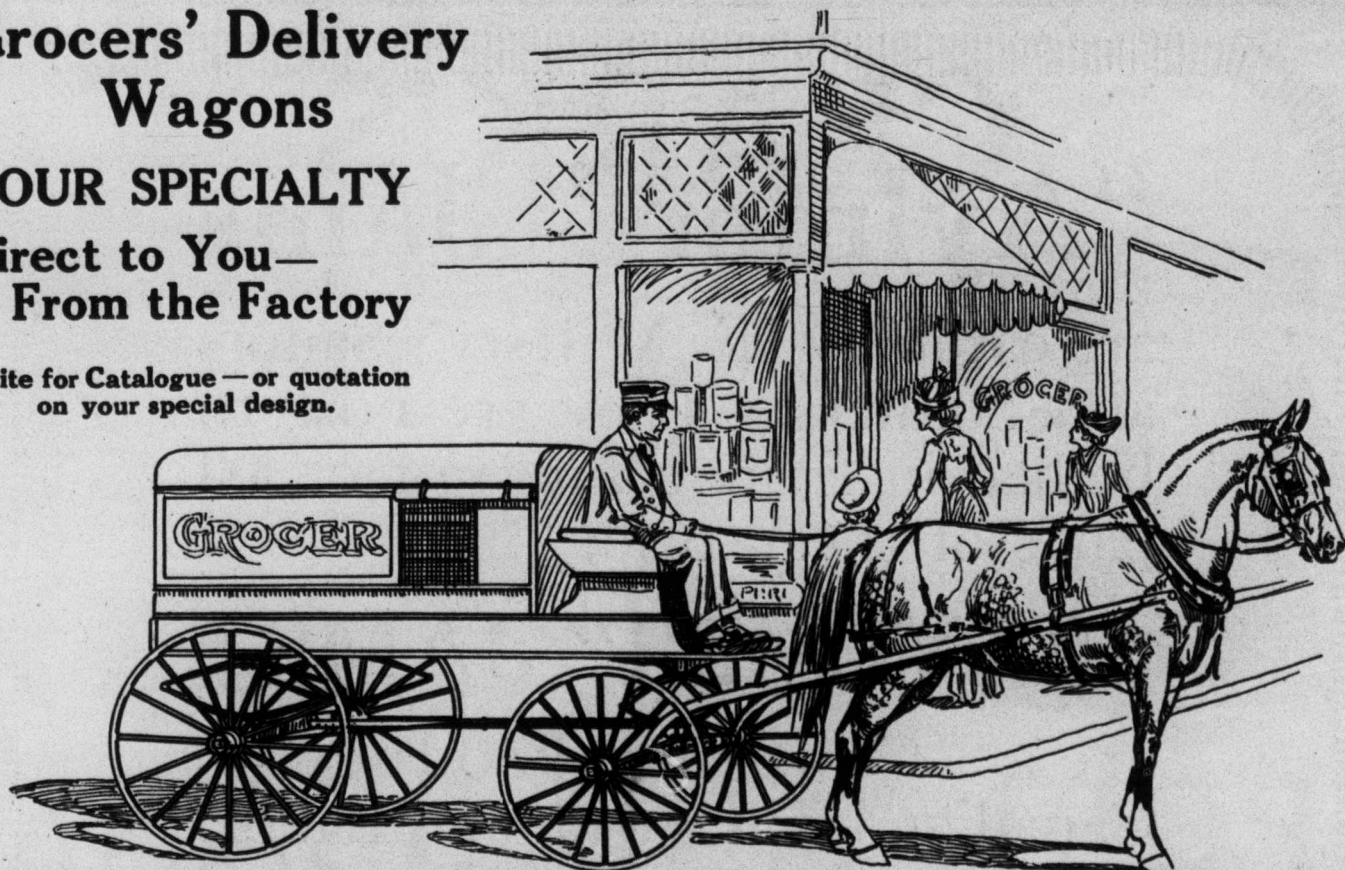


CANADIAN GROCER

Grocers' Delivery Wagons

OUR SPECIALTY
Direct to You—
From the Factory

Write for Catalogue — or quotation
on your special design.



BROCKVILLE BUGGY BUILDERS FOR 50 YEARS.

The Canada Carriage Co. - Brockville, Ontario

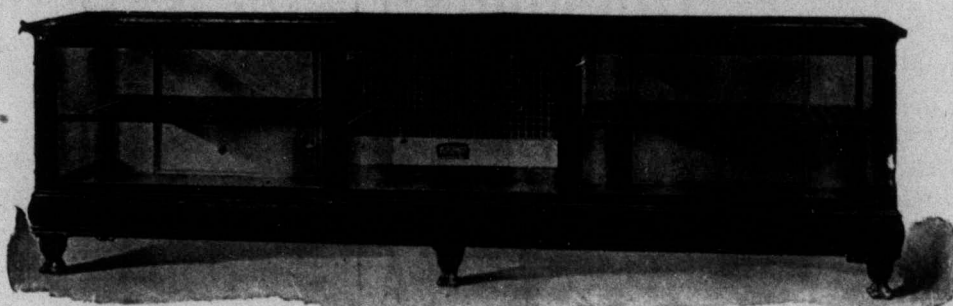
Dust and hot weather does not improve perishable goods.

Even the cool moisture of the Fall days is a source of much loss in the fruit and provision departments. But don't hide your goods in an out-of-the-way refrigerator—show them attractively in one of the Arctic Silent Salesman Refrigerators.

Made in 6 and 8-ft. lengths, handsomely finished, smallest ice consumption, dry cold circulating air.

Invest in one now—a big profit-maker.

John Hillock & Co., Ltd.
TORONTO, ONT.



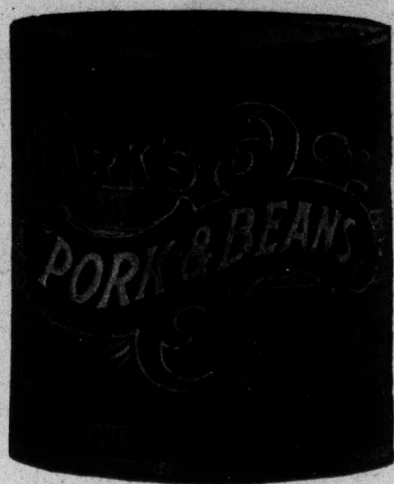
Winning the Buyer's Favor

The best possible buyer is not made an actual buyer at a single step.

It is one thing to win the buyer's favor for an article and another to make adjustments incident to closing the sale. Winning the buyer's favor is the work of trade paper advertising.

Under ordinary conditions it should not be expected to do more.

CLARK'S



MADE
IN
CANADA



PORK AND BEANS

PLAIN

CHILI

TOMATO SAUCE

THE BEST IN QUALITY
THE HIGHEST IN REPUTATION
THE LEADERS IN SALES

STOCK CLARK'S and turn your money over
PROFITABLY AND QUICKLY.

W. CLARK, Limited, Montreal

Clark's



KEYSTONE BRAND

BRUSHES

For Every Purpose

That the housewife can think of—floor brushes, clothes brushes, shoe brushes, dust brushes, crumb brushes, every possible kind of brush comes in the Keystone Brand.

And every one is "KEYSTONE" quality—the "make-'em-come-back-for-more" kind—the kind you ought to handle.

For prices, etc., write

Stevens-Hepner Co., Limited
Port Elgin, Ontario

Get prices and information about the "Nugget" Broom and the rest of the famous Keystone Brand Brooms and Brushes.

Furnivall's

FINE FRUIT

PURE JAM

Most grocers have found their Jam sales are never better than the quality of the jams they handle. People just naturally use more of the Jam they best enjoy. That's why Furnivall's Pure Fruit Jam is being used more than ever before—and why most grocers find it "good business" to push Furnivall's. Ask your jobber to replenish your stock with the new 1915 pack.



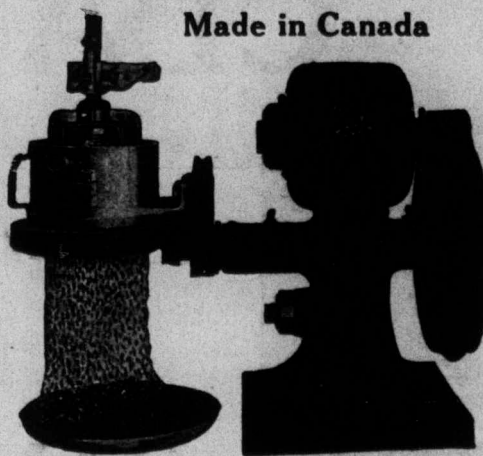
Furnivall-New LIMITED

Hamilton, Ontario

Agents: Ontario — MacLaren Imperial Cheese Co., Ltd., Toronto. Montreal — W. S. Silcock. St. John, N.B. — MacLaren Imperial Cheese Co. Halifax, N.S. — MacLaren Imperial Cheese Co. Sydney, N.S. — A. E. Sheppard. Hamilton — Grocers' Specialty Co. Winnipeg, Man. — H. P. Pennock & Co. Calgary, Alta. — Jacksons, Ltd. Edmonton, Alta. — Central Brokerage Co.

Freeman's Electrical

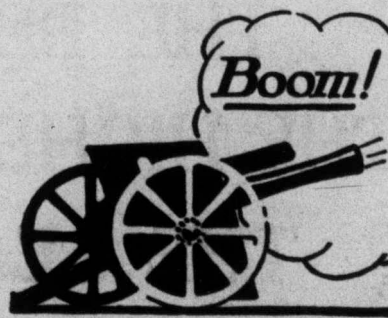
Made in Canada



Driven
Meat
Chopper
Bone
Grinder
and
Coffee
Mill

The above is our Bone Grinding attachment, attached to one of our No. 40. We have meat cutting attachments and coffee grinding attachments for the above. They are fully guaranteed in every way. Send for catalogue which gives full particulars, prices and terms.

The W. A. Freeman Co., Limited
Hamilton, Canada



We boom "WINDSOR" AND "REGAL" Salt, summer and winter. We advertise them from one end of Canada to the other, and have done so for years. As a result, "WINDSOR" AND "REGAL" are asked for and used in practically every home in the Dominion.

You don't have to struggle for a turnover, with these steady sellers. You don't have to overcome a preference for other brands.

The market has been made for you, by advertising and quality. We bring the business to you, through advertising, and hold it for you, by quality.

There are no "cut prices" on "WINDSOR" OR "REGAL" SALT.

Any manufacturer who has to give special commissions or rebates to sell his goods, confesses they are inferior.

All Retail Grocers get the same terms and treatment—because they all buy from jobbers.

The Canadian Salt Co., Limited
WINDSOR, ONT.

"Windsor" & "Regal" Salt

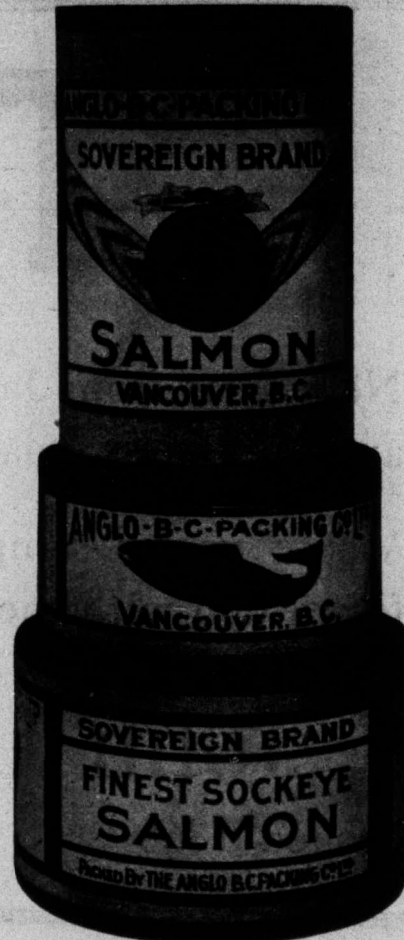
The kind of
Blue that appeals to
a woman most is one on
which she can always depend.

OCEAN BLUE

never varies in quality.

You can always recommend it with the sure and certain knowledge that it will never give any but the best results. If you have not yet got in a stock ask your jobber.

HARGREAVES (CANADA,) LIMITED,
33, FRONT STREET, E. TORONTO.
Western Agents: For Manitoba, Saskatchewan & Alberta:
Nicholson & Bain, Winnipeg, Regina, Saskatoon,
Calgary and Edmonton. For British Columbia and
Yukon: Donkin, Creeden & Avery,
117, Arcade Buildings, Vancouver, B.C.



Indian Chief Brand CLAMS



When you try this brand you will always be sure that you are getting the very best clams on the market.

**QUALITY FIRST
IS OUR MOTTO.**

Canned the same day they are taken from the clam beds, they retain their original flavor in full.

Order a case to-day and you will find that they give satisfaction.

Shaw & Ellis, Pocologan, N.B.

AGENTS:

Montreal, H. B. Hall & Son. Ottawa, William Forbes.
Quebec, A. Francois Turcotte. Winnipeg, George Adam &
Co. Toronto and Hamilton, Walter S. Bayley. Edmonton,
D. J. McLeod & Co. Vancouver, H. C. Janion. Maritime
Provinces, Angevine & McLaughlin, of St. John, N.B., and
Truro, N.S.

GOOD NEWS FOR CANADA

McVITIE & PRICE, Limited

Biscuit Manufacturers

EDINBURGH (Scotland) and LONDON (England)

have now a complete chain of Agents from the Atlantic seaboard to the Pacific Coast, who carry fresh stocks of their high-grade Biscuits.

Write to any of these Agents for samples and terms and you will receive prompt attention:

Nova Scotia.

C. E. Choat & Co., Halifax,
N.S.

Quebec and Ontario.

C. H. Cole, 501 Read Build-
ings, Montreal.

C. H. Cole, 33 Front East,
Toronto.

Manitoba and
Saskatchewan.
Alberta.

Richards & Brown, Ltd.,
James St., Winnipeg.

Campbell, Wilson & Horne,
Ltd., Calgary.

Campbell, Wilson & Horne,
Ltd., Lethbridge.

Campbell, Wilson & Horne,
Ltd., Edmonton.

British Columbia
and Yukon.

Kelly, Douglas & Co., Ltd.,
Vancouver.

Kelly, Douglas & Co., Ltd.,
Victoria.

Kelly, Douglas & Co., Ltd.,
New Westminster.

Kelly, Douglas & Co., Ltd.,
Prince Rupert.

GENERAL CANADIAN REPRESENTATIVE:

Mr. Sydney Othwaite, 501 Read Bldgs., Montreal

TEA

New Teas from Japan and China are now available and the time to make your selections is *now*.

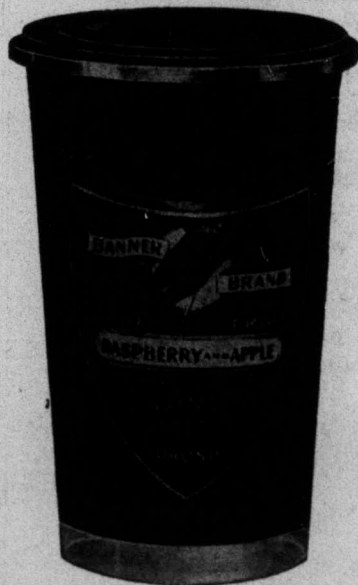
Write us for samples and they will be cheerfully forwarded with the lowest possible quotations.

John Duncan & Co.

Established 1866

MONTREAL

“Banner Brand” Jams and Jellies



“BANNER” BRAND JAMS are a food, Pure, Wholesome, Delicious and Nourishing, and can be served at a moment’s notice.

Just The Thing for Picnic and Camping parties.

“BANNER” BRAND is the Best line in Jams and Jellies for the Grocer to recommend and handle—Satisfaction for the Customer—Profit for the Dealer.

You’re safe in pushing

“BANNER” BRAND JAMS

LINDNERS LIMITED

306 Ross Ave., WINNIPEG

340 Dufferin St., TORONTO

REPRESENTATIVES:
H. Whissell, 2928 Drolet St., Montreal; H. D. Marshall, Ottawa; W. L. McKenzie & Co., Edmonton and Regina; Jacksons, Limited, Calgary; H. E. Gross, Vancouver; R. S. McIndoe, Toronto.

Finest Cohoe Salmon

1s Tall (c/s 48), \$1.45 Doz.

ALL OTHER GRADES
OF SALMON AT
LOW PRICES.

Write, wire or phone at our expense
Adel. 1057, 941, 867

Warren Bros. & Co.

LIMITED

Queen and Portland Streets
TORONTO, ONT.

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



Drink the health of
the September bride
with

E.D.S. Grape Juice

The past year has seen rapid advancement in the prohibition of alcoholic liquors from the tables of our Empire. Another year will see even a greater forward movement in this direction.

Grape Juice is the popular substitute, in fact it goes into homes where other liquors were never known.

See that the September bride has her health drunk in Canada's purest and most popular beverage

E.D.S. Grape Juice

Start every newly-formed family in your community right by recommending and selling this delicious, fine-flavored juice of the world's best Concords (Winonas).

Be prepared for September business—Order now.

E. D. Smith & Son, Limited
WINONA, ONT.

Agents:

NEWTON A. HILL, Toronto; W. H. DUNN, Montreal;
MASON & HICKEY, Winnipeg; R. B. COLWELL,
Halifax, N.S.; A. P. ARMSTRONG, Sydney, N.S.



Tartan BRAND

THE SIGN OF PURITY

Phone Orders at our Expense

Phone Nos.

3595, 3596, 3597, 3598, 4656

We Sell only Goods of Guaranteed Quality

—Satisfied Customers are our Best Testimonial

TARTAN BRAND are the most attractively packed goods on the Canadian Market.

We are always ready to meet your requirements in Canned Vegetables, Fruits, Salmon, Tea, Coffee, Spices, Extracts, Jelly Powder and Grocers' Sundries of our own manufacture, the quality of which is backed by our guarantee.

We have a full line of Fancy Groceries, Foreign and Domestic. Mail orders our specialty. Write us to-day.

BALFOUR, SMYE & COMPANY

HAMILTON, ONTARIO

NOTE THIS

Mr. Grocer:—The Niagara Fruit Growers are running this bulletin (changed weekly)

FRUIT BULLETIN

The famous **Yellow St. John Peach**, Niagara District Grown, now at its best—will be followed by other first-class varieties. Many varieties **Plums** ready for canning. Housekeepers order **Peaches** and **Plums** now. Every grocer handles them.

in 250 newspapers to help you sell fruit. See your customers and rush your orders for Niagara Peninsula grown fruits.

BUY

STARBRAND

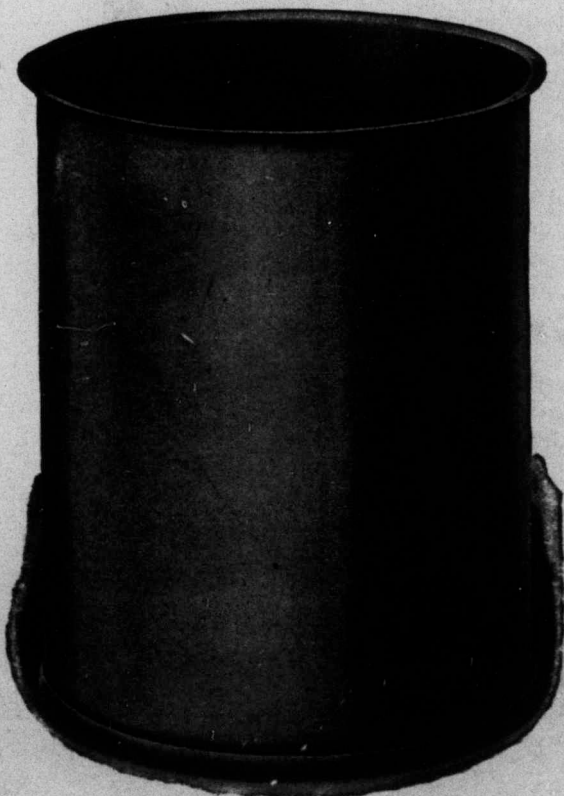
"Made in Canada"

Cotton Clothes Lines and Cotton Twine

Cotton Lines are as cheap as Sisal or Manila
and much better

FOR SALE BY ALL WHOLESALE DEALERS

See that you get them



Sanitary Cans

"The Can of Quality"

Fruits, Vegetables,
Baked Beans, Soups,
Meats and Milk.

Sanitary Can Company

LIMITED

NIAGARA FALLS, ONTARIO

CANADIAN GROCER

Business is Better

August Business is brightening up. Sugar deliveries are good. You can depend on prompt delivery of

St. Lawrence Sugar

Highest Quality

All kinds—Granulated, Beaver, Golden Yellows, Fruit Sugar and Lump Sugar.

No other coffee will give your customers

so much real satisfaction with so little trouble as

SYMINGTON'S *Reg'd Trade Mark* COFFEE ESSENCE

Stock it regularly—they will buy it regularly. Ensures good profits and quick sales. Ask your wholesaler for list to-day.

THOS. SYMINGTON & CO.,
Edinburgh and London

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



40
Cups from
one bottle

LARGEST MAKERS IN THE WORLD

Tin Foil—all descriptions

Tea Lead—all gauges and sizes

Metal Bottle Capsules—any size,
color or stamping

Collapsible Tubes—plain or colored

ALL BRITISH MADE

Send specification of your needs or samples of what you now use — stating qualities —
We will give you BEST QUALITY — BEST DELIVERY — BEST PRICES

BETTS & COMPANY, LIMITED

Chief Office:—1 Wharf Road

LONDON N., ENGLAND

A bigger tumbler of pure fruit jam for your customers



and not one whit is the pure, fine-flavored quality of the jam sacrificed to this more generous-sized container.

On the quality and value Waddell's jams have built a country-wide reputation, on the bigger size tumbler you can double your sales in jams this fall.

Our geographical position gives us the lead in securing Canada's best fruits, our factory facilities enable us to increase this lead, therefore the value we offer in *WADDELL'S JAMS*.

Your wholesaler has them. Write to him or direct to

The Waddell Preserving Company
SARNIA, ONTARIO

COIN PURSES

(Our new penny piece)

**NIGHT STICKS
WHISTLES
FLEXIBLE STICKS
CIGARETTES**

and a full line of attractive and quick-selling Licorice Specialties.

Order from your Wholesaler

Everything in Licorice for Grocer,
Druggist and Confectioner

MADE IN CANADA

National Licorice Company
MONTREAL

"COW BRAND" Baking Soda

*Over Seventy Years the
Leading Household Requisite*

For trade satisfaction and profit there is no line of Baking Soda quite so good as Cow Brand.

Customers have expressed their confidence in its work and it needs no long argument to point to the advantage of your stocking it.

Your wholesaler will supply you.

CHURCH & DWIGHT

Limited

Manufacturers

MONTREAL



TWO REAL LEADERS

Mr. Merchant: It is absolutely imperative that in your tea and coffee department you have a tea and coffee that you can honestly recommend to your customers as being the very best quality. You know when selling

MELAGAMA Tea and Coffee

you are bound to please your trade each and every time. The high standard of quality is always maintained. Just let "Melagama" lead and it always will. Increased sales will result.

Freight prepaid.

Sales guaranteed.

MINTO BROS., Limited, TORONTO, ONT.

IT IS NOT OUR FAULT

And we know that you will appreciate the fact that the space offered us in the Toronto National Exhibition this year was entirely inadequate to enable us to show our McCaskey Products to advantage, as we purposed showing our Latest Addition to the McCaskey Family, the 1930 Model Metal System, which gives the merchant the best and most convenient protection against fire yet offered, therefore we were unable to exhibit this year.

However, when you are in the City, if you will call at our New Sales and Show Rooms in the Stevenson Building, 110 Church street (just one block East through the Yonge Street Arcade), we will be pleased to have you look over the complete line of our goods which we have on exhibition there, and investigate the merits of the New Metal McCaskey System.

We will show at the following Fairs and Exhibitions this year:—

**London, Ont.; Ottawa, Ont.; Sherbrooke,
Que.; Quebec City, Que.; St. John, N.B.**

**DOMINION REGISTER COMPANY, LIMITED
TORONTO, CANADA**

(Creators of Professional and Business Systems)

Manufacturers' Agents and Brokers' Directory

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

NOTICE TO MANUFACTURERS of Canadian, American or British Products.

We make it our business to (sell and push) and (push and sell) goods from Coast to Coast. If you desire a larger distribution on the Canadian market, correspond with us at once.

Manufacturers' Agents and Importers
Office and Warehouse: 309-311 King St. West, Toronto

W. H. Escott Co., LIMITED

Wholesale
Grocery Brokers and
Manufacturers' Agents
Commission Merchants

WINNIPEG REGINA
CALGARY EDMONTON

FRANK H. WILEY

Manufacturers' Agent
Groceries and Heavy Chemicals
Enquiries solicited for shipment from
Spot stock Winnipeg or for Import.
757-759 Henry Avenue, Winnipeg

ONTARIO.

HENRI DE LEEUW
28 Front St. E., Toronto.
IMPORTER-EXPORTER
FOODSTUFFS
Connections all over the world.

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

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

STIRLING & YOUNG
General Brokers Phone Main 4331
27 Wellington St. E., TORONTO
A Good Agency will receive personal
attention
Reference : : : Bank of Montreal

NEWFOUNDLAND.

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

QUEBEC.

