

**PAGES
MISSING**

CANADIAN GROCER

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

Vol. XXX

PUBLICATION OFFICE: TORONTO, SEPTEMBER 8th., 1916

No. 36

A
Greater
Success
than ever



Fall
Sales
breaking
all records

“Crown Brand” Corn Syrup in “Perfect Seal” Quart Jars

Grocers realize that the Molasses famine—and the resulting excessive prices for Molasses—have simply boomed the sale of “Crown Brand,” both in the 3-pound jars and 2, 5, 10 and 20 pound tins.

Your wholesaler has all sizes—all the time—ready for immediate shipment. Order what you need.

The Canada Starch Co., Limited - Cardinal, Brantford, Montreal

ATTRACTIVELY DISPLAYED GOODS SELL QUICKLY

We are spending thousands of dollars telling your customers about O-Cedar. Co-operate with us. Our ads. are appearing in the principal dailies and in the monthly and weekly magazines. Thousands and thousands are using it daily. Many of these women are your customers. Do they know you stock O-Cedar? Are they ordering their

O-Cedar
Polish
(MADE IN CANADA)

from you? We have many handsome and attractive counter, store and window displays which we are glad to supply to you *absolutely free*. This is one of them. Prominently placed on your counter, it will double your sales. Write your jobber for full information about our *Display Deals* and *Profit Deals*. They mean money in your pocket.

Write Your Jobber To-day.

CHANNELL CHEMICAL COMPANY, LIMITED, TORONTO, CANADA



Eno's "Fruit Salt" is no shelf-warmer if you let people know you stock it

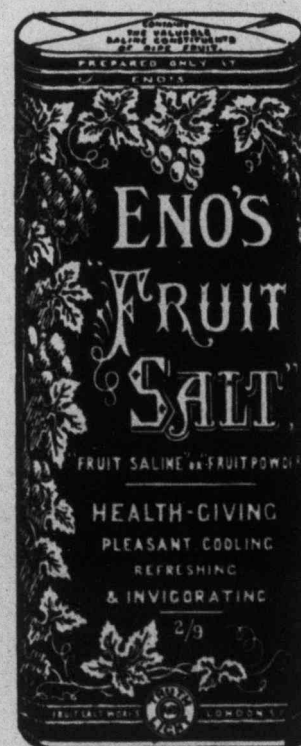
Extensive advertising has acquainted the consuming public with the facts about Eno's "Fruit Salt." It has stirred up a desire to become well acquainted with the delightful effects of this invigorating, mild regulator of the human system. Then, why not "make hay while the sun shines" and turn this desire or demand into profit for your till by setting up an attractive counter display or window trim. Now is the time to show and push Eno's "Fruit Salt"—the original and only fruit salt.

Mail your order to-day if your stock is low, for every grocer should sell Eno's.

J. C. Eno, Limited, "Fruit Salt" Works

LONDON, ENGLAND

*Agents for Canada: Harold F. Ritchie & Company, Limited
10-14 McCaul St., Toronto*





Borden Milk Products have earned their pop- ularity

EVERY DAY in thousands of homes these Canadian-made products are making new and lasting friendships through their delicious, high-grade quality and the satisfactory way in which they take the place of ordinary milk and dairy products.

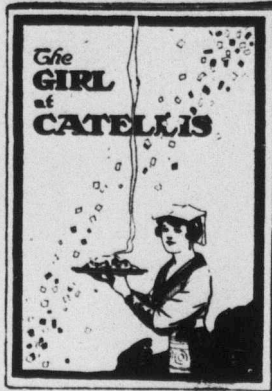
GROCERS of keen business instinct have proven the advisability of featuring and suggesting the Borden lines for the many various purposes they are adapted to. They find that every Borden sale means a satisfied customer and a profitable run of repeat orders.

A Borden window display may be the turning point in YOUR sales. Send in your order to-day and get the Borden lines working for you. Your wholesaler has them.

Borden Milk Company
"Leaders of Quality"
MONTREAL

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

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



This is the Book that will help make Sales for you Grocers!

Women all over Canada are writing for it. The *second* edition is now being printed. It is going right into the homes of the most progressive and ambitious women of Canada, and is being consulted by all who take pride in their table menus.

"The Girl at Catelli's" tells how to cook Macaroni—how to prepare it in a hundred different styles. More than this, it shows the food value and the practical economy of *MILK* Macaroni dishes.

This dainty book—backed by our strong newspaper and magazine advertising—is creating sales for every grocer who handles

CATELLI'S MILK MACARONI

Everyone can afford Catelli's. It retails for 10c. With our advertising to educate—our cook-book to interest—and a perfect food product of recognized food value to hold the business

—Catelli's *Milk* Macaroni looks to be a steady money-maker for every grocer who handles it.

ASK YOUR WHOLESALER.

The C. H. Catelli Co.

LIMITED

MONTREAL

10¢



EVERYWHERE

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

Tell Your Customer About Baked Beans

She can buy white beans, of course, at about 12c a lb., in these stirring times. She can soak them, drain and parboil them. She can add pork, sugar, pepper, salt and molasses, and then cook them for hours. The result is baked beans—of a kind.

Ask her to try Simcoe Baked Beans. The process of preparation is reduced to simply heating them. Perhaps one in a thousand can prepare home-baked beans to be as delicious and perfectly cooked as "Simcoe" beans, but the other 999 cannot and have their trouble for nothing.

Sell Simcoe Baked Beans! You will please your customer and insure "repeat" sales. You will also be a member in good standing of the "Made-in-Canada" Club.



Plain, or with Tomato or Chili Sauce

**DOMINION CANNERS
LIMITED**

HAMILTON :: :: CANADA

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

TEA

Now is the time to secure your New Season's Japan Teas as the selection at this time is large and varied.

Write to us for samples and they will be cheerfully forwarded with quotations that will defy competition.

John Duncan & Co., Limited

Established 1866

MONTREAL



Every Jar a Salesman

YES, Mr. Grocer, you can make every jar on your shelves a salesman by insisting on goods sealed with *Anchor Caps*. No goods are more sure to attract, please and satisfy your trade than those which Anchor Caps have made absolutely safe from outside contamination.

Your jobber can get Anchor Caps for you on bottled goods, so why not insist upon having them to-day?

Anchor Cap & Closure Corporation of Canada, Ltd.
50 Dovercourt Road TORONTO, CANADA

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

NOTICE of Protection on Quaker Oats

Quaker Oats, 20's, Round (2 coupons) (25c pkg.)	\$3.90
Quaker Oats, 20's, Imported China (30c pkg.)	4.75
Quaker Oats, 18's, (1 coupon) (10c pkg.)	- - 1.45

Place your order immediately at these prices. **We guarantee you against any lower prices**, and we believe they will be higher. The outlook for the 1916 crop of oats is unpromising, and while oats have had some advance, in our opinion the grain is likely to work considerably higher. We are fortunate to have a stock of oats contracted below the market, **and will give you the benefit of this purchase until sold, provided your order is placed with your wholesaler at once for shipment by October 31st.**

We have notified the wholesalers of an advance over the above basis on Quaker Oats, round, which will become firmly effective October 15th (unless necessary sooner).

If desired, two orders may be booked by you, one for September and one for October delivery.

We have added to the large list of publications carrying Quaker Oats advertisements until our monthly circulation is over 700,000. We shall also, in order to move your Fall stock of Quaker Oats rapidly and freely, repeat the Quaker Aluminum Cooker offer to the consumer, which was so singularly successful last Spring in moving your stocks of Quaker Oats, round package. This offer will be made as soon as stocks of Quaker Oats have been well distributed, and we know it will have added attraction for your customers, owing to the continued advance in aluminum.

Sixty cents (.60c) for oats is more than a probability this season, so we repeat, **PROTECT YOURSELF TO-DAY—BUY NOW AND BUY THE ROUND PACKAGE FREELY—PRICES WILL NOT BE LOWER.**

THE QUAKER OATS COMPANY
Peterborough and Saskatoon, Canada

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

PLEASE Take Notice

GAZELLE



English Garden Peas, 2s, - \$1.07½

Early June Peas, 2s, - - 1.10

Terms: Net 30 days ex Warehouse, Montreal

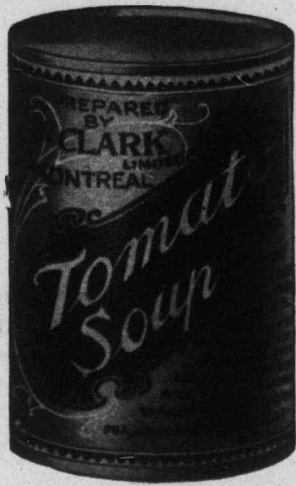
Hudon Hebert & Co., Limited

MONTREAL

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

CLARK'S

CONCENTRATED SOUPS



prepared from only the finest of materials and guaranteed absolutely pure.

MADE IN CANADA

and without a rival in either home or imported Soups.

Tomato

Chicken

Pea

Scotch Broth

Mock Turtle

Mulligatawny

and all other varieties



Ask your jobber for prices or send us a post card, but **STOCK NOW.**

W. CLARK, LIMITED, MONTREAL

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

RICE—our specialty

We always try to give

GOOD VALUE

QUICK SHIPMENT

FAIR TREATMENT

Mount Royal Milling & Manufacturing Co.
D. W. Ross Co'y., Agents, Montreal

Have you tried

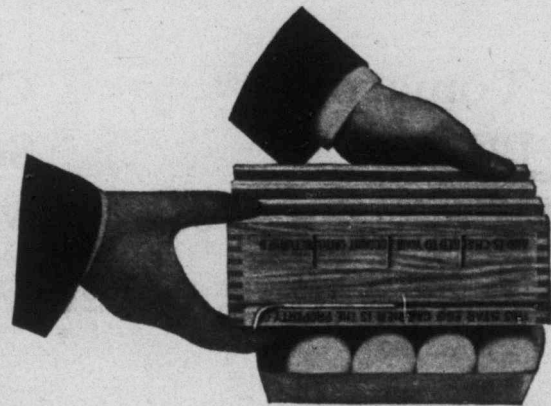
WETHEY'S

ORANGE

MARMALADE?

It is making
a hit.

YOUR EGG DELIVERY



Deliver eggs to your customers with the guarantee that there are no poor eggs, that they will arrive at your customers sound and unbroken, and equally as important, deliver them at a cost lower than any other method.

We shall be glad to send you further particulars. Write for our booklet No. 236.

**STAR EGG CARRIER & TRAY
MFG. COMPANY**

1520 Jay Street

Rochester, N.Y.

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

**In your Locality
are many
Dogs and Cage Birds**

Your customers must have FOOD for them. It is to your interest as well as that of your customers and their pets, that you should regularly stock

**SPRATT'S
DOG CAKES,
Puppy Biscuits
and
Packet BIRD SEEDS.**

The name SPRATT'S is a guarantee of quality and reliability. It will help you to keep old customers and attract new ones.

SPRATT'S Dep'ts in CANADA are:—
MONTREAL—F. HUGHES & Co., 109, Place d'Youville.
VANCOUVER, B.C.—LONDON GROCERY Co., Ltd., Granville Street.

Direct Correspondence invited:—
SPRATT'S PATENT Ltd., 24-25, Fenchurch Street, London, England.

**You can beat
Eggs, but
GIPSY
!!!**

Order Gipsy Stove Gloss from
your Wholesaler.

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

Western Agents: For Manitoba, O. F. Lightcap, Winnipeg.
For British Columbia and Yukon: Creeden & Avory,
Rooms 5 and 6, Jones Block, 407 Hastings Street,
West Vancouver.

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

**Century
Salt**

Pure,
even
crystals

This is the evidence of the extreme care taken in the refining and packing of Century Salt. The salt that is best for table or dairy. Every store should handle Century. Order from your wholesaler or direct. We ship promptly. Get our quotation on assorted carloads.

THE DOMINION SALT CO. Limited
SARNIA - ONTARIO

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

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

ONTARIO

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

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

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

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

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

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

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

Have you any
**Potatoes, Onions, Green or
Evaporated Apples, Beans,
Honey to offer ?**

If so, let me have particulars.

FRED J. WHITE
Fruit, Vegetable and Grocery Broker
27-29 Wellington St. East
TORONTO CANADA
25 years' connection with the best trade.

WESTERN PROVINCES

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.

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

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

C.H. GRANT CO.
Wholesale Commission Brokers
and Manufacturers' Agents
509 Merchants Bank, Winnipeg
We have several good accounts, but can
give you results on yours.

MARITIME PROVINCES.

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

CHAS. H. McDONALD & CO.
Manufacturers' Agents
Post Office Box 727. St. John, N.B.

We have splendid storage facilities and a first
class connection with both wholesale and retail
trade. Get in touch with us in regard to
handling your line.

When you buy direct from the country of
origin, and from
Fred. L. Myers & Son, The Sugar Wharf
188 Harbour Street, Kingston, Jamaica.
you will secure at lowest possible prices your
requirements of—Sugar, Rum, Pimento, Cocoa,
Ginger, Honey, Annatto, Coffee, Kola Nuts,
Lime Juice, Orange Oil, Goatskins, Divi-Divi,
Wax, Sarsaparilla, Cassava Starch, Sheep Wool,
Cattle Hides.

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.

FEATURE FOR THE TRENCHES
**G. Washington's
Refined Coffee**

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

KINDLY MENTION
THIS PAPER WHEN
WRITING TO AD-
VERTISERS.

The Standard of Quality

St. Lawrence  Granulated

100% PURE CANE SUGAR

Obtainable in all the different sizes.

Quality, Convenience and Irresistible Flavor

are the big selling points of *Malcolm Milk Products*—the all-Canadian leaders. The most discriminating customers find in the Malcolm line the delicious goodness they so much desire, hence casual sales always develop into steady repeat business.

A Malcolm window display has proved the starting point of better profits to aggressive dealers everywhere. A little suggestion is sufficient to create a sale—Malcolm quality takes care of the re-orders.

Order a 5-case lot and we will pay freight up to 50c per 100 lbs. in Ontario, Quebec and the Maritime Provinces. Send the order now, while you think of it.



The Malcolm Condensing
Company, Limited

St. George
Ontario



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

The Oversea Export Co., Limited
Norway

**NORWEGIAN
SARDINES**

IN PURE OLIVE OIL

SPECIAL BRANDS to suit individual buyers.

Place your orders now for early fall shipments. Full particulars and prices from the

Sole Agents:

Stewart Menzies & Co.

70 Lombard St., TORONTO



**The Canadian Salt
Without a Fault**

If you wish to impress on a customer the fact that some one article in your store is pure, you can't make a stronger comparison than to say, "it is as pure as Windsor Salt."

Windsor Salt has probably been used in her home, for years.

**Windsor
Table
Salt**
Made in Canada

THE CANADIAN SALT CO. LIMITED

Brooms
of
Quality

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

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

Walter Woods & Co.
HAMILTON and WINNIPEG

We'll Prove It

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

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

Name.....

Address.....

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

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

LARGEST MAKERS IN THE WORLD

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 **QUANTITIES**
—We will give you **BEST QUALITY—BEST DELIVERY—BEST PRICES**

BETTS & COMPANY, LIMITED
Chief Office :—1 Wharf Road, LONDON, N., ENGLAND

**MATHIEU'S
NERVINE POWDERS.**

For Headache and Neuralgia.

Caution: No Opium, Morphine or Cocaine.

One powder will relieve and a few powders will

cure you.

If you have a bad headache.

If you are nervous.

If you do not sleep well.

If you are overworked.

If you have La Grippe.

If you suffer from neuralgia.

These powders
are very good for
children, restoring
their teeth.

It pays to
feature

MATHIEU'S NERVINE POWDERS

BECAUSE there is always a big demand for some safe, sure and permanent nerve remedy, and this demand is most efficiently filled by Mathieu's.

Among the people coming into your store every day are many to whom these curative powders would be a veritable blessing. It is up to you, Mr. Dealer, to bring the merits of Mathieu's Nervine Powders before them. Every sale will mean more to follow, because every user of this effective remedy will be a "booster" for it.

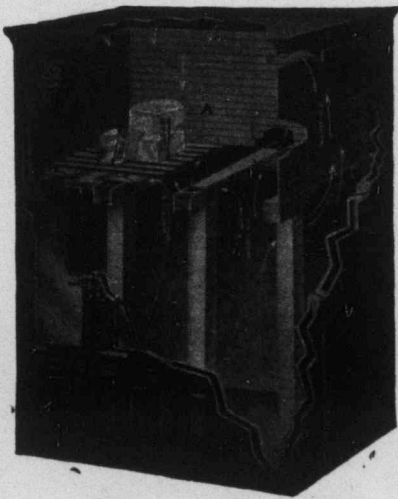
Don't hesitate to recommend Mathieu's. It cures quickly and permanently without any harmful after effects.

Send for a small trial order to-day.

J. L. Mathieu Co., Proprietors
SHERBROOKE, QUE.

Freeman's Dry Air Refrigerator

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

This Interior View 

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

Price list and catalogue free and mailed to any address.

Manufactured by the
W. A. FREEMAN CO., LIMITED
HAMILTON, CANADA

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

Tartan BRAND

THE SIGN OF PURITY

Phone Orders at our Expense

Phone Nos. 3595, 3596, 3597, 3598, 4656

That "want more" taste

So productive of the repeat sales that mean big business is back of the ever-growing demand for **Tartan Brand** products. The perfect quality of every **Tartan Brand** line is a guarantee of unlimited customer satisfaction and better sales.

When ordering Canned Vegetables, Fruits, Salmon, Tea, Coffee, Spices, Extracts or Jelly Powder, see that the labels bear the **Tartan Brand**—the trade-mark of superior quality.

Write us to-day. We carry a complete line of fancy groceries, foreign and domestic, and pay special attention to mail orders.

BALFOUR, SMYE & COMPANY
HAMILTON, ONTARIO

There's a definite reason for Furnivall's popularity.

Furnivall's is the pure essence of choice fresh fruits preserved under the most ideal conditions.

To sell Furnivall's once is to ensure continuous sales. Stock up now.