W. J. McAULEY
Commission Broker
Flour, Feed, Grains, Potatoes.
We are open for a good agency in food-
stuff line, calling on the retail trade.
522 Board of Trade Bldg., Montreal

**W. H. Millman
& Sons**
Wholesale Grocery
Brokers
Toronto, Ontario

Prompt Service.

WESTERN PROVINCES.
GEORGE E. MEASAM
COMMISSION MERCHANT
Agencies for confectionery lines solli-
cited. My representatives canvass the
retail trade every six weeks in the
Country and every two weeks in the
City. P. O. Box 1721.
Edmonton - - - Alberta

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

ADVERTISING.

Advertising in a trade paper is simply stating openly who you are and what your business is. It is pointing out to the readers that you have something of service for them, a commodity of usefulness to profit both you and them. The only men who do not advertise are those who have nothing to offer. They are dead, even if they do not know it.

**A WANT AD. IN THIS PAPER
WILL BRING REPLIES FROM ALL
PARTS OF CANADA.**

The
CONDENSED AD.
PAGE
WILL INTEREST YOU

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

Are you losing money?

Or, rather—Are you making less money on your “SALADA” sales than you might?

Let us explain. Years of custom led many of our patrons in the past to distinguish their favorite blend of “SALADA” as ‘Forty-cent’ or ‘Fifty-cent’ “SALADA” — meaning our ‘Blue’ Label or our ‘Red’ Label.

Circumstances having necessitated an increase in prices, many have forgotten the fact when buying tea and have still continued to call for ‘Forty-cent’ or ‘Fifty-cent’ “SALADA,” still meaning to purchase their old favorite. BUT, for the want of a little explanation, the customer has gone away with her ‘Forty-cent’ “SALADA,” this time BROWN label instead of BLUE. Don’t you think you have dropped quite a little profit here? Your profit on BROWN is 7 cents, and on BLUE 10 cents, and in nine cases out of ten the customer would pay the increase to get her favorite blend. Encourage your customers to specify the color of the label rather than the price.

“SALADA”

TORONTO

MONTREAL

More Than Ever in a Class by Itself

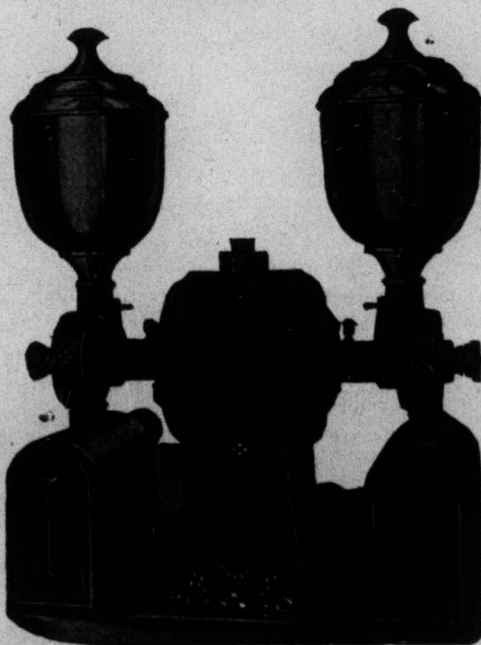
One of our
12 new
models.

Wouldn't
it be a
good idea
then to
look into
the Coles?

It ranks
with the
best and
meets your
price.

26 models
of electric
machines.

Makers of
Hand Coffee
Mills for
twenty-five
years.



COLES MANUFACTURING CO.

1615 North 23rd St.

PHILA., PA.

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

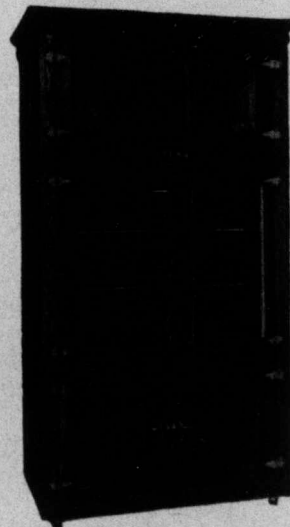
A Dollar Saved is a Dollar Earned—

Put it in the Bank.

Grocers and Butchers are realizing more and more that good refrigeration plays an important part in business economy.

Eureka Refrigerators are built on the most scientific principles of cold, dry air circulation — they reduce loss by spoilage to a minimum. By installing a Eureka you will not only save many dollars, but you will have the benefit of the sales-pulling power of good display of perishables. Eureka Refrigerators are backed by over 28 years' experience in refrigerator building and are absolutely guaranteed.

Send for catalog to-day.



Eureka Refrigerator Company

31 Brock Ave.

Limited

TORONTO

Robinson's "Patent" Barley

Agents for Canada

Magor, Son & Co.

Limited

191 St. Paul St. W.
MONTREAL

30 Church Street
TORONTO

has been retailed over the grocery counter for nearly a hundred years to the mothers of the Empire whose sons are now protecting their country.

It's up to every grocer in Canada to do his share to give the young people a good start toward manhood and womanhood by selling the mothers the famous and recognized best infant food.

Robinson's "Patent" Barley



There's the Most Valuable Advertising Space Any Grocer Can Buy

—Says John

Printed Star Egg Trays

Your message printed on the inside of a Star Egg Tray is read by every one of your customers, not once or twice, but rather every time they reach for an egg.

It's not like an Ad in the newspaper or magazine. There are no competing Ads—no other messages to draw the housewife's attention from yours.

One other important thought: The housewife reads your printed message on a Star Egg Tray, not when she is in the library or on the porch, but rather when she is in the kitchen, and her mind is centered on her kitchen wants. And yet, Star Egg Tray advertising costs you practically nothing.

Some Grocers go so far as to say that this one feature (the advertising value of Star Egg Trays) is alone worth the price of the complete Star System.

When you consider that Star Egg Carriers will entirely eliminate your egg breakage; prevent miscounts, as well as save you more in time, labor, trouble and profits than the cost of the equipment many times over—Don't you believe it is to your advantage to investigate?

Our printed matter tells all about Star Egg Carriers and Trays. Write for it.

The Complete Star System

4 Doz. Star Egg Carriers
5 M Star Egg Trays—printed
1 package Divisions

For Each Wagon

STAR EGG CARRIER & TRAY MFG. CO.

1500 Jay Street, Rochester, New York

CANADIAN GROCER

VOL. XXIX

TORONTO, AUGUST 20, 1915

No. 34

Markets a Year Ago and Now

Sugar Higher, But it Did Not Soar Out of Sight, as Many Expected—Rice is Nearly Normal in Price—Tea Advances Maintained—Cream of Tartar Ups and Downs—Absence of Excitement Conspicuous.

LOOKING back over the past year and particularly during those months following the outbreak of the European war, one is forcibly struck by the contrast with the present. Consider, for instance, prices on a number of grocery staple articles, the state of the markets on them, and the condition of the minds of those who thought there was an end to everything this time last year. From two days to two or three months after the fateful declaration of the general warfare, which bids fair to carve up the map of Europe, the grocery trade was in a state of upheaval so widespread that it bars description. Contrast that with the calmness that rules to-day after a year of war. Was there really any cause for the feverish anxiety that got the better of so many consumers and retailers in August and September last?

The files of Canadian Grocer of August and September of 1914 recall some interesting developments in the grocery market. On August 1, for instance, sugar was quoted at \$4.45 (Montreal basis) for standard granulated. The first week of war it went up 10 cents to \$4.55; after a brief respite it took a 50 cent per hundred jump to \$5.05. Then there came a 40 cent advance, and later 70 cents were added on to cover a war tax put on by the Federal government, bringing the price on the Montreal market up to \$5.75 before the end of the first month. Then about the middle of September, another 50 cent advance occurred, the price then being \$6.25. This was duplicated early in October, making \$6.75 which price is 10 cents higher than the quotations on the Montreal market to-day.

There was No \$10 Sugar.

But that was not all. Further rises occurred until the top price of \$7.05 was attained about the middle of Octo-

NO CAUSE FOR ANXIETY.

We in Canada are fortunate when our fellow creatures in Europe are considered. With a resourceful soil and a good, if not an abundant, harvest being garnered we have great cause to be thankful. The essential foods for the sustenance of life are plenty and beyond a temporary rise in prices there is nothing in the present situation to cause undue worry.—Canadian Grocer, Aug. 7, 1914.

Canadian resources as an agricultural country should be a tempering influence at this time. In the end the bulk of the imports which are held up at present are comparative luxuries and in the event of a continued war, Canada could go a long way towards maintaining herself, especially with the markets of the United States open to the south. Looking the whole situation over there appears to be no reason why panicky conditions should continue.—Canadian Grocer, Aug. 14, 1914.

ber. In our issue of Oct. 23, the following heading appeared in our market reports: "Sugar Advances Again—Probably Top Now." This has proven to be a correct forecast. Seven dollars and five cents per hundred was the highest point reached and from that time—despite the contentions of many that we should see \$10 sugar—there came a general easing so that in January the comparatively low point of \$6.30 was reached. After that the market recovered so that from February to April

sugar was \$6.80 and since then have come further declines making sugar to-day \$6.65 in Montreal. This is very much short of the \$10 prediction, so many looked forward to and it indicates a steadying tendency so conspicuous for its absence in the early days of the war. Subtracting the 70 cent war-tax levied by the government, the price is brought down to \$5.95.

Rice and The British Embargo.

Rice was another important staple article that became exceedingly sensitive at the beginning of the war last year. The very first week it jumped 50 cents a hundred and before the next issue of Canadian Grocer was out, it was up another 50 cents. On the Toronto market, the price on August 1, last year was from \$4 to \$5 per cwt. for Rangoon whereas to-day it is around \$4.

It will be remembered that Great Britain placed an embargo on many foods, including rice, early in the campaign and later on lifted it. This had an easing effect on the market, in and early in September of last year a decline of ¼ cent a pound occurred. Rice is to-day one of the wholesome foods that is cheap despite the fact that there is a great war on. The early anxieties were not realized.

Tea Advance Maintained.

Tea is one of the prominent articles that advanced shortly after the war began which has maintained the advances up to the present time. Early in the war the uncertainty of shipments, extra war risks, higher insurance, advanced warehouse charges, etc., sent the market in Britain upwards and then Great Britain placed an embargo on teas leaving the country. Some of the package tea men advanced prices 5 cents and later another similar rise occurred. Bulk teas are similarly higher. These advances have remained in effect till now.

Montreal Tea Opinions

Although There Has Recently Been Slight Decline in Indias, Importers There See a Firm Future—One Expects Ups and Downs Till War is Over.

Teas from India and Ceylon are generally some 10 or 12 cents higher than they were when war broke out.

As has been frequently explained in this paper, one of the chief causes for this advance has been the great demand for tea from the belligerent nations, many of which have made restrictions so far as alcoholic beverages are concerned. The greater cost in getting the tea to its destination has also contributed.

Uncertainty of Cream of Tartar.

The trade will not soon forget the difficulty last fall in obtaining cream of tartar. When the French entered the war, it meant more or less demoralization in so far as all exports from France were concerned. Among these was cream of tartar, since it is manufactured from the residue of the wine casks. In the peaceful days prior to the first of August, 1914, it was selling to the retail trade in Montreal at around 28 to 33 cents. Inside of ten days it was up to 38 and 43 cents and by September, it was quoted as high as 60 cents, the general idea being that whatever was wanted could be secured for it. Later on however, and before the year ended prices had eased 10 or 15 cents. But to-day the scarcity of this article and the uncertainty of the future is causing prices to rule abnormally high for the pure article—from 50 to 60 cents per pound being quoted in Montreal.

One thing that is conspicuously absent to-day that was very prominent during the two or three months that followed the European upheaval—and that is the feverish excitement on the part of the consuming public and on the part, too, of many connected with the trade. A year of war which has not shaken our confidence in final victory, has also steadied down the nation and there is nothing to it from now on but "BUSINESS AS USUAL."

STORM DAMAGES BANANAS.

A report from Kingston, Jamaica, states that a 50-mile gale over the north-east and south coasts of Jamaica caused considerable damage on August 13. The greatest harm was done to banana and beet plantations in the eastern sections. Communication has been interrupted and the extent of the loss has not been ascertained.

A mail steamer of the United Fruit Company, which put out from Kingston, was forced to return to port. A few small vessels were destroyed, but so far as is known there were no casualties. The storm was at its height early in the morning and became less intense before noon.

A FIRM of Montreal tea importers have expressed their opinion of the tea situation in the following words:

"There has been no change of any importance lately. Although orders have been solicited, and in some instances accepted for Japan teas at low prices, our Japan representative advises us that it is very difficult to buy teas below 20c, and we fear that buyers will be disappointed in the execution of their orders, as a cable received to-day states that holders are asking higher prices, and that arrivals are coming in sparingly.

"The market for Pingsuey teas remains about the same, but the market for country greens is possibly a little easier. There has been a reaction in Congou teas from the extreme prices ruling at the opening of the season, but from a recent cable we find that the market is again advancing, and we should not be surprised to see a fairly steady market for Congou teas. The decline was caused by a temporary cessation of Russian buying, which has just been renewed. The market for India teas in Calcutta has declined about 1½c from the opening, while the Colombo market for Ceylon teas, if anything, is a little higher than it was a month ago.

"Javas have declined a little, but latterly they have again advanced. Regarding Formosas, the market has been an advancing and steady one since the beginning of the season. Although we understand that there has been a great deal of talk throughout the country of lower prices, there has been nothing in our cables to indicate a decline, nor as yet is there any indication of a crop much in excess of last season. With the facts we have before us, we do not feel justified in recommending our customers to hold off for lower prices.

"Under the conditions of uncertainty which have prevailed since the outbreak of the war, it appears that those people who have kept along with the market, supplying their needs as required, have done better than those who have held off at times, and have bought heavily at other times."

The significant statement in this review of the situation is that the market for India teas in Calcutta has declined about 1½c since the opening. The manager of a large Montreal importing

house when asked regarding this decline, stated that an average decline of 1½c had taken place, but added that the India market opened very high, much higher than Ceylon.

The representative of this paper stated that apparently the trade in some cases were holding off for a decline; was there any ground for thinking a decline would take place? he asked. The importer answered: "It is true the trade is not buying heavily at the present moment, but I think it is more because the consumer demand is light just now. As for there being ground for a decline in Ceylons, I cannot see the slightest chance. We shall see the market easing off one week, and stiffening the next, until this war is over."

There is one case in which the tea market shows signs of easiness—in the case of Pekoe Souehongs. The stuff is so common it will not stand the price asked, and it has had to go down. If it had been a little better, it would have sold at the higher prices. But it had to go down because of its quality, irrespective of the market in Ceylon.

One of the reasons given for this weakness is that the condition of the working man in England and other countries is comparatively good, and he is able to pay higher prices for his tea. He will not take the commonest teas, even though the price is high.

Speaking on the tea situation, the Montreal representative of a Japanese house said:

"As far as the Ceylon and India markets are concerned, they are still very high, and there is no prospect of them being easier for some time on account of the tremendous demand from Russia, and for other reasons. China blacks are very high, and will remain so.

"Re Japans: the situation has been very strong the last three weeks. The United States has been buying all the teas possible of first and second crops; the market has in consequence advanced about ten per cent., and cable advices now are to the effect that there will be a difficulty in obtaining teas, particularly lower grades. Prices of the latter are sure to be higher."

The third Japanese crop is now on the way, and there is a rumor to the effect that a syndicate has been formed to buy up as much of this crop as possible, as well as the fourth crop. This report cannot be verified here.

Tighten Up on the Credits

Credit Man Presents Some Valuable Suggestions on Watching New Applicants For Time on Their Accounts—Effect of Petty Jealousies and an Example For Others—Even an Apparently Small Loss is Really Disastrous When Analyzed.

Written by the Credit Man of a Large Canadian Wholesale House.

LAST week a grocer to whom I was talking, pointed out a woman entering his competitor's store just across the street, and said in an aggrieved tone:

"I asked that woman to pay her bill which was overdue, and now she has quit buying."

He believes that she has plenty of money and that he will get his bill paid, but the episode does not end there. Probably the other grocer could tell a similar story about people coming to my friend's store.

This particular question of money and credits is a constant drain on the energy of the retail merchant. How far should he allow his bills to run, and to whom should he give credit?

Unfortunately he is at a really serious disadvantage in answering this question when compared to the rest of the business world. The manufacturer, wholesaler, and jobber have their Dun and Bradstreets, who for a very small fee in a year are prepared to give them definite information of the capital, business, habits and character of any and all firms to whom they sell. The large instalment houses are pretty well protected with liens on the goods they sell.

The Retailer's Difficulties.

But the retail merchant is unprotected. The more successful merchants are seriously harassed by the competition, in this as in other respects, by the inexperienced entries into the field. When a customer applies for credit it is a difficult thing to refuse if the business is conducted along these lines. They may be positive deadbeats, but under the present system it is exceedingly hard to know it. On the other hand, they may have money, but be exceedingly slow to part with it.

What is the remedy?

Education of the customers that when they buy goods for their house they must use business principles would undoubtedly simplify the problem. At present a great many customers, whether able to pay their bills or not, seem to consider it a positive insult to be asked to pay their accounts. Why should this be? The retail man is told by his wholesale dealers that he must pay and it has come to be regarded as a mere business detail. He must pay his accounts when specified at purchase or give a good explanation. Otherwise his credit suffers and his field for purchasing narrows, as other houses are promptly made aware of this condition. But the householder calmly flits from store to store for years, leaving unpaid bills. The man who has been stung seems to take a certain amount of consolation from the fact that his competitor is suffering the same dose, although he may be carrying a couple more customers of the same brand at which the competitor is smiling shrewdly. The competitor on his part would not deign to ask information before opening a new account. It looks like more business he is stealing away.

This brings us to co-operation. There is a small town in eastern Ontario where it is difficult for the deadbeats to exist. The keenest competition exists and the merchants are up-to-date and aggressive. But they know the value of co-operation. They keep in touch with each other, on markets, prices, and people. They know that information they give is well repaid on other occasions. Consequently it is not a Paradise for people who do not pay their bills. The merchants all insist on their customers paying their bills promptly. The people are learning that they must carry out their agreements on time, or that they will be forced to pay cash at all times.

In the large cities it is much harder to work on this basis. People get further away from the immediate ken of the grocer, but undoubtedly if the members of the Retail Merchants' Association got together and insisted on prompt settlement of bills it would work a great improvement. Some customers would no doubt object strenuously, but as the better class of merchants belong to the local associations it would not be long before they would recognize that the merchants are not asking anything unfair. In cases of new arrivals in a district it should not be out of the way to ask a reference to the grocer with whom they formerly dealt. In wholesale circles this is a recognized method of dealing with new accounts.

There is hardly a doubt but what the future will see a credit association established for the retail men. Ninety-five per cent. of the world's business is transacted on credit, and in order to destroy the parasites which cling to this class of trade, some method must be found. There will always be a percentage of losses by bad credits, but a great proportion of the losses suffered by retail merchants is preventable.

Why Losses Are Heavy.

Consider for a single moment the tremendous actual loss on a bad debt. On ten dollars' worth of goods the gross profit is about, say, \$2. After all expenses are paid the net profit is 50c. Now suppose a ten dollar account is lost, you lose **THE ACTUAL NET RESULT OF TWO HUNDRED DOLLARS OF SALES.** Or even figuring on gross profits, you lose the result of **FIFTY DOLLARS** of sales, and throw in your efforts and expenses gratis.

Furthermore, out-of-town dealers particularly, as well as city stores, by allowing long credits actually encourage cash dealings with department stores. If they restricted their credits closely there would be less surplus cash to be sent to their biggest competitors. Certainly if their customers can pay for department store goods in cash, there is a vast field for the reductions in time now allowed.

It takes **REAL BACKBONE** on the dealer's part, but it pays handsomely.

The Story of a Lost Customer

Cheapness Did Not Impress the Customer and Her First and Last Call Was Made on the Same Occasion—Dealer Sold a Low-Priced, Poor Tea, When Real Good Tea Was Asked For—Big Successes Built on Quality.

By a Commercial Traveler.

WHILE in a grocery store on one of the main streets of a Canadian city some years ago a well dressed customer came in to purchase some tea. At the time I was trying to sell the retailer a bill of goods and of course generously gave way to the customer.

"Have you any real good green tea?" she asked, and awaited the grocer's reply.

This woman was a new customer in the store. She was very finely dressed and I guessed that she had recently moved into the neighborhood. She gave every indication of being a splendid customer to any retailer who would secure her entire trade. She was a woman whom one would expect to ask for the very best of anything in any particular line. That was why she wanted real good green tea regardless of the price.

"Yes," replied the dealer, "I have a very nice green tea," and he picked up the scoop with somewhat of a flourish, drove it down into a box containing tea and spread it out on a paper on the counter for the customer to see.

"Is it really very fine tea?" she asked; "I cannot tell anything about it by looking at it, but when I taste it I shall know."

"Madam," he replied, "I am sure you cannot get a better green tea in the city,—you will certainly find it good."

"What is the price of it?" was the next question.

"Thirty cents a pound;" and then there flashed in her face a doubt as to the quality of the tea. "And are you sure it is really good tea?" she persisted.

The dealer again assured her that it was.

Standing where I was I got a very good look at the tea and as I was somewhat of a judge of the national beverage myself, I could plainly see that it was of a very inferior character. Of course it was not my duty to say anything and I was compelled to remain a silent onlooker to the conversation. Eventually the customer agreed to try a quarter of a pound.

The sequel to this little story is that that customer never again entered the door of that grocer. I was in a position to know this. The short sightedness on the part of this dealer in offer-

ing such a customer a cheap tea when, beyond all question, she would have paid 50c. or 60c. a pound, must have resulted in a serious loss to him in after years. And if he did the same thing with others very frequently, the loss would be that much greater.

Many grocers do not seem to realize how much it would add to their profits if they would get the consumers to purchase a little higher grade tea than they usually get. Generally speaking many

CONVINCING THE CUSTOMER.

"When a customer," stated a tea salesman the other day, "who has been using say, a 40-cent grade of tea, purchases on the advice of the retailer a 50-cent line she often will come back with the remark that the 50-cent grade went no further than the 40-cent line. The reason for this is that the customer doesn't remember when she is about to draw her tea that she is using a better quality and that it requires a less quantity than formerly. The same quantity is placed in the tea drawer each time and naturally it does not last any longer. The only thing so far as she is concerned is that she gets a better drink. However, if the customer would continue to use the 50-cent line, instead of the 40, she would soon realize that from day to day, the tea was a little bit stronger than formerly. Some one or other member of the family would notice this, and gradually she would come to use a little less tea than before. In this way she would not only get more cups from the higher grade quality, but the family would be treated to a nicer and better drink. People, he added, who formerly purchased a 40-cent grade of tea before the prices advanced were quite willing to pay the 10 cents extra and there should be no difficulty in getting them to do the same at the present time."

grocers' clerks want to hand out the cheapest article in stock. Manifestly this is against the grocer's interests, for whereas he may make only 5 cents a pound on a cheap tea, he makes 10 cents a pound on a good tea.

And again, from the consumers' point of view it is profitable to buy a good tea aside from the fact that they get that very desirable flavor. Take at to-day's prices—A retailer selling at 40 cents makes something in the neighborhood of 7 cents a pound. On a 50 cent tea he makes at least 10 cents, and that 50 cent tea, if good value, will produce say more than 250 cups of tea, and the cost to the consumer would be about one-fifth of a cent a cup, or 1 cent a meal for the average family. Now the 40 cent a pound tea will not produce as many cups, and has not that fine flavor and quality that particular people so much desire. Therefore it is not economical.

The opportunity often presents itself when these few facts could be explained to the consumer, much to the benefit of everyone concerned.

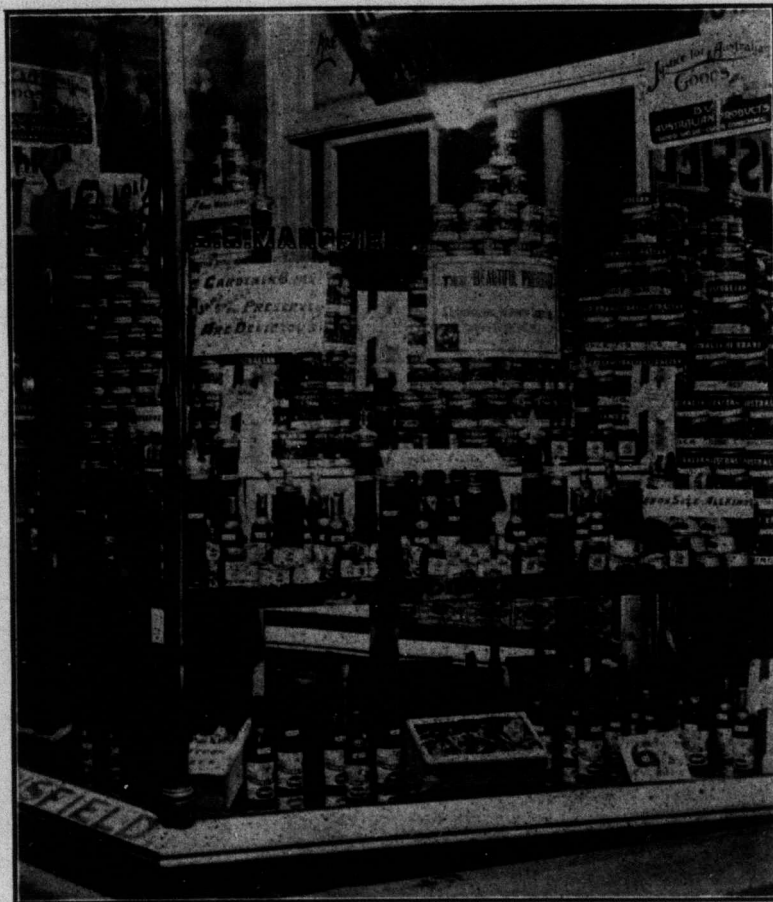
A sixteenth of an ounce or a small teaspoonful of fine tea, drawn for five minutes, produces as strong a cup of tea as anyone desires. This would mean 256 cups to the pound.