Furnivall-New, Limited
HAMILTON, CANADA

Furnivall's

FINE
FRUIT
PURE JAM

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—R. M. Griffin. Winnipeg, Man.—W. L. Mackenzie & Co., Ltd. Calgary, Alta.—MacLaren Imperial Cheese Co., Ltd. Edmonton, Alta.—Central Brokerage Co.

An ever-growing army

of discriminating tea users are finding their ideal of quality perfectly embodied in **MINTO TEA**, hence Minto sales are ever on the up-grade—bringing repeat business and better profits to tea dealers everywhere.

QUANTITY at a moderate price—that is the secret of Minto popularity. Add to this the fact that we enclose in every package the amount of money it would take to advertise it to the consumer, and you have a selling combination that is unusually attractive and hard to beat.

WHEN you consider that though we do not advertise Minto to the consumer, our sales are constantly increasing, it is convincing evidence of Minto superiority.

Give Minto a trial. Let results prove our claims.



Minto Bros.

284 Church St.

TORONTO

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



When Your Customer Orders Knox Sparkling Gelatine No. 1 Tell Her About Knox Acidulated Gelatine No. 3

with its extra envelope of lemon flavor. She'll buy both and thank you for it, because this extra flavor saves her time and work when she wishes to prepare a dessert in a hurry. It's good business, too, because every package you sell pays you a splendid profit and making two good sales instead of one is always good business.

"Make KNOX Your Gelatine Leader"

CHARLES B. KNOX CO., INC., JOHNSTOWN, NEW YORK

Branch Factory:—Montreal, Canada

The 5 Cent Line Babbitt's Cleanser



Your customers will be grateful to you for putting them in touch with this big money-saver.

It is a full weight can of the best Cleanser on the market, and retails for 5c, thereby giving double value (and premiums for the trade-marks as well).

It shows you a good profit and is a sure repeater.

Agents:

WM. H. DUNN Limited, Montreal
DUNN-HORTOP, Limited, Toronto



The Eureka

Your Safest Investment

The ONLY patented refrigerator in existence to-day with warm air flues across ceiling of cooling room, and connected with warm air flues at sides or ends.

Patented
1900 - 1910
1914

See our exhibit in the Industrial Building, Canadian National Exhibition.

REPRESENTATIVES:—Wolf, Sayer & Heller, 76 St. Paul St. E., Montreal, P.Q.; James Lonergan, Charlottetown, P.E.I.; W. McAllister, 98 Bank St., Ottawa, Ont.; W. Woods & Co., Winnipeg, Man., and Hamilton, Ont.; Ed. Dore, 35 Caroline N., Hamilton; W. J. Armstrong, 14 Euclid Ave., London, Ont., etc., etc.

EUREKA REFRIGERATOR CO., LTD.

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

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



KEEN'S OXFORD BLUE

is every day producing selling results in keeping with its well established reputation. Grocers everywhere are finding it advisable to keep KEEN'S constantly displayed in window or sales counter.

KEEN'S popularity will be a big factor in building

better business for you. Every time you sell a customer KEEN'S OXFORD BLUE you can rest assured of a continuance of her patronage where this quality blue is concerned.

Why not begin now to feature this reliable sales puller?

Magor, Son and Company, Limited

191 St. Paul St. West, MONTREAL

30 Church Street, TORONTO

Agents for the Dominion of Canada

DIAMOND BRAND California Walnuts

are tested Nuts, guaranteed 88% crack, scientifically grown — rich, full-meated Nuts from California groves which produce the best Walnuts in the world.

IN BULK

Packed in 100 lb. (net weight) burlap bags. All highest grade Nuts of light color. Tested and approved by association inspectors.

ALL DIAMOND BRAND Walnuts are in jobbers' hands in time for distribution to dealers for their early trade.

IN 1-LB. PACKAGES

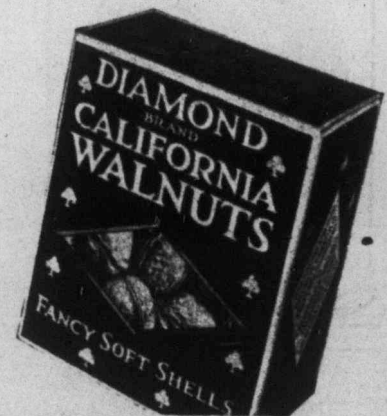
Lithographed red and green consumer packages, containing 16 oz. net, make an attractive proposition for dealers. No time wasted weighing and wrapping. No loss from pilferage, overweight, or broken, unsaleable Nuts. Packed 5 doz. cartons to the case.

Your Jobber Can Supply You.



Specify "DIAMOND BRAND"

**CALIFORNIA WALNUT GROWERS'
ASSOCIATION**
LOS ANGELES, CALIFORNIA



Canadian Agents: Arthur P. Tippet & Co., Montreal, Toronto; Jos. E. Huxley & Co., Winnipeg; Arris, Campbell & Gault, Vancouver.

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CANADIAN GROCER

VOL. XXX

TORONTO, SEPTEMBER 8, 1916

No. 36

Lindsay Grocers in New Premises

Adams Bros. Have Installed Complete New Equipment for Their Grocery and Meat Departments—Now Have Very Complete Store — Were Burned Out in April of This Year.

THE old saw that "it is an ill wind that blows no good" is illustrated in the case of Adams Bros., grocers, of Lindsay, Ont. This firm was burned out in April of this year and two weeks ago moved into a new store on the cor. of Kent and Cambridge streets in that town. The store is equipped throughout with new fixtures of the most modern type and presents an attractive appearance. The storage bins are of the pivoted type, and there is a fine cold storage system which comprises three refrigerators.

The cost of the new fixtures has been approximately \$4,000 and the store is quite complete in its arrangement. There are in addition two computing scales, a cash register and a coffee grinder on the counter of the grocery department. In the grocery side there is a cooling cabinet for butter and eggs and lard.

Adams Bros. have a complete meat department, both for fresh and cooked meats. A store adjoining their grocery and of equally large proportions is con-



Left inside interior of Adams Bros. store, Lindsay, Ont., showing silent salesmen, display bins.

needed by an archway, which is given over entirely to the meat department. With the new fixtures and new location the company is now in a better position than ever to cater to the needs of their customers.

Since the fire occurred in April of this year Adams Bros. have been occupying a space in the city market building. Now that they are located in their new premises they have found their trade has been an increasing one. "Business has been exceptionally good this year," stated D. Adams to a Canadian Grocer representative. "We look for the fall and winter trade to be better than for some time past."



STEAMER ASHORE

A wire has been received here that the Brigantine Ada Peard with a cargo of 550 puncheons of Barbadoes molasses has run ashore near St. Marys' Bay on the coast of Bay of Fundy. The molasses is all for Montreal. No details have yet been received as to the condition of the boat and the safety of the cargo. Two ships have been sent to her relief but have not been able to reach her.



Right inside interior of store of Adams Bros. at Lindsay, Ont., showing neat display of goods and store equipment.

Statement and Ledger on One Sheet

Counter Checkbook Used From Which Items are Copied to Statement Forms—Duplicates Kept of Both Statement and Ledger Forms—System of Keeping Accounts That Has Given Satisfaction to User.

THERE is a tendency among retail merchants to conduct their business without an adequate system of determining their costs, declares the Federal Trade Commission of the United States in an introduction to a pamphlet on "A System of Accounts for Retail Merchants." Nor does that condition of affairs apply to that country more than to Canada.

cover overhead is to find the average ratio that the operating expenses bear to the sales. For instance if the sales for the year were \$25,000 and the expense of conducting the business was \$5,000, the overhead was one-fifth, or twenty per cent. Add to this the desired percentage of profit, and deduct the total from 100, and this will give the percentage the invoice price bears to the

profit be as great as possible. "To ascertain the turnover divide the cost of goods sold during the year by the cost of the average stock carried."

Four books are suggested to operate the system of accounts that is advised. Journal, General Cash Book, Invoice Book and Ledger. "From these books certain statements, particularly a monthly summary of business, a profit

GENERAL CASH BOOK.

A Debit—					B Credit—							
Date, Name of Description Acct.	L.F.	Collections on Accts. Rec.	Cash Sales	General Accounts	Date	Name of Acct.	Description	Check No.	L.F.	Disct. on Purchases	Payments on Accts. Pay.	General Accounts

INVOICE BOOK.

Date of Entry	Date of Invoice	Invoice No. of	From whom Purchased	Address	Ledger Folio	Amount of Invoice
---------------	-----------------	----------------	---------------------	---------	--------------	-------------------

Several objects, beyond the natural personal one, should impel the merchant to such a system. One is that the banks are paying more attention than ever before to the accounting systems of the merchants, and if a retailer can show definite progress from accurate records in his books, credit is much more likely to be forthcoming. One of the points to which the banks give special attention is whether the prospect for a loan makes proper provision for depreciation in certain portions of his stock, his fixtures, etc. The steady advance in the cost of doing business makes it more than ever imperative that the merchant should know exactly what it costs him to do business, what are his real profits, what each department of his store is doing by itself, or else, ignorant as to the weak points in his business, he may lose out in competition with rivals who are better informed.

The Commission in order to assist the merchants in introducing a proper system suggests a number of forms that will furnish the required information with the least effort.

One of the points, in fact the essential one is that there be definite knowledge of the overhead expenses. Many merchants have only a hazy idea of this with the result that often goods are sold actually at a loss.

How To Figure Out Selling Price

The most convenient way of arriving at the proper percentage that must be added to the first cost of the goods to

selling price. For instance, if the overhead is 20 per cent. and the profit desired is 10 per cent., subtracting from 100 gives 70 per cent; that is if the invoice cost is 70 the selling price will be 100. This is vastly different from saying that if the cost price is 100 the selling price will be 130. To get 100 from 70 as a starting point you must add 42 6-7 per cent. making it ten-sevenths, whereas if the cost is taken as 100 you add only 30 per cent., which does not nearly cover the overhead and the profit desired.

Turn Stock as Often as Possible

Another point emphasized by the Commission is that the stock should be turned as often as possible in order that

and loss statement, and a balance sheet should be prepared at definite periods in order to present the results in comprehensive form."

The Journal

The ordinary two-column journal can be used. The opening entry is an inventory of assets and liabilities. The totals of the charge sales as shown by the sales checks should be entered in the Journal, debiting Accounts Receivable and crediting Sales. The totals of the credit tickets are also entered in the Journal, debiting Sales with returns, and Sales Allowances with price concessions, and crediting Accounts Receivable. Other items to be entered are those that do not go through the Cash

MONTHLY SUMMARY OF BUSINESS, 1916.

	Net Sales.			Buying expenses.		Selling expenses.			Delivery expenses.		General expenses.							Total Ex-pense.	Per cent of Net Sales.	
	Credit.	Cash.	Total.	Salaries and Wages of Buying Force.	Miscellaneous Buying Ex-pense.	Salaries and Wages of Sales Force.	Adver-tising.	Miscellaneous Selling Ex-pense.	Salaries and Wages of Delivery Force.	Miscellaneous Delivery Ex-pense.	Man-agement and Office Sal-aries.	Office Sup-plies and Ex-pense.	Insur-ance on Stock and Store Equip-ment.	Taxes on Stock and Store Equip-ment.	Losses from Bad Debts.	Miscellaneous General Ex-pense.	Cont. Rent.			
Jan.	\$3,200.21	\$1,201.05	\$4,401.26	\$25.00	\$14.00	\$177.22	\$20.00	\$1.75	\$102.07	\$1.00	\$200.00	\$22.00	\$1.01	\$1.50	\$25.00	\$20.79	\$71.25	\$927.87	14.9	
Feb.																				
Mar.																				
Apr.																				
May.																				
June.																				
July.																				
Aug.																				
Sept.																				
Oct.																				
Nov.																				
Dec.																				
Total.																				
Per cent of Net Sales.																				

Form A.

or Invoice Book, such as notes receivable or payable, allowances or corrections of purchase invoices after entry in the Invoice Book, the various adjusting entries and the closing entries.

The General Cash Book

The suggested form for the Cash Book has been drawn for the convenience of readers of the Review, with the debit and credit sides. The cash receipts should be deposited daily in the bank and payments be made by check. The total of cash sales for the month should be checked against the total of cash sales slips, and is then posted to the credit of Sales; that of the Collections on Accounts Receivable to the credit of Accounts Receivable Account, and that of Payments on Accounts Payable to the debit of Accounts Payable account. The total of the Discount on Purchases column is also posted to the debit of Accounts Payable.

All payments for expense items other than petty cash should be entered on the Cash Book as made and posted therefrom to the proper accounts.

The Invoice Book

A sample of this is given herewith. The postings are made direct from this book into the Purchase Ledger, and the total at the end of the month carried to the debit of Merchandise Purchases and to the credit of Accounts Payable.

A sales slip must be made out for every sale, and the daily total of these

give the sales for the day. The cash sales slips are checked against the cash received.

The Ledger

The accounts in the Ledger should be arranged in the following order: 1.—General Accounts; 2.—Accounts with Trade Creditors; 3.—Accounts with Trade Debtors. Accounts with trade creditors and with trade debtors should be arranged alphabetically, using preferably a loose leaf ledger. When the volume of business permits it is advisable to use three ledgers, a general, a purchase and a sales ledger, keeping controlling accounts of the purchase ledger and the sales ledger in the general ledger. Where only one is used it should be divided into three sections.

Customers are charged with goods purchased direct from the charge slips. These are first listed then turned over to the bookkeeper, who posts them to the debit of the proper accounts, listing the amounts as he posts, then comparing his total with that of the first list, which must agree. Credit entries for allowances, etc., are made from the credit slips.

Posting the ledger therefore must come from four sources, the cash book, the invoice book, the sales and credit slips.

Monthly Summary of Business

The form reproduced here will be found very useful for monthly and yearly comparisons of expenses and ra-

tios. The figures are taken from the ledger.

Profit and Loss Statement

The amounts for making up this statement can be had from the ledger and the trial balance. It is made up at such time as the inventory is taken.

KEEPING BUTTER SWEET

If new butter is covered with a brine, it will keep sweet for a year or more; the best way is to make the butter into small rolls and wrap each one, in a muslin cloth, put the rolls in a large crock and pour over them a brine strong enough to bear up an egg, in which has been boiled 1/4 lb. of granulated sugar and one tablespoonful saltpetre to (3) three gal. of brine; the brine should become cold before being strained over the butter, a weight should be put on the top to keep the butter under the brine.

Butter packed in pails or tubs and kept covered with an inch or so of this brine will keep for a long time.

CATALOGUES AND BOOKLETS

A copy of No-Vary Vim comes to our desk. It is the house organ of the No-Vary products Co., of Minneapolis and Toronto. It is self-described as being "brimful of steam-piped in from everywhere." Excellent sample ads. and selling suggestions, and a good deal of miscellaneous matter calculated to interest those handling the products of the house fill the magazine.

PROFIT AND LOSS STATEMENT, JAN. 31, 1916.

				Per ct.	Per ct.
23 Sales			\$4,659 96		
24 Less Sales Allowances			2 00		
Net sales			4,657 96	100.0	
Inventory of merchandise at beginning		\$3,451 00			
25 Merchandise Purchases (cost delivered at store)		2,759 67			
Deduct inventory of merchandise at closing	\$3,062 17				
Less Stock Depreciation	153 11		2,909 06		
Net cost of goods sold			3,301 70	70.9	
Gross profit from trading			1,356 26	29.1	
BUYING EXPENSE.					
26 Salaries and Wages of Buying Force	25 00				
27 Miscellaneous Buying Expense	14 00				
Total buying expense		39 00		0.8	
SELLING EXPENSE.					
28 Salaries and Wages of Sales Force	177 33				
29 Advertising	30 00				
30 Miscellaneous Selling Expense	3 75				
Total selling expense		211 08		4.5	
DELIVERY EXPENSE.					
31 Salaries and Wages of Delivery Force	102 67				
32 Miscellaneous Delivery Expense	8 08				
Total delivery expense		110 75		2.4	
GENERAL EXPENSE.					
33 Management and Office Salaries	269 00				
34 Office Supplies and Expenses	22 03				
35 Insurance on Stock and Store Equipment	1 61				
36 Taxes on Stock and Store Equipment	2 50				
37 Losses from Bad Debts	33 56				
38 Miscellaneous General Expense	26 79				
39 Rent	71 35				
Total general expense		426 74	787 57	16.9	
Net profit from trading			568 60	12.2	
INCOME FROM OTHER SOURCES.					
42 Interest	17 69				
43 Cash Discounts on Merchandise Purchases	8 53				
44 Rent Income (net)	16 53				
45 Miscellaneous Outside Income	3 00		7 68		
Total net profit			576 67		

FORM B.

BALANCE SHEET, JAN. 31, 1916.

ASSETS.			
CURRENT ASSETS.			
1 Cash on hand and in bank		\$1,611 67	
2 Notes Receivable—Trade Customers		191 84	
3 Accounts Receivable—Trade Customers	\$5,318 81		
4 Less Reserve for Bad Debts	33 56		
Inventory of merchandise (at cost)		3,485 25	
5 Prepaid Insurance		2,909 06	
6 Accrued Interest Receivable		100 14	
Total current assets			88,298 67
FIXED ASSETS.			
7 Store Property	4,500 00		
8 Warehouse Property	1,975 00		
	6,475 00		
9 Less Reserve for Depreciation on Store and Warehouse	26 98		
10 Store Equipment		6,448 02	
11 Office Equipment		272 71	
12 Delivery Equipment		74 37	
		396 67	
Total fixed assets			7,191 77
Total assets			15,490 44
LIABILITIES AND CAPITAL.			
CURRENT LIABILITIES.			
13 Notes Payable—Trade Creditors	1,210 50		
14 Notes Payable—Banks	900 00		
15 Accounts Payable—Trade Creditors	3,665 72		
16 Accounts Payable—Others	455 00		
17 Accrued Interest Payable	19 23		
18 Accrued Salaries and Wages	52 00		
19 Accrued Taxes	7 75		
Total current liabilities		6,390 20	
21 Mortgage Payable (warehouse)		1,250 00	
Total liabilities		7,640 20	
22 Proprietor's Capital Account		7,850 24	
Total liabilities and capital			15,490 44

FORM C.

CANADIAN GROCER

ESTABLISHED 1886

The Only Weekly Grocery Paper Published in Canada.

**THE MACLEAN PUBLISHING COMPANY
LIMITED.**

JOHN BAYNE MACLEAN, President.

H. T. HUNTER, Vice-President.

H. V. TYRRELL, General Manager.

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

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

OFFICES:

CANADA—

Montreal — Rooms 701-702 Eastern Townships Bank Building; Telephone Main 1255. **Toronto**—142-153 University Ave.; Telephone Main 7324. **Winnipeg**—22 Royal Bank Building; Phone Garry 2313.

UNITED STATES—

New York—R. R. Huestis, 115 Broadway, New York; Telephone 8971 Rector. **Chicago**—A. H. Byrne, 1104-5-6-7 Fort Dearborn Bldg., 105 West Monroe St., Phone Randolph 3234. **Boston**—C. L. Morton, Room 733, Old South Bldg.; Phone Main 1024. **Cleveland**—R. G. Langrill, 3112 Euclid Ave., Cleveland, Ohio; Telephone Prospect 1026R.

GREAT BRITAIN—

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

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

PUBLISHED EVERY FRIDAY.

Vol. XXX.

TORONTO, SEPTEMBER 8, 1916

No. 36

EDITORIAL BRIEFS

DUCK hunting opened on September 1st. Last call before September 16th!

* * *

THE ONLY necessity of every-day life that seems to be going down in price is the motor car.

* * *

THE WHOLE continent heaved a sigh of relief when the railway strike danger mark was passed.

* * *

COAL is raised half a dollar a ton. Editorial writers please note; you can't blame this latest rise in the cost of living on the grocer.

* * *

HENRY FORD thinks he can cut the working day in his plant to six hours and still make things go. And yet there are lots of merchants who still think it necessary to work sixteen.

* * *

CONSTANTINE is, in the phrase of the adage, between the devil and the deep sea. On one side is the people clamoring for war. On the other his wife urging neutrality. Which is the deep sea?

* * *

FIRE regulation in Northern Ontario may, following the recent disaster, be referred to as a case of locking the stable after the steed has been stolen—but such a course is a wise one if there are other horses to guard.

* * *

SALMON WILL BE DEAR

FROM the Pacific comes repeated news that the salmon pack is far below that of last year, and that higher prices are more or less inevitable. A reliable authority contends that the 1916 season on the Columbia River has been very disappointing, and

that since May 1st, the commencement of the season, none of the canneries have worked more than half time. Packers, too, advise that their output for the season to date is only 40 per cent. of what it was last year at the same period. This season's pack of Chinook, it is reported, will not be 60 per cent. of 1914. That year's pack was 290,000 cases. If this year's is to be only 60 per cent. of this, it will only aggregate 175,000 cases. This falls immeasurably short of usual packs. Last year, for instance, over 400,000 cases were packed. This situation has naturally raised the value of the limited Rogue River Chinook now left, 75 per cent. of which has already been sold. The balance will be very quickly cleared out. Some buyers who usually take favorite brands of Columbia River Chinook have been buying Rogue River Chinook. It looks as though high prices for salmon will be assured. Announcement will probably be made on the point within a week or two.

SURELY NOT GROCERS

COMPLAINTS continue to be made by the public, and will doubtless so continue, against the unsavory way in which fruits are displayed. The Galt Reporter adds its condemnation on the matter. It says:

"There are in Galt places where fruits and candies are handled and displayed under shocking and disgusting conditions, the vendors having no quarrel whatever with the swarms of flies in and around and on the fruits or candies that are displayed for sale."

The Galt Reporter would go one better if instead of generalizing it came down to cases, or at least to trades. This statement is ambiguous. CANADIAN GROCER has had occasion, to take up before the mat-

ter of the way in which goods are kept, both outside the store and inside.

Generally speaking, the grocery trade, as such, is singularly free from instances of stores which do not keep their goods sweet and clean, not to say free from possibility of harmful disease. This matter is one perennially to watch. So much harm to prestige may be done by having a store untidy and unprotected from germs even for a day or two only. The tradesman can only be a watch for disease through this channel by keeping on safeguarding his food-stuffs in every possible way. Surely the tradesmen against whom the *Galt Reporter* takes up the cudgels were not grocers. By the use of netting wherever necessary; by constant campaigning against flies by fly destroyers; above all, by everyone in the store combining to keep things sweet and clean, can goods be not only appealing but also safe.

ROUMANIA AND FOOD SUPPLIES

ENTERING the war was a move which Roumania had expected for a considerable time. This is evidenced by the careful and systematic way in which the authorities have been husbanding food and other resources. It now appears that in early June the Minister of Interior sent to prefects of departments and mayors of communities the following circular:

In view of the fact that during summer the consumption of meat is not as frequent, and that on the other hand fresh vegetables are to be found in abundance at this time of the year and constitute a nutriment which can very well replace meat, the Minister of Interior, upon the advice of the Central Commission for Food Supplies, has decided that the number of days on which no meat is to be consumed will be three per week, and not two as heretofore. We, therefore, beg you to take the necessary measures in order to prevent the sale and consumption of meat on Mondays, Wednesdays, and Fridays, and consequently not to allow the slaughtering of cattle in abattoirs on the eve of these days. You will see that the measures are applied in restaurants and railway stations as well as in all health resorts. For certain invalids an exception can be made in order to permit them to consume poultry.

One cannot but be struck by the serious purpose displayed by this, one of the smaller nations of Europe, alike in a move of this kind and in the way in which, according to reports, the army has already made an impression. Roumania, for some time past, has evidently been accustoming itself not only to the possibility but also to the probability of war. When that comes, by virtue of conservation methods beforehand, the economy in food which would probably be necessitated by a state of war is not something new sprung on the country, but is a condition to which the people are accustomed.

THE PAPER SHORTAGE AND THE PUBLIC

THE publishing industry in Canada is facing a serious crisis. Since the first of the present year there has been a growing scarcity of paper and a corresponding advance all along the line in prices. The publisher is literally at his wit's end to know what to do.

Since January 1 there has been a rapid and continuous advance in paper prices. During that period the best grades of paper, white coated, have gone up fifty per cent. A medium grade of coated which cost 6 cents a pound before cannot now be bought for less than 9 cents; and the mills are dodging orders at any price. Super-calendar paper which formerly sold at \$4.35 to \$4.50 is now quoted anywhere from \$7.00 to \$8.25. Newsprint—the rough surfaced paper on which newspapers are printed—has advanced nearly fifty per cent. Many of the best grades of paper have been taken off the market entirely, the manufacturers finding it impossible to keep up the quality. There is, in fact, a very general depreciation in paper quality despite the staggering jump in the prices. And, despite the sky-high price levels, the manufacturers are compelled to refuse business or to defer shipments for long periods.

This condition is operating in two directions in its bearing on the publishing business. It is forcing publishers to economize on paper in every conceivable way. They are finding it necessary to reduce the number of pages printed. Lavish supplements, filled with special features of no particular value, are becoming a thing of the past. "Extras" are put out only when the news really warrants it. Newspapers, magazines, class papers, are all concentrating on the important problem of printing the really essential matter in the least space and eliminating all non-essentials. In this one respect, the paper shortage is going to prove a blessing in disguise. Publishers are also examining their lists closely, cutting off exchanges and "dead heads" and doing everything in their power to economize in that way. In these days of scarcity only the man who wants a paper sufficiently to pay for it promptly should get his copy.

The situation is reacting in another direction. It is forcing publishers to raise their subscription rates. Many newspapers and class publications have already done so. And it seems to be the only solution for a situation which now threatens many a publisher with ruin. Subscription rates in Canada had been hammered down to a minimum by strenuous competition and it is impossible for publishers to continue to supply their product at such low prices in the face of the sudden advance of paper costs.

The reader should bear these facts in mind. If he is inclined to complain when his favorite periodical comes to him a little thinner and his renewal notice quotes a higher figure, let him pause to consider that it is only by such measures that the publisher is able to continue to send him the paper at all.

The Hamilton Grocers' Hump

THE 1916 "Hump" of the Hamilton Grocers' Association—the 27th annual outing—was voted by every participant the best yet. Last Wednesday at two o'clock the crowd boarded special cars headed for Dundas. They were met there by more grocers, and the whole string—something over a hundred—waked up the inhabitants at Dundas to the realization of a grocers' invasion. The Zepps had nothing on the Hamilton grocers for spectacular display, not to say noise! Headed by a band and singing to the music it discoursed, the grocers paraded to Dundas Park.

W. J. Mellen, Hartley Burns and Bert Burns came down to bring greetings from the Brantford Retail Grocers' Association. Allan Studholme, John Allan and T. J. Steward, provincial parliamentarians, were on hand, and so was Controller W. H. Cooper.

In the capable hands of John Knox, the day's sports went off splendidly. The two baseball games are warranted the wildest ever seen in Ontario. Mike Cummings was skipper of "The Humps," who lost to "The Campbells" (C. Jamieson, Capt.), by 18 to 17. Capt. Mike Cummings had the most peculiar twist in his pitching ever seen in First League circles. Jamieson's bunch punished Mike badly, however, though what Cummings' merry lads did to Reed's pitching is a crime. Gus Ante was near'y mobbed over this result. He's going to quit umpiring right away.

The "East Ends" also played the "West Ends," the latter winning 16 to 10. Whether John Brown, the scorer, or "Bay" Hill, the umpire, was the man to be mobbed in this case is a thing which the "East Ends" have got to think out when there is no excitement, at future meetings of the R. G. A.

The four ball teams were:—

West Ends—Cautain, John Knox, 1b.; Billy Smith, ss.; V. Bard, 2b.; Jack Matheson, rf.; Roy Blaize, cf.; Geirge Blaize, c.; Jack Forth, 3b.; Ross Vanevery, lf.; C. Sanderson, cf.

East Side—Captain, J. M. Semmons, 3b.; H. Burns, c.; Ed. Hilton, 1b.; Maurice Cummings, p.; Dave Little, 2b.; E. H. Blaize, ss.; A. McLaughlin, cf.; W. Sanderson, rf.; George Bickell, lf.

The Humps—Captain, Mike Cummings, p.; Walter Cann, ss.; Geo. Fuller, 2b.; Fred White, lf.; Jack Williamson, 1b.; Jim Dale, rf.; J. Venator, cf.; George Cann, 3b.; Frank Kane, c.



The Campbells—Captain, C. Jamieson, 3b.; F. Dunsmore, lf.; Charles Watt, rf.; M. Sullivan, 2b.; W. Sneath, ss.; Harry Young, lf.; G. H. Moyer, 1b.; D. Reed, p. Umpire, Ben Braack; scorer, Ed. Hazel.

There were numerous other events gotten up and carried through by capable John Knox. Results for these were as follows:—

Shoe race—Braack, F. White, E. Barnes.

Three-legged race—Reed and Donahue, Burns and Watt, Brown and Semmens.

Mysterious boxing match—Watt.

Donkey cart race—Braack and Barnes, Burns and Watt, Reed and Donahue.

Sack race—E. Jamieson, F. White, Watt.

Juggling apple race—Reed, Sneath, Jamieson.

Pillow slugging race—Sullivan, Watt, Young.

Pick-a-back race—Carter and Keough, Main and Cann, Sullivan and Sneath.

Throwing ball in barrel—Watt, Moyer, Cardy.

It would be difficult to say who had the most fun in these events—the participants or the onlookers. William Smye was in charge of the refreshment committee and certainly made the "inner man" happy for the day.

The success of the outing from the point of view of all arrangements for the journey, was due to Joseph Kirkpatrick, chairman of the transportation committee. Jake Ellsworth, Jack Cummings and A. E. Pretty—the first on the refreshment committee of the "Hump" since 1884—were also Trojans in the service of making everybody comfortable.

After supper had been served and everybody equipped with a cigar, Chairman James Lawrie, Allan Studholme, M.P.P.; John Allan, and W. J. Mellen spoke briefly and displayed an ingenuity in story-telling that was remarkable. The prizes were donated, and after some

music from the "Rube's" band, the party left for home on the 9.15 car.

By the Way

"Bay" Hill as a band conductor puts Sousa in the shade.

John Knox is a great ball player. He was displaced again and again, but begged Maurice Cummings to "pitch him another," so that he could have one smite before he left the plate.

John Kirkpatrick, though retired from his business for ten years, is always "there" at the "Hump." It wouldn't be a Hump without him.

William Smye did his durndest to start a scrap between the "Humps" and the "Campbells." What he thought of Mike Cummings' pitching was a crime!

The "Rube" band was some band. Also some rubes!

Allan Studholme throws the ball into the barrel with the same determination that makes him respected at Queen's Park. His attendance was greatly appreciated.

FIRE IN PHILADELPHIA

Damage amounting to more than \$100,000 was done recently by a factory fire in the vicinity of 3rd and Buttonwood sts., Philadelphia.

The flames demolished the five-storey brick factory of John Diamond, a manufacturer of polishes and ink, 458 N. 3d st., wrecked the plant of Brodsky Brothers, hide tanners, 460-62-64 N. 3d st., and played havoc with the plant of William Arner, a glazed kid manufacturer, 454-56 N. 3d st.

An untenanted building, 464 N. 3d st., owned by Philip Barth, was badly damaged, and damage also was done to Barth's saloon at 465 N. 3d st., and to dwellings at 310-12-14 Noble st.

The fire was discovered at 5.20 o'clock. From then on to 9 the blaze burned fiercely. The property of Mr. Diamond is covered by insurance.

CHANGE OF NAME

Betts and Co., of London, England, foil factorrs, have changed their name. They are now Bett's British Foil Factories, Ltd. The reason, in the phrase of the firm itself is to more effectively deal with and extend the Foil Manufacturing Branch of our business and so secure to this country the benefit of trade which prior to the War was almost exclusively in the hands of German & Austrian makers.

A GOOD RECOMMENDATION

Here is a letter of recommendation given by a grocer to a former employee: "Whomsoefer is de boss:

Dear Sir:

"Dis is to testify dot Hans Snyder vorked for me von veek. Ven he left I vas perfectly satisfied."



CURRENT NEWS OF WEEK

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



Quebec

A traveller for the Dominion Tobacco Co. of Montreal named Tremblay was instantly killed at Dunstan, August 31. Owing to the thick fog he did not see the approaching train, which struck the automobile he was driving.

Letters Patent have been issued to the Franco-Canadian Cannery Corporation. The capital of the company is to be \$1,000, divided into 1,000 shares of \$100 each. The provisional directors of the company are to be Donald S. Linden, Harold G. Meir, and Garnet Archibald.

Captain Alexander Rough died on Aug. 26 at the Western Hospital in Montreal. Captain Rough was 56 years of age, a member of the Dominion Commercial Travellers Association and for many years in business on St. Catherine St. in Montreal where he had resided for 50 years.

Maritime Provinces

St. John has returned to Atlantic standard time, the change becoming effective at midnight, Sunday, September 3, instead of at the end of the month, as at first planned. The plan has been found universally satisfactory, but the shorter days made the reversion to standard time again desirable.

A big rally of retail and wholesale merchants, under the auspices of the Retail Merchants' Association of New Brunswick is to be held in St. John, on September 19 and 20. It is expected that the chief speaker will be Hon. George E. Foster, Minister of Trade and Commerce. Arrangements are being made for an informal exhibition of New Brunswick manufactures in connection with the convention, for the benefit of the business men in attendance. It is expected that the gathering will be the largest assembly of provincial merchants ever held in New Brunswick.

St. John is struggling with a "milk war" between the local dealers and dairymen in King's County, from where a large part of the city's supply comes. While contradictory statements make the situation still far from clear, the fact remains that the producers are asking 40 cents for an eight-quart can, delivered on the train, all the year round, instead of 30 cents in summer and 35 cents in winter. In consequence, the dealers threatened to increase the price to customers from 8 to 10 cents a quart. When the citizens protested, the dealers attempted to fight the farmers, with the

result that many of the latter have stopped shipping milk since September 1. The supply coming to the city has been greatly reduced, with consequent shortage. The outcome is not yet certain.

Ontario

Clifford Sanborn, a London grocer, was married recently.

F. S. Hurlburt, Toronto, has sold his grocery business to Wilson.

The Sanitary Dairy, Ltd., of St. Catharines, have obtained a charter.

F. Crossly is opening a grocery store at 152 Adelaide Street South, London, Ont.

Mrs. L. Barnard has opened a new grocery store at 216 Wharncliffe Road, London, Ont.

H. E. Doughty, of Windsor, is advertising his bakery and confectionery business for sale.

J. F. Pegg has purchased the grocery and confectionery business of E. P. Ridley, Blenheim, Ont.

George Gibson, Kingston, has sold his grocery business to the Army and Navy Association of Canada.

Miss Ellwood is opening a grocery store at the corner of Simcoe and Colborne Streets, London, Ont.

Cappa & Nethercott, grocers, Water Street, St. Mary's, Ont., have dissolved partnership. Mr. Cappa is continuing.

O. S. Matchett, of Goheen & Matchett, grocers, Peterborough, Ont., was in Toronto during the week attending the Canadian National.

As a result of a series of meetings between the wholesale and retail milk dealers of Hamilton, the price of milk will be 9 cents on and after September 1.

Some of the merchants of St. Mary's are in favor of closing the shops at 9.30 Saturday night. This would be an advantage to the tired clerks and delivery boys, and enable the out-of-town shoppers to be in their beds at a respectable hour.

Hamilton, Ont.—The local members of the Amalgamated Clothing Workers of America held a meeting in the Sons of England Hall, September 1. The purpose of the meeting was to determine the advisability of asking for a general increase of 10 per cent. in wages and time and a half for overtime.

Jas. L. Vance, one of Ingersoll's best known citizens, and for the last ten years superintendent of the Noxon Manufacturing Co., passed away at his

residence following an illness of three years' duration. He was also widely known as a poultryman, and was a member of the executive of the Ingersoll Poultry Association.

Western Canada

F. G. Crawford, formerly with Gaults, Ltd., Winnipeg, has bought the business of the Chesholm Checkley Co., general merchants, Innisfail, Alta.

J. D. Macfarlane, general manager of the Western Canada Flour Mills, left Winnipeg last week on a trip West. He will visit Toronto, Montreal and New York.