It is my firm conviction that instead of a retailer thinking of price, price, price in buying he should firmly stamp on his mind Quality, Quality, Quality, with a capital Q. Look about you and count up the retailers in the grocery business who have made outstanding successes. What has been the basis of their success? Has it been cheapness and a desire to convince a customer that he is getting as cheap an article as can be procured anywhere? Not at all. Rather these men buy up the very finest goods in every line they can and while they may make every endeavor to get the closest price possible on these goods, yet when it comes to a question between price and quality they accept quality every time.

A woman who purchases an inferior article even though the price be low will always blame the grocer if the article does not come up to her expectations in her own home. As a matter of fact in the majority of cases, good goods are much the cheaper in the long run because they go farther.

Mirrored Floor in Window

One of the Features of an Australian Window Display—Reader There Sends Canadian Grocer Window Trim Used During a Recent Manufacturers' Week.



Window trim of an Australian grocer. Note the two compartments and mirrored floor in bottom.

IT isn't often that Canadian Grocer has the privilege of showing window displays from our sister colony, Australia. However, one of our readers there recently sent us a couple of window trims which no doubt typify the kind of display grocers in the Antipodes make use of.

The window shown herewith was used during Manufacturers' Week held in Unley City, Australia, by H. H. Mansfield. It will be noted that there are two compartments to this display. In the one above, the floor of which Mr. Mansfield calls the Gold Line, are shown jams, sauces, etc., while the bottom portion of the window is used for sauces and peels. There is a mirror covering the floor of this compartment which makes a very fine appearance. This is a feature which is not very common in Canadian windows but is one which might bear investigation.

CANADIAN GROCER

ESTABLISHED 1886

The Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING COMPANY
LIMITED.

JOHN BAYNE MACLEAN, President.
H. T. HUNTER, 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.

OFFICES:

CANADA—

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

UNITED STATES—

New York—R. H. Huestis, 115 Broadway, New York; Telephone 8971 Rector. Chicago—A. H. Byrne, Room 607, 140 So. Dearborn St., Phone Randolph 3234. Boston—C. L. Morton, Room 733, Old South Bldg.; Phone Main 1024.

GREAT BRITAIN—

London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director, Telephone Central 12960. Cable Address: Atabek, London, England.
Subscription: Canada, \$2.00; United States, \$2.50.
Great Britain and Colonies, 8s. 6d. Elsewhere, 12s.

PUBLISHED EVERY FRIDAY.

Vol. XXIX.

TORONTO, AUGUST 20, 1915

No. 34

\$23,000,000 in Foods and Fodder.

GENERAL interest is being taken by producers and manufacturers as to war supplies provided by Canada, mainly as regards the British Government and, in a lesser degree, as regards the Governments of the Allies. The question as to whether as much is being supplied from Canada as can reasonably be provided is being thoroughly discussed, and assertions vary according to the sources of the information or the strength of the imagination of the parties thereto.

It is comparatively easy to make a statement of what has been supplied by Canada in respect to purchases made by the Allied Governments through direct agency of the Government of Canada. Reliable statistics are available and the information can be fairly accurately given. For the large quantity of materials, directly or indirectly meant for war purposes, which are purchased in Canada outside of direct Government contract, greater difficulty is experienced in coming even at approximate values. The Trade and Commerce Department is taking steps to get information in regard to this branch of supply, but lack of knowledge of the private parties and corporations that are interested renders the task somewhat difficult.

As to what is being contracted for by the Governments concerned with companies or private dealers, accurate information is possessed by the purchasing authorities of each Government, but it is difficult for the Canadian Government to possess itself of these from the Governments concerned. As to indirect supplies the department points out there is a large margin with reference to which it seems impossible to get any information.

In a recent Trade and Commerce bulletin there was published a statement of contracts and purchases made in Canada by the British Governments to date. A great deal of what is shown in the table has already been despatched and paid for. A larger part probably is still under contract for delivery according to the conditions of the contract.

The detailed value of orders executed or under execution for the British Government in reference to war supplies amounts to about £46,000,000, distributed over a very considerable area, or some \$230,000,000 worth.

Of this amount, foodstuffs and fodder amounted to £4,679,499, or more than \$23,300,000. The table showing this is as follows:

Article.	Value.	Remarks.
Bacon	639,954	
Cheese	573,879	
Flour	404,103	
Fowl, roast	5,789	
Hay	261,500	Bought through H.C. of Canada.
	549,276	(4,000 tons weekly for five months, cost only estimated.)
Oats	892,360	Portion bought through H.C. of Canada.
	780,815	(4,000 tons weekly for five months, cost only estimated.)
Jam	13,372	
Preserved meat	433,687	
Vegetables, dried	124,704	
	<u>£4,679,499</u>	

The same report shows that more than \$40,000 worth of matches have been purchased in Canada by the British authorities.

It should be remembered that the above figures represent only purchases by the Government of Great Britain.

Housecleaning Trade to be Got

RETAILERS should remember that campers and cottagers will from now be wending their way homeward. They will be coming back to houses which have been closed during the summer months or which have been occupied only by one or two male members of the family. This means that there will have to be some housecleaning done right away and it further means that the housewife will be calling upon someone to supply her with the requirements.

Dealers interested should take an inventory of those customers who have been away for the summer

and call their attention in as many ways as possible to handy helps for cleaning up the home. These will include ammonia powders, sink cleaners, lye, chloride of lime, silver and metal polishes, etc., brooms, brushes and mops.

There is some business here to be got and now is the time to get it.

Crop Prospects Fine

THE first car of new Western wheat arrived on Tuesday at Port Arthur two weeks earlier than usual. It graded No. 1 Northern. Late reports indicate that the Western crop is going to be a bumper one this year. Critics of the field crops claim that Manitoba will have the biggest in history. Already it is estimated that 25% of the wheat and oat crop of Manitoba is in the stooks. Farmers are hoping for ten days more of fair weather, and if they get it, it will see the entire crop practically cut. Wheat is going to average about 25 bushels to the acre and oats about 50 and both will grade high. Of late the sun has been shining strongly and this has tended to ripen the Western grain in splendid shape. A prominent grain dealer states that it would require a severe frost indeed to hurt the crop now, it is so far advanced.

The same applies to the crops in Southern Alberta and Saskatchewan. In the Northern parts of the Provinces the crops are a little later, but with a few more days of hot sunshine they should be in splendid shape.

No Hard Times Talk Here

SOME days ago a grocer in Ottawa, Ont., made the statement to this paper that Ottawa was certainly one of the cities in Canada which was not suffering from any depression. This was in so far as the grocery trade was concerned. He was asked to give his reasons why such was the case and he has submitted the following:

"First—The Grocers' Association decided at the beginning of the war not to shout 'Hard Times.' If I remember right the tip was taken from the Canadian Grocer. You may walk into almost any grocery store of note now and see the effect.

Secondly—The travelers come along with their usual smile and 'good morning' and inquire as to business and to some of the doubtful Thomas class the travelers start in to tell him how well So and So is doing at the other end of the city, which naturally draws the question 'How is he doing it?' They repeat my first explanation, telling the doubtful and downcast one to stick his nose a little higher in the air.

"Third—A large percentage of Ottawa consumers are government employees and have steady work and steady incomes. For instance, about a dozen of my customers not only own their houses, but sport a car or motor boat, so as to run out to their summer cottage along the Rideau River. All that certainly does not point to Hard Times. Of course it was hard at first. It reminded me somewhat of the inquisitive but kind old lady, who made it her business to call on the new store, and after making a purchase of 5c worth of humbugs, inquire 'If you think you are going to make it go.'"

There are a number of tips among these reasons which the retail trade in other parts of the country might well consider. The most important of these is no doubt the fact that the grocers in Ottawa decided not to shout "Hard Times" and this naturally attracted the people's attention away from something which would tend to make them more economical in their purchasing. There is no doubt whatever that there are a great many people in Canada to-day who have more money and who are much better situated than a year ago, and yet who are curtailing their purchasing. This is due to a lack of confidence which has been engendered by hard times talk and pessimistic predictions on the part of more or less ignorant people.

Cube Sugar in Britain

UNDER date of July 24th, the "Grocer" of London, England, contained some very interesting information in regard to the situation in cube sugar. The trouble, which is pointed out in a letter to that paper from a subscriber, is due to the fact that some grocers have been unable to obtain cube sugar while others can get it.

It will be remembered that shortly after war broke out last fall, the British Government appointed a Royal Commission on Sugar Supply, which was empowered with the future purchasing of sugar and its distribution to the trade. The particular dealer who was unable to secure a supply wrote the Royal Commission, who asked him to produce further evidence that the complaint was general. He received from all parts of the country letters from retailers to the effect that they were unable to secure cube sugar. His chief grievance, and that of the retailers who replied to his letters, is that a large number of retailers are unable to obtain anything like sufficient supplies while others appeared to be able to procure ample for their requirements, with the result that the customers of the former were being driven to the latter. He put forth two possible remedies. The first was to withdraw cube sugar altogether from the market. The other was that the Commission obtain absolute control of the supply and then regulate the trade so as to satisfy the demand.

Editorial Notes

THE CHARACTER of a retail store, is to a large extent, judged by its general appearance and the buying public prefer to trade with the successful and progressive merchant.

* * *

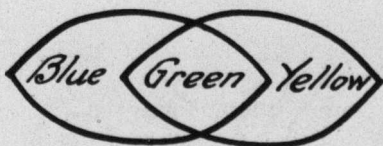
THE SHOW window is an important factor in business success and it should have the same careful study and attention that other branches of the store receive. With such attention it will pay a good profit.

* * *

AN INNOVATION in the curriculum of the public schools of Rochester, N.Y., is being agitated, viz., to add a course in retail salesmanship for clerks. The Retail Merchants' Bureau of the Chamber of Commerce has approved the plan and promises to urge the clerks to attend if the course is established. The board of education of Rochester has signified its willingness to establish the course if the merchants would allow their employees to attend.

Cardwriting Made Easy

By R.T.D. Edwards



The above chart shows what primary colors to mix to produce secondary colors.

Fig 1.

you go you should always have it at your fingers' ends.

There is one thing which should be impressed upon the student's mind and that is the necessity of knowing brush stroke work. A few years ago a great many cardwriters contented themselves with outlining and filling in their work, but things have changed. The strenuous competition in the business world has caused a demand upon the cardwriter for more show cards in a shorter space of

IN chart No. 8 we have a continuation of last month's lesson, namely, brush stroke Roman. The lesson a month ago consisted of the upper case and numerals while this month we have the lower case. With these two lessons thoroughly mastered and with plenty of practice you need not be afraid to call yourself a cardwriter and fit to hold down the cardwriting end of any job in the Dominion where window trimming or advertising goes in combination.

This style of lettering is used very extensively throughout Canada and the United States, so no matter where

time, but the show card for all that must not suffer in appearance; it must be kept up to a good standard.

There lies the reason why the brush stroke lettering has become so popular. With one stroke of the brush the same result is accomplished as by three or four of the old method. This method has solved the problem both for Roman and block lettering. The result is that you can turn out a show card in about one-third of the time previously taken.

The Chart.

"A" is a letter that should be practised diligently as it is used very frequently. It is composed of four main strokes. Stroke four is the most difficult and should be practised many times.

Strokes 2 and 3 of letter "B" are usually made with one stroke of the brush, but it is best that the beginner make two strokes out of it. Pay special attention to stroke 1. It is used in many other letter formations.

The "C" is a letter that can be made very quickly after it is perfected. No spurs or finishing strokes are required.

Letter "D" is similar to "B" only reversed. Practice stroke 2 often.

Stroke 3 of the letter "E" is nearer the top than the bottom of the letter. It is made with the side of the brush. Note that stroke 1 of letter "F" starts with a curve, then comes straight down to the lower guide line. Much time should be spent practising this.

"G" is known as the letter of many curves. This letter is made in so many different styles that hardly two cardwriters make it exactly alike. The one here is quite simple. It requires five strokes to complete it. No spurs or finishing strokes are required. Hours of practice on this letter alone are not too much.

The "H" is a letter composed of three main strokes. Strokes similar to stroke one appear in many other letters. The main thing in these long strokes is to get them at right angles with the guide lines. Stroke 2 is one



Exercise Work



that needs a lot of hard practice. Start it with barely any pressure on the brush, using increasing pressure until the end of the stroke is reached.

The dots over the "I" and "J" are made with two short curved strokes, both starting at the top and ending at the bottom. These are made best when the paint is low in the brush. Stroke 1 of the "J" should receive special attention. Note the curve to the left at the bottom. Stroke 2 should join this so as to give the appearance of one continuous stroke.

The spur on stroke 3 of the letter "K" should project more to the right than that of stroke 2. Should this be reversed the letter would have an overbalanced appearance. This letter like the "G" requires much hard practice before it can be formed well enough to be used on a show card.

The stroke of the "L" is used in many other letters and needs little explanation.

The "M" and "N" are similar in formation except that the "M" has two more strokes than the "N." Note the practice strokes before the "M." These are strokes 3 and 5 of "M" and 3 of "N." These strokes do not start at the upper guide line but about one-third of an inch below it. The reason for this is to allow room for the curved strokes 2 and 4 to be put in and still not project above the upper guide line.

The letter "O" is made entirely of two strokes with no finishing strokes or spurs. You should practise making this letter quickly. Start and end the strokes with very little pressure, using heavier pressure when the strokes are to be made wider. The widest part must be midway between the guide lines.

The "P" and "Q" in this lower case lettering are just the reverse of each other, with the exception that the lower spur of the "Q" is only on one side of the stroke. Utilize much time and cardboard in the practice of these letters.

The "R" is the same formation as the letter "N" with stroke 3 left off. You should pay special attention to the finish of stroke 2. With practice this can be done

by lifting the brush and needs no touching up afterwards.

The same applies to the ends of the strokes of the letter "S." This should be made without the necessity of finishing strokes. Stroke 1 of the "S" is the main body of the letter and is given as a practice stroke. There is no other similar stroke in the alphabet, so you should give this a good bit of your practice time.

Strokes 1 and 2 of the letter "T" are often made together, in fact I always make it that way but beginners should make two strokes out of it. Do not bring stroke 1 to the lower guide line. Stroke 2 must meet stroke 1 about a third of an inch above it.

The "U" is just the letter "N" reversed. The same principle applies to stroke 1 of this letter as to that of stroke 1 of the letter "T." It must not touch the lower guide line.

Room must be left for stroke 2 to curve downwards and still rest on the lower guide line. It is composed of five main strokes. Note the bottom part of the letter extends out further on both sides than does the top.

Spurs.

There is one thing which I cannot emphasize too strongly and that is pay special attention to the making of spurs. The spur must be small and neat. A large clumsy spur absolutely spoils this style of lettering.

The spurs are best made when the color is low in the brush. This enables you to get a very fine line. Try to get them all a uniform size.

The small cross strokes shown on some of the letters on the chart indicate where to start and stop the strokes.

The arrows indicate the direction in which to draw the brush in order to make the strokes the easiest. The usual rule for this is to draw the brush from left to right and from top to bottom.

Fig. 2 gives you an idea of how to go about the practice work. Rule the card with two main guide lines one and one-half inches apart and if the letter you desire to practise is one which projects below or above these lines

then a second guide line should be added one inch below or above as the case may be.

In last month's lesson you will remember I explained thoroughly how to produce your own show card colors without buying them ready mixed, so this month I want to show you how to mix other colors by combining the color which you should now have made up. The red, yellow and blue, along with black and white, as gone into last issue, are the foundation of all colors and shades which a cardwriter needs to use. The mixing of any two of the first three colors named will produce what is technically known as "secondary" colors. Combining red and yellow produces orange. Blue and yellow produce green, and red and blue make purple. While some of these colors can be bought in dry or distemper forms, it is well to know how to mix them.

Green—orange—purple. It is very hard for one to state just what quantities of each primary colors are required to produce the proper shades of secondary colors as the strength of the color depends entirely upon what it is made of and as the makes of color differ so much it is necessary to find out the proportions by actual test. For instance in producing a green, if ultramarine blue is used it is so much stronger than yellow that only a very small quantity of the former is required to get a good shade of green. So the only thing to do is to get actual practice. Mix small quantities at first and keep track of the proportions used and mix large lots accordingly.

While purple in itself is not used as much as the other two secondary colors its use will be shown when it comes to making shades in the lesson of next month.

You might experience some difficulty in getting a bright purple; this, too, depends upon the shade of red and blue used which must be found out by experience.

Orange is a very easy color to mix. Almost any shade of red and yellow will produce a pretty orange color. It is a good idea to keep these colors ready mixed always

on hand and in good working order. You can obtain very small glass or porcelain screw top jars about two inches in height from any druggist which are excellent for keeping small quantities of the color ready mixed.

Uses of Bright Colors.

A few lessons ago I emphatically urged you not under any consideration to attempt color work until I had taken it up in this paper. The reason for this was so as that you might not get started wrong. There are many mistakes which would retard your progress in cardwriting if you went ahead in a slipshod manner.

The next step after you have successfully mixed the colors is the applying of them to the show card. This being the final result and the one by which your ability



A card suggestion for a meat-filler or cooked ham for sandwiches. as a cardwriter is judged, you should put your best foot forward.

Lay out your card in your mind as to what colors you are going to use, and where you are going to put them, before you attempt actual work. You must remember that the card with the most color on is not the best card by a long way. Be sparing at all times with the color. Don't use more than one or two bright colors on the same card.

The collection of cards shown in Fig. 3 gives a few suggestions for color combinations that can be used with the colors taken up in last month's and this month's lessons.

You must use your own judgment as to the color combinations to suit the surroundings and the goods that the card advertises. Here is one point to follow: When a card looks well enough leave it alone. You may try to improve on it and spoil it.

Brushes.

The longer a person works at cardwriting the more he finds out the absolute necessity of keeping his brushes in perfect condition. They must always be washed out thoroughly in clean water when he is through with them. It is absolutely imperative that you keep the brushes with a good chisel edge for brush stroke Roman lettering, for without this it is impossible to get the fine lines required.

"The commercial institution," says Sheldon, "is the business unit in a community. In order to SERVE, men must be combined into organizations. Make each institution right and the community will be all right. Make each community all right and the state is all right. Make each state all right and the nation is all right. When every nation is made right, the world will be all right. And then everything is all right.

"But, before the first of these, the institution, can be made right, we must go back to the problem of the unit in the institution—the individual."

"When the individual is made right, everything else is made easy."



A card for a display of mixed pickling spice.



THRO' OTHER SPECTACLES



Boosting Canned Fish

The Grocers' Magazine, Boston.

More canned salmon is sold to consumers during the warmer months of the year than during all the other months.

The quantity purchased by the consuming public during July, August and September is simply amazing, while May and June are by no means slow.

Tuna, sardines and other canned fish are also in large demand in summer, thus showing that a little extra effort put into having customers' attention called to canned fish, especially salmon, at this season of the year, is an excellent idea.

And considering the exceptional demand for these goods it is foolish to cut the prices.

Window displays, with regular prices attached to the goods, can be profitably used.

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They Had the Storms Too

The Trade, Baltimore, Md.

The terrific storm which did so much damage in Western Pennsylvania spread out and covered the entire Atlantic seaboard, and, judging from the reports in hand, about completely changed the prospects for canners' crops. As might be supposed, however, the later reports considerably tone down the early ones, and instead of complete destruction in some places, it now appears the prospects have been only materially reduced. When the wide area of this small cyclone is considered, and the immense property destruction is taken into account, it can be readily realized that severe crop damage must have been included. The water front at Baltimore was strewn with wreckage, boats and property of all kinds being wrecked, and the entire Bay district was lashed as it has not been for many years. Corn may be the heaviest sufferer, for the fields were not only laid low, but the stalks were twisted in every conceivable way, due to the changing direction of the winds.

In this immediate section another small-sized deluge occurred the following night, Thursday, and this has added considerably to the trouble. The immense hot weather which just preceded this first storm has been followed, in all sections, with abnormally cool weather, and this is not good. A visit to the tomato fields of Harford county showed them to be apparently in good, healthy condition, as a rule, and excepting the low lands,

which had been washed and covered with mud, but the blight is playing havoc with the crop this season. Old growers stated that they expected one good picking to finish the crop, as after the first crown settings there has been no new fruit.

And yet we are not ready to consign the tomato crop to oblivion, nor are many long-experienced tomato growers. The vines are green, though not fruited, but so long as a tomato vine is green there is every possibility of a good crop. Three seasons ago the writer made just such a visit through Harford's tomato-growing region, about the end of August, and found the vines blighted and looking as if a fire had passed over the fields. No one could be found who expected anything from them; yet, with a complete change of weather, warm rains and not too hot sunshine, these same plants kept the canneries running until November 1st, and produced the largest pack of tomatoes ever recorded up to that time. On this basis the present crop is decidedly more hopeful, or dangerous, as you may wish to consider it.

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Agricultural Wealth.

The Oklahoman.

Figures compiled by the United States Department of Agriculture show most convincingly the part played in the life of the world by the agriculturist and what a helpless old terrestrial ball this would be without him.

The figures go quite beyond the usual scope and take into account the commodities handled in international trade—exports and imports from all countries.

Cotton heads the list, as was to have been expected, its figures reaching the aggregate of \$1,127,000,000.

Then, down the line according to relative values, wheat is next with total figures \$774,000,000, this including flour; raw wool 480,000,000; hides and skins, \$392,000,000; coffee, \$386,000,000; sugar, \$382,000,000; rice, \$278,000,000; barley and malt, \$220,000,000; corn and meal, \$210,000,000; unmanufactured tobacco, \$192,000,000; butter, \$173,000,000; tea, \$143,000,000; rye and rye flour, \$125,000,000; oats, \$102,000,000.

The grand total is \$5,000,000,000. Verily, our good friend the farmer feeds the world and clothes it. Those who do not realize the work which he does and

the results which he achieves are simply those who do not take time to think.

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Scarcity of Potatoes in Ceylon

(The Weekly Ceylon Times)

The gradual rise during the past two or three weeks in the price of potatoes gave some indication of an increasing scarcity of that article of food. Very few, however, were prepared for a shortage so serious as exists to-day. The fact that the current price per lb. of potatoes is about 23 cents as compared with 8 cents a couple of months ago is sufficient to show that the demand at present is much in excess of the supply.

Mr. J. MacMurdo, of Messrs. Miller & Co., who are large importers of potatoes, seen by a Times of Ceylon representative, attributes the famine to three causes. The chief is the embargo placed on exports from Italy, from which country, before she was drawn into the European conflict, Ceylon used to receive regular, constant and heavy shipments of potatoes. Another reason is the end of the potato season in India. Pettah traders deal largely in the Indian variety which will not now be available until the next crop about two or three months hence. A third reason for the existing shortage is to be found in the recent riots. The potato trade in the Pettah was a Moorish monopoly, the Indian imports of this commodity—which is the kind in extensive local demand—being almost exclusively in the hands of Moorish firms, from whom Singalese traders obtained their supplies for retail purposes. The wholesale looting that prevailed during the riots was responsible for the depletion of stocks that under normal conditions would have sufficed, temporarily at least, to exert a steadying influence on the local market, already adversely affected to an appreciable extent by the cessation of Italian shipments. A further contributory cause to the acuteness of the present situation is the fact that a large consignment of Indian potatoes brought in by the S.S. "Palitana" a few days ago had to be destroyed, owing to the cargo being in bad condition. The outlook is expected to improve in another month, or so, although, owing to the stoppage of Italian supplies, the market will not recover sufficiently to warrant a return to original prices.



CURRENT NEWS OF WEEK



Quebec and Maritime Provinces.

Archibald Steeves, general merchant, Hillsboro, N.B., died recently.

The general store of Mrs. H. Crevier at Cartierville, Que., was damaged by fire last week.

S. W. Ewing, of S. H. Ewing, Limited, Montreal, returns next week from a tour of the West.

The St. Lawrence Refineries Limited, Montreal, have put a new cane syrup on the market.

Z. Hebert, the Montreal wholesaler, is spending a week's vacation on the Atlantic Coast.

Sackville, N.B., had a Merchants' Day recently, and it was pronounced as the most successful yet. Good business was done.

James Scalia, wholesale fruit and provision merchant, 309 Aqueduct Street, Montreal, who received several Black Hand letters of late, had the front of his store wrecked by a bomb last week.

The Grimm Mfg. Co., Montreal, are having six sets of cannon mounted on carriages made from maple sugar, which will be exhibited at fall fairs throughout the country. They are also displaying busts of the King made from the same substance.

The Hon. Sir George E. Foster, Minister of Trade and Commerce, is to give an address in connection with business conditions arising out of the present war, at the annual meeting of the Maritime Board of Trade convention, being held in Summerside, P.E.I., this week.

Ontario.

W. C. Miller, a Collingwood, Ont., grocer, died recently.

Frank Nader, grocer, Petrolia, Ont., has sold to Albert Doope.

F. F. Farewell, a Toronto grocer, passed away during the week.

Jos. A. Brown, a Collingwood, Ont., grocer, died during the week.

James Pearson, grocer and butcher, Toronto, has sold to J. C. Thompson.

Alfred A. Collins, of Montreal, has opened a cash grocery in Cornwall, Ont.

W. J. McCart, general merchant, Rainy River, Ont., has sold to Bradford & Johnstone.

Schwartz & Fedy, general merchants, Formosa, Ont., have sold to Dentinger & Beingsner.

B. G. Barnes, grocery, in the south end of Collingwood, Ont., has enlarged his store this summer.

The Gray, Young & Sparling Co., Ltd., salt manufacturers, Wingham, Ont., have disposed of their business.

The Finnish Co-operative Store Co., Ltd., Fort William, Ont., are calling a meeting of their creditors.

J. S. Miller & Co., grocers, Toronto, have sold their business at 398 Church St. to Echlin & Clarke.

Frank Whitlock, a traveller for the Mooney Biscuit Co., Stratford, Ont., has enlisted for overseas services.

John E. Waterhouse, grocer, Whitby, Ont., has removed to a new store, formerly Peel's shoe store. He operates a motor delivery.

The British Canadian Canners, Limited, have moved their head offices from the Lister Chambers, Hamilton, Ont., to 57 Queen St. West, Toronto.

The Hamilton Retail Grocers' Association at its last meeting decided to give a machine gun to help along the destruction of the German military power.

R. Higgins & Son, Limited, Toronto, have been granted an Ontario charter to take over the business of R. Higgins & Son, grocers, the capital stock to be \$40,000.

A. B. MacLean & Sons intend opening a wholesale grocery business in Welland, Ont., in the near future. A. B. MacLean conducted a retail business in Marshville for about twenty-five years. His sons will be associated with him.

P. C. Trainor has sold his grocery business in Thessalon, Ont., to Captain Larry King, and has left with his family for Charlottetown, P.E.I., to take up the position of his late brother, James, as head of the freight department of the I.C.R. of that place.

Albert W. Wade, who has been conducting a grocery store in Owen Sound, Ont., at Seventh Avenue East, passed away suddenly. While attending to the wants of a little boy customer an attack of bleeding at the mouth and nostrils came on. He came from behind the counter and sat on a chair, while the frightened child ran for assistance, but Mr. Wade died in a few minutes.

The Ottawa Retail Grocers' Association have well under way all preparations for their big pure food show, to be held in connection with the Central Canada Exhibition from September 10th to 18th. This food show will be chiefly demonstrations, tests and displays of

foodstuffs. For instance, there will be machinery in operation to demonstrate the refining of sugar and the manufacture of different cereal foods. A large number of manufacturers have already decided to exhibit.

Western Canada.

A. H. Sutton, grocer, Winnipeg, is succeeded by A. L. MacMillan.

Geo. Douglas, general merchant, Prince, Sask., sustained a complete fire loss recently.

Wm. Cahill, general merchant, Rokeby, Sask., is succeeded by Cahill & Gordon.

W. A. Wright & Co., general merchants, Bethaney, Man., are succeeded by A. C. Boyd.

J. T. Macdonald has opened a grocery store at his former stand, 132 Eighth Avenue East, Calgary, Alta.

A banquet was tendered recently to W. Colquhoun, manager of the Medicine Hat Grocery Co., Medicine Hat, Alta.

The Yorkton Fruit and Produce Co., Ltd., Yorkton, Sask., are adding groceries and changing style to Yorkton Grocery Co.

Roy McCorkell, a merchant in Prelate, Sask., has died suddenly. He was a native of St. Thomas, Ont., where he clerked for Reeks & Co., grocers, before going West.

A party of about 75 retail merchants from Regina were the guests of the Robin Hood Milling Co. and the Gordon, Ironside, & Fares Company, Limited, Moose Jaw, Sask., recently.

McLean Bros., general merchants, Calgary, Alta., are contemplating the addition of more stores throughout Alberta. They already have four, and it is their intention to increase this number to ten. One is being opened at Carstairs, and it is anticipated others will be located at Camrose, Edmonton and Medicine Hat.

S. J. Cook, who has for a number of years been the manager of the Winnipeg branch of the Mooney Biscuit and Candy Company, Ltd., has left Winnipeg for Montreal, where he has been appointed to a higher position with the company. Before leaving, he was waited on by a deputation of the executive and traveling staff and presented with a handsome traveling bag and secretary, suitably engraved. A. Merrill, who has been sales manager of the company, succeeds Mr. Cook in Winnipeg.

High Prices for Dried Fruits

Mediterranean Stuff Sure to be Considerably Above Last Year — Some Sugar Advances in Western Canada, But Not in the East—Review of the Tea Situation—Canned Vegetables Easier in Montreal—Molasses Quite Firm.

Office of Publication, Toronto, Aug. 17th, 1915.

WHILE there is a temporary easiness in the new-laid egg market this week, the general trend is firmwards. We quote new-laid to the trade at 25c. Wholesalers are offering 16½c to 17c at country points. The true reason for this firmness is the fact of export in large quantities to Great Britain. It will be remembered some time ago in these columns Canadian Grocer took up this question and pointed out that for several years this country has not been exporting to Great Britain new-laid eggs to the extent that it should have been doing. We pleaded too for a revival of interest in this branch of production, and this year, for the first time, eggs are being exported in fairly large quantities to Great Britain. Thus if the market is somewhat firmer here it is for the Empire's good inasmuch as Great Britain can take all the eggs she can possibly get, on account of the fact that the Danish supplies are tied up by lack of bottoms. Eggs are inclined to be firm and possibly higher too on account of the fact that the eggs which come down from the West, owing to sultry weather, deteriorate in quality. The firmness in the market arises probably from the fact that there are few first quality eggs more than from any other reason. First quality eggs are very much in demand and the supply is not adequate.

Cheese prices have again been reduced. For some time now there has been a continual reduction in cheese, just as, up to a certain point, prices went higher and higher. This is the reaction, the make is large, and the demand not so very great because for one thing the British call is not so large as before.

Butter prices are fairly steady and there is a firmness in the market due to the fact that storage demand and the trade are taking care of what supplies there are.

QUEBEC MARKETS.

Montreal, August 19.—New agreements between the wholesalers and the canners and cane sugar refiners have not been consummated, and it is understood that no change in sugar situation will be made until September. As for the canning situation, a meeting was to have been held this week in Hamilton, but on account of the illness in the family of one of the directors, the meeting was postponed. In the meantime, one of the large wholesalers who announced an advance of 5c per doz. in their line a week ago, and having found this unsatisfactory, have dropped their quotations 2½c on tomatoes, corn, peas and beans. Another large wholesaler announces the following prices:—tomatoes, 90c; corn, 82½c; stringless beans 82½-85c; early June peas 85c; and standard peas 80c.

Wines have been advanced 10c per gallon as a result of a poor crop in Spain. A letter from Tarragona states that, following the disastrous effect of the war, came a formidable invasion of mildew, which in less than three weeks spread all over the north of Catalonia. Persistent rains have prevented sulphates from taking effect. Some vine-

yards have lost eighty to ninety per cent. of their crops, and the average loss is two-thirds to three-quarters. Some wines have doubled in value on account of the above troubles.

The St. Lawrence Refineries Limited, have placed a new cane syrup on the market. The following quotations have been announced—bbls. 4¾c. lb.; ½ bbls. 5c; cases, 2 lb. tins, 2 doz to case, \$3.60 per case.

Coal oil has declined 2c per gallon. Vostizza raisins have advanced ½c to 9c lb. on account of higher prices in primary markets. Rosin advanced ⅛c. lb., and present quotations are:—"G" 2¾c lb., and White, 3¾c lb. in bbl. lots including weight of barrel.

SUGAR.—It is understood that no change will be made in the agreement between the wholesalers and the cane sugar refineries before September. The market for raws is dull and quiet. There was a little excitement last week when prices jumped to 315/16c, declining to 37½c, which is the price to-day. There has been a marked improvement to business during the past few days, but the volume is not near what it should be at this time of year.

Markets in Brief

QUEBEC MARKETS.

FLOUR AND CEREALS—
Sprouted wheat in Ontario. Flour business still quiet. Winter wheat flour \$2.50 bag. Feeds continue very scarce. Rolled oats market dull.

PRODUCE AND PROVISIONS—
No change in butter prices. Weaker cheese market. Pure and compound lard decline. Clear fat backs down to \$27. Declines in live poultry.

FRUIT AND VEGETABLES—
More Canadian apples arrive. Grapefruit getting scarce. Big demand for blueberries. Big drop in tomato quotations. Cabbage down to 35c per doz. Nice cauliflowers scarce.

FISH AND OYSTERS—
General scarcity fresh fish. Halibut in good supply. Oyster producers getting ready. New oyster prices to be lower. Dore to be more plentiful.

GENERAL GROCERIES—
Lower prices on canned goods. Wine advances 10c per gallon. Coal oil declines 2c per gallon. Vostizza raisins up ½c lb. Higher resin prices announced. Big decline in peppers.

ONTARIO MARKETS.

FLOUR AND CEREALS—
No change in flour. Mill feeds find big demand. Trade awaits new crop. No business in cereals.

FISH AND OYSTERS—
Predicted good oyster crop. Dearth of lake fish. Sea stuff scarce, too. Manitoba lakes open shortly.

PRODUCE AND PROVISIONS—
Bacon slightly higher. Lard prices up. Firmness in new laids. Exports to England. Lots of ducklings.

FRUIT AND VEGETABLES—
Onions advanced. Potatoes of fair quality. Dearth of cherries. Few raspberries left. Turnips on the market. Corn slightly cheaper.

GENERAL GROCERIES—
Sugar situation stronger. Common teas lower. Currants continue firm. Tarragona almonds down. Raisins will be high. Fine Indian teas strong.

	Per 100 lbs.
Extra Granulated Sugars—	
100 lb. bags	6 65
20 lb. bags	6 75
2 and 5-lb. cartons	6 95
Yellow Sugars—	
No. 3	6 50
No. 1	6 25
Extra Ground Sugars—	
Barrels	7 05
50 lb. boxes	7 25
25 lb. boxes	7 45
Powdered Sugars—	
Barrels	6 85
50 lb. boxes	7 05
25 lb. boxes	7 25
Paris Lumps—	
100 lb. boxes	7 40
50 lb. boxes	7 50
25 lb. boxes	7 70
Crystal Diamonds—	
Barrels	7 30
100 lb. boxes	7 40
50 lb. boxes	7 50

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25 lb. boxes	7 70
Cartons and half cartons	8 05
Crystal Dominoes, cartons	8 15

DRIED FRUITS.—On many lines wholesalers are sold out, which is natural with a small demand, and the new crop not far away. Pears and nectarines in many houses are out of stock. One house confines its stock of peels to oranges, on which it quotes 13½c-14c; they do not expect stocks of citron or lemon until September. Supplies of figs are pretty well cleaned up. One of the largest houses state that their spot stock of prunes is limited to a few 90-100 at 9c. Muscatels are getting scarce, the demand having been heavy lately on account of the scarcity of Valencias.

EVAPORATED FRUITS.		Per lb.
Apples, choice winter, 25-lb. boxes	0 09	
Apples, choice winter, 50-lb. boxes	0 08½	
Apricots	0 15½	
Nectarines, choice	0 11½	
Peaches, choice	0 10	
Pears, choice	0 12½	

DRIED FRUITS.		Per lb.
Candied Peels—		
Citron	0 20	0 21
Lemon	0 13½	0 14
Orange	0 13½	0 14
Currants—		
Amalias, loose	0 07½	
Amalias, 1-lb. pkgs.	0 08	
Filiatras, fine, loose, new	0 07½	
Filiatras, packages, new	0 08	
Vostizzas, loose	0 09	
Dates—		
Dromedary, package stock, per pkg.	0 09	
Fards, choicest	0 12½	
Hallowee, loose	0 08	
Hallowee, 1-lb. pkgs.	0 07½	
Figs—		
8 crown, 12-lb. boxes, fancy, layer, lb.	0 12	
7 crown, 12-lb. boxes, fancy, layer, lb.	0 12	
6 crown, 12-lb. boxes, fancy, layer, lb.	0 11½	
1 lb. glove boxes, each	0 12	
Prunes—		
30 to 40, in 25-lb. boxes, faced	0 14	
40 to 50, in 25-lb. boxes, faced	0 13	
50 to 70, in 25-lb. boxes, faced	0 12	
70 to 80, in 25-lb. boxes, faced	0 11	
80 to 90, in 25-lb. boxes, faced	0 10	
90 to 100, in 25-lb. boxes, faced	0 09½	
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, \$2.60; 5-crown cluster	3 60	
Muscatsels, loose, 3-crown, lb.	0 09	
Sultana, loose	0 11	
Sultanas, 1-lb. packages	0 12	
Cal. seedless, 16 oz.	0 08	
Seedless, 12 oz.	0 08½	
Fancy seeded, 12 oz.	0 09	
Choice seeded, 12 oz.	0 08½	

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

NUTS.—There are few changes in wholesalers' quotations, as the amount of business being done is very small.

Almonds, Tara	0 17	0 18
Grenobles, new	0 15½	0 16½
Marbots, new	0 13½	0 14
Shelled walnuts, new, per lb.	0 35	0 37
Shelled almonds, 28-lb. boxes, per lb.	0 37	0 38
Sicily filberts	0 13	0 14
Filberts, shelled	0 24	
Pecans, large	0 20	0 21
Brazils, new	0 12	0 13
Peanuts, No. 1, French	0 07	
Peanuts, No. 1, Spanish	0 08½	

MOLASSES.—Prices remain the same to the grocer as for several weeks past. The market is steady, and remains very high. Only change is an advance in the price of Barbadoes choice of 1c per gallon for outside districts.

Barbadoes Molasses—	Price for	
	Island of Montreal.	Choice.
Punchoons	0 53	0 44
Barrels	0 56	0 47
Half barrels	0 58	0 49

For outside territories prices range about 3c lower. Carload lots of 20 punchoons or its equivalent in barrels or half barrels, to one buyer, may be sold at "open prices." No discounts will be given.

Corn Syrups—	
Barrels, per lb., 2½c; ½ bbls., 4c; ¼ bbls.	0 04½
Pails, 85½ lbs., \$1.35; 25 lbs.	1 40
Cases, 2 lb. tins, 2 doz. in case	2 55
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., 4½c; ¼ bbls.	0 05
Cases, 2 lb. tins, 2 doz. in case	3 00
Maple Syrups—	

New, pure, per 8½ lb. tis	0 75	0 80
Pure, in 15 gal. kegs, 8c per lb. or per gal.	1 15	

SPICES.—The feature of the market is a big decline in primary markets of practically all lines of peppers, advice of which was received by cable from England on Tuesday. This amounts to about 2c lb., and is believed due to falling off in demand. Sage continues to advance, as well as celery seed and laurel leaves. Supplies are being offered from Greece of sage, but it does not come up to the Austrian product. There is no reason why it should not be grown in this country, in fact, a Canadian sage is already being offered, and the samples look good. There is not much cream of tartar in sight, and what there is is realizing big figures.

	5 and 10-lb. boxes.	¼-lb. pkgs. dozen.	¼-lb. tins lbs.
Allspice	—0 16	—0 69	—0 23
Cassia	—0 22	—0 89	—0 29
Cayenne pepper	—0 28	—0 35	—0 35
Cloves	—0 28	—1 05	—0 35
Cream tartar—45-55c.			
Ginger, Cochin	—0 22	—0 29	—0 29
Ginger, Jamaica	—0 23	1 00-1 15	—0 31
Mace	—0 80	—1 00	—1 00
Nutmegs	—0 40	—2 40	—0 75
Pepper, black	—0 22	0 90-1 00	—0 29
Pepper, white	—0 30	1 15-1 20	—0 37
Pastry spice	—0 22	0 95-1 20	—0 29
Pickling spice	0 14-0 16	—	—
Turmeric	0 21-0 23	—	—

Lower prices for pails, boxes or bailers when delivery can be secured.

Cardamom seed, per lb., bulk	2 00	2 50
Caraway—		
Canadian	0 13	
Dutch	0 16	0 18
Cinnamon, China, lb.	0 14½	0 16
Mustard seed, bulk	0 19	0 23
Celery seed, bulk	0 36	0 46
Cayenne chillies	0 35	
Shredded coconut, in pails	0 18½	0 22
Pimento, whole	—	12-15

RICE.—There have been no changes in local rice quotations during the past week, and nothing can be learned of any British rices reaching this market.

Rangoon Rices—	Per cwt.
Rangoon, "B"	3 90
"C.C."	3 80
India bright	4 40
Lustre	4 10
Fancy Rices—	
Imperial Glace	5 20
Sparkle	5 60
Crystal	5 90
Ice drips	5 30
Snow	5 20
Polished	4 10
Pearl	4 60
Mandarin, Patna	4 30
Java Onyx	7 00

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.
Rags, 22 lbs.	0 05½
Half bags, 112 lbs.	0 05½
Quarter bags, 56 lbs.	0 05½
Velvet head Carolina	0 09
Sago, brown	0 06½
Tapioes—	
Pearl, lb.	0 07
Seed, lb.	0 07

COFFEE.—Higher priced coffee continues as dear as ever, and the market is said to be firm. Talk of a valorization scheme in Brazil, which is nothing else but a cornering of the market, leads the trade to believe that higher prices will be seen.

DRIED VEGETABLES.—Market remains at the high point reached some weeks ago, retailers paying \$3.50 to \$3.75 for 3 lb. pickers. Many wholesalers have no peas to offer with the exception of splits, for which they are asking \$5.50. There has been an advance of ¼c lb. in California Lima beans across the border, but so far quotations

remain the same here, i.e., 7½-8c per lb.

Beans—	
Canadian, 3-lb. pickers, per bushel	3 45 3 75
Yellow eyes, per bushel	4 00
Lima, per lb.	0 07½ 0 08
Peas, white soup, per bushel	3 25
Peas, split, bag, 98 lbs.	5 50
Barley, pot, per bag	3 00
Barley, pearl	4 25 4 50

ONTARIO MARKETS.

Toronto, August 19.—The chief thing of importance this week in this market is the general report anent the dried fruits situation. More details as to this are given in the special dried fruits report, but it would look as if cakes, pastry, and, later on, Christmas pudding, would be dearer this year on account of the high prices named for currants, raisins, peels and the like. This firmness in currants has been a feature of the markets for three or four weeks now, and by all appearances prices will keep pretty well where they are now, going—if any way—still higher. Raisins are bound to be dear. The poor Valencia crop and the lack of Sultanias will mean more or less a monopoly for Californians, and higher prices are universally expected. Whether or not they will materialize, and thus verify the forecast, will not be known till their statement, now overdue, is made.

With regard to the tea market, which is behaving queerly again, we quote—without comment here—the New York Journal of Commerce.

"The local tea market, while not weak, shows a reactionary tendency in low-grade black teas, this applying to Formosas as well as Ceylons and Congous. The cables from the primary markets of late have been rather bearish, there being a disposition to seek lower bids because of the cessation of Russian competition, which was responsible for the high prices reached.

"It is pointed out that the quality of the low-grade Ceylon tea in Colombo is poor; in fact, so much so that importers are averse to shipping the same to the United States. Medium and better grades are fairly well sustained, however, and little apprehension is felt on the score of this quality. Colombo mail advices state that Russia may return to the market when boats are available and prices may then recover."

The Atlantic Sugar Co. have a new granulated out, 15c a hundred less than the old. It is called the "Star."

Business develops few extraordinary features at this writing. Collections are better now than they were three or six months ago by long odds. Country trade has not been quite so satisfactory lately. It seems to have taken on more of the hand-to-mouth character that was the city's portion for a long time. City trade is better.

SUGAR.—It will be remembered that last week we recorded the partial re-

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covery in New York of the sugar situation—about 25 per cent. of what it had lost in the week preceding. Now a full recovery has been completed, heavy British buying having been the big factor in the firming-up process. Apropos of this locally, the market is featureless, with a fair to good demand at old prices.

Extra Granulated Sugars, Montreal Refined—per 100 lbs.	
100 lb. bags	6 71
50 lb. bags	6 81
10 lb. bags	6 88
2 and 5-lb. cartons	7 00
Nova Scotia refined, 100-lb. bags	6 61
New Brunswick refined, 100-lb. bags	6 71
Extra Ground Sugars—	
Barrels	7 11
50 lb. boxes	7 29
25 lb. boxes	7 41
Powdered Sugars—	
Barrels	6 91
50 lb. boxes	7 31
Crystal Diamonds—	
Barrels	7 36
100 lb. boxes	7 46
50 lb. boxes	7 56
Cartons (20 to case)	8 11
Cartons (50 to case)	8 61
Crystal Dominoes, cartons	8 11
Paris Lump—	
100 lb. boxes	7 46
50 lb. boxes	7 56
25 lb. boxes	7 76
Yellow Sugars—	
No. 1	6 31
Barrels granulated and yellow may be had at 6c per cwt. above bag prices.	

TEA.—A cable from London to a prominent house here announces a decline of a farthing in common teas, but an advance of a cent on fine teas, with a note that the latter are hard to get. To many it may seem strange that the Indian tea sale should have shown a drop of a farthing in common teas and an advance in fine teas. But these very often go together. When common teas are high in price there is a great temptation on the part of the planter to pluck coarsely; i.e., to pluck part of an additional leaf, and thus produce quantity. But this unfortunately degrades the quality of his whole output. Then in such case there will be more common tea at the sales and less of teas with fine flavor. It is just possible that the very high price that common teas are fetching might bring about this general result, and a possible easing in common teas would follow. Note that this does not apply at all to fine teas. A slight decline has already made its appearance in the shape of a farthing at Monday's sale, and, while there was no easing off in the two preceding weeks, they showed a weak market.

On the other hand, we hear it is nearly impossible to get fine teas. Reports from London houses urge that these cannot possibly be lower, but add that, in the main, teas are off quality just now, and may continue so until the new crop comes in in October. But to look for any drop in fine teas is obviously made all the more unreasonable by their present scarcity.

See our introduction for further remarks anent the situation.

DRIED FRUITS.—Following the firmness in currants, which we have noted recently, we submit that the market has corroborated our prediction of advances. The primary market has again advanced during this last week. We look for still

higher prices. The situation is remarkably firm, with heavy buying continuing right along. Currants at present levels are a good buy. With regard to raisins, the Valencia crop has turned out to be only 25 per cent. of normal. This is a factor of consequence, particularly when it is remembered that there will be no Sultanias to speak of this year. So far the prices on Californian raisins have not made their appearance, though they are overdue; apparently the association is waiting for prices named on Valencias. It looks as if California stuff will be higher; they will have more or less of a monopoly on raisins, with no Sultanias visible and a much below average crop of Valencias. Raisins are very strong in New York just now, and are liable so to continue. Heavy domestic and European buying, coupled with supplies which ever grow shorter, can only have this one result.

Peels will be dearer than last year. New stuff is now on its way, and when it arrives we shall see higher prices. Peels are a good buy right now.

Prunes are slower just now, because from New York comes the report that a shading of Fall prices is likely. Offers on October shipments have been successfully shaded from 33¼c basis to 35½c. All reports corroborate our prediction of some weeks ago that 1915 will see one of the largest crops on record. Spot stocks sell only slowly and hand-to-mouth. There is, unmistakably, a disposition to hold off buying in case the slightly lower prices materialize.

Apricots, for futures, retain their strength. The market at the Coast is remarkably firm.

Apricots—	
Standard, 25 lb. boxes	0 13½ 0 15
Choice, 25 lb. boxes	0 15 0 15½
Apples, evaporated, per lb.	0 08 0 08½
Candied Peels—	
Lemon	0 13 0 14
Orange	0 13 0 14
Citron	0 19 0 22
Currants—	
Filiatras, per lb.	0 08 0 08½
Amalas, choicest, per lb.	0 08½ 0 09
Patras, per lb.	0 08½ 0 09
Vostiznas, choice	0 10 0 10½
Cleaned, ½ cent more.	
Dates—	
Paris, choicest, 12-lb. boxes	0 09½ 0 10
Paris, choicest, 50-lb. boxes	0 09 0 09½
Package dates	0 06 0 06½
Hallowees	0 07½ 0 07½
Prunes—	
30-40s, California, 25 lb. boxes	0 14½ 0 15
40-50s, 25 lb. boxes	0 12½ 0 13½
50-60s, 25 lb. boxes	0 12 0 12½
60-70s, 50 lb. boxes	0 10½ 0 11½
70-80s, 50 lb. boxes	0 09 0 09½
80-90s, 50 lb. boxes	0 08 0 09
90-100s, 50 lb. boxes	0 07½ 0 08
25 lb. boxes, ½ cent more.	
Peaches—	
Choice, 50 lb. boxes	0 07 0 07½
25 lb. boxes, ½ cent more.	
Raisins—	
Valencia	0 11 0 11½
Seeded, fancy, 1 lb. packets	0 10½ 0 10½
Seeded, choice, 1 lb. packets	0 09½ 0 10½
Seeded, choice, 12 oz.	0 08 0 08
Seedless, 16 oz. packets	0 11½ 0 12
Seedless, 12 oz. packets	0 10 0 10

SPICES.—Cream of tartar is still very strong, and we do not see any lower prices immediately. It is still hard to get. If the freight situation were eased we might have a drop in prices, but not unless . . . Spot prices on peppers are all steady, though trading is lighter.