The employees of the British Columbia Sugar Refinery Co., Vancouver, held their first annual picnic to Bowen Island. About 500 people in all went along.



Lieut. John Galt, the only son of John Galt of the Blue Ribbon Tea Company, has died of wounds, received in an action early in September, according to notification just received by his parents. He was mentioned as wounded and missing on December 9 and the report forwarded here declares that he died of his injuries while a prisoner in Germany. The young man left Winnipeg with the Lord Strathcona Horse. Lieut. Galt, was given a proper burial, while over his remains was placed a cross bearing the words:

"Here rests an English officer."

Pte. Herbert Hill, who was recently wounded in the legs and right arm, has written to friends in Toronto, from Mile End Military Hospital, London, England, telling how he received his wound. He was wounded at midnight by a bomb from trench mortar after being only a week in the trenches. He says he is not seriously injured, and that he will soon return to the trenches. Pte. Hill went overseas with the 81st Battalion, and was drafted to one of the second contingent units. Before enlistment he was employed in Cowan's Chocolate factory.



THROUGH OTHER SPECTACLES



"PERFECT SYSTEM" FOR ORDERS.

(From New York Journal of Commerce.)

Secretary H. F. Thunhorst, of the American Specialty Manufacturers' Association, who has been conducting the checking-up system of the members, in the hope of ascertaining the cause for unfilled orders turned in by specialty salesmen to the jobbers, has reached a general conclusion that most of it arises from a lack of system and in clerical carelessness in the jobbing house.

To the end of meeting that solution he and his co-workers have devised what they call the "Perfect System" of handling specialty orders and are issuing it to the jobbing trade with a letter and "seven reasons" why the plan would be adopted. The "Perfect System" is substantially as follows:

1st. Treat American Specialty Manufacturers' Association specialty orders in the same manner that you treat your own orders.

(a) Immediately make out a separate house order for every accepted American Specialty Manufacturers' Association order, stamping same "specialty order."

This means that jobber's salesmen will have nothing to do with the filling of the order, and that specialty orders will not be held up to be added to the next regular order, which often causes delay, misplacing or loss of order.

(b) Register the order.

(c) Send order to the shipping department with instructions that—if in city to deliver on first delivery in neighborhood, irrespective of any regular order—if in country and order is not large enough to ship alone, to ship with next order.

2d. Do not hold up any American Specialty Manufacturers' Association specialty orders for credit reasons. If you cannot ship promptly do not accept the order.

3d. If retailer refuses delivery, notify our members or write this office, giving all particulars.

Jobbers adopting the system outlined will have a cleaner stock and less tag-ends at inventory time.

ENCOURAGING THE CLERK.

It is said that Isaac Gimbel, of Gimbel Bros., the big New York merchants, does thousands of dollars' worth of good in stimulating his clerks, by the way he goes up to his employes, shakes them by the hand, and congratulates them on any good work they have done. He realizes that appreciation of good work is a most important factor in stimulating clerks and arousing them to further effort.

Many other merchants would do well to remember that clerks are only human, and to the one who is really interested in his work, the salary he draws at the end of each week is not the only thing that counts. He likes, also, to know that he is really doing something, that his efforts are counting for something, and that they are appreciated.

When a clerk puts a good deal of thought and work into the arrangement of a particularly fine display and the boss neither comments on it nor appears to notice it, there is little inducement to put his best effort into similar work again. He gets the idea that the boss doesn't care and he gets that "Don't care" feeling too. On the other hand, if the boss had given a hint of his appreciation, the clerk would have been stimulated to keep up the good work.

We don't mean to say that every time a clerk does good work—work that he is being

paid to do—that the boss should call him into the office, shake him by the hand, and pour forth an effusion of appreciative words decorated with many adjectives upon him, but he can easily make some comment on the work to show the clerk that his efforts have not gone unnoticed or unappreciated.

THINK WELL OF PACKAGE GOODS NOW.

(From the "Grocery World.")

The Housewives' League of New York has made a peculiar turnabout in its attitude toward package and trade-marked goods. In the beginning the League was against package goods because they increase the retail cost, publishing at the same time some comparisons which the League made between the cost of a quantity of a given product when packed in packages and its cost when sold in bulk. Of course the comparison showed bulk goods to be much the cheaper, and the League made a very spirited argument that right here was the solution of the high cost of living. To-day nobody is more heartily in favor of package goods than the Housewives' League. The explanation of the president, Mrs. Julian Heath, is as follows: "We wanted to know how goods were made, under what conditions what we eat is produced, and where, and this cannot be done unless we know where the articles come from and who makes them," which is equivalent to saying that while it is true that package goods cost more than bulk, the difference in price can be considered well spent for the identification which package goods carry with them.

THE COST OF FOODSTUFFS.

(From the Quebec Telegraph.)

The Department of Trade and Commerce at Ottawa has issued a circular inviting the Canadian press to co-operate with the Government in calling the attention of the country's business interests to the situation with which we will be faced commercially at the termination of the war and to the necessity of the study and discussion of the problems involved, with a view to the holding of the coming national trade convention to be held at some date yet to be fixed, probably in the latter part of October.

We cordially accept this invitation and will be glad to do all in our power to help on the good work. As the circular we have received well says, "heretofore, as we all know, our prosperity has been handed to us. Yesterday it was capital from Europe for our construction enterprises; to-day it is money for war orders; to-morrow we shall have to stand on our own feet and dig for ourselves among the nations of the world. That is the issue."

However, we would remind the Government that there will be little of our prosperity left, except in a few favored hands, and the masses of our people will be less able to stand on their feet and dig for themselves, as well as to bear the heavy burdens of the war, after it is over, if it continues to turn a deaf ear to the persistent remonstrances of the press, whose assistance it now invokes, against the excessive cost of living and the constantly rising prices of foodstuffs, which in most cases is altogether without justification and which is falling so heavily upon all, but especially on our working classes. It has persistently refused to do anything to check or regulate these prices, although it is well known to it that in many instances they are the work of unlawful trade combines and

speculation aimed at exploiting and fleecing the many and especially the poor for the benefit of the few and the wealthy.

SUMMER SLUMPS.

(From "System.")

It is an interesting and increasingly popular pastime to consider the reasons why business should be poor in summer, and to see how far they can be discounted. Like other games, the harder you play it, the more you enjoy it. You take the reasons one at a time. For example:

(1) People don't like to move about unnecessarily in warm weather.

Yet it's the time when they go to the greatest inconveniences of travel, when they even ride on the street cars for the fun of it, and when they play most golf and tennis.

(2) But they don't like to go shopping.

Just let the management and employees of a store think it's too hot to do much shopping, and that is the impression people will get when they come into the store. But a flank movement on this thought, with some vigorous summer sales ideas, fans, good ventilation, ice water, light dresses for the saleswomen, white suits for the men, and so on, will rout it and draw people to the store. For, after all, people must be somewhere in hot weather, and they naturally go where things are most inviting.

(3) People are making less money in summer. Some, perhaps, and among them the dealers who complain of poor summer trade. They should like this game. There are, of course, larger classes of people of whom the allegation is not true.

(4) So many people go away for the summer.

ADVANTAGES IN GENERAL DELIVERY

(By Consul Fred C. Slater, Sarnia, Ontario, July 18.)

Among merchants in Ontario there has been a growing tendency during recent years to favor the general delivery system in filling orders for their customers. This method of delivering goods seems to have strong advantages, and is particularly applicable to smaller cities and towns. One firm makes deliveries for all the grocers and many other merchants of a town. From two to four trips a day are made, with an additional one on Saturdays and days preceding holidays. In Sarnia the wagons gather up packages and take them to a central building, where they are sorted according to districts and each wagon sent to a particular district. The method employed is similar in principle to the city mail delivery.

In Line With Modern Methods of Eliminating Waste.

This practice eliminates the expense of maintaining separate horses and wagons for individual merchants. The development is in line with modern methods for the elimination of waste. One merchant stated recently that where the average merchant paid \$20 a week to the general delivery it would cost twice that amount to maintain a separate delivery. Another advantage was that the general delivery was more satisfactory and systematically covered the whole city. So far as known, it has also given satisfaction to the public. It has induced housewives to send in their orders with greater regularity, knowing that they must be given by a certain time to be filled by a certain delivery.

All Market Prices are Holding Firm

Flour Will Likely Hold at Present High Level—Sugar Market is Weak—Vegetables Are in Poor Supply, and Crops in Most Fruits Are Below the Normal.

Office of Publication, Toronto, September 8, 1916.

GROCERY markets in all lines have held steady during the week with advances recorded in a number of lines. Flour prices are watched keenly at the present time. There is no indication of a slump in the wheat market and until there are substantial declines in the grain, flour will hold at the present high levels. Sugar is a weak market. From present indications it would be reasonable to assume cheaper prices for refined sugar in the near future. Merchants stocked fairly heavy on the recent advances and the mills are now busy with large flour orders. All mill feeds have had a good run with firm prices.

Cooked meats are slightly easier in price, due to the lower prices for dressed and live hogs. Butter prices hold firm with the quality improving. Eggs advanced two cents during the week with insufficient supplies reaching the distributing points. High prices are looked for during the coming winter, although a famine is considered out of the question. Cheese prices have been firm and advancing. Honey is not reaching the commission men in any large quantities as yet, producers are holding off for higher prices.

Peaches, pears and plums are reaching the markets in fairly good quantities. It is expected the crop in these lines will be under normal. Vegetables are in poor supply. Tomatoes have been the most plentiful with prices easier.

Quebec Markets

Montreal, Sept. 7.—Flour, butter, eggs and cheese are the markets mostly in the limelight these days. It has been nothing but a succession of advancing prices, with all the prospects of further higher levels. In fact, old-time customary prices have been left far behind. Luckily these markets have not advanced regularly side by side. This week it is again eggs; last week it was flour, and butter as well. Which will be the next one—cheese? Despite it all, however, trade all the way round keeps level with the markets, showing that buyers are well able to keep pace with the increased prices, despite natural grumblings to the contrary. Collections are reported to be better in most districts, and it is evident that money is circulating freely enough to pay for the necessities of life, and also for a few luxuries. Flour is unchanged, despite all the excitement in grain. Sugar has likewise remained calm and unbroken, despite the nervousness of the raw market. Some changes are reported in the fish market, but only changes to be expected at this time of the year. It is interesting to note that the value of the fish production for Canada up to the summer was \$31,000,000, the industry employing over one hundred thousand people. The value of the ves-

sels engaged in gathering and transferring the catch to the market was over \$25,000,000. It looks as if the dietary value of fish was slowly but surely coming to its own.

Fresh vegetables have shown seasonable activity, with prices fairly well maintained, with the exception of melons and tomatoes, which are not in the fullness of their supply. Prices have advanced 1c to 2c in all lines of prunes. Stocks are light and the new crop will not be ready until November. Dried apricots have gone up a cent, also evaporated peaches. Loose Muscatels have advanced ½c. Feed flour is up \$1 and chop barley up \$2. On the other hand, canned peas have dropped 5c. Paper bags have followed wrapping paper and twine, and have advanced, the discount being 20 per cent. instead of 30.

SUGAR.—The raw sugar market is in a nervous state, and prices have fluctuated like a barometer in an approaching storm—maybe a storm is about to break. There is no doubt that the market is not in a sound condition. It is highly speculative with holders and refiners having a mighty tug-of-war as to who can pull the other over. "You must have our sugar, and at our price," says the one side. "We don't want your sugar at your price, we have plenty to go on with," says the other, and there the matter rests. As a result of the trading in the raw market the price at the time of writing was 1 to 3 points

advance; but it was not due to solid buying, but spasmodic speculative efforts. The opinion is growing that the refiners hold the whip hand, and that they will break the market. Quotations locally are firm, with an improvement noted in local buying, due to the preserving season now being in full swing. Stocks in merchants' hands not being heavy, activity by the purchasing public is at once noted, as orders on refiners suddenly jump. Probably the 20-lb. bags have developed the best strength, but this is not unusual at this time of the year. Country demand compares well with the city, and seems to show who holds the money these days.

Extra Granulated Sugars—		Per 100 lbs.
100 lb. bags		7 80
20 lb. bags		7 90
2 and 5-lb. bags		8 10
Extra Ground Sugars—		
Barrels		8 15
50 lb. boxes		8 35
25 lb. boxes		8 55
Yellow Sugars—		
No. 1, 100 lb. bags		7 40
Dark yellow, 100 lb. bags		7 20
Bright cogee, bbls. only, cwt.....		7 65
Powdered Sugars—		
Barrels		7 95
50 lb. boxes		8 15
25 lb. boxes		8 35
Paris Lumps—		
100 lb. boxes		8 40
50 lb. boxes		8 50
25 lb. boxes		8 70
Crystal Diamonds—		
Barrels		8 40
100 lb. boxes		8 50
50 lb. boxes		8 60
25 lb. boxes		8 80
Cartons		9 45*
Half cartons		10 15*

*Not new prices; have been in force some time.

MOLASSES.—Local buying, probably on account of the holiday, has been brisk. Most holidays reflect upon the buying, but Labor Day this year seems to have quickened things a little more than usual. The demand locally was better both from confectioners and from grocers, while the country district fell off a little in comparison. Prices have been unchanged, with a firm tone to the market. Some doubts are expressed as to future supply, but for the time being stocks are able to meet all requirements. Jobbers are not worrying as to what will happen before the fresh crop is on the market. Syrups are unchanged with a steady call upon them, and stocks ample for all requirements.

Barbadoes Molasses—	Prices for	
	Fancy.	Choice.
Punchoons	0 62	0 54
Barrels	0 65	0 57
Half barrels	0 67	0 59
For outside territories prices range about 3c lower.		
Cartload lots of 20 punchoons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.		
Corn Syrups—		
Barrels, per lb., 3½c; ¼ bbls., 4c; ½ bbls.....		0 94½
Pails, 53½ lbs., \$1.95; 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., 5½c; ¼ bbls.		0 65½
Cases, 2 lb. tins, 2 doz. in case		4 80

DRIED FRUITS.—A fair seasonable demand is reported. The country call shows signs of quickening, due, it may be, to the very low stocks in merchants' hands, and a little nervousness as to the trend of prices in the future. Country buyers are always more apprehensive of a market than city ones, owing no doubt to the feeling that they are further away from the purchasing centres, and not able to get into such close touch with the jobber. All lines are expected to become stiffer, but that is only to be expected. Especially is this anticipated in raisins and currants. But so far there is no prospect of any real shortage. All lines of prunes have advanced from 1c to 2c as quoted below. The Oregon and California crops will not be ready before November, and stocks are low. Evaporated apricots are now 16c, an advance of 1c, while choice peaches are 9c instead of 8c. Muscatels are 1/2c higher. A general advance in all lines of California dried fruits is expected. New crops will not leave Greece until the end of this month, and prospects for good supply are not favorable. To show the difficulties of the shippers one cargo ship was leaving Algiers recently heavily loaded when the French Government took the vessel, lifted her cargo and made her into a transport.

EVAPORATED FRUITS.		Per lb.
Apples, choice winter, 25-lb. boxes	.....	0 09½
Apples, choice winter, 50-lb. boxes	.....	0 09
Apricots	.....	0 16
Nectarines, choice	.....	0 11½
Peaches, choice	.....	0 09
Pears, choice	.....	0 13½
DRIED FRUITS.		
Candied Peels—		
Citron	.....	0 24 0 25
Lemon	.....	0 20 0 21
Orange	.....	0 19 0 20
Currants—		
Filiatras, fine, loose, new	.....	0 14
Filiatras, packages, new	.....	0 15
Dates—		
Dromedary, package stock, old, 1-lb. pkg.	.....	0 10
Ferns, choicest	.....	0 12½
Hallowee, loose, new	.....	0 09½
Hallowee, 1-lb. pkgs.	.....	0 09
Figs—		
8 crown, 12-lb. boxes, fancy, layer, lb.	.....	0 12
7 crown, 12-lb. boxes, fancy, layer, lb.	.....	0 12
8 crown, 12-lb. boxes, fancy, layer, lb.	.....	0 11½
1 lb. glove boxes, each	.....	0 12
Cal. bricks, 10 oz.	.....	0 09½
Cal. bricks, 16 oz.	.....	0 10
Cal. layers	.....	0 10 0 11
Cal. fancy, table, 10 lbs.	.....	1 50
Prunes—		
30 to 40, in 25-lb. boxes, faced	.....	0 15
40 to 50, in 25-lb. boxes, faced	.....	0 12
50 to 60, in 25-lb. boxes, faced	.....	0 11
60 to 70, in 25-lb. boxes, faced	.....	0 10½
70 to 80, in 25-lb. boxes, faced	.....	0 10
80 to 90, in 25-lb. boxes, faced	.....	0 10
90 to 100, in 25-lb. boxes, faced	.....	0 04½ 0 09
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, \$2.80; 4-crown cluster	.....	3 75
Muscatsels, loose, 3-crown, lb.	.....	0 09½
Muscatsels, 4-crown, lb.	.....	0 09½
Cal. seedless, 16 oz.	.....	0 12½
Fancy seeded, 16 oz. pkgs.	.....	0 10½ 0 11½
Choice seeded, 16 oz. pkgs.	.....	0 10½ 0 10½
Valencias, selected	.....	0 11
Valencias, 4-crown layers	.....	0 11½

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

DRIED VEGETABLES.—The demand has been steady, but featureless. Buying apparently is for immediate needs, with little worrying over the prospect of a quick pull up before the new crop comes along in November. Interest is taken in the American market, which is in poor shape, with prices ruling high and supplies short. Apart from that,

the market is colorless, with stocks just about sufficient to meet requirements, not always on immediate call, but within a day or so. Prices are unchanged, with a very firm tone.