This, it appears, is only temporary; supplies—limited supplies—of Acheen and Singapore are on their way. Cloves are quiet and steady on moderate spot stocks.

Spices—	Compound, per lb.	Pure, per lb.
Allspices, ground	0 10	0 16
Allspices, whole	0 15	0 15
Cassia, whole	0 21	0 32
Cassia, ground	0 14	0 16
Cinnamon, Bataria	0 27	0 35
Cloves, whole	0 28	0 45
Clives, ground	0 18	0 22
Cream of tartar	0 25	0 35
Curry powder	0 30	0 35
Ginger, Cochin	0 15	0 17
Ginger, Jamaica, ground	0 18	0 21
Ginger, Jamaica, whole	0 25	0 30
Ginger, Africana, ground	0 14	0 18
Mace	0 80	0 90
Nutmegs, brown, 64s, 52c; 80s, 42c; 100s		0 30
Nutmegs, ground, bulk, 45c; 1 lb. tins		0 50
Pastry spice	0 22	0 25
Peppers, black, ground	0 14	0 18
Peppers, black, whole	0 19	0 24
Peppers, white, ground	0 19	0 24
Peppers, white, whole	0 35	0 37
Pickling spice	0 16	0 20
Turmeric	0 18	0 20

NUTS.—Nothing new has developed since last report, noting the lower prices on Filberts, except that our prediction of lower levels on Tarragona almonds, too, is confirmed this week. We shall not feel the effect here for some time yet, though. Demand for shelled almonds is fair. Other lines are slow.

In Shell—	Per lb.
Almonds, Tarragona	0 17½ 0 18
Brazils, medium, new	0 13 0 15
Brazils, large, washed, new	0 17 0 18
Chestnuts, peck	1 75 2 00
Filberts, Sicily, new	0 13 0 14
Peanuts, Jumbo, roasted	0 12½ 0 13½
Peanuts, hand-picked, roasted	0 11 0 11½
Peanuts, fancy, roasted	0 09 0 10
Pecans	0 17 0 18
Walnuts, Grenoble	0 16 0 16
Walnuts, Bordeaux	0 11 0 12
Walnuts, Marbots	0 13 0 14
Shelled—	
Almonds	0 38 0 40
Filberts	0 11 0 12
Peanuts	0 11 0 11½
Pecans	0 55 0 60
Walnuts	0 38 0 40

BEANS.—Brisk demand has abated some. The slightly easier tendency is the only feature.

Beans—3-lb. pickers, cwt. 3 40 3 50

RICE AND TAPIOCA.—The trade is generally holding off for the active new rice crop movement, now due in the South. New Orleans advices say that river rice will be cheaper than a year ago; the crop is large and the quality good. There is only a moderate movement in foreign rices in New York, in which situation the lack of shipping facilities would seem to be a factor. Demand here is fairly good. Rices and tapioca, which is also firm, are staples, and buying rambles right along on that account.

Rice—	per cwt.
Rangoon "B."	4 00
Rangoon, per cwt.	4 50
Rangoon, fancy, per cwt.	5 00
Patna, fancy	0 07½ 0 09

Tapioca—	per lb.
Pearl	0 07 0 07½
Seed, per lb.	0 07 0 07½
Sago, brown, per lb.	0 05½

COFFEE.—The firmness in futures continues, but spot stuff is very slow, and the market is dull and featureless.

Coffee, Roasted—	per lb.
Bogotas	0 26 0 30
Jamaica	0 17 0 19
Java	0 31 0 36
Maraicabo	0 23 0 25
Mexican	0 27 0 28
Niocha	0 33 0 35
Rio	0 15 0 17
Santos	0 21 0 22
Chicory, per lb.	0 10 0 12

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BRITISH COLUMBIA MARKETS.

By Wire.

Vancouver, Aug. 19.—A new shipment of dromedary dates has just arrived. Grocers have been bare of these for some time. Business is inclined to be quiet. British Columbia fruits selling well.

PRODUCE AND PROVISIONS.

Butter, creamery, per lb.	0 31
New Zealand cubes	0 36 1/2
New Zealand brick	0 37
Cheese, per lb., large	0 19
EGGS—	
Local fresh	32 c
Extra selected	28 c
Vancouver Island	32 c
Lard, 3's, per case	8 55
Lard, 5's, per case	8 47
Lard, 10's, per case	8 40
Lard, 20's, each	2 73

GENERAL.

Almonds, shelled, lb.	0 45
Beans, Ontario, per lb.	06 c
Beans, Lytton	06 1/2 c
Cream of tartar, lb.	50 c
Cocoanut, lb.	18 1/2 c
Cornmeal, ball	\$3 40
Evap. apples, 50's	09 c
Flour, 49's, bbl.	7 50
Lemons, box	3 75
Potatoes, per ton	18 00
Rollod oats, ball of 80 lbs.	3 45
Onions, lb.	1/2 c
Oranges, box	2 75
Rice, 50's, sack	1 90
Sugar, standard gran., per cwt.	7 35
Sugar, yellow, per cwt.	6 70
Walnuts, shelled, lb., 40c; almonds	0 42
Jams, glass jars, doz.	2 25
Jams, 4-lb. tins, doz.	7 50

CANNED GOODS.

Apples, gala., 6/case	\$1 62
Beans, 2's	2 05
Corn, standard, per 2 dozen case	2 10
Peas, standard, per 2 dozen case	2 05
Plums, Lombard, 2's, case	1 90
Peaches, 2 1/2's, case	4 50
Strawberries and raspberries, 2's, case	4 80
Tomatoes, standard, per dozen, case	2 20

SALMON.

Sockeye, 1's, 4 doz. case	\$9 00
Sockeye, 1/2's, 8 doz. case	19 75
Cohoos, 1's, 4 doz. case	4 75
Humpbacks, 1's, 4 doz. case	4 00

DRIED FRUITS.

Apricots, per lb., 10c; Apples, lb.	09 c
Prunes, 70-80, 25's, lb.	10 c
Currants, per lb., 8 1/2c; Raisins, seeded, lb.	10 c
Peaches, per lb.	06 c
White figs, per lb.	05 c

SASKATCHEWAN MARKETS.

(By Wire.)

Regina, Sask.—Harvesting will be general within the next two weeks in this province, prospects being bright for splendid crops. Weather conditions are ideal and grain is ripening fast. Business prospects are brighter. Sugar advanced ten cents on August 11 and 10c on August 12. Granulated is now quoted at \$7.54. There seems to be a shortage of lemons all through the West, no lemons wholesaling for one week. Dealers here expect ear next Monday. Dairy butter is up to 21c and cheese is 16 1/4c. Eggs are up to 18c. Corn meal is higher at \$2.95. Oranges are \$5.50.

Produce and Provisions—

Butter, creamery, per lb.	0 26
Butter, dairy, No. 1	0 21
Cheese, per lb., large	0 15 1/2
Eggs, new laid	0 12
Lard, 3's, per case	8 55
Lard, 5's, per case	8 47
Lard, 10's, per case	8 40
Lard, 20's, each	2 82

General—

Beans, Ontario, per bushel	3 90
Coffee, whole roasted, Rio	0 17
Cream of tartar, lb.	0 45
Cocoanut, lb.	0 19
Cornmeal, ball	2 95
Apricots, per lb.	0 12
Evap. apples, 50's	0 08 1/2
Flour, 56's	3 50
Rollod oats, ball of 80 lbs.	3 40
Rice, per cwt.	3 90
Sugar, standard gran., per cwt.	7 54
Sugar, yellow, per cwt.	7 14
Walnuts, shelled, 41c; almonds	0 41

Canned Goods—

Apples, gala., case	1 39
Broken beans, 2's	2 55
Beans	2 25
Corn, standard, per 2 dozen	2 28
Peas, standard, per 2 dozen	2 28
Plums, Lombard	2 15
Peaches	3 21
Strawberries, 4 1/2; Strawberries	4 73
Tomatoes, standard, per case	2 15

Salmon—

Sockeye, 1's, 4 doz. case	9 65
Sockeye, 1/2's	12 35
Cohoos, 1's	6 00
Humpbacks, 1's	4 00

Fruits and Vegetables—

Apples, fancy, box	2 80
Celery	0 10
Grapefruit, per crate	4 50
Sweet potatoes, per crate	4 50
Lemons	5 00
Oranges, Valencia	5 50
Pineapples, case	4 25
Potatoes	1 00
Potatoes, new	1 00
Preserving cherries	1 90
Tomatoes	2 00
Watermelons	9 00
California Onions	0 03 1/2

Dried Fruits—

Currants, per lb.	0 09 1/2
Prunes, 70-80, 25's, lb.	0 19 1/2

ALBERTA MARKETS (EDMONTON).

By Wire.

Edmonton, Aug. 19.—Excellent weather throughout the West brings good trade. Harvesting, although scattered, is getting more general in northern districts. Trade is certainly reviving.

Produce and Provisions—

Cheese, new, lb.	0 17 1/2
Butter, creamery, per lb.	0 30
Butter, dairy, No. 1, 20c; No. 2	0 17
Eggs, dozen	0 22
Eggs, No. 2	0 15
Lard, pure, 3's, per case	9 00
Lard, pure, 5's, per case	8 95
Lard, 10's, per case	8 90
Lard, pure, 20's, each	2 93

General—

Beans, Ontario, per bushel	3 75
Beans, Japan, per bush.	4 20
Coffee, whole roasted, Rio	0 15
Evaporated apples, 60's	0 09 1/2
Potatoes, per bush.	0 35
Rollod oats, 20's, 80c; 40's	1 00
Rollod oats, ball, \$3.55; 80's	3 15
Flour, 56's	3 55
Rice, per cwt.	3 85
Sugar, standard gran., per cwt.	7 60
Sugar, yellow, per cwt.	7 20

SPLENDID CROPS IN EASTERN TOWNSHIPS.

A representative of Canadian Grocer in Quebec Province writes us as follows:—

"The observation of your representative through the Eastern Townships of Quebec show that everywhere there is promise of an abundant harvest. All crops are looking well, in fact the indications have not been as good for years. The hay crops, of which there is a large amount grown, is about all in, and is excellent.

"With three or four weeks more of favorable weather the farmers of this section will garner one of the best returns from the soil that has yet been reaped. Considering the high prices that are likely to prevail for agricultural products there should be a good business turnover by the merchants in the towns and cities south of the St. Lawrence.

Canned Goods—

Apples, gala., case	1 50
Corn, standard, per two dozen	2 10
Peas, standard, 2 dozen	2 10
Plums, Lombard	2 20
Peaches	3 25
Strawberries, 4 1/2; raspberries	4 30
Tomatoes, standard, per dozen	2 50
Salmon, sockeye, 4 doz. talls, case, 1s	7 50
Cohoos, 1's, \$5.75; humpbacks, 1's	4 35

Fruits—

Lemons	4 80
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ALBERTA MARKETS (CALGARY).

(By Wire.)

Calgary, Aug. 19.—Since last report sugar has advanced 20 cents. Peas and corn are up 15c a case and tomatoes 10 cents a case. This advance was fully expected. B. C. potatoes are 60c a bushel. Local crop will be much larger than in former years and quality is good. Eggs are advancing and storage stock is now being drawn on. No. one dairy butter is quoted at 22 cents. Bacon, backs are 19c. Several brands of canned herrings are very scarce and stock cannot be replenished. Dried codfish is up about 2 cents.

General—

Beans, small white Japan, lb.	0 06 1/2
Flour, No. 1 patent, 98's	3 50
Rollod oats, ball	3 70
Rollod oats, 80s	3 30
Rice, Siam, cwt.	4 00
Potatoes, new, per bush.	0 60
Sugar, pure cane, granulated, cwt.	7 75
Shelled walnuts, finest halves, lb.	0 40
Shelled walnuts, broken, lb.	0 30

Produce and Provisions—

Cheese, new, Ontario, large, per lb.	0 17 1/2
Butter, No. 1, dairy, lb.	0 22
Eggs, new laid, doz.	0 20
Lard, pure, 3s, per case	8 70
Lard, pure, 5s, per case	8 63
Bacon, smoked backs, per lb.	0 19
Bacon, smoked bellies, per lb.	0 21

Canned Goods—

Tomatoes, 3s, standard, case	2 65
Corn, 2s, standard, case	2 25
Peas, 2s, standard, case	2 25
Tomatoes, gala., case	2 00
Apples, gala., Ontario, case	1 75
Strawberries, 2s, Ontario, case	4 90
Raspberries, 2s, Ontario, case	4 80
Lobster, 1/4, per doz.	2 65
Salmon, finest sockeye, talls, 48x18, per case	10 00
Salmon, pink, talls, 48x18, per case	4 25

Dried Fruits—

Evaporated apples, 50s, per lb.	0 09 1/2
Peaches, choice, 25s, per lb.	0 07 1/2
Apricots, choice, 25s, per lb.	0 13
Pears, choice, 25s, per lb.	0 14

Fruits—

Blackberries	2 00
Blueberries, Ont., basket	2 70
Cantaloupes, crate	5 50
Grapefruit, Cal.	5 00
Oranges, case	5 50
Lemons, case	6 25

NEW BRUNSWICK MARKETS.

By Wire.

St. John, Aug. 19.—Molasses stocks are particularly low. The steamer Uller arrived Tuesday, slightly relieving the situation, but dealers have mostly little on hand. Quotings are a shade higher at 49c to 50c, and are not expected to be any easier for some time to come. Beans are higher, hand-picked being \$3.70 to \$3.75, and yellow \$3.80 to \$3.85. Cornmeal, granulated, is \$5.75. Pure lard is not quite so firm at 12 1/2c to 12 3/4c. Currants are steadily strengthening, dealers expecting higher rates. A slight advance to 9c to 9 1/4c has already occurred. The strawberry season is ended. Potatoes are from 60c to 70c, and plentiful. Butter has been a little scarcer during haying season. Eggs are fairly plenti-

ful, with no change in prices. General business is steady.

Produce and Provisions—		
Bacon, breakfast, per lb.	0 20	0 23
Bacon, roll, per lb.	.....	0 17
Beef, corned, 1's	2 75	3 35
Pork, American clear, per bbl.	24 00	25 70
Butter, dairy, per lb.	0 20	0 22
Butter, creamery, per lb.	0 27	0 28
Eggs	0 22	0 23
Lard, compound, per lb.	0 11 1/4	0 11 1/4
Lard, pure, per lb.	0 12 1/4	0 12 1/4
Cheese, new	0 15	0 15 1/4
Flour and Cereals—		
Cornmeal, gran.	.....	5 75
Cornmeal, ordinary	.....	1 95
Flour, Manitoba, per bbl.	.....	7 85
Flour, Ontario	.....	7 15
Roll'd oats, per bbl.	.....	7 50
Oatmeal, standard, per bbl.	.....	8 25
Fresh Fruits and Vegetables—		
Lemons, Messina, box	.....	4 50
Oranges, Val., case	4 00	5 50
Potatoes, bushel	0 60	0 70
Sugar—		
Standard granulated	.....	6 80
United Empire	.....	6 70
Bright yellow	.....	6 90
No. 1 yellow	.....	6 30
Paris lumps	.....	7 60
Lemons, Messina, box	.....	.....
Beans, hand-picked, bush.	3 70	3 75
Beans, yellow eyes, per bush.	2 80	3 55
Canned pork and beans, per case.	2 60	2 90
Molasses, Barbadoes, gal.	0 49	0 50
Cream of tartar, per lb., bulk	0 52	0 55
Currants	0 09	0 09 1/2
Rice, per cwt.	4 25	4 50

Grocers' Letter Box

Editor Canadian Grocer.

Dear Sir.—Will you kindly tell us when the coffee week is going to take place. Unfortunately we cannot find the copy of Canadian Grocer in which it was mentioned some time ago.

Yours very truly,

C. O. S.

Quebec, P.Q., Aug. 13th.

Editorial Note.—Coffee week is to be held in the United States, beginning October 18th. The National Coffee Roasters' Association is behind the movement.

TRADE NOTES.

The Elgin Trading Co., Elgin, Man., have sold their stock to Harry Cohen.

Travellers who have been calling on the trade in Simcoe, Ont., and others, who were acquainted with the Lea family there, will regret to hear of the death of Harry Lea, which took place last Saturday, August 14. He was the eldest son of the late G. W. Lea, for many years a grocer in Simcoe. Since the death of the father, the business has been run by the deceased and his brother, George Lea, jun., as an estate. The funeral was held on Tuesday afternoon.

With the intention of advertising the fish of Canada as a cheap and palatable article of diet, the Dominion Fisheries Branch of the Marine and Fisheries Department of the Government has arranged to have not only an exhibit, but also a fish restaurant, at the Canadian National Exhibition at Toronto this season. By proper cooking and serving it is hoped to encourage the greater use of fish as an article of diet.

To Reinforce the Princess Pats

THESE are many men in Canada who are anxious to go and play their part in the great war, who are willing to go as officers, but from want of adequate military training, or for other reasons, are unable to obtain commissions. There are other men who would prefer to join the ranks simply because they realize the enormous responsibility of the wastage of life which results from the bad leadership of an improperly trained officer.

Some of these men hesitate to go in the ranks, merely because they are uncertain of finding the congenial companionship of men of similar training and tastes.

Now, there is an organization in Canada exactly suited to the requirements of such men, and its existence should be brought clearly to the notice of every young man in Canada.

The Universities of Canada are working loyally together to raise company after company, and to send them overseas to reinforce as units that famous regiment, the Princess Patricia's Canadian Light Infantry.

These companies are composed of men from the Universities of Canada, the friends of such men, and, broadly speaking, from men of that type.

It must be clearly understood that they are not all University men, for there are bank clerks, lawyers, architects, engineers, ranchers and others, and it has been found that such men pull well together and enjoy military life to the full. If the existence of such a force was known throughout the length and breadth of Canada, there would be no difficulty in recruiting a full company within a week.

The First University Company, under the command of an excellent leader, Captain Gregor Barclay, has been for some time in England. An eminent military authority has declared this to be the finest company which has ever sailed from Canada.

The Second University Company was composed of men of a splendid type, and was embarked recently at Montreal.

The Third Universities Company (and note that the plural is deliberate) is recruiting with fair rapidity, and there is every hope that it will reach the high mark of success attained by the first two companies.

There is certainly no difficulty in obtaining officers, but it is harder to find picked men for sergeant-major, company quartermaster-sergeant, platoon sergeants and section leaders, on whom largely rests the success of the company.

Indeed, Canada needs chiefly a training school for non-commissioned officers.

The general principle is followed of giving commissions to well qualified men from the University or from the district which furnishes the recruits.

The West has certainly been a great recruiting ground for the Universities Companies, and the men have proved themselves good soldiers, well disciplined and efficient, with fine physique. It is hoped that the Maritime Provinces will rival the West in furnishing recruits. Indeed, in the Second Company, men, doubtless Canadians, came to join from Oklahoma, Arizona and Missouri.

A recruit can be examined medically and attested in his own district, and transportation will be provided to Montreal.

All information can be obtained from Captain A. S. Eve, 382 Sherbrooke Street West, Montreal, the headquarters of the successive companies.

The newspapers and publicity agents, by their voluntary aid freely given, have shown themselves to be the most efficient means of furnishing recruits; but we ask every reader to help the men to join the company they are looking for, and the company to find the men required.

INSIDE SCREENS FOR WINDOWS.

One of the most serious problems of the grocer in the summer time is how to keep flies out of his windows. Nelson Lalande, 361 Charlevoix street, Montreal, has overcome the difficulty effectively by closing the window in by means of wire-screening. The screens are in three or four sections, and are sliding, so that goods in the window are easily accessible. Glass is too hot in summer, and too cold in winter. Incidentally, the screen keeps cats out of the window; a cat in the window drives away business.

George Morgan and E. H. Wright have opened a grocery store in the Ruddy Block, Leduc, Alta., which will be known as the Leduc Cash Grocery.

Every store you enter probably has something to teach you in the way of management, display, policy or methods. Find out what it is.

If you never ask customers how they liked the goods, in all probability you are afraid there was something wrong, and the customers will think of that themselves.



FRUIT AND VEGETABLES



Big Drop in Tomatoes

A Feature of Montreal Market—Lots of Canadian Apples Now Arriving — Spanish Onions Higher—All But Black Cherries Gone—Turnips Back Again.

MONTREAL.

FRUITS.—Lots of Canadian apples are now arriving on the market, chief of which are Duchess and Yellow Transparent, which are quoted at 3.50-3.75 for No. 1's, and 2.75 for No. 2's. The quality is fairly good. Raspberries now arrive in pails locally, at 75c. pail. There is a big demand for bananas at from 2.00 to 2.50. Saguenay blueberries are big sellers at 1.75 for 16 qt. boxes. Blackberries are now offered in pails and cups at 50c. pail. Grapefruit is practically off the market, and high prices are being secured for what is available. Plums are slightly higher—2.00 for boxes of 4 baskets. Pineapples are not in demand, there being too much other fruit offered. There are a few Canadian cherries being offered at 1.00 per box. Oranges are high, and are almost too dear to sell. Apricots have advanced to 2.00 box. Biggest sellers in fruit line this week are bananas and blueberries.

Apples—	
Duchess, No. 1's	3 50 3 75
Duchess, No. 2's	2 75
Yellow Transparent, No. 1's	3 50 3 75
No. 2's	2 75
Bananas, bunches	2 00 2 25
Blackberries, small pail	0 50
Blueberries, Saguenay, 16-qt. boxes	1 75
Grapefruit, 46-54-64-83-96	3 25
Grapes, Belgium hothouse, lb.	1 00
Grapes, Cal., case	2 50
Lemons—	
Messina, 300 size	3 25 3 50
Verdillia	4 00
Limes, box	1 40
Oranges—	
Valencias, Cal., late, 126-250	5 25
Modi, 200-30, box	4 00
Jamaica, 196-200-216	3 00
Pineapples, 18-24 and 30-36	2 50
Peaches, box	1 40
Peaches, crate 6 baskets	2 25
Pears, new, box	3 00
Plums, box 4 baskets	2 00
Raspberries, pail	0 75
Cherries, Canadian, box	1 00
Cantaloupes, box of 45	3 50
Apricots, box	2 00
Watermelons, each	0 40 0 50

VEGETABLES.—The feature of the market is a big drop in tomatoes, quotations being almost cut in half. Montreal tomatoes are now quoted at 60c. per box, whereas a week ago they were 1.25 to 1.50. A corresponding drop also occurred in hothouse tomatoes, which are now bringing 10c. per lb. Potatoes are enjoying such a big demand the price has been maintained; they are bringing somewhere around 65c. per bag. Canadian leaks are being sold at 20c. bunch. Cabbage dropped during the

week to 35c. per doz., and the quality is very good. Nice cauliflowers are now worth 2.00, and are scarce; poorer quality are bringing 1.50 per doz. Corn is in good demand at 10c. doz.; really good corn costs 12½c. Cucumbers are down to 20c. doz. Practically no demand for mushrooms. Big drop in onions on account of the big crop—quotations this week 50c. bunches. Peas are off the market. Peppers are cheap, 11-qt. baskets 40-50c; in bbls. 3.00. Radishes are scarce at 15c. doz. Canadian spinach is beginning to arrive freely at 75c. box. In this market the biggest demands are for corn, potatoes, and tomatoes.

Pecti, doz. bunches	0 35
Beans, wax, Montreal, per bag	0 50
Beans, green, Montreal, per bag	0 50
Cabbage, Montreal, per doz.	0 35
Carrots, 3 doz.	0 50
Cauliflower, Canadian, doz.	1 50 2 00
Celery, Montreal, doz.	0 25 0 75
Corn, doz.	0 10 0 12½
Cucumbers, fancy, doz.	0 20
Leeks, bunch	0 20
Head lettuce, doz.	0 25
Curly lettuce, doz.	0 20
Onions—	
Montreal, doz. bunches	0 50
Parsnips, new, doz.	0 35
Parsley, Canadian, doz. bunches	0 15
Peppers, 11-qt. basket	0 40 0 50
Potatoes—	
Montreal, new, bag	0 65
American, new, bbl.	2 00
Radishes, doz.	0 15
Rhubarb, hothouse, doz.	0 20
Spinach, Canadian, box	0 75
Turnips, new, doz.	0 20
Tomatoes, hothouse, lb.	0 10
Tomatoes, Montreal, box	0 60
Vegetable marrows, doz.	1 00
Watercress, Canadian, doz.	0 30

TORONTO.

FRUIT.—There is a noticeable scarcity in cherries, black mantillas being just about the only kind available. Raspberries are in like case only there the quality is poor too. Lawton berries have been coming in in large shipments. A few better quality plums have come to this market, but in the main quality isn't up to much. Peaches are getting a trifle cheaper, and we quote Canadian at 25 to 60c. basket. There is a big supply of cantaloupes for sale now at advantageous levels. Canadian musk melons are getting mighty cheap: competition of southern stuff keeps prices down. There are few gooseberries left and what there are, are inferior in quality. Apricots in 11 qt. baskets sell for a quarter, or 20c. for poorer stuff. There

were a couple of cars of oranges on the market and they both went for 5.00 to 5.50 a case. Pears have a fair sale. General tendency in fruit is downwards and prices are advantageous and cheap.

Apples, new, imported	1 25	1 30
Apples, 11-qt. basket	0 30	0 40
Bananas, per bunch	1 50	1 75
Blueberries, 11-qt. basket	1 00	1 65
Cocoanuts, sack	4 00	4 00
Cherries, Can., 11-qt. basket	0 50	0 50
Cherries, extra choice, black	0 85	0 90
Currants, red, box	0 02	0 06
Currants, black, 11-qt. basket	1 25	1 50
Cantaloupes, case	4 00	4 50
Cantaloupes, Can., 11-qt. basket	0 35	0 75
Grapes, Cal., case	2 25	2 75
Oranges—		
California Valencias	5 00	5 50
Lemons, new, Messina, box	3 75	4 00
Limes, per 100	1 00	1 00
Musk melons, 11-qt. basket	1 00	1 50
Peaches, Cal., box	1 00	1 50
Peaches, Georgia, 6 basket	2 25	2 50
Peaches, Canadian, large basket	0 25	0 60
Pears—		
California, Bartlett, box	2 50	2 75
Plums, Canadian, ½ basket	0 18½	0 25
Plums, Canadian, large basket	0 20	0 60
Plums, box	1 25	1 75
Raspberries, box	0 08	0 12
Thimbleberries, box	0 68	0 11
Watermelon	0 40	0 75

VEGETABLES.—A dollar a bag is being charged for potatoes. Generally the quality is good, though some of them come from clay soil—and show it. Tomatoes are firmer, selling at 30-40c. Beans, beets and carrots are getting a trifle better sale than heretofore and the quality is good. There are some turnips on the market now, worth 20 to 25 a basket. Corn, slightly cheaper, is getting good business now. Cucumbers, too, sell well. Celery is only getting 35c. at top figure. Spanish onions are up as high as \$3.00. Canadian stuff, in 75-lb. bags, is lower a trifle.

Asparagus, Canadian, baskets	1 50
Beets, hamper, doz. bunches	0 25 0 30
Beans, wax, basket	0 25 0 30
Cabbage, new, crate	0 75 1 00
Cauliflower, hamper	1 00 2 00
Cabbage, crate	1 25
Carrots, new	0 15 0 25
Celery, doz.	0 30 0 35
Corn, doz.	0 12 0 15
Cucumbers—	
Canadian outdoor, basket	0 25 0 35
Egg plant, doz.	1 50
Mushrooms, 6 qt. basket	1 00 1 25
Onions—	
Can., 75-lb. bags	0 85 1 00
Can., 100-lb. sacks	2 25 2 50
American	0 85 0 95
Bermudas, crate	1 30 1 30
Green onions, doz.	0 10 0 20
Spanish, case	2 85 3 00
Green peppers, basket	0 35 0 50
Green peas, Can.	0 25 0 35
Potatoes, N.B., Delaware	0 55 0 60
Potatoes, Ontario, new, bag	0 90 1 00
Potatoes, Virginia, bbl.	2 50
Parsley, basket, 11-qt.	0 25 0 35
Radishes, doz.	0 10 0 15
Tomatoes, Canadian, 11-qt.	1 25 1 50
Tomatoes, Canadian	0 30 0 40
Turnips, 11-qt. basket	0 20 0 25
Lettuce, leaf	0 15 0 20
Lettuce, Canadian, head, doz.	0 30 0 40
Vegetable marrow, doz.	0 25 0 35



FISH AND OYSTERS



Scarcity of Lake and Sea Fish

Both Markets in Same Case—Lake Fish Firmer in Toronto—Rumored Lower Prices for Opening of Oyster Season—Scarcity in Lake Stuff Soon to be Relieved.

MONTREAL.

FISH AND OYSTERS. — There is general scarcity of fresh fish at the moment. The lines most affected are haddock, and codfish in sea fish, and lake trout and dore in lake fish. Halibut is in plentiful supply, but prices will certainly advance before long. Reports are that fish shows signs of depletion on the banks. As regards lake fish, the situation will be relieved as soon as the Manitoba lakes are open around 20th of August; this will replenish the markets, and bring about lower prices. Trade generally is just fair, and no improvement is expected until next month. Oyster producers are now getting their plants in shape for opening of the season on Sept. 1. Lots of literature is reaching distributors, and judging from the tone of these letters, stocks will be plentiful, and prices are expected to open below normal. Trade in salted and pickled fish is still indifferent, but in certain quarters indications are that a movement will start before long.

TORONTO.

FISH AND OYSTERS.—The scarcity in lake stuff at which we hinted in this report last week has now materialized and trout, whitefish and other lake fish are scarce. This applies particularly to trout. Nevertheless, this is almost an annual happening, inasmuch as it is just prior to the opening of the Western lakes, which event is attended by relief in supplies. Trout and whitefish show no alteration in price, but they are firmer, and there is a big demand. Salmon has continued all week in big demand, notwithstanding the enhanced prices which we noted last week. Fresh fish does not seem as plentiful either, but this market—unlike the eastern one—is more concerned with lake stuff than sea fish.

Our Montreal correspondent notes that oyster prices may open lower than usual and this is corroborated in Toronto, where, last year, an unusually good season was a feature of the fish market.

SMOKED FISH.

	Montreal	Toronto
Haddies, per lb., new cured	.07½-.08	.08-.08½
Haddies, 15-lb. and 30-lb. boxes, lb.	.07-.07½	.08-.09
Haddies, fillets, per lb.	.10	.10
Haddies, Niobe, boneless, per lb.	.08½	.10
Herring, Cliscoes, per lb.	.10	.12
St. John blotters, 100 in box	1.10	1.10
Yarmouth blotters, 60 in box	1.20	1.20
Smoked herrings, medium, box	.20	..
Smoked boneless herrings, 10-lb. box	1.20	..
Kipperd herrings, selected, 60 in box	1.25	1.25
Smoked salmon, per lb.	.20	.15-17
Smoked halibut	..	.10

FROZEN FISH—SEA FISH.

	Montreal	Toronto
Salmon—		
Gaspe, large, per lb.	.13	..
Red, steel heads, per lb.	.12	.11-12
Red, sockeyes, per lb.	.12	..
Red, Cohoes or silvers, per lb.	.08-.08½	.11
Pale qualla, dressed, per lb.	.07-.07½	.08
Halibut, white western, large and medium, per lb.	.08½-.09	.09-10
Halibut, eastern, chicken, per lb.	.09-.09½	.12
Mackerel, bloater, per lb.	.07½-.08	.08
Haddock, medium and large, lb.	.03½-.04	.06
Market codfish, per lb.	.08½	..
Steak codfish, per lb.	.04-.04½	.08
Canadian soles, per lb.	.06	..
Rhine fish, per lb.	.15-.16	..
Smelts	.09	..
Herrings, per 100 count	3.00	..
Round pike	.06-.06½	..
Grass pike	.06	..

DRIED AND PREPARED FISH.

Dried codfish, medium and small, 100 lb.	7 00	7 60
Dried hake, medium and large, 100 lb.	6 00	6 00
Dried pollock, medium and large, 100 lb.	6 00	6 00
Dressed or skinned codfish, 100-lb. case	7 00	8 00
Boneless codfish, 2-lb. blocks, 20-lb. boxes, per lb.	0 08	0 08
Boneless codfish, 2-lb. blocks, 20-lb. boxes, per lb.	0 07	0 07
Boneless codfish, strips, 20-lb. boxes	0 12	0 10
Shredded codfish, 12-lb. boxes, 24 cartons, a box	1 30	1 30
Boneless codfish, in 2-lb. and 3-lb. boxes	0 15	0 15

BULK OYSTERS, CLAMS, ETC.

Standard, solid meats, gal.	1 30	..
Standard, bulk, gal.	1 50	1 40
Selects, per gal., solid meat	2 00	2 50
Rest clams, imp. gallon	1 50	..
Rest scollops, imp. gallon	2 00	2 25
Rest prawns, imp. gallon	2 25	..
Rest shrimps, imp. gallon	2 25	..
Sealed, best standards, qt. cans, each	0 40	0 40
Sealed, best select, quart cans, each	0 50	..

CLAMS, MUSSELS AND SHELL FISH.

Cape Cod shell oysters, per lb.	12 00	..
Canadian cultivated oysters, bbl.	8 00	10 00
Clams, per bbl.	6 50	8 00
Live lobsters, small	0 20	0 18
Live lobsters, medium and large, lb.	0 22	0 30
Little necks, per 100	1 25	1 50
Soft shell crabs	2 25	..

FRESH SEA FISH.

	Montreal	Toronto
Halibut	11-12	12-13
Haddock, fancy, express, lb.	5-5½	6
Mackerel, each	18-20	18
Steak, cod, fancy express, lb.	5½-6	8
Herrings, Gasperaux	6	7
Flounders	6	7
Salmon, Western	15-16	17-18
Salmon, Eastern	14-15	17-18

FRESH LAKE FISH.

Carp, lb.	0 08	..
Pike, lb.	0 07½	0 07
Brook trout	0 22	0 25
Perch, lb.	0 06	0 07
Suckers, lb.	0 05	0 05
Whitefish, lb.	0 12	0 12
Herrings, lb.	0 04	0 07
Lake trout	0 11	11-12
Dressed bullheads	0 12	..
Eels, lb.	0 09	0 08
Frogs, medium, lb.	0 20	0 20
Frogs, large, lb.	0 35	0 45
Dore	12-13	..

FROZEN—LAKE AND RIVER.

Whitefish, lb.	.08½-.09	.07-.08
Whitefish, small tullbees, lb.	.05½-.06	.04-.05½
Lake trout, large and medium, lb.	.09	.10
Dore, dress or round, lb.	.08	.09-13
Pike, dressed and headless, lb.	.06-.06½	.07
Pike, round, per lb.	.06½-.06	.06-.07

PICKLED FISH.

Salmon, Labrador, tierces, 300 lb.	20 00	..
Salmon, Labrador, bbls., 200 lbs.	14 00	..
Salmon, Labrador, half bbls., 100 lbs.	7 50	..
Salmon, B.C., bbls.	13 00	14 00
Sea trout, Baffin's Bay, bbls., 200 lbs.	12 00	..
Sea trout, Labrador, bbls., 200 lbs.	12 00	..
Sea trout, Labrador, half bbls., 200 lbs.	6 50	6 50
Mackerel, N.S., bbls., 200 lbs.	12 00	..
Mackerel, N.S., half bbls., 100 lbs.	7 00	..
Mackerel, N.S., pails, 20 lbs.	1 75	2 00
Herrings, Labrador, bbls.	6 00	6 25
Herrings, Labrador, half bbls.	3 25	3 25
Lake trout, 100-lb. kegs	6 00	6 00
Quebec sardines, bbls.	6 00	..
Quebec sardines, half bbls.	3 50	..
Tongues and sounds, per lb.	0 07½	..
Scotch herrings, imported, half bbls.	8 00	..
Holland herrings, imp'd milkers, hf bbls	8 00	..
Holland herrings, imp'd milkers, kegs	0 95	0 85-1 00
Holland herrings, mixed, half bbls.	7 00	..
Holland herrings, mixed, kegs	0 85	0 70-0 95
Lochfyne herrings, box	1 35	..
Turbot, bbl.	14 00	..
Green cod, No. 1, bbl.	9 00	10 00
Green cod, No. 2, bbl.	7 00	8 50

A CATCHY AD.

The following is a catchy advertisement used recently by Fred Foster, a Sarnia, Ont., grocer:—

A TEACHER ONCE ASKED A PUPIL

“What is the highest form of animal life?” To which a bright member of the class replied, “the giraffe.”

If the teacher had wanted to know where the highest form of eatables came from, the answer would have been—“from Foster's Grocery.”

The right goods for outings, picnics, or functions of whatever sort can always be found here.

Government inspected meats, too—meats that are guaranteed—and no more to pay.

FRED FOSTER.

GOOD FRIENDS IN QUEBEC.

A Canadian Grocer subscription representative who recently travelled through the eastern townships of Quebec Province, writes as follows:

“I walked out in the country a short distance last evening at Bury to see a Mr. Whitehead, to whom I had sold a Canadian Grocer six years ago. He said to me: ‘I bought Canadian Grocer from you some years since, and it was one of the best buys I ever made.’ He added that it had saved him money numbers of times.

“To-day I called on a French dealer, M. Tallencourt, in Scotstown. He said he would not be without Canadian Grocer on any account. ‘I read every word of it—that is what I take it for; it is valuable.’”

Carelessly wrapped parcels make disgruntled customers before they get the goods home.



PRODUCE AND PROVISIONS



Butter Up: Cheese Down

Firmness in Creamery and Dairy Butter Noticeable—Export Demand Plays a Part—New Laid for Britain; a Revival—Cheese Prices Easier—Ducklings Down Three Cents.

MONTREAL.

PROVISIONS.—Lard has been showing a weaker tendency for some time, and quotations now are in the neighborhood of 12½ to 13c. for pails, which is slightly cheaper. Dealers are also looking for lower prices on compound lard as the feeling is there is not sufficient difference between the price compared with that of pure lard.

Hams—		
Small, per lb.	0 20	
Medium, per lb.	0 19	
Large, per lb.	0 18	
Backs—		
Plain, bone in	0 24	
Boneless	0 26	
Peameal	0 26	
Bacon—		
Breakfast, per lb.	0 22	
Roll	0 17	
Shoulders, bone in	0 15	
Shoulders, boneless	0 16	
Cooked Meats—		
Hams, boiled, per lb.	0 28	
Hams, roast, per lb.	0 31	
Shoulders, boiled	0 25	
Shoulders, roasted	0 28	
Dry Salt Meats—		
Long clear bacon, 50-70 lbs.	0 15½	
Long clear bacon, 80-100 lbs.	0 14½	
Flanks, bone in, not smoked	0 13½	
Barrelled Pork—		
Heavy short cut mess	26 00	Per bbl.
Heavy short cut clear	26 00	
Clear fat backs	29 00	
Clear pork	27 00	
Lard, Pure—		
Tierces, 350 lbs. net	0 12	
Tubs, 50 lbs. net	0 12½	
Boxes, 50 lbs. net	0 12½	
Pails, wood, 20 lbs. gross	0 12½	
Pails, tin, 20 lbs. gross	0 12½	
Cases, 10 lbs. tins, 60 in case	0 12½	
Cases, 3 and 5-lb. tins, 60 in case	0 14	
Bricks, 1 lb., each	0 14½	
Lard, Compound—		
Tierces, 375 lbs. net	0 09½	
Tubs, 50 lbs. net	0 10½	
Boxes, 50 lbs. net	0 10½	
Pails, wood, 20 lbs. net	0 10½	
Pails, tin, 20 lbs. gross	0 10½	
Cases, 10-lb. tins, 60 in case	0 11½	
Cases, 3 and 5-lb. tins, 60 in case	0 11½	
Bricks, 1 lb., each	0 12½	

BUTTER.—There is no change in quotations to the grocer. A large number of inquiries for export are coming in, but advantage cannot be taken of these on account of cold storage freight not being available for the present. However, it shows that the stuff is wanted in England, which has had a bullish influence on the market.

Butter—	
Finest creamery	0 29
Dairy prints	0 28
Dairy solids	0 24
Separator prints	0 23
Bakers'	0 21

CHEESE.—There is a weaker market here, without any changes in quotations. Stocks of dearer cheese are getting

rather heavy on the other side the water, which is having a dampening effect on the market.

Cheese—		
Old make	0 18	0 19
New make	0 14	0 15
Stilton	0 17	0 18

EGGS.—There is still some inquiry for export, and local prices remain the same. Receipts are fairly heavy, but quality is only fair.

Eggs, case lots—		
Stamped	0 27	
Selects	0 26	
No. 1's	0 23	
No. 2's	0 19	0 20

POULTRY.—Supplies are getting more and more plentiful, especially on live stuff. As the demand is not improving at all, prices have been dropped on several lines, principally ducks and ducklings. Feeling is that much lower prices will be seen in a short time if supplies continue to arrive as freely. Live fowl continues to be the big seller.

Poultry—		
Frozen stock—		
Large roast chicken	0 23	
Fowl, small	0 13	0 16
Turkeys, fancy	0 25	
Ducks	0 14	0 17
Geese	0 12	0 15
Pigeons, pair	0 30	0 35
Fresh stock—		
Fowl, dressed	0 18	0 19
Roasting chicken, 3-3½ lbs. each	0 15	0 25
Spring broilers, dressed, pair	0 75	1 00
Squabs, Canadian, pair	0 40	
Squabs, Philadelphia, pair	0 70	
Live stock—		
Fowl, 5 lbs. and over	0 17	0 18
Fowl, small	0 15	0 16
Turkeys	0 15	0 16
Ducks, old	0 14	
Geese	0 09	0 10
Ducklings, 3 lbs.	0 14	0 15
Broilers	0 17	0 18

Receipts in Montreal.

Receipts of butter, cheese and eggs in Montreal are:

	boxes	boxes	cases
Week ending Aug. 14, 1915....	15,019	70,904	8,295
Week ending Aug. 15, 1914....	13,349	49,172	6,559

TORONTO.

PRODUCE AND PROVISIONS.—Hams, backs, and breakfast bacon all show slight increases this week, owing to the general firmness which has developed in pork products. Long clear bacon is now up to 14 cents. Lard, both in pure and compound, is higher by half a cent, there being quite a noticeable improvement in demand.

Hams—		
Light, per lb.	0 18½	0 19½
Medium, per lb.	0 18½	0 19
Large, per lb.	0 18	0 19

Backs—		
Plain, per lb.	0 23	0 24
Boneless, per lb.	0 25	0 26
Pea meal, per lb.	0 26	0 27
Bacon—		
Breakfast, per lb.	0 20	0 23
Roll, per lb.	0 14	0 15½
Shoulders, per lb.	0 14	0 15
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, light	0 13½	0 14
Cooked Meats—		
Hams, boiled, per lb.	0 25	0 26
Hams, roast, per lb.	0 26	0 27
Shoulders, boiled, per lb.	0 24	0 25
Shoulders, roast, per lb.	0 24	0 25
Barrelled Pork—		
Heavy mess pork, per bbl.	25 00	26 00
Short cut, per bbl.	25 00	27 00
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 11½	0 12
Tubs, 60 lbs.	0 12	0 12½
Pails	0 12	0 12½
Tins, 3 and 5 lbs., per lb.	0 12	0 12½
Bricks, 1 lb., per lb.	0 13	0 13½
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 09½	0 10
Tubs, 50 lbs., per lb.	0 10½	0 11
Pails, 30 lbs., per lb.	0 11	0 11½
Hogs—		
Dressed, per cwt.	11 75	
Live, per cwt. off cars	8 65	

BUTTER.—Consequent upon our note last week, creamery and dairy butter have both firmed up, and we quote 30 cents for the first and 27 for the latter, as high points. These are up respectively a cent and a cent and a half to two. There is some export still going on, particularly in dairy, owing to the British situation. Danish supplies are coming a little better over there now, though prices are high and likely to be no lower. Domestically, there is a fair demand, and the make is none too large to take care of all the claims thereupon.

Butter—		
Creamery prints, fresh made	0 29	0 30
Separator prints	0 26	0 27
Dairy prints, choice, lb.	0 23	0 25
Dairy solids, lb.	0 21	0 23
Bakers'	0 21	0 22

CHEESE.—Prices have again been reduced in sympathy with the lower movements at cheese boards. Our prices are therefore down half a cent from our last week's levels, and new large has sold down to 14¾ cents, while twins are worth 15. Old cheese is more or less unquotable. This downward movement in cheese seems to have set in and there is no reason why it should not go a trifle further, though much lower prices are not probable.

Cheese—		
New, large, per lb.	0 14½	0 14½
New, twins, per lb.	0 14½	0 15

EGGS.—The wholesale market has strengthened, particularly in new laid, which are now up to 25 cents. The firm-

Express Charge Complaint

Objection Made to Charge of 10c for Manifesting Consignments of Goods Into Canadian Ports—Reply From Transportation Department of the C.M.A.

ness has extended right down the list. The reason seems to be that first class quality stuff is not forthcoming in big supplies and what there is of it can therefore get good money. Western eggs deteriorate in quality by the time they get down here, and first class stuff is certainly in good demand. Storage demand has just about let up. Prices do not show any disposition to slump, however, because export trade has developed to a surprising extent this year, contrary to the experience of the last few years. Eggs just now are worth 16½ to 17 at country points. To revert to quality, the warm and humid weather has had much to do in effecting a degeneration.

Eggs—

Specials (in cartons), doz.....	0 25	0 27
No. 1s (straight new laid).....	0 24	0 25
No. 2	0 18	0 19
Cracked	0 16	0 17

POULTRY.—Ducklings are selling down to 9 and 10 cents. There's lots of them going at such figures. Broilers too, are easier, being more plentiful and we quote 17 cents, a decline of two to three. Old fowl, dressed, is higher though by a cent and a half, and seems to be in fair demand.

Poultry—

Old fowl, lb.	12-14	15-18
Spring broilers	17	24-28
Turkeys	9-10	20-25
Ducklings	9-10	17-18

HONEY.—Prices are unchanged, and there is little alteration in the situation.

Honey—

Buckwheat, in bbls.	0 07	0 07½
Buckwheat, in tins	0 07½	0 09
Strained clover	0 12½	0 13

JAMAICA'S CHIEF EXPORTS.

The principal exports of Jamaica, one of our sister colonies in the West Indies were as follows for 1914:—

Annatto	lbs.	855,916
Beeswax	lbs.	57,334
Cocoa, raw	cwts.	72,290
Cocoanuts	number	29,124,100
Coffee, raw	cwts.	79,747
Copra	lbs.	183,530
Cotton, raw	lbs.	32,235
Divi-divi	lbs.	483,943
Fruit—		
Bananas	stems	16,201,772
Grapefruit	pkgs.	38,952
Oranges	number	14,740,550
Ginger	cwts.	18,979
Hides	lbs.	550,347
Honey	glns.	161,877
Leather, unmanufactured	lbs.	31,071
Limejuice	glns.	77,383
Pimento	cwts.	86,310
Rum	glns.	1,113,420
Skins, goat	lbs.	163,354
Sugar	cwts.	307,992
Tobacco—		
Cigars	lbs.	86,437
Leaf	lbs.	26,500
Wood, logwood	tons	52,743
Wool, raw	lbs.	14,577

Some reader, who has not sent his name, has forwarded us some literature in connection with the Co-operative Union of Windsor, Ont. There was an article in this connection in one of our December issues of last year reviewing fully the prospectuses and literature sent out by this concern. If the reader will kindly send his name a copy of that particular issue will be forwarded to him.

A FEW weeks ago there appeared a letter in Canadian Grocer from C. W. Vahey, of Bridgeburg, Ont., dealing with charges made by the express companies for manifesting consignments of goods coming into Canadian ports from the United States. This letter of Mr. Vahey's was submitted to the Transportation Department of the Canadian Manufacturers' Association for their consideration. In the meantime another letter was received from Mr. Vahey going more into the amount of money received by the express companies for making these manifests, but just as this was being submitted to the Transportation Department of the C.M.A., a reply to the first letter was received by Canadian Grocer from them. The correspondence is given herewith:

Editor Canadian Grocer:

I have your letter of the 5th inst., and was pleased to hear that the charge for manifesting shipments into Canadian ports by the American Express Co., had been placed in the hands of the Transportation Department of the Manufacturers' Association. I hope that they may be successful in having the matter investigated.

I have gathered some data which, while not official, is at the same time reliably accurate.

The American Express is in control of all express business entering at this port. The following figures will afford some idea of the value of the ten-cent charge made for manifesting each consignment. For the Customs fiscal year ending April, 1915, the American Express Co. made 30,464 manifests, the Canadian Co. made 16,928 manifests. The greater number of these manifests were of the blanket form and would average ten entries each by American and four entries each by Canadian. This would show earnings by the American on 30,464x10x10, equal \$30,464; by the Canadian on 16,928x4x10, equal \$6,771; or a total of \$37,235.

This would average a daily revenue of \$118. Just what per cent. the above sum would represent on their traffic charge; that could only be determined by an official investigation.

I can easily understand why no complaint has been raised by the small shippers, but with large firms, employing rate clerks it is not so easy to understand as the charge of ten cents added to the tariff charge would be detected at once. Do the big fellows get a rebate?

The number of manifests made on three

of the principal inland ports was as follows:

Toronto, Am. Ex. 5,850x10x10...	\$ 5,850
Toronto, Can. Ex. 765x4x10....	306
Hamilton, Am. Ex. 2,685x10x10..	2,685
Hamilton, Can. Ex. 452x4x10....	180
Brantford, Am. Ex. 1,169x10x10..	1,169
Brantford, Can. Ex. 365x4x10....	146

\$10,336

Ten thousand dollars makes quite a neat addition to the traffic charges collected in these places.

C. W. VAHEY.

Bridgeburg, Ont., Aug. 9, 1915.

Letter From C.M.A.

Editor, Canadian Grocer:

This is a matter that was dealt with by our Transportation Committee in 1913, and the conclusion was reached that nothing could be done. The express companies provide the necessary forms and clerks to act as brokers. If they did not do so it would probably mean that the shipper or receiver would have to appoint a broker at the frontier to make out these papers. As you know it is not a transportation charge, and, therefore, it is hardly to be expected that the express company should stand the expense.

I do not know that the matter has been up officially before our Board of Railway Commissioners, but it has been before the Interstate Commerce Commission. The latter ruled that the companies were justified in making the charge.