Beans—		
Canadian, 3-lb. pickers, per bushel	.....	6 00
Canadian, hand-picked	.....	5 90 6 50
Canadian, 5-lb. pickers	.....	5 60
Yellow eyes, per bushel	.....	5 70
Lima, per lb.	.....	0 08 0 08½
Peas, white soup, per bushel	.....	3 25 3 50
Peas, split, bag 98 lbs.	.....	5 00 6 25
Barley, pot, per bag	.....	3 25
Barley, pearl, lb.	.....	0 04½ 0 06

SPICES.—The general market is active at prices unchanged. In the primary markets a certain amount of liquidation is still to be seen, but it is nothing like that of the early summer in volume. Most valuations are now on a fairly staple basis, so that manufacturers know a little more clearly than they did what their approximate basic costs really are. The pepper market is marked with a steady disappearance of spot Lampong and Malabars into consumption. Very heavy purchases are reported at the Straits by Russia, Italy and France. White peppers are generally quiet and unchanged, being in more liberal supply than blacks. There is no special movement in red peppers. Nutmegs are a shade firmer. Stocks have been steadily dwindling away, and the assortment is much narrower than it was.

	5 and 10-lb. boxes.	¼-lb. pkgs. dozen.	¼-lb. tins lbs.
Allspice	.....-0 16	.....-0 09	.....-0 23
Cassia	.....-0 27	.....-0 87	.....-0 37
Cayenne pepper	.....-0 28	.....-0 87	.....-0 35
Cloves	.....0 30-0 32	.....-0 80	.....-0 39
Cream tartar—35 to 57c.			
Cinnamon, per lb., 35c.	.....-0 25	.....-0 25	.....-0 51
Ginger, Cochín	.....-0 28	.....-1 15	.....-0 29
Ginger, Jamaica	.....-0 80	.....-1 00	.....-1 00
Mace	.....0 45-0 45	.....-0 45	.....-0 80
Nutmegs	.....-0 28	.....0 85-0 93	.....-0 38
Peppers, black	.....-0 35	.....1 15-1 20	.....-0 37
Peppers, white	.....-0 22	.....0 95-1 20	.....-0 29
Pastry spice	.....0 18-0 22	.....-0 22	.....-0 22
Pickling spice	.....0 21-0 23	.....-0 23	.....-0 23
Turmeric	.....0 21-0 23	.....-0 23	.....-0 23

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

Cardamom seed, per lb., bulk	.....	2 00 2 80
Caraway—		
Canadian	.....	0 13
Dutch	.....	0 20 0 25
Cinnamon, China, lb.	.....	0 14½ 0 16
Mustard seed, bulk	.....	0 19 0 23
Celery seed, bulk	.....	0 35 0 45
Shredded coconut, in pails	.....	0 21 0 23
Pimento, whole	.....	12 15

NUTS.—The market is not very active, although buying is steady for immediate needs. Reports from Jamaica regarding the cocoanut crop are not reassuring, the hurricane of last month having blown down a great number of nuts, although the loss in growing trees is not expected to be more than 2 per cent. This will tend probably to firm prices, although reports from other crop centres are on the whole good. Grenobles are firm at last week's advance, with a good average buying. Almonds continue very firm, and further advances are expected. In fact, all nut lines are on the bullish side, and it looks as if the market is in for a period of much higher quotations, lasting now on until the Christmas buying is over.

Almonds, Tara, new	.....	0 19 0 30
Grenobles	.....	2 15 0 19
Marbota	.....	0 13½ 0 14
Shelled walnuts, new, per lb.	.....	0 35 0 37
Shelled almonds, 25-lb. boxes, per lb.	.....	0 40 0 42
Sicily viberts	.....	0 18 0 19

Filberts, shelled	.....	0 35
Pecans, large	.....	0 19 0 20
Brazils, new	.....	0 15 0 16
Peanuts, American, roasted	.....	0 09 0 12½

COFFEE.—Nothing of very great moment has occurred in the coffee market. The demand is normal, with stock at present sufficient to meet all calls. The primary markets all report a falling off in supplies. Stocks in New York are less heavy than is usually the case, while receipts also have fallen off. Crop prospects generally are reported as fair. On the whole, the market is firm, with a prospect of higher prices on the usual heavier demand in the fall. No price changes are reported, but a bullish tone to Rio.

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

TEA.—The market continues dull, with a fair amount of buying for immediate needs. Reports from London do not at present foreshadow any remarkable change in market conditions. Shipments from India are mostly of high-grade quality, and command a ready sale. Prices locally are unchanged in the best grades, although shading is noticed in inferior qualities.

RICE AND TAPIOCA.—The market continues on the dull side, although merchants expect the demand to improve shortly, as stocks are slight, and the fall usually shows more activity in all lines. No price changes are reported. Inquiries are showing up a little stronger for future delivery, and it looks as if buyers were commencing to feel out the market.

CANNED GOODS.—The demand generally is fair, but it is evident that buyers are holding off until the new prices are fully developed, and a general survey of the whole situation can be taken.

It is evident that when buying does come in generally it will be both steady and strong, as stocks in dealers' hands are very low. Reports as to the lobster season are very much better than the salmon, although reduced prices are in no wise looked for. Salmon packs are about 15 per cent. lower than last year, but the lobster ones have not been so hit. Nova Scotia reports the catch as being about 25,000 cases greater than last year. It is the largest pack for the past five years, each province contributing to the excess. Prices have been well maintained; and the prospects for the European and American demand are so good, especially as the French have taken off their embargo, that no relief is in sight for local markets. Salmon is in fair demand at the advanced prices of: Chum at \$1, Cloverleaf at \$2.75 for talls and \$3 for flat. Corn is moving steadily at \$1.10. There has been a cut in canned garden peas. It seems that stocks have

proved heavier than anticipated, and in consequence prices have been cut 5c, making the price now \$1.15 to \$1.17½ standard. Can tomatoes are going well, despite the good supply in the fresh fruit.

Ontario Markets

Toronto, September 7.—The week just past might be characterized as one without violent changes. It has been an interesting week from a market standpoint as some of the important commodities are in an uncertain stage as to prices. Flour remained steady at the recent advance, in a waiting mood, as it were millers watching the wheat market with keen interest. In wheat there were fluctuations within narrow limits but for the most part high prices still hold, with little prospect of a decline. It is expected they will remain pretty much in a stationary status until the actual wheat crop is known. Sugar holds at recent prices although the market is very weak and declines are not improbable. Consumption does not improve any and there is a wide difference between the price of raws and the price of refined which sooner or later must be adjusted. With low-priced raws on the market the natural inference is that adjusting must come by way of the refined article.

Peaches reached the market in good quantities during the week. Prices in these have been lower. There is not expected to be a full crop. Plums and pears are coming along in better quantities. Ontario potatoes reaching the market are so small in size that they can scarcely be graded with the name of potatoes. Cooks meats are slightly easier in price.

SUGAR.—The market during the week continued in a weak condition. Declines were not recorded but are not improbable in the near future. Some of the best authorities on the sugar situation look for an adjustment in the price of refined sugar but assert it is not likely to take place until the refiners are able to ascertain at what price the raw sugar market will settle to a permanent basis. The disturbed labor conditions have also had some effect on the refined market. The lowest price quoted for granulated sugar in New York is \$7.00 per hundred. This is a difference of 2.22c above raw sugars when the net selling basis of 2 per cent. off is considered. Raw sugars sold at 4.64c in that city and several buyers took up quantities. At this price the raw market showed more strength over previous quotations. Later there was a re-

covery from this point and raws sold at 4.89c, at which point the difference between raws and refined was 1.97c. In the Canadian market the differential is fully a half cent above these figures at the present price of raws. However, some dear raw sugars were purchased by refiners and it will be natural for them to retain present prices as long as possible in the hope that sales will be made. The demand for sugar has been disappointing and there has been no snap to the market. Buyers are evidently anticipating lower sugar and are keeping out of the market in anticipation of these. Conditions still point toward lower sugars in the not distant future.

Extra Granulated Sugars, Montreal Refined—per 100 lbs.	
100 lb. bags	7 86
20 lb. bags	7 96
10 lb. bags	8 01
2 and 5-lb. cartons	8 16
Nova Scotia refined, 100-lb. bags	7 76
New Brunswick refined, 100-lb. bags	7 86
Extra Ground Sugars—	
Barrels	8 21
50 lb. boxes	8 41
25 lb. boxes	8 61

SPECIAL NOTICE.

Error in Price Corrected

In the prices mentioned in the two-page announcement of "SNOWFLAKE" Ammonia (S. F. Lawrason & Company, London, Ont.), in last week's issue a typographical error occurred. The price of the 5c package, three dozen to the case was given at \$1.25, whereas it should have been \$1.35. S. F. Lawrason & Company assure us that their price of \$1.35 per case has not been reduced, and in view of conditions, will not be lowered. If anything, prices will be higher than previously on account of the higher costs for raw materials.

Powdered Sugars—	
Barrels	8 01
25 lb. boxes	8 41
Crystal Diamonds—	
Barrels	8 46
100 lb. boxes	8 61
50 lb. boxes	8 46
Paris Lumps—	
100 lb. boxes	8 56
50 lb. boxes	8 66
25 lb. boxes	8 86
Yellow Sugars—	
No. 1	7 56
Barrels granulated and yellow may be had at 5c per cwt. above bag prices.	

MOLASSES.—The market in molasses is quiet. Prices to-day are at high levels and at present figures are undoubtedly curtailing consumption. A bigger demand is expected to develop next month and molasses dealers are anticipating the market with considerable interest to see what effect it will actually have. Consumption in Ontario is never as great as it is in some of the Eastern sections of the Dominion.

While prices are expected to be firm it is pointed out that it is doubtful whether the trade would stand much higher levels than at the present. Prices remain unchanged.

Barrels, about 750 lbs.	0 04½
Half barrels, about 350 lbs.	0 04½
Quarter barrels, about 175 lbs.	0 04½
Cases, 2 dozen 2-lb. tins	3 00
Cases, 1 dozen 5-lb. tins	3 40
Cases, ½ dozen 10-lb. tins	3 30
Cases, ¼ dozen 20-lb. tins	3 25
Cane Syrups—	
Barrels, lb., 5¼c; ½ bbls.	0 65½
Cases, 2 lb. tins, 2 doz. in case	4 80
Molasses—	
Fancy, gallon	0 64
West India	0 43 0 45

TEAS.—There is a firmer tendency in the tea market. Cables from London to importers in this country stated at the first of the week that Indian teas had advanced and that the common grades were firmer. The better grades of teas were quoted at a half cent to 1 cent per pound dearer. In Ceylon teas there was an advance of half a farthing during the first of the week, making an advance of three farthings in Ceylons during the past two weeks. The demand for tea has been fair with growers unwilling to sell on a cheap basis, showing that the producers consider present prices low. There is a feeling abroad that teas have seen the low levels and that a firmer tendency hence forward is not improbable.

	Per lb.
Pekoe Souchongs	0 23 0 24
Pekoes	6 75
Orange Pekoes	0 28
Broken Pekoes	0 30
Broken Orange Pekoes	0 32

These prices do not indicate the wide range in tea values. They are for good average grades, and meant to give some indication of price movements.

COFFEE.—There is a firm feeling in the local coffee market with the possibility that prices will be advanced in the near future. At the present basis in the primary market local dealers assert prices are too low and that it would be the only logical thing to advance. The bullish influence in the market is the entry of Roumania into hostilities with the possibility of shortening the war by at least six months. As soon as peace is declared there will be big demands from the enemy countries. Normally they are heavy consumers of coffee but during the war have been unable to get any stocks whatever. Their stocks will be depleted. Already there have been large holdings bought for retention in New York against the time when shipment will be possible to the Teutonic countries. During the week there has been an advance of 1c per pound in Santos and dealers have under consideration a general advance all along the coffee line.

Coffee, Roasted—	
Bogotas, lb.	0 27 0 31
Jamaica, lb.	0 25 0 28
Java, lb.	0 33 0 38
Maraçibo, lb.	0 25 0 27
Mexican, lb.	0 27 0 28
Mocha, lb.	0 33 0 36
Rio, lb.	0 20 0 21
Santos, Bourbon, lb.	0 24

Santos, lb.	0 22	6 24
Chicory, lb.	0 13	0 15

SPICES.—There has been a sensational advance of 8c per pound in the price of caraway seed during the week in the primary markets. This has been brought about by the rumors of a heavy export tax being placed on the seed by the Dutch Government. In anticipation of this a speculative element was in the market and caused the prices to go up. In the local market it advanced 3c per pound, from 28c to 31c. The demand for all spices continues fair with prices holding firm.

	Pure, lb.	
Allspice	0 18	
Cassia	0 32	
Cinnamon	0 50	
Cayenne	0 35	
Cloves	0 35	
Ginger	0 30	
Mace	0 30	1 25
Nutmegs	0 40	
Pastry	0 30	
Pickling spice	0 22	
Pepper, black	0 28	
Peppers, white	0 36	0 39
Nutmegs, selects, whole	0 40	
Mustard seed, whole	0 28	
Celery seed, whole	0 45	
Coriander, whole	0 13	
Caraway seed, whole	0 31	
Spice, pickling, whole	0 20	
Cream of tartar	0 50	

DRIED FRUITS.—There has been a firmness in the prune market within the past week. Growers apparently have the upper hand and are making the packers come through with a higher price. Prices now prevailing to the producers are around 5½c per pound. This is higher than forecasts of the market at the beginning of the season gave the prices. Packers freely asserted that the prices to the growers would be under 5c. Dried peaches are expected to go higher as a result of the new prices that have been named. At the present they are almost too high to interest the Canadian trade. It would be necessary to sell them above the 10c level at present prices. Currants have advanced in the primary market a half cent per pound which has resulted in little or no buying being done. The quality is reported fair. The withdrawal of the direct steamer Cavindhu of the Robert Reford line from the Mediterranean to Montreal owing to war conditions has necessitated the shipment of the Canadian supplies by way of New York which has further added to the cost of 31c per hundred pounds. Currants would to-day cost in the neighborhood of 15c laid down in Toronto. Price quotations in dried fruits hold stationary.

Apples, evaporated, per lb.	0 08½	0 09
Apricots—		
Choice, 25's, faced	0 14	0 15
Extra choice, 25's, faced	0 16½	0 17½
Fancy, 25's, faced	0 17½	0 18½
Candied Peels—		
Lemon	0 18½	0 19½
Orange	0 18½	0 19½
Citron	0 25½	0 26½
Currants—		
Filiatras, per lb.	0 14½	0 15½
Patras, per lb.	0 15½	0 16½
Vostizas, choice	0 16	0 17½
Cleaned, ½ cent more.		
Dates—		
Packages, 3 doz. in case	3 80	3 90
Golden dates, lb.	0 08½	

Prunes—		
30-42s, California, 25-lb. boxes	0 14	
40-60s, 25-lb. boxes	0 12	
50-60s, 25-lb. boxes	0 09½	0 10
60-70s, 50-lb. boxes	0 09½	0 10
70-80s, 50-lb. boxes	0 09½	0 09½
80-90s, 50-lb. boxes	0 08½	0 08½
90-100s, 50-lb. boxes	0 08	0 08½
25-lb. boxes, ½c more.		
Peaches—		
Choice, 50-lb. boxes	0 08½	0 09
Stds., 50-lb. boxes	0 08	0 08½
Choice, 25 lbs., faced	0 09½	0 09½
Extra choice, 25 lbs., faced	0 10½	0 10½
Fancy, 25 lbs., faced	0 10½	0 11
Raisins—		
Valencia, Cal.	0 07½	0 09
Seeded, fancy, 1 lb. packets	0 10½	0 10½
Seedless, 12 oz. packets	0 11	0 12

RICE AND TAPIOCA.—In the primary rice market there is a hand to mouth buying in the southern United States as the trade is not inclined to stock up pending readjustment that are expected in that section. In New Orleans the crop is coming along freely, but the quality is poor, due to rain damage. The export movement of foreign rice is rather at a standstill. Locally the demand continues fair. Tapioca continues in fair demand.

Rangoon B, per 100 lbs.	4 38	4 50
Packling rice, 100 lbs.	4 80	4 75
Texas Japans, 100 lbs.	4 75	6 00
Tapioca, per lb.	0 09	0 10

CANNED GOODS.—The new prices that have been named on sockeye talls has been placed at \$2.90 per dozen in cases of four dozen. This is an increase of 15c over quotations for old stock. As there are practically none of the talls on the market to be sold it matters very little what the price is. One-half per dozen are quoted at \$1.77½. Other lines of canned goods hold firm. Dealers state that if the present condition of the corn crop throughout the country is any criterion to go by the corn pack will be practically a negligible quantity. It was planted late and has not been able to mature properly up to the present time.

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

Salmon, Sockeye—		
1 lb. talls, cases 4 doz., per doz.	2 80	
½ flats, cases 8 doz., per doz.	1 75	2 00
Five cases or more, 2½c doz. less than above.		
Chumpe, 1-lb. talls	1 15	
Pinks, 1-lb. talls	1 35	
Cohoos, 1-lb. talls	2 15	
Red Springs, 1-lb. talls	2 00	
Humpback, ½-lb. tins	0 60	
Canned Vegetables—		
Tomatoes, 3's	1 45	
Peas, standards	1 25	
Early June peas	1 45	
Corn, fancy, doz.	1 39	
Corn, 2's, doz.	1 10	
Red raspberries, 2s	2 05	
Red cherries, 2s	2 45	
Strawberries, 2s	2 50	

NUTS.—New prices have been named on walnuts in the shell from France which are about 20 per cent. higher than last year. Filberts will also be fully 50 per cent. higher than last year. Grades that last year sold for \$15 will this year be quoted at \$25. Tarrazonas will also be higher. The present prices have curtailed the sale as retailers have put off buying, thinking there was a possibility that prices would go down. In this they missed their guess and now are taking a chance and are doing without to a large extent.

Manitoba Markets

Winnipeg, Sept. 7.—Jobbers during the past two weeks have found business rather quiet, due no doubt to the farmers being too busy to come into town and buy from the country merchant. As soon as harvesting is well under way, it is expected that busy times will revive again. Dealers have been compelled to buy flour and rolled oats during the past week, their stocks being low. It required only a small decline to bring them into the market, even at the present high quotations. What will happen to the flour market during the next two weeks depends on wheat. The entrance of Roumania into the conflict last week sent the wheat market down ten points, and flour followed soon after, although wheat recovered somewhat. A market which shows strength just now is feeds, the demand for which is very heavy in the East, and is sending prices up. Bran to-day is bringing \$22, shorts and middlings \$24, and mixed chop \$36.

The dealer will do well to watch the markets for eggs, butter and cheese. The demand for eggs and butter from Europe is heavy, due to the lack of Danish and Norwegian supplies on the London market, and there are liable to be some high prices on these commodities. Local jobbers are getting in all the eggs and butter they can lay hands on. This week No. 1 creamery is expected to bring 35c, and eggs should bring 27c. In sympathy with butter, cheese is advancing.

Dealers are going to have trouble securing supplies of salt. A well known salt company advises their local representatives that they have been trying to fill orders from retailers within six weeks of receipt, but that if present conditions do not improve they will not be able to maintain this service. Under these circumstances they advise dealers to anticipate their requirements.

It is stated that the advance in freight rates, which was announced to take place from California interior points, has been withdrawn until the end of the year. This course has been taken as a result of complaints received from people who had contracted ahead on the old freight rates.

SUGAR.—Last week-end the raw sugar market was inclined to be weak, and sales were made at lower figures than on the previous week. Sales were limited, and New York refiners did not reduce their prices on refined, indicating that they were probably not able to buy sufficient sugar at the reduced prices to warrant a reduction in refined. Locally, business continues from hand to mouth.

Sugar, Eastern—	Per cwt.
Standard granulated	in sacks
	8 40

Extra ground or icing, boxes	9 25
Extra ground or icing, bbls.	8 95
Powdered, boxes	9 05
Powdered, bbls.	8 15
Hard lump (100-lb. case)	9 35
Montreal yellow, bags	8 00
Sugar, Western Ontario—	
Sacks, per 100 lbs.	8 35
Halves, 50 lbs., per cwt.	8 45
Bales, 20 lbs., per cwt.	8 45
Powdered, 50s	9 00
Powdered, 5s	9 25
Icing, barrels	9 00
Icing, 50s	9 20
Cut loaf, barrels	9 30
Cut loaf, 50s	9 50
Cut loaf, 25s	9 55
Sugar, British Columbia—	
Extra granulated sugar	8 40
Bar sugar, bbls.	8 85
Bar sugar, boxes, 50s	8 95
Icing sugar, bbls.	8 95
Icing sugar, boxes, 50s	9 25
H. P. lumps, 100-lb. cases	9 35
H. P. lumps, 25-lb. boxes	9 55
Yellow, in bags	8 00

SYRUPS.—The market on all lines of syrups remains the same. Cane syrup is quiet. Wholesalers are well stocked with corn syrup, as most of them took a plunge three weeks ago before the advance occurred. Corn has eased off since then, but the market is still erratic, and it is hard to say what will happen. Some believe that it has about reached the limit. The molasses market is inactive.

Corn Syrup—	
2s, per case 2 doz.	3 18
5s, per case, 1 doz.	3 53
10s, per case, 1/2 doz.	3 43
20s, per case, 1/2 doz.	3 42
1/2 barrels, cwt.	5 06

B.C. Cane Syrups—	
2-lb. tins, 2 doz. to case, per case	3 80
5-lb. tins, 1 doz. to case, per case	4 45
10-lb. tins, 1/2 doz. to case, per case	4 15
20-lb. tins, 3 tins to case, per case	4 06

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

Molasses—	
Barbadoes, 1/2 bbls., per gal.	0 70
New Orleans	0 37
New Orleans, tins, 24 x 2 lb. case, \$2.35; 24 x 3 lb. case, \$3.15; 12 x 5 lb., \$2.75; 6 x 10 lb., \$2.65.	

DRIED FRUITS.—New prices have been named on 1916 crop of raisins, and they are higher. This was expected, as prices were guaranteed some time ago. Cables last week-end from Greece report the currant market quite a bit stiffer. It had been expected that prices might come down. It is hard to say what might happen now since the recent developments in Greece. The prune market is stiffer, and has advanced 1/2c in the past two weeks. Apricots are much firmer on account of the demand. The Peach Association recently named prices, which are higher.

Dried Fruits—	
Evaporated apples, choice, 50's	0 07 1/4
Evaporated apples, choice, 25's	0 08 1/4
Evaporated apples, 3-lb. cartons	0 30
Pears, choice, 25's	0 12 1/4
Apricots, choice, 25's	0 14 1/4
Apricots, choice, 10's	0 15 1/4
Peaches—	
Choice, 25-lb. boxes	0 07 1/4
Choice, 10-lb. boxes	0 08 1/4
Currants—	
Filiatras, wet, fresh cleaned	0 15 1/4
1 lb. package Amalias	0 16 1/4
2 lb. package	0 33
Dates—	
Hallowee, loose, per lb.	0 09
Hallowee, 12-oz. pkgs.	0 08 1/4
Raisins, California—	
16 oz. fancy, seeded	0 10
16 oz. choice, seeded	0 10 1/4
12 oz. fancy, seeded	0 06
12 oz. choice, seeded	0 07 1/4
Raisins, Muscatels—	
3 crown, loose, 25's	0 06 1/4
3 crown, loose, 50's	0 08 1/4
Raisins, Cal. Valencias—	
25-lb. boxes	0 09
50-lb. boxes	0 08 1/4
Prunes—	
90 to 100, 25s	0 07 1/4
70 to 80, 25s	0 07 1/4
80 to 90, 25s	0 08 1/4
60 to 70, 25s	0 09
50 to 60, 25s	0 08 1/4
40 to 50, 25s	0 10 1/4

Peels—	
Orange, lb.	0 17 1/2
Lemon, lb.	0 15
Citron, lb.	0 21 1/2

DRIED VEGETABLES.—On account of the high prices being asked in the primary market for beans, very few are selling. Buyers are simply going along with what they have until new crop reaches the market. Peas, both split and whole, are quiet, and the demand is not expected to pick up until the cold weather.

Beans—	
Japanese white beans, bushel	5 30
California Lima Beans—	
80-lb. sacks	0 07 1/4
Barley—	
Pot, per sack, 96 lbs.	3 20
Pearl, per sack, 96 lbs.	4 30
Peas—	
Split peas, stck., 96 lbs.	5 50
Whole peas, bushel	5 75
Whole peas, bushel	3 30

RICE.—The Siam market is unchanged, but the Japan market is somewhat lower, probably due to a few cargoes arriving at Vancouver.

Rice and Tapioca—	
No. 1 Japan, per lb., 100-lb. bags	0 05 1/2
No. 2 Japan, per lb., 100-lb. bags	0 04 1/2
Siam, per lb., 100-lb. bags	0 04 1/2
Patna, per lb., 100-lb. bag	0 07 1/2
Carolina, per lb., 100-lb. sacks	0 08 1/2
Sago, pearl, sacks, per lb.	0 08
Tapioca, pearl	0 06 1/2

COFFEE.—This market is very strong. Rios have recently advanced 3/8c, and Santos 1/2c.

Coffee—	
Green, choice, No. 7 Rio	0 14 1/2
Green, choice, No. 5 Rio	0 15
Green, Santos	0 18 1/2
Roasted Rio, in bulk, bbls.	0 18 1/2
Roasted Santos	0 23
Maracaibo, green	0 19
Chicory, lb., Canadian, 14-lb. tins.	0 10 1/4

SPICES.—The pepper market continues very firm. In the primary market prices are 1/2c higher than those of last week. Local pepper quotations are: Ground black, 10-lb. boxes, 27c; ground white, 37c; whole white, 29 1/2c. Ground cloves are bringing 30c to 33c.

Allspice, ground	0 11 1/4
Cassia, ground	0 19
Cream of tartar, 98% guaranteed	0 56
Cloves, whole	0 23 1/4
Cloves, ground	0 30
Ginger, Jamaica, ground	0 29
Nutmegs, ground	0 28
Pepper—	
Ground, black, 10-lb. boxes	0 27
Ground, white, 10-lb. boxes	0 37
Whole, white	0 29 1/2

TEA.—Local brokers who have recently received quotations from India and Ceylon report the tea market easier, but prices are not so low as they were a year ago at this time. There is no indication of a reduction in freights.

CANNED GOODS.—Market very stiff, and jobbers buying little. Most of them have purchased, and are waiting for the new goods to come in.

ALBERTA MARKETS (EDMONTON)
By Wire.

Edmonton, Sept. 6.—Business continues brisk in this territory, despite the effect of rains prevailing during the past week. Rumors are afloat regarding the opening prices of Ashcroft beans. From information gathered it appears that the price will be in the neighborhood of 6 1/2c f.o.b. Ashcroft. This does

not mean much decline in the price of white beans for this market. Jam sales increase, the trade running heavy for pure lines. Jobbers anticipate an advance in immediate future in starch and syrups. Flour advances on a basis of four dollars for ninety-eights. The shortage of salmon still exists, and will maintain till the 1916 pack arrives. Rolled oats are at \$3.30, and the millers are talking of an advance. Cheese is at 23c, large. Butter, No. 1, is at 25c and No. 2 at 23c. Eggs, No. 1, are selling at 22c, No. 2 at 15c. Hawaiian pineapple shipments have arrived and are quickly taken. Present indications point to high prices for canned fruit and vegetables of the 1916 pack. Japan beans are at 8 1/4. Sago is now 9c. Strawberries, \$5.10, and salmon (sockeye), \$10.50.

General—	
Beans, small white Japan, lb.	0 08 1/4
Flour, No. 1 patent, 98's	4 00
Molasses, extra fancy, gal.	0 75
Rolled oats, ball	3 30
Rice, Siam, cwt.	2 90
Potatoes, local, per bush.	4 75
Sago and tapioca, lb.	0 50
Sugar, pure cane, granulated, cwt.	0 09
Shelled walnuts, finest halves, lb.	9 05
Shelled walnuts, broken, lb.	0 49
Produce and Provisions—	
Cheese, No. 1 Ontario, large, per lb.	0 23
Butter, creamery, lb.	0 34
Butter, No. 1, dairy, lb.	0 28
Butter, No. 2, dairy, lb.	0 23
Lard, pure, 5s, per case	10 30
Bacon, smoked backs, per lb.	0 23 1/4
Bacon, smoked bellies, per lb.	0 25 1/4
Lard, pure, 3s, per case	10 00
Eggs, new laid	9 00
Eggs, No. 1	0 22
Eggs, No. 2	0 15
Canned Goods—	
Tomatoes, 3s, standard, case	3 70
Corn, 2s, standard, case	2 65
Peas, 2s, standard, case	2 65
Tomatoes, gals., case	2 50
Tomatoes, 2s	3 25
Tomatoes, 2 1/2s	3 25
Tomatoes, 3s	3 45
Apples, gals., Ontario, case	2 00
Strawberries, 2s, Ontario, case	5 10
Raspberries, 2s, Ontario, case	5 10
Salmon, finest sockeye, tails, 48x1s, cs.	10 50
Salmon, pink, tails, 48x1s, per case	4 50
Lobster, 1/2s, per doz.	3 00

ALBERTA MARKETS (GALGARY)
By Wire.

Calgary, Sept. 7.—Flour dropped 15c per sack, but there is every possibility of it going higher than ever. Paper bags have advanced 10 per cent. New Australian currants are being offered at 17c per pound, with the quality good. The sockeye salmon stocks are cleaned up locally. Evaporated apples are expected to be higher. Nearly all varieties of sausages have been advanced about 1c per pound by local packers. Starches also appear to be in line for an advance.

General—	
Beans, small white Japan, lb.	0 08
Flour, No. 1 patent, 98's	4 05
Molasses, extra fancy, gal.	0 77
Rolled oats, ball	3 00
Rolls oats, 80's	2 90
Rice, Siam, cwt.	3 90
Potatoes, local, per bush.	0 40
Sago and tapioca, lb.	0 09
Sugar, pure cane, granulated, cwt.	8 95
Shelled walnuts, finest halves, lb.	0 38
Shelled walnuts, broken, lb.	0 28
Produce and Provisions—	
Cheese, No. 1, Ontario, large, per lb.	0 18 1/4
Butter, creamery, lb.	0 32
Butter, No. 1, dairy, lb.	0 24
Butter, No. 2, dairy, lb.	0 21 1/4
Lard, pure, 5s, per case	10 15
Bacon, smoked backs, per lb.	0 23 1/4
Bacon, smoked bellies, per lb.	0 25 1/4
Lard, pure, 3s, per case	9 33
Lard, 5s, per case	0 20
Eggs, new laid, per doz.	8 75
Eggs, case	7 00

SASKATCHEWAN MARKETS

By Wire.

Regina, Sept. 7.—Threshing is now in progress in all parts of the province. The markets during the week show numerous changes. Creamery butter is now quoted at 33c per pound, and dairy butter at 23c. Cheese is firm in price, and is selling at 22c to 22½c, while eggs are quoted at 23c. Lard, 3's, per case is quoted at an advance of 25c per case, now selling at \$10.25; 5's are selling at \$10.12; 10's at \$10.07, and 20's at \$10 per case. Flour has advanced 15c per barrel, and is selling at \$4.25. Rolled oats hold steady in price. Pork and beans are quoted at \$2.80. Canned peas are selling at \$2.81, and tomatoes at \$3.25. Sockeye salmon, 1's, are going to the trade at \$10.85, and cohoes at \$7; while humpbacks are selling at \$5.

Produce and Provisions—	
Butter, creamery, per lb.	0 33
Butter, dairy, No. 1	0 23
Cheese, per lb.	0 22½
Eggs, new laid	0 23
Lard, 3's, per case	10 25
Lard, 5's, per case	10 12
Lard, 10's, per case	10 07
Lard, 20's, per case	10 00
General—	
Beans, Ontario white, per bushel	4 55
Coffee, whole roasted, Rio	0 21½
Cream of tartar, lb.	0 60
Cocunut, lb.	0 55
Flour, 96's	4 25
Rollled oats, 40s	1 47
Rollled oats, 80s	2 90
Rollled oats, bails	3 30
Rollled oats, 20s	0 76¼
Rice, per cwt.	4 35
Onions, B.C., 100 lbs.	3 00
Sugar, standard gran., per cwt.	8 74
Sugar, yellow, per cwt.	7 89
Tapioca and sago, lb.	0 08
Walnuts, shelled, 47-49c; almonds	0 42
Canned Goods—	
Apples, cal., case	1 90
Pork and beans	2 80
Corn, standard, per 2 dozen	2 40
Peas, standard, per 2 dozen	2 81
Plums, Lombard	2 40
Peaches	3 75
Raspberries, \$3.85; Strawberries	4 73
Tomatoes, standard, per case	3 25
Salmon—	
Sockeye, 1's, 4 dozen case	10 85
Sockeye, ¼"	12 45
Cohoos, 1's	7 85
Humpbacks, 1's	5 00
Dried Fruits—	
Apricots, per lb.	0 18¾
Currants, lb.	0 14¼
Citron peel, lb.	0 24¼
Lemon peel, lb.	4 29¾
Orange peel, lb.	0 21¾

NEW BRUNSWICK MARKETS

By Wire.

St. John, Sept. 7.—There has been a steady demand for grocery products throughout New Brunswick, with trade increasing as the fall season opens. The market has been steady during the week with few changes. American pork is slightly higher at \$35 to \$35.50 per barrel. Rolled oats are up, and are now selling at \$7 per barrel, an advance of 25c. The first of the new apples are now in the market, being quoted at \$4 to \$6 per barrel. The bulk of the fruit trade, however, is in imported goods, including California plums as one of the big lines, selling at \$3 to \$3.25 per crate. Peaches are quoted at \$1.75 to \$2.25 per crate, and pears in boxes at \$4.50. Tokay and Malaga grapes are in the market in abundance, the former being quoted at \$3.50 to \$4 and the latter at \$2.25 to \$2.50 per crate. Potatoes are firm at \$1.75 to \$2 per barrel, with an average crop, and prospects of a good demand.

Dressed Hogs In Quieter Demand

Plentiful Supply of Live Hogs and Easier Pork Prices Predicted Presently.

Montreal—

PROVISIONS.—The somewhat easier feeling in the live hog market has not affected general pork products. It may eventually do so, however, as in the live market supplies coming forward are more than ample to meet all immediate requirements, and sales of selected lots were made at \$11.90 to \$12 weighed off cars. The demand for smoked and cured, however, livened up last week compared with the week before, probably owing to larger provision being made for the holiday demand. Stocks in dealers hands are not large, and extra arrangements for a heavier consuming call reflects at once upon the wholesaling houses. Hams are unchanged at 24c, and breakfast at 26c, although purchases have been made at 27c. Pure lard is in fair demand, but the market has been fluctuating a little, and a price change may be reported in our next issue. For the time being however, we quote 17c. The demand for dressed hogs which started off at the commencement of the week with a little flurry, fell away as buyers apparently had provided for most of their wants, but the price held generally at \$17 for abattoir fresh killed, although one or two cases of a shading of 25c were noticed.

BIG BRITISH CALL**FOR BUTTER MET**

Montreal

BUTTER.—Butter remains firm at last week's advance of 1c. In fact conditions are all so in favor of an increase that it is somewhat surprising that no change was made. There has been a strong demand from both local and export buyers, many of the local orders being unusually heavy, probably owing to a desire to stock up before the market goes up again. English inquiries are heavy, and some big orders have been placed on cabled business. At the Quebec sales 2130 packages of creamery butter were sold at 34¼ to 34⅞ as against 2,509 packages at 34¼ to 35c according to grade. At Cowansville prices were fully sustained at 34½, but rather surprisingly the Board at St. Hyacinthe showed a visible slackness, the highest price bid being 33c and as this was 1c per lb. lower than last week, factory-men refused to accept it, and no sales were made. The receipts locally for the week were 17,024 which show a decrease of 3149 packages, compared with the previous week. This seems to be another case of coming events casting their shadows before.

EGG PRICES UP FOR ALL GRADES

Montreal—

EGGS.—Eggs are going skyrocketting. All grades are again advanced 1c, and the end does not seem in sight. We quote No. 2's at 27 to 28; No. 1, 31; and extras 35 to 36. There is a keen competition for supplies throughout the country while Old Country importers are very active in their inquiries. The domestic call is very heavy, which thus makes the market active with a large volume of business doing. The receipts for the week showed an increase on the previous week, being 11,126 compared with 8710, but when it is considered that the total receipts from May 1st this year show a decrease of some 3906 cases, part of the reason for the bullish market is apparent.