(Sgd.) J. E. WALSH,

Mgr. Transportation Department.

TEA EXPORTS FROM CEYLON.

According to the "Times" of Ceylon the total exports of tea, both black and green, from the Island between Jan. 1 and July 5, this year, have been 98,720,223 lbs. as compared with 95,896,975 lbs. during the corresponding period of 1914. This makes an increase of almost 3,000,000 lbs. From the same source it is seen that there have also been increases in exports from the Island in rubber, cocoa, cardamoms, cinnamon quills, and citronella oil.

Canadian Grocer is in receipt of a handsome booklet showing views of Anderson, Ind., U.S.A. One of the half tone cuts is that of the factory of the Computing Cheese Cutter Co.



FLOUR AND CEREALS



Flour Market Waits for New Wheat

Much Ontario Wheat Spoiled by Rain—West Promises Good—Cereal Situation Remains Quiet—Feed Market Strong on Account of Little Milling Going On.

MONTREAL.

FLOUR.—Ontario 90 per cents in bags are quoted at 2.50, but despite the heavy crop, the market is keeping wonderfully firm. When the large crops in the west and in the States are considered, and the heavy supplies waiting for an outlet from Russia are also considered, the condition of the market is good. In view of the heavy rains in Ontario, which have resulted in a great deal of sprouted wheat, dealers here look with apprehension towards the coming year. As far as they can see, there have been only a few places free from sprouted wheat. There are some places here and there where the crop was got in before the rain arrived, but many had rain while they were cutting. There are also reports that early June frosts damaged the blossom. So everything considered, dealers will have to watch themselves when buying to see that flour is up to the mark. If millers get in driers, it is believed that the effect of moisture will be largely overcome. The tendency is for buyers to hold off to give millers a chance to get their wheat dry, and care will be taken to test flour from this year's crop before buying.

Manitoba Wheat Flour—		Per bbl. of 2 bags	
First patents	.....	7 10	
Second patents	.....	6 50	
Strong bakers	.....	6 40	
Flour in cotton sacks, 10 cents per barrel more.			
Winter Wheat Flour—		Car	Small
		lots.	lots.
Fancy patents	.....	5 80	6 60
90 per cent. in wood	.....	5 40	5 60
90 per cent., in bags	.....	2 50	2 60

CEREALS.—Stocks of rye flour are pretty well run out here, and dealers are only buying hand to mouth. It is stated that all supplies of old rye flour are exhausted. It is quoted here at 3.25 per bag. There is no feature to the rolled oats market, business being very quiet.

Cornmeal—		Per 98-lb. sack	
Gold dust	.....	2 45	2 50
Unbolted	.....	2 15	
Rolled Oats—		90's in jute.	
Small lots	.....	3 25	3 35
25 bags or more	.....	3 15	
Packages, case	.....	4 50	
Rolled oats in cotton sacks, 5 cents more.			
Oatmeal—fine, standard and granulated, 10 per cent. over rolled oats in 90s, in jute.		100-lb. bbls.	
		Small	Car
		lots.	lots.
Small lots	.....	3 80	
Hominy, per 98-lb. sack	.....	2 75	
Corn flour, bag	.....	2 60	
Rye flour, bag	.....	3 25	
Barley, pot	.....	3 00	

FEEDS.—A very firm feeling still exists in this market on account of many

of the flour mills being closed down, owing to accumulation of flour stocks. Dear feed is bound to continue as long as there is no export demand for flour. Even millers are writing dealers in Montreal asking if they know where they can buy bran and shorts. Prices remain about the same as a week ago—\$26-26.50 for bran, \$28 for shorts, and \$33 to \$34 for middlings. As a result of the high prices of mill feeds, high prices are being paid for hay. It is stated that farmers are being paid \$17 per ton for hay.

MILL FEEDS—		Per ton
Bran	.....	26 00
Shorts	.....	28 00
Middlings	.....	33 00
Wheat moulee	.....	37 00
Feed flour, bag	.....	2 30
Mixed chops, ton	.....	35 00
Crushed oats, ton	.....	40 00
Barley, pot, 98 lbs.	.....	2 85
Oats, chop, ton	.....	40 00
Barley chop, ton	.....	35 00
Feed oats, cleaned, Manitoba, bush.	.....	0 69
Feed wheat, bag	.....	2 30

TORONTO.

FLOUR.—There is nothing in the way of price changes to report this week. The trade is still in a waiting mood, for the new crop, and the same thing applies to British business, too. This waiting has been going on for some time now, but as the heavy delivery in the States has now begun, the Canadian millers will be looking to their supplies. Declines in wheat prices, however, seem to have been a bear, so far as export goes, and still further decreases are apprehended.

As we pointed out last week, condition of exchange market is stopping much spring wheat flour being sold for export. This applies to the eastern market too. Domestic business appears to be small and of hand-to-mouth character.

Manitoba Wheat Flour—		Small	Car
		lots.	lots.
		per bbl.	per bbl.
First patents	.....	7 20	7 00
Second patents	.....	6 70	6 50
Strong bakers	.....	6 50	6 30
Flour in cotton sacks, 10c per bbl. more.			
Winter Wheat Flour—		Small	Car
		lots.	lots.
		per bbl.	per bbl.
Fancy patents	.....	5 20	5 70
90 per cent.	.....	5 00	5 60
Straight roller	.....	6 00	5 60
Blended flour	.....	6 20	5 80

CEREALS.—There has been a flickering demand for oats, but the flickering was chiefly out. It was spasmodic.

Cereals seem to be slow, which is in accord with the season.

Barley, pearl, 98 lbs.	.....	5 00
Buckwheat grits, 98 lbs.	.....	4 15
Corn flour, 98 lbs.	.....	2 55
Commeal, yellow, 98 lbs.	.....	2 25
Graham flour, 98 lbs.	.....	3 30
Hominy, granulated, 98 lbs.	.....	3 00
Hominy, pearl, 98 lbs.	.....	3 00
Oatmeal, standard, 98 lbs.	.....	3 50
Oatmeal, granulated, 98 lbs.	.....	3 50
Peas, Canadian, boiling, bush.	.....	2 75
Peas, split, 98 lbs.	.....	2 85
Rolled oats, 90-lb. bags	.....	3 15
Rolled wheat, 100-lb. bbl.	.....	3 85
Rye flour, 98 lbs.	.....	3 10
Whole wheat flour, 98 lbs.	.....	3 30
Wheatlets, 98 lbs.	.....	3 65

MILL FEEDS.—Again we report the only demand in the grain markets to be for feeds. This continues, and is unusually good for this time of the year. Feed is still scarce. The mills are not turning much out.

MILL FEEDS—		Mixed cars, per ton	
Bran	.....	26 00	27 00
Shorts	.....	28 00	29 00
Middlings	.....	33 00	34 00
Wheat moulee	.....	37 00	38 00
Feed flour, per bag	.....	1 90	1 95
Oats—			
No. 3, Ontario, outside points	.....	0 55	0 61
No. 3, C.W., bay ports	.....		0 67

IMPURITIES IN THE COFFEE ALLEGED.

Joseph Perrung, at 236 West Fifth street, New York, and Joseph Ehrlich, manager of the Ehrlich Paint Co., were both arrested recently on warrants sworn out by pure food inspectors, charged with selling adulterated coffee. It is charged that they were selling coffee at 12 cents a pound, which, it is alleged, was about 75 per cent. adulterated with oats, hulls and other impurities. About 400 pounds of the mixture was confiscated.

A PATRIOTIC OFFER.

In the works of the Cowan Company, Limited, manufacturers of chocolate and cocoa, Toronto, the following notice to employees has been exhibited: "To all in our employ who enlist for service abroad we agree to pay the full wages of married men from the time they leave Canada until their return. To pay half-wages to unmarried men from the time they leave Canada until their return."



EXHIBITION VISITORS



Mr. Grocer:—

We extend a cordial invitation to yourself and friends to visit our exhibit at the Canadian National Exhibition.

We ask you to kindly make yourself known. Our city offices are conveniently located at 1401-2-3 Royal Bank Bldg., King and Yonge Streets. Make these offices your headquarters.

We want your *clerks* to come in and see us.

You will be interested in our demonstration of "*Tillson's Scotch Health Bran*," which has become so favorably known.

Look for us in the Manufacturers' Bldg.

Faithfully yours,

Canadian Cereal & Flour Mills
TORONTO Limited

MANUFACTURERS OF

Tillson's Rolled Oats
Tillson's Fine Cut Oatmeal
Rainbow and Gold Seal Flour

WE SOLICIT EXPORT BUSINESS

Cable Address: "Cancereal," Toronto



We Are Exhibiting

in the Manufacturers' Building,
Canadian National Exhibition.

Call and see our display of

Cook's Gem Baking Powder

We have a product and proposition
that will interest you.

**MacLaren Baking Powder
Company, Limited**

41-45 Lombard St.
TORONTO

They Need It in the Kitchen, Pantry, Bedroom and Clothes Closet



Therefore it belongs to the Grocery Trade, along with soap, ammonia and lye.

Keating's Powder Kills Bugs

Sold only in sealed and wrapped tins, a universal insecticide, but poisonous only to insect life.

Made by Thomas Keating, London, Eng.

Sole Agents in Canada **Harold F. Ritchie Co., Limited,** 10-12-14 McCaul St., Toronto

QUOTATIONS FOR PROPRIETARY ARTICLES

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

BAKING POWDER.

WHITE SWAN SPICES AND
CEREALS, LTD. Per doz.

5c. Tins, 4 doz., to case, weight 10 lbs.	\$0 40
4 oz. Tins, 4 doz. to case, weight 20 lbs.	0 65
6 oz. Tins, 4 doz. to case, weight 25 lbs.	0 90
8 oz. Tins, 4 doz. to case, weight 35 lbs.	1 30
12 oz. Tins, 4 doz. to case, weight 45 lbs.	1 60
16 oz. Tins, 4 doz. to case, weight 70 lbs.	2 25
3 lb. Tins, 2 doz. to case, weight 85 lbs.	5 00
5 lb. Tins, 1 doz. to case, weight 80 lbs.	9 50

ROYAL BAKING POWDER.

Bbl. lots		
Less than or 10 cases		
10 case lots and over		
Size	Per doz.	Per doz.
Dime	\$.95	\$.80
4-oz.	1.40	1.35
6-oz.	1.95	1.90
8-oz.	2.55	2.50
12-oz.	3.85	3.75
16-oz.	4.90	4.80
2 1/4-lb.	11.60	11.35
3-lb.	13.60	13.35
5-lb.	22.35	21.00

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

BLUE.

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

COUPON BOOKS — ALLISON'S.

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

UN-NUMBERED.

100 books and over, each	0 08 1/2
500 books to 1,000 books	0 08
For numbering cover and each coupon, extra per book,	1/4 cent.

CEREALS.

WHITE SWAN Per case

Biscuit Flour (Self-rising)	Per case
2 doz. to case, weight 70 lbs.	\$3 00
Buckwheat Flour (Self-rising), 3 doz. to case, weight 70 lbs.	3 00
Per case	
Pancake Flour (Self-rising), 3 doz. to case, weight 70 lbs.	3 00
Breakfast Food, 2 doz. to case, weight 85 lbs.	4 00
King's Food, 2 doz. to case, weight 95 lbs.	5 00
Wheat Kernels, 2 doz. to case, weight 65 lbs.	3 75
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

DOMINION CANNERS, LIMITED.

Aylmer Pure Jama, 16 oz. Jars	Per doz.
Strawberry, 1914 pack	\$2 25

Raspberry, red, heavy syrup	2 10
Black currant	2 10
Red Currant	2 10
Peaches	2 10
Pear, Bart.	2 10

Aylmer Pure Jellies.

Red Currant	2 10
Black Currant	2 10
Crabapple	1 45
Raspberry and red currant	2 10
Raspberry and gooseberry	2 10
Raspberry and gooseberry	2 10
Plum Jam	1 85
Green Gage plum stoneless	1 85
Gooseberry	1 85
Grape	1 85

Aylmer Marmalade

Orange Jelly	1 60
Lemon	1 60
Pineapple	1 85
Ginger	2 25

Aylmer Pure Preserves—Bulk

5 lbs. 7 lbs.	
Strawberry	0 72 1 00
Black currant	0 65 0 85
Raspberry	0 65 0 85
Aylmer 14's and 30's per lb.	
Strawberry	0 14
Raspberry	0 14

COCOA AND CHOCOLATE. THE COWAN CO., LTD.

Cocoa—

Perfection, 1-lb. tins, doz. ...	4 50
Perfection, 1/4-lb. tins, doz. ...	2 40
Perfection, 1/4-lb. tins, doz. ...	1 25
Perfection, 10c size, doz. ...	0 80
Perfection, 5-lb. tins, per lb. ...	0 37
Soluble bulk, No. 1, lb.	0 21
Soluble bulk, No. 2, lb.	0 19
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

(Unsweetened Chocolate).

Supreme chocolate, 1/4's, 12-lb. boxes, per lb.	0 35
Perfection chocolate, 20c size, 2 doz. in box, doz. ...	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 00
Sweet Chocolate— Per lb.	
Queen's Dessert, 1/4's and 1/2's, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, 1/4-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's, 6 and 12-lb. boxes	0 20
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 25
Diamond, 1/4's, 6 and 12-lb. boxes	0 27

Icings for Cake—

Chocolate, white, pink, lemon, orange, maple, almond, coconut, cream, in 1/4-lb. packages, 2 and 4 doz. in box, per doz.	1 00
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Chocolate Confections Per lb.

Maple buds, 5-lb. boxes	0 22
Milk medallions, 5-lb. boxes	0 22
Chocolate wafers, No. 1, 6-lb. boxes	0 22
Chocolate wafers, No. 2, 5-lb. boxes	0 27



There's More Profit in KNOX GELATINE for You

Knox Gelatine pays you a splendid profit per package and sells faster than you can sell any other gelatine. Every grocer we have ever asked about it has made this report to us. Just now, when fruits are in season and so many delicious desserts can be made with *Knox Gelatine*, you can increase your sales tenfold and make a handsome profit by making a little extra effort on *Knox Gelatine*. Display it—talk it—tell your clerks to talk it—you know how to push its sale; we're just giving you the hint that now is the time to make a special effort.

CHARLES B. KNOX CO., Inc., JOHNSTOWN, N.Y.
 Branch Factory: Montreal, Canada



All Canada is Aglow with the Made-in-Canada Fever

How is it Affecting You?

This idea is gathering momentum daily and the grocer who makes the best of it is the one who will win out with a full cash drawer and a growing business.

The five Made-in-Canada lines here shown represent the leaders in their respective fields—Condensed Milk and Coffee. Their value as sales-producers and repeat business-getters is thoroughly established in the trade. Don't be content to stock them, but get them in the limelight by displaying and pushing them as Canada's original products.

We deliver 5-case lots to any point in Ontario, Quebec and Maritime Provinces, prepaying freight up to 50c per 100 lbs.

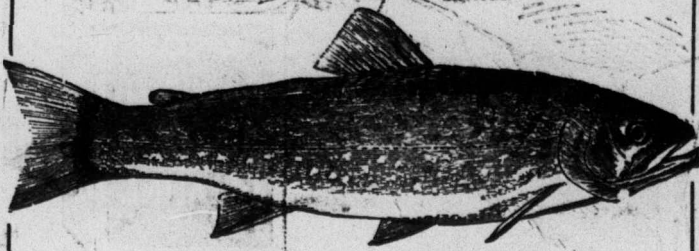
Note these prices:

St. George Brand Coffee, 2 doz. in case	\$4.80
St. George Evaporated Milk, 4 doz. in case	3.60
Banner Condensed Milk, 4 doz. in case	5.25
Princess Condensed Milk, 4 doz. in case	4.50
Premier Skimmed, 4 doz. in case	3.80

ORDER NOW.

The Malcolm Condensing Co., Limited, St. George, Ont.

Caught in Canadian Waters
by Canadian Fishermen



Processed
and Packed by
Canadians.

Transported
by Canadian
Companies.

Everything is Canadian between
your Customer's table and the
waters of "Old Atlantic" that yield
the delicious

Brunswick Brand Sea Foods

There's no better fish in the world than those
obtained in the Canadian waters of the Atlantic;
no better facilities for packing them than are at
our disposal in our sanitary sea foods plant.

In short "Brunswick" Brand Sea Foods are of
a quality which Canadians are proud to own,
and best of all, they represent an entirely Cana-
dian product.

Stock up with Brunswick Brand 1/4 Oil Sar-
dines, Kippered Herrings, Herrings in Tomato
Sauce, Finnan Haddies (oval and round tins),
Clams and Scallops. Satisfy the masses of
Canadians and give employment to Canadians.

ORDER TO-DAY.

CONNORS BROS., LIMITED
BLACK'S HARBOR, N.B.



Nonparell wafers, No. 1, 5-
lb. boxes 0 32
Nonparell wafers, No. 2, 5-
lb. boxes 0 27
Chocolate ginger, 5-lb. boxes 0 33
Milk chocolate wafers, 5-lb.
boxes 0 38
Coffee drops, 5-lb. boxes... 0 39
Lunch bars, 5-lb. boxes ... 0 39
Milk chocolate, 5c bundles, 3
doz. in box, per box 1 36
Royal Milk Chocolate, 5c
cakes, 2 doz. in box, per
box 0 90
Nut milk chocolate, 1/2's, 6-
lb. boxes, lb. 0 38
Nut milk chocolate, 1/4's, 6-
lb. boxes, lb. 0 38
Nut milk chocolate, 5c bars,
24 bars, per box 0 90
Almond nut bars, 24 bars,
per box 0 90

JOHN P. MOTT & CO'S.

Miss N. Estabrook, St. John, N.
B.; J. A. Taylor, Montreal, P.Q.;
F. M. Hannum, Ottawa, Ont.;
Jos. E. Huxley & Co., Winnipeg,
Man.; Tees & Perse, Calgary,
Alta.; Russell, Johnson, Edmon-
ton; D. M. Doherty & Co., Van-
couver and Victoria.
" 10c size (for cooking) 0 90
Mott's breakfast cocoa, 2-
doz. 10c size, per doz. 0 85
Nut milk bars, 2 dozen in
box 0 80
Breakfast cocoa, 1/2's and
1/4's 0 36
No. 1 chocolate 0 30
Navy chocolate, 1/2's 0 26
Vanilla sticks, per gr. 1 00
Diamond chocolate, 1/2's ... 0 24
Plain choice chocolate li-
quors 20 30
Sweet chocolate coatings ... 0 20

**CONDENSED AND
EVAPORATED MILK.**

BORDEN MILK CO., LTD.

East of Fort William, Ont.

Preserved	Per case
Eagle Brand, each, 4 doz.	\$6 25
Reindeer Brand, each, 4 doz.	6 25
Silver Cow Brand, each 4 doz.	5 75
Gold Seal Brand, each, 4 doz.	5 00
Mayflower Brand, each, 4 doz.	5 60
Purity Brand, each, 4 doz.	5 60
Challenge Brand, each, 4 doz.	4 85
Clover Brand, each, 4 doz.	4 85
Evaporated (Unsweetened)— St. Charles Brand, small each 4 doz.	2 00
Peerless Brand, small, each 4 doz.	2 00
St. Charles Brand, Family, each 4 doz.	3 90
Peerless Brand, Family, each 4 doz.	3 90
Jersey Brand, Family, each, 4 doz.	3 90
St. Charles Brand, tall, each 4 doz.	4 50
Peerless Brand, tall, each, 4 doz.	4 50
Jersey Brand, tall, each, 4 doz.	4 50
St. Charles Brand, Hotel, each, 2 doz.	4 25
Peerless Brand, Hotel, each, 2 doz.	4 25
Jersey Brand, Hotel, each, 2 doz.	4 25
St. Charles Brand, gallons, each, 1/2 doz.	4 75
"Reindeer" Coffee and Milk, "large" each, 2 doz.	4 50
"Reindeer" Coffee and Milk, "small" each, 4 doz.	5 50
"Regal" Coffee and Milk, each, 2 doz.	4 50
"Reindeer" Cocoa and Milk, each, 2 doz.	4 50

COFFEE.

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

1 lb. tins, 4 doz. to case,
weight 80 lbs. 0 36
1 lb. tins, 2 doz. to case,
weight 35 lbs.
Add one-half cent per pound to
the above.

**ENGLISH BREAKFAST
COFFEE.**

1/2 lb. tins, 2 doz. to case,
weight 22 lbs. 0 24
1 lb. tins, 2 doz. to case,
weight 40 lbs. 0 20

MOJA.

1/2 lb. tins, 2 doz. to case,
weight 22 lbs. 0 32
1 lb. tins, 2 doz. to case,
weight 40 lbs. 0 36
2 lb. tins, 1 doz. to case,
weight 40 lbs. 0 36

PRESENTATION COFFEE.

A Handsome Tumbler in Each
Tin.
1 lb. tins, 2 doz. to case,
per lb. 0 27
Shipping weight, 50 lbs per
case

MINTO BROS.

MBLAGAMA COFFEE.

	Whol.	Ret.
1s, 1/2s, B. or G.	0 25	0 30
1s, 1/2s, B. or G.	0 32	0 40
1s, 1/2s, B. or G.	0 34	0 45
1s, 1/2s, B. or G.	0 37	0 50

Coffees packed 30-50 lb. cases.

MINTO COFFEE (Bulk.)

M. Bean or Gr. 0 88
I Bean or Gr. 0 35
N Bean or Gr. 0 32
T Bean or Gr. 0 30
O Bean or Gr. 0 28
Spec. Grd. Compound 0 25
Packed in 25 and 50-lb tins.

**FLAVORING EXTRACTS.
WHITE SWAN FLAVORING
EXTRACTS—ALL FLAVORS.**

1 oz. bottles, per doz.,
weight, 3 lbs. \$ 1 25
2 oz. bottles, per doz.,
weight 4 lbs. 2 00
2 1/2 oz. bottles, per doz.,
weight 6 lbs. 2 30
4 oz. bottles, per doz.,
weight 7 lbs. 3 50
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

CRESCENT MFG. CO.

CRESCENT MAPLEINE.
Special Delivered Price for
Canada.

	Per doz.
1 1/2-oz. (4 doz. case), weight 9 lbs., retail each 15c.	\$1 35
1 oz. (4 doz. case), weight 14 lbs., retail each 30c.	2 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 \$1.00.	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.	47 00
Half gallons, each, retail each \$18.	14 50
Gallons, each, retail each \$18.	14 50

GELATINE.

Knox Plain Sparkling Gela-
tine (2-qt. size), per doz. 1 30
Knox Acidulated Gelatine
(Lemon flavor), (2-qt.
size), per doz. 1 80
Cox's Instant Powdered
Gelatine (1-qt. size), per
doz. 1 10

**W. CLARK, LIMITED,
MONTREAL.**

Compressed Corned Beef, 1/2s,
\$1.50; 1s, \$2.75; 2s, \$5; 6s, \$18;
14s, \$37.
Roast Beef, 1/2s, \$1.50; 1s, \$2.75;
2s, \$5; 6s, \$18.
Boned Beef, 1s, \$2.75; 2s, \$5; 6s,
\$18.
Jellied Veals, 1/2s, \$1.50; 1s, \$2.75;
2s, \$4.50; 6s, \$18.
Corned Beef Hash, 1/2s, \$1.50; 1s,
\$2.50; 2s, \$4.25.
Beefsteak and Onions, 1/2s, \$1.50;
1s, \$2.75; 2s, \$5.
Cambridge Sausage, 1s, \$2.40; 2s,
\$4.
Boneless Pigs' Feet, 1/2s, \$1.50;
1s, \$2.25; 2s, \$4.25.
Lamb's Tongues, 1/2s, \$1.50.
Sliced Smoked Beef, tins, 1/2s,
\$1.65; 1s, \$2.65.

Our Tiger (50 cent line) Brooms

are superfine carpet **BROOMS** on polished handles. Offer them to your customers and secure business that stays. Splendid value in 35c, 40c, 50c, 60c lines. Try a sample shipment and be satisfied.

We make **Factory Brooms**.

Walter Woods & Co.
HAMILTON

Preserving Fruits

Remember that we are very large receivers of

Home-Grown Fruits and Vegetables

Handling the output of some of our largest growers.

Peaches, Plums, Pears, Etc.,

will be in heavy supply from now on and we solicit your orders.

AND add your other order for

Oranges, Lemons, Bananas and California Fruits.

White & Co., Limited
TORONTO
Wholesale Fruits.

The Erie Co-Operative Co., Limited of Leamington, Ontario

offer to the trade this week their own grown

	Bskt.	Lots 10	Lots 20 up
Tomatoes	11 qt.	26c	25c
Cucumbers	"	35c	32c
	Per 11 qt.	Lots of 5	Lots of 10
Pickling Onions	80c	77c	75c
Sweet Peppers	40c	37c	35c
Egg Plants	60c	57c	55c
Apples, Duchess	40c	37c	35c

MELONS and PEACHES NEXT WEEK
Get Our Prices.

Ready to quote car lots potatoes, onions, tomatoes.

In addition to Government inspection, we have our own expert, whose entire time is given to inspecting our fruits and vegetables in the packing sheds.

If you are one of the leading dealers in your town, communicate with us.

Ever consider the possibilities of the trade in Fish?

We have daily arrivals of fine, fresh, frozen

Lake Trout and Herring

also Pickled Herring. Just the thing for deliciously appetizing and economical meals.