Eggs, case lots—

No. 2's	0 27	0 28
No. 1's	0 31	0 31
Extras	0 35	0 36

CHEESE ADVANCE**NOT MAINTAINED**

Montreal

CHEESE.—Cheese market opened the week very strong, and many of the boards throughout the country advanced prices ⅜ to ⅝c per lb. but this advance was not maintained, and prices now have fallen back to old level. Still the undertone to the situation is very firm, and while Stilton and 1915 make have not changed, the 1916 make has firmed up to the one price of 20c instead of a range of 19 to 20. Inquiries are heavy from importers, the demand being reported as very good with prices up 1s. to 2s. per cwt. A feature of the local market continues to be the importations of United States cheese, 3642 boxes being received this week as against none this time last year. The home receipts fell off, so that the U.S. stock was swallowed up, the total weights showing a falling off of 6470 boxes.

GOOD SUPPLY OF FOWLS CUTS PRICE

Montreal

POULTRY.—A better supply in fresh fowls has cut prices 2c, and we now quote large fowls 20c per lb. This was anticipated in last week's "Grocer." Apart from that there is no change in quotations. Most lines have shown freer delivery, but the demand to provide for the holiday quickened up so, that while stocks were well able to meet with all calls there was not enough stock left over to cause any weakness in the market barring the one we have mentioned. Reports from raising districts show that supplies generally will be coming in fairly freely from now on. Turkeys are anticipated to be about the same bulk as last year. Frozen stock is well able to meet all requirements, but there is no great surplus.



FRUIT AND VEGETABLES



Fruit Responds To Good News

Market Relieved At Railway Strike Settlement—Bananas Suffer In Jamaica Sale.

Montreal—

FRUIT.—Apart from an easing off in Melons the fruit market has been fairly steady, although underneath a pretty general maintenance of prices there has been plenty of talk as to upheavels in certain lines. Most of this, of course, was based on the probability of a railroad strike, and the consequent cessation of shipments from California. In fact warnings were received from Ontario fruit districts that advantage would be taken of the stoppage of competition to increase prices. Relief therefore is felt over the settlement of the dispute, especially by those shippers who have good orders on hand for California goods. The market on Tokay grapes has opened so well, that merchants are very pleased over the settlement. Prices are shaded a little on these grapes which are now being quoted from \$3.25 to \$3.50. As we have said the Melon market has eased off again, and melons are now being quoted at \$9 to \$9.50 best quality. Crop movement is now in full swing, and shipments are being made all over the country, New York orders being well to the fore. Niagara green-gages are now being freely offered, and prices range around 33c to 40c a basket, the figure depending upon quality and size of orders. Cherries and blueberries are still in shipment, but, in small quantities. Reports from Jamaica concerning the effects of the recent hurricane there have caused perturbation among the banana handlers. Apparently all this year's crop has been destroyed, and next year's reduced 50 per cent. Quotations are still around 2.25 to 2.75, but opinions as to the future, considering this crop report, are naturally on the bullish side so far as prices are concerned. Apples are steady. A good season is anticipated in Nova Scotia apples, although the yield is nothing like the record one in 1911. It will run about 600,000 to 700,000 barrels. The outstanding feature however is the quality, the crop being free from spot and highly colored. This is in marked contrast with

last year. Nova Scotia are expected to be heavy competitors in this market with Ontarios. All the way round the demand has improved, due to a heavier call for preserving purposes.

Peaches And Pears Now In Abundance

Heavy Shipments Reached Market First of Week—Canadian Bradshaw and Lombards Plums In.

Toronto

FRUIT.—Early St. John freestone and the Mountain Rose freestone peaches reached the market in goodly quantities during the first of the week. Looking over the fruit market it seemed there was little else but peaches in sight. They could be pretty nearly termed a drug on the market. The heavy picking over Saturday, Sunday and Monday resulted in heavy shipments. In the 11-quart baskets they were quoted at 60 to 70c and in the 6-quart size from 35c to 50c. They were of fair quality. Canadian plums are coming along in better quantities. The Green Gage, Bradshaws and Lombards were quoted at 50c for the 11-quart lenos. Plums are expected to be about a half crop this year. Peaches will be fairly heavy crop. Pears are expected to be about a two-thirds average crop. The shipments of Bartlett pears reaching the market during the week were fairly heavy and the price went down from 50c to 80c for the 11-quart size to 40c to 65c. Canadian Alberta peaches are expected along in a week or ten days. The Alexanders and Triumphs are off the market. Black currants have also disappeared. Oranges have become firmer in price and have advanced in the neighborhood of 50c per case.

Apples, yellow harv't and astrach'n, 11 qt.	0 25	0 40
Duchess, barrel	2 75	3 50
Bananas, bunch	1 50	2 25
Blueberries, 11 qt.	1 50	1 75
Oranges—		
Late Valencias, case	5 00	6 00
Grapes, Cal., case	2 25	3 00
Lemons, Verdill, case	7 00	7 50
California, 420's	7 00	
300's-300's	7 50	
Limes, per 100	1 25	1 75
Pears, boxes	3 00	3 50
Canadian, 6-qt. bkt.	0 25	0 35
11-qt. bkt.	0 40	0 60
Peaches, Elbertas, case	1 25	1 30
Peaches, Crawford's, late	1 30	1 50
Peaches, St. John freestone, 11-qt.	0 60	0 70
Plums—		
Bradshaws, Lombards, 11-qt.	0 50	0 50
Green Gage, 11-qt.	0 50	0 60
Plums, 4 baskets	2 75	3 00
Melons, sugar, Canadian, 11-qt.	0 35	0 75
16-qt. basket	0 35	0 75
Cantaloupes	0 75	1 25
Thimbleberries, qt.	0 13	0 15

ONE OF BIGGEST WEEKS FOR TOMATO SHIPMENTS

Toronto

VEGETABLES.—The present week is expected by vegetable men to be one of the heaviest so far as tomato shipments go. Prices have been very reasonable. The 11-quart baskets sold from 25c to 35c and the 6-quart baskets from 15c to 20c. Canadian potatoes are still scarce. Only a few Ontario grown are reaching the market in 11-quart baskets. They look more like marbles than potatoes. They were quoted at 35c to 50c. Some Delaware potatoes were on the market in 90-lb sacks, quoted at \$2.35. Silver skin pickling onions were in the market in considerable quantities and sold at \$1.50 to \$2 per 11-quart basket. Corn on the cob was slightly firmer in price, being sold at 18c to 20c per dozen. Carrots by the 75-lb. bag were sold at \$1.40.

B.C. Tomatoes and Onions on Market

Sweet Potatoes, and New Lines of Apples Come to the Fore—Cantaloupe Prices Drop

Winnipeg

FRUIT AND VEGETABLES.—New lines on the market include Duchess apples, No. 1, \$5.00, and No. 2, \$4.50; B.C. tomatoes, 4 basket crates \$1, crab apples, \$1.40 to \$1.75; peaches, both Crawford and Elbertas, \$1.50 crate, and sweet potatoes, \$6 per barrel. B.C. onions are now replacing Californias, and are offering at \$3.50 for 100 lb. crates. Ontario tomatoes in 11-qt. baskets are bringing \$1. Cantaloupes are down to \$5.50 per crate, and watermelons are practically off the market.

Fresh Fruits—

Apples, Washington, box	2 00	2 50
Apples, Duchess, No. 1		5 00
Apples, Duchess, No. 2		4 50
Bananas, lb.		1 1/4
Cantaloupes, crate		5 50
Grapefruit, case		6 50
Grapes, California, crate		3 25
Grapes, Tokays		3 25
Valencia oranges, case	5 25	6 00
California lemons		10 00
Peaches, crate	1 35	1 50
Crab apples, box	1 40	1 75
Prunes, Italian, 4 basket		2 00
Prunes, Italian, peach boxes		1 35
Vegetables—		
Peppers, per basket		0 75
Mushrooms		0 80
Carrots, dozen bunches		0 20
B.C. potatoes, new, lb.		0 01 1/4
Garlic, per lb.		0 25
B.C. onions, 100-lb. crates		3 50
Spanish onions, crate		2 50
Tomatoes, B.C., crate, 4 baskets		1 00
Tomatoes, Ontario, 11-qt. basket		1 00



FLOUR AND CEREALS



Flour Market Remains Firm

Limited Supply and Large Demand for Feeds Keep Millers Busy and Prices Higher

Montreal

FLOUR.—Despite the continuance of the excited condition of the wheat situation both at American and Canadian centres, and the fluctuations of price, there has been no great development in flour, the tone of the market being firm. The export trade in spring wheat flour continues quiet, which millers attribute to the excited condition of the market for the raw material, and the fact that English importers were not disposed to operate freely at the present level of values, consequently the volume of business in this direction was small. The domestic trade has also been quieter as buyers in most cases have provided for their wants for the time being, but on the whole the movement has been fair, and millers say that they are very busy filling orders and making shipments. Following the big local order last week other rumors of orders over 300 cars were rumored as pending, but this may be another case of the wish being father to the thought. Local inquiries are good as to future delivery, and this with the fact that millers are not anxious to commit themselves as to future delivery makes the market very firm at the price of last week's advance. A feature of the trade in winter wheat flour this week has been the increased demand from large buyers for round lots. As supplies on the spot have been limited, and the offerings from millers small, it was found very difficult to supply the want, and the volume of business was checked to some extent, the bulk of the sales being confined to small lots of choice patents. Prices therefore remain firm and unchanged.

Manitoba Wheat Flour—		Per bbl. of 2 bags	
First patents	.....	8 50	
Second patents	.....	8 00	
Strong bakers	.....	7 80	
Winter Wheat Flour—		Car	Small
		lots	lots
Fancy patents	.....	6 75	7 50
90 per cent. in wood	.....	7 25	7 50
90 per cent. in bags	.....	3 25	3 40

LITTLE MOVEMENT

NOW IN CEREALS

Montreal

CEREALS.—The inflated state of the grain market still makes conditions in

cereals very hard for manufacturers. Case goods must advance before there is any profit, so the manufacturers state, and the present condition of the market, therefore, is of little interest to them. There is no change in quotations, although it is threatened every day.

Flour Bookings Heavy In Advance

Buyers Pretty Well Stocked Up—Demand on Millers Expected to Be Light During Next Month.

Toronto

FLOUR.—There is a hesitancy in the flour market at the present moment. Wheat prices are holding firm at slight declines. There have been fluctuations from day to day in wheat with flour on the upper safe side waiting until the market settles. Mills are pretty well stocked up with orders on the recent advances. It is expected buying will be light during the next month or six weeks owing to recent heavy purchases. Until the wheat crop is actually in the elevators there is not much radical change in the price looked for. If the yield is below estimates there may be still further advances. There have been no price changes in flour during the week.

Manitoba Wheat Flour—	Small lots,	Car lots,
	per bbl. of 2 bags	
First patents	8 50	8 40
Second patents	8 10	7 90
Strong bakers	7 90	7 70
Ontario winter wheat flour, 90 per cent..	6 20	5 80

CEREAL PRICES HOLD FIRM; DEMAND FAIR

Toronto

CEREALS.—The demand for cereals has only been fair. Dealers are getting along with minimum orders. On the whole the market might be characterized as a napping one—with one eye open—waiting for further developments in the grain market before it takes another start. Prices during the week have remained unchanged.

Barley, pearl, 95 lbs.	4 30	4 40
Barley, pot, 95 lbs.	3 25	
Buckwheat, gris, 95 lbs.	4 50	
Corn flour, 95 lbs.	3 00	3 25
Cornmeal, yellow, 95 lbs.	2 85	
Graham flour, 95 lbs.	4 05	
Hominy, granulated, 95 lbs.	3 50	
Hominy, pearl, 95 lbs.	3 50	
Oatmeal, standard, 95 lbs.	3 30	
Oatmeal, granulated, 95 lbs.	3 30	

Peas, Canadian, boiling, bush.	3 00
Rolled oats, 90-lb. bags	3 05
Rolled wheat, 100-lb. bbls.	3 25
Rye flour, 95 lbs.	2 95
Whole wheat flour, 95 lbs.	4 05
Wheatlets, 95 lbs.	4 20

DEMANDS FOR FEEDS EXPECTED TO INCREASE

Toronto

FEEDS.—The demand for all mill feeds has continued good. With the limitation of the amount of mill feeds to 300 bags to 100 bags of flour there has been a beneficial effect on the movement of flour. The consumption of mill feeds has not decreased. It is expected with the coming fall and winter months when the fattening season is on there will be even greater demands for mill feeds. Prices have remained steady during the week with no changes.

Mill Feeds—		per ton
Bran	25 00	26 00
Shorts	27 00	28 00
Special, middlings	29 00	30 00
Feed flour, per bag		35 00
Oats—		
No. 3, Ontario, outside points	6 55	6 55

Flour Down 30c In Western Centre

Mills Cannot Meet Demand for Feeds—Wheat and Flour Drop But Steady Again.

Winnipeg

FLOUR AND FEEDS.—Flour declined 30c per barrel last week in sympathy with wheat, which took a drop that Roumania had joined the Allies. Wheat recovered later, and is now fairly steady. Following the decline, country merchants, who have been holding off on account of the high market, commenced to come in, being compelled to do so on account of short stocks. Rolled oats have not changed, and the demand is heavier than ever for bulk stuff, all the mills running full time. The feed situation is very strong, with all mills oversold, and unable to meet the demand, especially in the East. Millers look for higher prices for fall and winter. Feed quotations are higher, being \$22 for bran, short and middlings \$24, and mixed chop \$36.

First patents	8 00
Bakers	7 50
Clears	6 80
XXXX	5 80
Cereals—	
Rolled oats, 80 lbs.	2 50
Rolled oats, pkgs. family size	3 30
Oatmeal, standard and gran., 95 lbs.	3 10
Cornmeal, 95 lbs.	2 80
Feeds—	
Bran, ton	22 00
Shorts, ton	24 00
Middlings, ton	24 00
Mixed chop, ton	36 00

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| Pearl Barley | Bran |
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| Wheatlets | Rainbow |
| Gluten Flour | Flour |
| Beans | Gold Seal |
| Boiling Peas | Flour |
| Corn Meal | Lily Flour |
| Whole Wheat | Goldie's Star |
| Flour | Flour |
| Cut Oatmeal | Puritan Flour |
| Tillson's | Echo Flour |
| Premium and | White Dove Flour |
| Pan Dried | Tillson's |
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FISH AND OYSTERS

Fish Supplies More Abundant

Prices Rather Easier, As Demand Can Be Better Met—Halibut Firmer, However

Montreal

FISH.—Supplies in most all lines of fish have been freer this week, and as a result prices have shaded a little here and there. Fresh salmon has come forward in larger quantities, and, despite all offerings being taken up, prices were cut 2c, making Western 16c and Gaspé 20c. Halibut, on the other hand, has firmed up a little, and the range, instead of being 13c to 14c, is now at the one price of 14c. Mackerel per lb. has advanced 2c, and is now quoted at 12c. There is not much mackerel offering. Swordfish at 12c, a good drop from last quotations, is at its lowest price for the season. Smelts are coming in more freely. Dore and lake herrings are in better supply, and prices have been shaded, herrings being now 3c instead of 3½c, and Dore 12c, instead of 13c. Prospects are improving for the lake catch, which up to now has been very poor. The smoked fish market shows a fair demand. Haddies, new cured, have been cut 1c, making the price 8c; but on the other hand, Digby herrings have gone down 5c, making the price 7c.

SMOKED FISH	
Haddies, per lb., new cured	0 08
Haddies, fillets, per lb.	0 12
Digby herring, per bundle of 5 boxes	0 70
Smoked boneless herring, 10-lb. box	1 30
PRAWNS, SHRIMPS, LOBSTERS	
Lobsters, medium and large, per lb.	0 40
Prawns, Imperial gal.	2 35
Shrimps, Imperial gal.	2 25
Scallops	2 00
FRESH SEA FISH	
Halibut	14
Haddock, fancy, express, lb.	06 -07
Mackerel, per lb.	12
Steak, cod, fancy, express, lb.	08
Flounders	6
Flounders, New York	9
Salmon, Western	16
Salmon, Gaspé	20
FRESH LAKE FISH	
Carp, lb.	0 10
Pike, lb.	0 09
Perch	0 10
Whitefish, lb.	0 13
Lake Erie whitefish	0 13
Herrings, each	4 03
Herrings, lb.	0 05
Lake trout	0 13
Eels, lb.	0 08
Dore	0 13
Brook trout	0 25
Swordfish	0 12
Smelts	0 12

Demand Improves for Fish Supplies

Toronto

FISH.—With the cooler weather there has been a noticeable improvement in

the demand for fish. Salmon trout and whitefish are reaching the market in fairly good quantities and the price has been slightly easier, now being quoted at 12c. Halibut of fine quality is reaching the market from the western banks.

SMOKED FISH	
Haddies, per lb., new cured	0 09
Haddies, fillets, per lb.	0 12
Digby herring, box	0 16
Smoked boneless herring, 10-lb. box	1 25
SHRIMPS, LOBSTERS	
Lobsters, medium and large, per lb.	0 45
Shrimps—	
1 gallon	1 25
2 gallons	2 40
4 gallons	4 60
FRESH SEA FISH	
Halibut	12-13
Haddock, fancy, express, lb.	0 07
Steak, cod, fancy, express, lb.	0 09
Flounders	0 07
Flounders, New York	0 07
Salmon, Western	0 16
FRESH LAKE FISH	
Pike, lb.	0 08
Whitefish, lb.	0 12
Herrings, lb.	0 07
Lake trout	0 12

Whitefish Supply Is Insufficient

Winnipeg—

FISH AND POULTRY.—Salmon is arriving well, and bringing 16c. The same applies to halibut, which is selling to the trade for 11c. One of the scarcest lines is whitefish, which is still bringing 9½c, but as the source of supply on Lake Winnipeg is practically cut off, this part of the country is now dependent on Eastern and Western Lakes. Lake trout is arriving better, and brings 12½c. Pickerel is a little more plentiful at 10c. Fresh supplies of sea fish are not expected until the colder weather comes along. Quotations on poultry remain the same, but supplies are still coming in rather slowly.