Get in touch with us. There are no better or more choice fish sold in the Dominion.

The margin for the dealer is a good one.

Lemon Bros.
OWEN SOUND, ONT.

Hot!

Well yes. Now is the time your customers want Lemons. Have you got them? Are you making Hay while the Sun Shines?

"St. Nicholas"

"Puck"

"Queen City"

"Kicking"

J. J. McCabe
Agent
TORONTO



"Hubby can't eat hot biscuits, so I never bake them."

This is a common ailment with this variety of human being, and it spells the loss of a whole pile of profitable business for you.

If you can't get over the fence, go around it—just tell wifey how she can bake hot biscuits, cakes, etc., so that **Hubby can eat them** and not hold any grudge against her afterward.

Show her why **White Swan Baking Powder** is absolutely harmless, in fact it leaves a residue which is a healthful tissue-builder—**Phosphate of Soda**.

White Swan Baking Powder is made of Phosphate, Bi-carbonate of Soda, and Starch. Its use makes delicious, light baking and enables any one to eat hot biscuits, cakes, etc., without feeling bad after-effects.

Tell your customers this, we'll back you up, and your sales of Flour Shortening, Baking Powder, Eggs, Butter, and many other lines will increase.

Make a dead-set after this business right now. Remember your cue—**White Swan Baking Powder**.

Order from Jobber or direct.

White Swan Spices and Cereals, Ltd.
Toronto, Ont.

Sliced Smoked Beef, glass ¼s, \$1.25; ½s, \$1.90; 1s, \$2.75.	
Tongue, Ham and Veal Pate, ¼s, \$1.20.	
Ham and Veal, ¼s, \$1.	
Potted and Devilled Meats, tins — Beef, Ham, Tongue, Veal, Game, ¼s, 50c; ½s, \$1.	
Potted Meats, Glass — Chicken, Ham, Tongue, ¼s, \$1.25.	
Ox Tongues, tins, ¼s, \$2.40; 1s, \$5.25; 1½s, \$8; 2s, \$10.	
Ox Tongues, Glass, 1½s, \$9.75; 2s, \$12.	
Minced, Hermetically Sealed Tins, 1s, \$1.25; 2s, \$2.40; 3s, \$3.40; 4s, \$4.30; 5s, \$5.40.	
In Pails, 25 lbs., 8c lb.	
In Tubs, 45 lbs., 7½c lb.	
In Glass, 1s, \$2.25.	
Plum Pudding, 1s, \$2.30; 2s, \$2.80.	
Clark's Peanut Butter — Glass Jars, ¼, 95c; ½, \$1.40; 1, \$1.85.	
Clark's Peanut Butter—Pails 24 lbs., 15c per lb.	
Clark's Tomato Ketchup, 8 oz., \$1.35; 12 oz., \$1.90; 16 oz., \$2.40.	
Pork & Beans, Plain Talls, 1 60c; 2, \$1; 3, \$1.40; 6, \$4.50; 12, \$7.25.	
Pork & Beans, Tomato Sc. Talls, 1, 60c; 2, \$1; 3, \$1.40; 6, \$4.50; 12, \$7.25.	
Pork & Beans, Chili Flat, 1, 60c; 2, \$1; 3, \$1.15.	
Pork & Beans, Tomato Flats, 1, 60c; 2, \$1; 3, \$1.15.	
Pork & Beans, Plain Flats, 1, 60c; 2, \$1; 3, \$1.15.	
Vegetarian Baked Beans, Tomato Sauce, Talls, \$1.15.	
Clark's Chateau Concentrated Soups, 95c.	
Clark's Chateau Concentrated Soups, No. 1 Assorted, 95c.	
LAPORTE, MARTIN, LIMITED Montreal. Agencies.	
BASIN DE VICHY WATERS.	
L'Admirable, 50 btles, litre, cs. 5 50	
Efficace 6 00	
Neptune 7 00	
San Rival 8 00	
VICHY LEMONADE.	
La Savoureuse, 50 btles., cs. 8 00	
MINERVA PURE OLIVE OIL.	
Case—	
12 litres 8 00	
12 quarts 7 00	
NATURAL MINERAL WATER	
Evian, Source Cachat, 50 btles, cs. \$9 00	
IMPORTED GINGER ALE AND SODA	
Ginger Ale, Trayders, cs. 6 doz. pts., doz. 1 10	
Ginger Ale, Trayders, cs. 6 doz. splits, doz. 0 90	
Club Soda, Trayders, cs., 6 doz. pts., doz. 1 00	
Club Soda, Trayders, cs., 6 doz. splits, doz. 0 90	
BLACK TEAS.	
Victoria Blend, 50 and 30-lb. tins, lb. 0 37	
Princess Blend, 50 and 30-lb. tins, lb. 0 33	
JAPAN TEAS.	
H. L. ch., 90 lbs., lb. 0 35	
Victoria, ch. 90 lbs., lb. 0 30	
Princess, cad., 5 lbs., lb. 0 25	
COFFEES.	
Victoria, Java and Mocha Blend, 1-lb. tin, lb. 0 34½	
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	
MALT EXTRACT.	
Miller of Milwaukee, cs. 2 doz., cs. 4 40	
Miller of Milwaukee, bri. 8 doz., bri. 16 20	
BOAR'S HEAD LARD COMPOUND.	
N. K. FAIRBANK CO., LTD.	
Tierces 0 10½	
Tubs, 60 lbs. 0 10½	
Pails, 20 lbs. 0 10½	
Tins, 20 lbs. 0 10½	
Cases, 5 lbs., 12 to case .. 0 11½	
Cases, 3 lbs., 20 to case .. 0 11½	
Cases, 10 lbs., 6 to case .. 0 11	
F.o.b. Montreal.	

MUSTARD.	
COLMAN'S OR KEEN'S.	
	Per doz. tins
D. S. F., ¼-lb.	\$ 1 50
D. S. F., ½-lb.	2 38
D. S. F., 1-lb.	5 36
F. D., ¼-lb.	0 95
F. D., ½-lb.	1 63
	Per jar
Durham, 4-lb. jar	0 87
Durham, 1-lb. jar	0 28
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.	
	Dredge
	Caustic 4oz.
	Round Pkgs.
Allspice	\$0.90
Arrowroot, 4 oz. tins, 85c.	0 90
Cayenne	0 90
Celery Salt	0 90
Celery Pepper	0 90
Cinnamon	0 90
Cinnamon, 1 oz. Fagots, 45c.	0 90
Cloves	0 90
Curry Powder	0 90
Mace	0 90
Nutmegs	0 90
" Whole, 5c. Pkgs., 45c.	0 90
Paprika	0 90
Pepper, Black	0 90
Pepper, White	1 10
Pastry Spice	0 90
Pickling Spice (Window front)	0 75
Dozens to case	4 4
Shipping weight, per case	10 lbs. 17 lbs.

WHITE SWAN LYE.	
Single cases, 4 doz.	\$ 3 50
5 case lots, 4 doz.	3 35
Shipping weight 50 lbs. per case.	

THE CANADA STARCH CO., LTD., EDWARDSBURG BRANDS and BRANTFORD BRANDS.	
Laundry Starches—	
Boxes.	Cents
40 lbs., Canada Laundry ..	.06½
40 lbs., boxes Canada white gloss, 1 lb. pkg. ....	.06½
48 lbs. No. 1 white or blue, 4 lb. cartons .....	.07½
48 lbs. No. 1 white or blue, 3 lb. cartons .....	.07½
100 lbs., kegs, No. 1 white	.06½
200 lbs., bbls., No. 1 white	.06½
30 lbs., Edwardsburg silver gloss, 1 lb. chrome pkgs.	.07½
45 lbs. silver gloss, in 6-lb. tin canisters .....	.08½
36 lbs., silver gloss, 6-lb. draw lid boxes .....	.08½
190 lbs., kegs, silver gloss, large crystals .....	.07½
28 lbs., Benson's Satin, 1-lb. cartons, chrome label ..	.07½
40 lbs., Benson's Enamel (cold water), per case ...	3 00
20 lbs., Benson's Enamel (cold water), per case ...	1 50
Celluloid—boxes containing 45 cartons, per case	3 60
Culinary Starch.	
40 lbs. W. T. Benson & Co.'s prepared corn .....	.07½
40 lbs. Canada pure corn starch .....	.06½
(120-lb. boxes ¼c higher.)	
Casco Potato Flour, 20-lb. boxes, per lb. ....	.10
BRANTFORD STARCH.	
Ontario and Quebec.	
Laundry Starches—	
Canada Laundry—	
Boxes about 40 lbs. ....	.06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lbs. ....	.06½
First Quality White Laundry—	
3-lb. canisters, cs. of 48 lbs.	.07½
Barrels, 200 lbs. ....	.06½
Kegs, 100 lbs. ....	.06½
Lily White Gloss—	
1-lb. fancy carton cases 30 lbs. ....	.07½
8 in case .....	.06

In buying
KETCHUP

remember Upton's give 125 per cent. of ketchup value for your dollar.

Try It and See

It is packed in standard packages at popular prices. Get it from your jobber or write us if he cannot supply you.

The T. Upton Co., Limited
ST. CATHARINES

Domestic Fruits

We receive fresh consignments of the very finest quality every morning. Our prompt service will appeal to you if you try it. Let us have your orders.

Imported Fruits

Full line of all seasonable varieties in stock at all times, but we make a specialty of **Bananas**. We import only the best and have the most improved facilities for handling. Are you one of our satisfied customers? If not, order to-day.

"THE HOUSE OF QUALITY"

HUGH WALKER & SON
ESTABLISHED 1861
GUELPH and NORTH BAY

No. 11

Chats with "Old Baba"

(Canada's 105-year-old Pioneer)

The Old Jew's Advice

"I've often been going to give you the advice, lad, that an old Jew gave me one time. Now that you're complaining that you can't save money, I'll tell you."

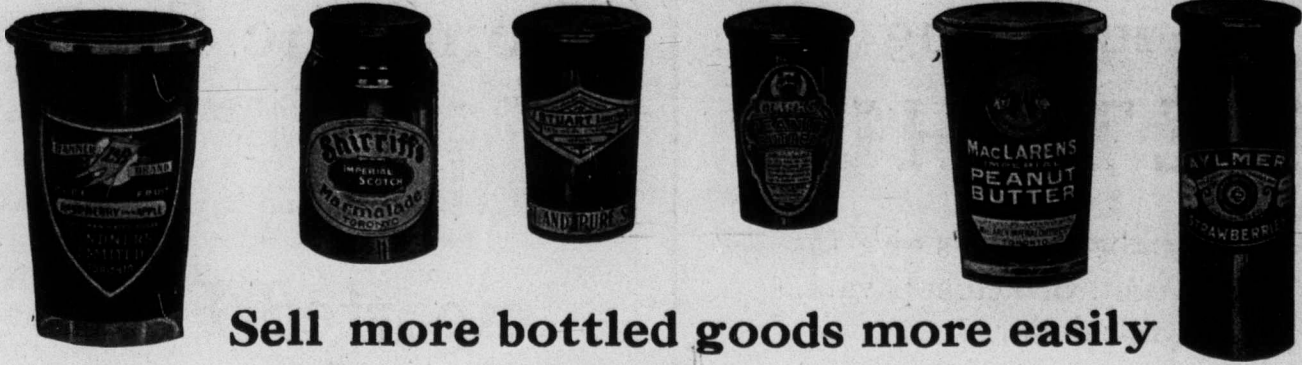
"Old Abe, a well-known peddler, came into my shop one day, and I complained that I couldn't save money, so he says in his broken English: 'You got \$10?' 'Sure I got \$10, Abe,' says I. 'You take that \$10, Joe and put it away so D— tight you know how—you get another \$1, you do the same, bye and bye you got \$100, and some time it will grow to be \$1,000. It's all in making up your mind to save and when you save it—keep it saved. Don't spend it. Don't wait until you have a big lot, but save the little amounts.' You don't need to cut out every little pleasure, such as a good smoke or chew or candies, if you like them, but forget about extravagant luxuries."

Tobacco, good tobacco, such as **King George's Navy** is not a luxury to a man, it's a real necessity, and every grocer should stock it and encourage the tobacco trade to come to his store.



Rock City Tobacco Co., Ltd.
Quebec and Winnipeg





Sell more bottled goods more easily

There's only one thing that keeps bottled goods on your shelves longer than is necessary—the lack of public confidence in their purity, quality and value.

But Anchor Caps have swept aside this lack of confidence, and changed a condition of moderate sales into one of increasing profits.

Anchor Caps have shown people how really delightful manufactured jams and

other bottled goods can be. It brings them the true, natural flavor the maker intended, and preserves intact its wholesome deliciousness.

If you want to sell more bottled goods, more easily, get your jobber to have Anchor Caps put on all your bottled lines.

Insist on Anchor Caps to-day.

Anchor Cap & Closure Corporation of Canada

LIMITED

Sudbury St. West, Foot of Dovercourt Road

TORONTO, CANADA



HOW ABOUT PICKLES?

RELIANCE PICKLES ARE PACKED EXCLUSIVELY FOR US.

FRESH, CRISP VEGETABLES AND THE FINEST QUALITY VINEGAR COMBINE IN MAKING THESE CANADIAN PICKLES DISTINCTIVE IN VALUE AND FLAVOR.

PRICES ON APPLICATION.



HOT WEATHER IS JELLY POWDER WEATHER

NO SUMMER DESSERT SO AP-PETIZING AS JELLY—NO JELLY POWDER SO PURE OR RICH IN FLAVOR AS

Gold Standard

The Codville Company, Limited

Wholesale Grocers and Manufacturers

WINNIPEG

BRANDON

MOOSE JAW

and

SASKATOON



Soap that has earned such a measure of success and accomplishes its work so thoroughly and satisfactorily, is aptly called WONDERFUL SOAP.

By featuring it in your displays you will build up a speedy, safe and sure business. *Try it out to-day.*

Guelph Soap Co.
Guelph, Ont.

Get the Big Sales—



Orangeade

is Bringing Hundreds of Other Grocers.

If you could see the way folk go after "Sterling" Orangeade—

If you could see the speed with which case after case is disposed of—

If you could see the large orders continually coming in for more and more "Sterling"—

You would quickly realize how easily you could dispose of a few cases right now.

Why wait until the summer is half over before you get your share of the big sales "Sterling" Orangeade will bring you? Get your jobber to supply you a few cases to-day.

T. A. Lytle & Co.
LIMITED

Sterling Road

TORONTO

Purity TABLE SALT

in the handy, free-running,
Sanitary Packages

Gives you a strong hold on your patrons—satisfies the most discriminating, pleases the economical.
With this package the salt shaker is easily filled, the salt never becomes caked or wet.

Supply your trade with the Pure Salt — Purity Salt, in the Sanitary packages or cotton bags.
Show the new package.

The WESTERN SALT CO. LIMITED
COURTRIGHT, ONT

PURITY BRAND FREE RUNNING TABLE SALT
The WESTERN SALT CO. LIMITED
COURTRIGHT ONTARIO

Buyers' Guide

WRITE TO
 10 Garfield Chambers, Belfast, Ireland,
 for Sample Copy of the
**Irish Grocer, Drug, Provision and
 General Trades' Journal**
 If you are interested in Irish trade.

We are buyers of evaporated and
 farmers' dried apples. Prices and
 tags on application.

O. E. Robinson & Co.
 Ingersoll Ontario

ASSIGNEES AGENTS LIMITED
 154 Simcoe Street TORONTO
COLLECTIONS ASSIGNMENTS
 Book-debts are monies in the other
 man's pocket. Use our special collec-
 tion service—charges moderate, no col-
 lection, no charge. Phone Adelaide 919.

CHIVER'S
JAMS—JELLIES—MARMALADE
 Are guaranteed absolutely pure and of the
 highest quality.
 Send us your orders.
 Agents:
Frank L. Benedict & Co., Montreal

EGG FILLERS

Our capacity is three times the total
 Filler requirements of Canada.

PROMPT DELIVERIES
 by us are therefore certain.
THE TRENT MFG. CO., LTD.
 TRENTON, ONTARIO, CANADA

Write us for New Price List of
WINDSOR SALT
TORONTO SALT WORKS
 TORONTO, ONT. GEO. J. CLIFF, Manager

KEEP POSTED ON SUGAR

Having been identified with Sugar for the past thirty years, and being in constant
 touch with all sections of this country and foreign markets, we are in the best possible
 position to keep you posted by mail and wire of any actual or contemplated changes
 and general gossip of the markets. Some of the largest concerns are subscribers, and
 we should like to place our proposition before you. For further information write

SMITH & SCHIPPER CO., 138 Front Street, New York

ST. MARC COFFEE

Gives all users entire
 satisfaction.

AUGUSTIN COMTE & CO., LTD.
 725 Notre Dame E. Montreal

CARD WRITER'S SUPPLIES

Send for Catalogue!



THE ART EMPORIUM
 23 McGill College Ave., Montreal

A Want Ad in this paper
 will bring replies from all
 parts of Canada

BLACK JACK

**QUICK
 CLEAN
 HANDY**

½-lb. tin—
 3 doz. in case



TRY IT

**SOLD BY
 ALL
 JOBBERS**

Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

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

SOLE PACKERS.

SMITH & PROCTOR - HALIFAX, N.S.



**SMITH
 AND
 PROCTOR**

SOLE PACKERS

Halifax - N.S.

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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.

FOR SALE

GENERAL MERCHANDISE BUSINESS FOR sale. Stock of about \$2,000.00. Claassen & Johnston, Fort Pitt, Sask.

FOR SALE—HONEY, CHOICEST WHITE, in handsome pails. Bradfield, Dunnville, Ontario.

FOR SALE—ECONOMY TIERING MACHINE for handling and piling of heavy cases. Box 96, Canadian Grocer, Toronto.

FOR SALE — A GROCERY, FLOUR, AND feed business in one of the best business towns in Ontario. Stock about \$2,500. Annual turnover about \$25,000. Will sell store and dwelling also. Easy terms. Box 101, Canadian Grocer, Toronto.

WANTED

EXPERIENCED TRAVELLER DESIRES line of high-class food products for Western Canada. Box 107, Canadian Grocer, Toronto.

WANTED—A POSITION AS CLERK, GROCERY preferred, but could handle general stock if necessary. Good references. Write H. A. Cooldidge, Box 663, Smith's Falls, Ont.

SITUATION WANTED BY EXPERIENCED grocery clerk with 12 years' experience. Expert show card writer and window trimmer. J. A. Unwin, 72 Windermere Avenue, Port Arthur, Ont.

YOUNG MAN WITH THIRTEEN YEARS' experience in wholesale grocery commission business, open for engagement. Either inside or outside position. Box 104, Canadian Grocer.

EXPERIENCED GROCERY AND PROVISION salesman desires a position. Served my apprenticeship in the Old Country. Expert window dresser, card writer, etc. Could take over management of store if required. Write Box 108, Canadian Grocer, Toronto.

WANTED—HIGH-GRADE MEN TO CALL on grocery trade in connection with Star Egg Carriers and Trays. Nationally advertised and used by more than 50% of the grocers of the country. Exceptional opportunity for high-grade men with real selling ability. See our ad. this issue. For particulars write Star Egg Carrier & Tray Mfg. Co., Rochester, N.Y.

MISCELLANEOUS

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

BUCKWHEAT FLOUR GUARANTEED pure and unsurpassed by any mill in the province. T. H. Squire, Queensboro, Ont., solicits your orders.

THE NATIONAL CASH REGISTER COMPANY guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge St., Toronto.

CASH FOR WASTE PAPER—YOU WILL receive the highest price if you use a Climax Steel "Fireproof" Raler. Full particulars. Climax Raler Co., Hamilton, Ont.

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new catalogue J. Gipe-Hazard Store Service Co., Limited, 97 Ontario St., Toronto.

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Conversant with the grocery business, to invest \$2,000 or more in manufacturers' agency conducting a jobbing grocery and confectionery business. Present business has been conducted as a limited company for the last four years. Partner preferred who has ability to look after office end of business. Advertiser to look after selling end. Present business located in a growing community of 60,000 people. Correspondence solicited from those who mean business only.

Address Box 106, Canadian Grocer, Toronto.

RASPBERRIES

Cuthbert (Canning)

DIRECT FROM THE FARM

Write for prices

W. F. GIBSON, Vineland Sta.

Phone 5 R 5; Jordan Sta.

A SEED DEPARTMENT

will add to your profits

*Howay Langport
England*

grow and sell

SEEDS OF ALL KINDS

for Traders

Write to the actual wholesale growers for rock-bottom prices and illustrated catalogue.

Buy well ahead to secure
LOWEST PRICES. WRITE TO-DAY

The Grand Prize

AT THE

**PANAMA - PACIFIC
EXPOSITION** San Francisco 1915



Registered Trade-Mark

HAS BEEN AWARDED TO

**Walter
Baker &
Co., Limited**

for the superiority
and excellence of
their

**Cocoa and Chocolate
Preparations**

55 Highest Awards at the Leading Fairs and Expositions in Europe and America.

Walter Baker & Co. Limited

Established 1780

Montreal, Can. Dorchester, Mass.

Exquisitely Delicious

for cold desserts, pudding sauces, icings, confections.

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The Master Flavor, rich and mellow.

Order from
Frederick E. Robson & Co.,
25 Front St. E., Toronto, Ont.

Mason & Hickey
287 Stanley St., Winnipeg, Man.
CRESCENT MFG. CO.
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OAKLEY'S KNIFE POLISH

20102-77702



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LONDON, ENGLAND.

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Toronto, and J. E. Huxley & Co., 220
McDermed St., Winnipeg.

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the Right Side of the Ledger**

Adopt the ONLY WAY to make credit business SAFE and at the same time eliminate charging, errors and disputes.

ALLISON COUPON BOOKS

Are in Use All Over the World.

HERE'S HOW

THEY WORK:

When a man wants credit, give him an Allison Coupon Book, and have him sign form at the front, which becomes then his promissory note to you. As he buys you tear out coupons, and when his book is exhausted you can collect your note or extend his credit for another book, as you deem wise. No pass books, no charging, no time wasted, no errors, no disputes.



For sale everywhere by jobbers.

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Indianapolis, Indiana, U.S.A.

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Strawberry, Raspberry
Black Currant, Gooseberry
Red Currant

1915 Pack Now Ready for Delivery

One of the largest packs in the history
— of the concern of 1,500,000 lbs.
of Strawberry Jam alone

Quality is Always in Demand

WAGSTAFFE'S LIMITED

HAMILTON, CANADA

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Buy Shrewdly

See that you purchase dependable merchandise and only that which you can turn quickly. Money is made on turn-overs, and lost on left-overs.

We make it a point to sell a customer what he needs and no more. We prefer to have him say to our traveller: "I am sorry, John, but I ran out of your *"VICTORIA"* Canned Tomatoes and Peas, so I had to buy from *So and So,*" than have him say: "No, nothing to-day, I am stocked to the ceiling."

To work in constant co-operation with the retailer for our mutual welfare, is our sole aim.

Laporte, Martin, Limitée

Wholesale Grocers

584 St. Paul West, Montreal

There is Certainty in
every Package of

Redpath

Extra Granulated SUGAR

Certainty that the sugar will be absolutely pure—that the granulation will be uniform and right—that the color will show to advantage in comparison with any other sugar.

Certainty that the REDPATH Cartons and Bags, ranging from 2 to 100 pounds, will meet all calls without breaking bulk and wasting time.

Certainty that the sugar will reach your customers in perfect condition, and give complete satisfaction.

Certainty that is based on 60 years of acknowledged leadership in Canadian sugar refining—for REDPATH has been Canada's favorite sugar since 1854.

Canada Sugar Refining Co., Limited, Montreal

Canada's Quality Biscuits

*Made right
Baked right
Packed right
Always right*



*They go to
the table
fresh from
the ovens*

Crothers' Fancy Biscuits

Crothers' biscuits are the choice of discriminating palates because of their fresh crispness, their rich, delicious flavor.

Our exceptional facilities allow no mid-way quality to creep into Croth-

ers' biscuits: every biscuit is of the same high quality as its predecessors. Uniformity is the key-note.

Order a stock of Crothers' Fancy Biscuits and Meadow Cream Sodas for Fall Selling.

The W. J. Crothers Company
KINGSTON, ONT.

CANADIAN GROCER

Orinoco



Tobacco

**“Orinoco” is a big favorite
with them all**

For a nice medium strength smoke that is satisfying, full-flavored and rich, there is none that compares with “Orinoco.”

Its fine fragrance is a token of its real tobacco goodness.

All Tuckett's tobaccos make a strong appeal to your men customers—very

few real tobacco users do not use and appreciate them.

Why not stock a few lines and let your customers know you keep them? Suggest to your trade that the tobacco order be included in the weekly grocery list.

Order your stock from the wholesaler.

TUCKETT LIMITED, Hamilton, Ontario

**White
MALT**

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Winnipeg**

**L. A. Gastonquay,
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**Nelson, Shakespeare,
Watkins, Ltd.
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VINEGAR**

- ¶ Is the Vinegar to build up a permanent, increasing and profitable trade.
- ¶ Its delicious flavour and aroma distinguish it from all others.
- ¶ It is equally good for pickling, salads and table use.
- ¶ It is guaranteed full strength,

In short, it is the Vinegar which will pay you best to handle.

Write for sample and quotation.

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Remember the name

Insist on

Riteshapes