Fish—	
Fresh salmon	0 16
Fresh halibut	0 11
Steak, cod, per lb.	0 09
Lake Winnipeg whitefish	0 09½
Fresh finnan haddie	0 11
Kippers, per box	2 00
Fresh lake trout, per lb.	0 12½
Bloaters, per box	2 00
Salt mackerel, 20-lb. kit	3 00
Pickerel, lb.	0 10
Smoked gold-eyes, doz.	0 50
Poultry, Live—	
Fowl	0 21
Broilers, lb.	0 28

P.E.I. Oyster Crop Will Not Be Large

Prince Edward Island

OYSTERS.—Already those of epicurean tastes in the city are looking forward to the reopening of the oyster season, says the St. John Telegraph of August 29. Prince Edward Island oyster beds will likely be delved into the beginning of next week while New

Brunswick oyster fishermen will not begin operations until the beginning of November, when the industry will resume activities for two months. A well known oyster dealer of Buctouche recently stated that the harvest this season would not likely measure up in any way to that of the preceding year.

The yield from the Buctouche district this season, he estimated, would be about 2,000 barrels while that of last year was nearer 3,000. However, last year's yield was almost phenomenal and two such productive seasons could hardly be expected consecutively.

The oyster market will in all probability be firm but he would not venture an opinion as to what the price would be. Others believe that it will range around seven dollars, considering the different factors that will undoubtedly be met with.

Dry Codfish Are Very Scarce Now

Record High Price Level Reached—Oyster Price Prospects Firm—Sardines Also Cost More

St. John, N.B.

FISH.—Increasing scarcity of dry codfish has forced the dealers to raise the price. The wholesale price now is \$6.75 to \$7. a hundredweight, an unequalled high level for dry fish in such a centre as St. John. At this time last year there was a good supply at \$5.50 and \$6.00. One of the largest local firms sent a schooner to Grand Manan this week with instructions to bring home a cargo at any price, but the craft returned with only 4,000, all that was available on the island. The scarcity is said to be due to the fact that dealers from the United States are coming to the fishing grounds and buying the fish, green, out of the east. This is denuding the Canadian market and is responsible in no small degree for the great scarcity here. The prospects are for even higher prices with the demand much greater than the available supply.

With the advent of September and the opening of the season P.E.I. oysters are due on the markets and the outlook is for good prices. The New Brunswick oyster fishers do not begin operations until November and, when the season does start, it is believed that the supply will not be large.

An Egg Famine—Not Exactly

Eggs Will Be Eggs, However, and High - Priced Eggs Too — Russian Embargo Responsible—Huge British Demand—How Germany Helped Prices Up.

CANADIAN eggs—popular to-day in Great Britain as are the Canadian soldiers—are to be more than ever the aristocrats of the breakfast table in Canada for the coming fall, winter and spring. Wholesalers cannot obtain from the producers enough Canadian eggs to meet the demand within the Dominion. There is a general shortage of eggs on the markets, while a brisk export demand, taking close care of all possible sources of surplus eggs, is producing high prices for eggs to the Canadian consumer.

At the time of writing there are in the hands of one of the largest wholesalers a few cases of eggs, the price of which as actually paid to the farmers was 36 cents per dozen, equal to the average retail price of the day. These eggs cannot go on the market under 40 cents, and at that they will not be lonely in the distinction of their aristocracy of cost. All Canadian eggs will be more costly in the next few weeks. Not until the new production sets in, about February, 1917, will there be any indication of a falling off in egg prices in Canada. The 34 to 39-cent figure of to-day for the graded product straight—selected—and carton eggs will look modest beside probable winter prices. There will be a distinct shortage of eggs all over; but there will not be an egg famine. Human foresight, and the resources of the country have taken care of that.

Russia is held responsible for the high cost of Canadian eggs this fall. Russia, Great Britain, and Germany are all three concerned in the creation of the shortage of eggs to Canadian consumers this season, and their consequent high prices. Russia, originally the greatest provider of eggs for the British markets of all countries of the world, is now as a source of egg supply completely closed. A rigid embargo prevents the vast quantities of Russian eggs from reinforcing the supply of other eggs facing the immense demand of the British Islands' consumers. Canada also used to consume Russian eggs. To-day there is not a Russian egg on the Canadian market.

To appreciate the tremendous effect of the Russian embargo upon the egg market, not only of Canada, but of the world, it will be noted that of the 215,799,500 dozen eggs imported by Great Britain in 1913, Russia supplied 114,532,750 dozen; while Denmark, Britain's next largest source of supply, sent in only 42,649,416 dozen, and Canada sent a modest 19,500 dozen.

Away back in 1901-02 Canada used to

export over 11,000,000 dozen eggs to Britain, but increased Canadian consumption reduced this figure greatly. The situation to-day is a steady revival of the Canadian exportation of eggs to the Old Country. It is the vast and increasing British demand for eggs which is making eggs scarcer and more expensive in Canada. An embargo on the export of eggs from Canada to Great Britain would divert thousands of dozens of Canadian eggs back to the Canadian consumer, and tend to keep prices lower in Canada, but would Canadians consent to such an embargo? Never!

Canada as An Egg Producer

Canada, the granary of the British Empire, will as proudly accept its position in the field of egg production for the Old Land, and while there might be an embargo on exports of Canadian eggs to the United States, there will hardly be an embargo on egg exports to Britain. But Canada is not exporting eggs just now to the United States. Canada has not exported many eggs to the United States since the McKinley Tariff came into effect in 1890. On the contrary, in fact, a good proportion of the eggs exported from Canada to Britain of late were produced in the States. But to-day United States eggs cannot be obtained for export to Great Britain. It might come to the importation of United States eggs more extensively for Canadian consumption, but at present the cost of the product plus duty and the ad valorem tax bring the laid down price of United States eggs in Canada to 35 cents per dozen, and at that it would hardly prove profitable to handle them.

Russian Eggs Cut Off

Russia, Great Britain, and Germany are chiefly concerned in the creation of the egg shortage apparent on the Canadian market. Russia, because her immense egg exports to Britain are cut off by the embargo—an embargo partly due, it is believed, to a falling off in Russian production—Great Britain, because of the great and growing demand for eggs on the Old Country markets—Germany—why? "Because Germany precipitated the war, of course," you say, "and caused the need for the Russian embargo, shortage of shipping on the North Sea and associated difficulties of the supply trade." But there is a further reason why Germany has a real share in the responsibility for the egg shortages of Russia, Great Britain, and Canada.

Germany long before the war, had begun to extend tenacious trade tentacles into the rich territory of Russian production of foodstuffs. German agents traversed the Russian farming districts, and German capital financed great systems of collection and cold storage of farm produce, principally eggs, butter, and cheese. Immense cold storage plants were erected at suitable strategic points for trade control, and probably for military purposes as well. At Riga, for instance, one of the greatest cold storage plants in the world was erected by German enterprise and financed by German capital for the collection and holding of Russian farm products. The war ravaged the farm lands westwards and southwards of Riga, and raged around Riga itself. The opinion of those most likely to know is that there has not been a Russian egg in that huge cold storage plant for many a long day. Thus German influences even in the pre-war period adversely affect the present egg production of Russia, since the Russians seem to lack the power unadvised and unfinanced to evolve or carry on such productive enterprise—especially during the war.

Cold Storage Supplies

Regarding cold storage eggs in Canada, there is considerable expectation that careful husbanding of the egg production, of the past spring and summer, may prove to have been sufficient to ensure an adequate, if not an abundant, supply of eggs during the winter. The trouble is that production began rather too early in 1916, and the immediate demand for the new season's product kept pace with production until quite late in the season, so that there was not time to store away any too many eggs. Possibly private speculators may have laid away reserve supplies, which, if the British demand is not too eager, may relieve the Canadian egg markets when most needed. There is not much to be hoped in Canada from the Chinese egg. While these may arrive fairly plentifully in British Columbia, where they are to bear a distinctive brand to indicate their Oriental origin, the opinion of experts is that they are poor substitutes for the Canadian product, and not much in demand short of an absolute egg famine, of which there is no immediate likelihood, though egg prices must certainly continue to rule high for the whole of this fall and winter.



PRODUCE AND PROVISIONS



Dressed Hogs Are Coming In Better

Prices for Live Hogs Are Down—Dressed Are One Half Cent Easier in Price Cooked Meats Down One Cent.

Toronto—
PROVISIONS.—Deliveries of live hogs have been fairly good during the past week. Farmers have apparently been able to devote more time to these by-products of the farm now that the wheat harvest is over. Live hogs are down in price 50c per hundred. The demand for cooked meats has been good under the influence of exhibition week. Prices, however, have been slightly easier, hams being down a half a cent per pound and cooked meats, such as boiled and roast hams and shoulders, are 1c per pound easier in price. Dressed hogs are now selling at \$17.50 per hundred, which is a decline of 50c per hundred. Live off cars are quoted at \$11.90 to \$12. The demand for all cooked meats is expected to hold steady until about the middle of October. A slight decrease in consumption is noted with the cooler weather.

Hams—			
Light, per lb.	0 25	0 25½	
Medium, per lb.	0 25	0 25½	
Large, per lb.	0 23	0 23½	
Backs—			
Plain	0 25	0 26	
Boneless, per lb.	0 27	0 30	
Bacon—			
Breakfast, per lb.	0 25	0 29	
Roll, per lb.	0 20	0 21	
Pickled meats—1c less than smoked.			
Dry Salt Meats—			
Long clear bacon, ton lots	0 18	0 19	
Long clear bacon, small lots	0 18½	0 19½	
Fat backs, lb.	0 17	0 18	
Cooked Meats—			
Hams, boiled, per lb.	0 36	0 37	
Hams, roast, per lb.	0 36	0 37	
Shoulders, boiled, per lb.	0 30½	0 31½	
Shoulders, roast, per lb.	0 31	0 31½	
Lard, Pure—			
Tierces, 400 lbs., per lb.	0 17	0 17½	
Tubs, 50 lbs.	0 17½	0 17½	
Pails	0 17½	0 18	
Bricks, 1 lb., per lb.	0 18½	0 19	
Lard, Compound—			
Tierces, 400 lbs., per lb.	0 13½	0 13½	
Tubs, 50 lbs.	0 14½	0 14	
Pails, 20 lbs., per lb.	0 14	0 14½	
Bricks, 1 lb., per lb.	0 15	0 15½	
Hogs—			
Dressed, abattoir killed		17 50	
Live, fed and watered	11 65	11 75	
Live, off cars	11 90	12 00	
Live, f.o.b.	11 30	11 40	

QUALITY OF BUTTER IS GETTING BETTER

Toronto
BUTTER.—Under the incentive of better pastures and cooler weather, the quality of butter has shown a considerable improvement during the week. Farmers are now better able to handle the cream and keep it in better condition in transit to the factories. Farmers' wives are also better able to

make dairy butter into prints. The milk supply has increased considerably and this has been evidenced in the amount reaching the creameries. Prices have held firm with a slightly increased price of 1c per pound in the best creamery prints. There has been a good demand for butter, with large quantities going into export trade.

Creamery, prints	0 35	0 37
Creamery, solids	0 34	0 35
Dairy prints, choice, lb.	0 28	0 30
Dairy prints, lb.	0 26	0 27
Bakers	0 25	0 26

HIGH CHEESE PRICES DO NOT AFFECT CONSUMPTION

Toronto
CHEESE.—Although cheese prices are at unprecedentedly high levels, there is apparently about the same amount being consumed locally. People have become accustomed to paying the higher prices and no longer question the advanced rates when they want cheese. The demand has been fair, with a half cent advance in price. The price at the boards has been slightly easier during the week, but wholesalers did not follow the advances upward as rapidly as the factories increased their prices. The export demand continues heavy. Large cheese is now selling at 20½c to 21½c per pound.

Cheese—			
Cheese, large, per lb.	0 20½	0 21½	
New, twins, per lb.	0 20½	0 21½	
Sept., large, per lb.		0 22	
Sept., twins, per lb.		0 22½	
Sept., triplets, per lb.		0 23	

EGGS ADVANCE ANOTHER TWO CENTS PER DOZEN

Toronto
EGGS.—The egg market during the past week has been in a somewhat excitable state. Country dealers have been holding back their supplies and this has had the tendency of putting prices up 2c per dozen on the best grade of eggs. This holding of eggs is expected by the wholesalers to have a deteriorating effect on the quality and it is pointed out that losses may occur through this. Demand for eggs has been fair. Toronto dealers have been short and some eggs had to be taken from storage to meet the demand. It is thought by dealers that the price of eggs cannot go much higher. New lays in cartons are now quoted at 36c to 38c.

Eggs—			
New lays, cartons	0 36	0 38	
New lays, ex-cartons	0 32	0 33	
No. 2's	0 26	0 27	

POULTRY COMING IN IN GOOD QUANTITIES

Toronto—
POULTRY.—Deliveries for old fowl have been fairly heavy during the past week. Now that harvest activities have eased off a bit, farmers are able to turn their attention to other things. It is making itself manifest in the volume of poultry now reaching market. It is expected that still larger quantities will reach the distributing points later, as poultry supplies in the country are reported to be heavy. Recent quotations have held steady and prices remain unchanged.

	Live.	Dressed.
Spring broilers, 1½ to 2 lbs.	0 18	0 22-0 25
Spring chickens, over 2 lbs.	0 18	0 20-0 23
Old fowl	0 14-0 16	0 18-0 20
Ducks, old	0 11	0 14
Ducks, young	0 13	0 17
Turkeys, old Toms	0 20	0 25

DISPOSITION SHOWN TO MARKET HONEY CROP

Toronto—
HONEY.—Although honey has not started to move from the producers to the wholesalers in large quantities as yet, still there is a disposition for the producers to want to sell. Some honey has been purchased at the commission dealers' prices, but there is no large movement as yet. There are large honey supplies in the country this year, and the quality is better than usual. Consumption of honey is expected to be large owing to the high price of sugar, which has kept people from putting down their usual supplies of preserves. Honey prices remain unchanged.

Honey—			
Clover, 5 and 10-lb. tins	0 11½	0 12	
Comb, No. 1, doz.	2 50	3 75	
Comb, No. 2, doz.	2 00	2 25	

Butter and Eggs Advance In Price

European Demand Diverted Heavily In This Direction—Cheese also Up In Price.

Winnipeg
PRODUCE AND PROVISIONS.—The markets for eggs and butter have both stiffened on account of heavy European demand. Both Danish and Norwegian produce is short on the London market, resulting in a heavy demand from this side. Under these circumstances, the outlook is for much higher prices. No. 1. Creamery was quoted here at 33c last week; it is now 35c, and No. 2 34c, which is an advance of four cents in the past two weeks. Last year at this time,

butter was selling for 27-28c, and the high prices prevailing to-day were not reached until late in the season. As we are now only at the beginning of the season, it looks as though prices are going to be very high. No. 1 candled eggs are bringing 25-26c. There is no advance here, but one is expected soon. No. 1 eggs are expected to be 27c this week. In sympathy with the rise in butter, cheese has also gone up, and the price to-day is 20-20½c. Although lower levels prevail in the live hog market, the price ranging from \$10.50-\$11.00, receipts are very light, and packers cannot see their way to lower quotations on meats. Receipts are expected to be light for the next three months.

Hams—		
Light, per lb.	0 24	0 25
Medium, per lb.	0 22	0 23
Large, per lb.	0 21	0 22
Bacon—		
Breakfast, per lb.	0 24	0 25
Breakfast, select, lb.	0 27½	0 28
Backs, select, per lb.	0 26	0 28
Backs, regular	0 22	0 23
Dry Salt Meats—		
Long clear bacon, light	0 16½	0 16½
Cooked Meats—		
Hams, boiled, per lb.	0 32¼	0 33
Shoulders, boiled, per lb.	0 24	0 25
Roast hams, lb.	0 36	0 37
Barrelled Pork—		
Mess pork, bbl.	34 00	
Lard, Pure—		
Tierces	0 16	
Pails	3 32½	
Cases, 10s	10 06	
Cases, 5s	10 13	
Cases, 3s	10 20	
Cartons	0 17½	
Lard, Compound—		
Tierces	0 13¼	
Tubs, 50s, net	6 74	
Pails, 20s, net	2 80	
Butter—		
Fresh made creamery, No. 1	0 35	
Creamery, No. 2	0 34	
Best dairy	0 24½	0 25
No. 2 dairy	0 20	0 21
Cooking	0 16	0 18
Fresh Eggs—		
Extras in cartons	0 30	
No. 1's, cases	0 27	
Trade cases	0 26	
Cheese—		
ntario, large	0 20	
Ontario, twins	0 20½	

THE DAIRY STANDARDS ACT

Canadian Grocer has received a copy of the Dairy Standards Act, passed at the recent session of the Ontario Legislature, together with the explanation given in introducing it, and the discussion before the Agricultural Committee. The entire purpose of the measure is the improvement of dairy products in this province. At the present time, practically all the milk, which is delivered at the different cheese factories throughout the province, is paid for on the basis known as the "Pooling System." This means that the milk is mixed together and averaged up, and each producer receives the same rate from the factory as every other producer delivering at that factory. Under this management there is no reward for the man who, through careful breeding and feeding, has been able to produce milk much better than his neighbor's.

The Bill provides that all milk must be paid for on either a basis of the butter fat content or of the butter fat content plus the content of casein, and it is claimed by some that the latter gives

the fairer test of the value of milk. These alternatives were adopted because they were thought to be measurably practical and workable. Either of these plans undoubtedly represents a fairer basis of payment than the pooling system.

The other phase of the Bill deals with the creameries and the butter-making aspect of the dairy industry. Cream is at present bought subject to the Babcock test, but it is not paid entirely on a quality basis, taking into consideration all the features as to flavor, acidity, etc., which enter into the making of good butter. This Bill merely indicates the line along which it is thought improvement should take place and provides that the particular basis of grading can be brought into effect by Order-in-Council.

It will be noted that the Bill is not designed to come into effect until next season. The interim is intended for education and discussion, and changes and additions by way of regulation or otherwise will doubtless be required before that time.

SERVICE DEPARTMENT

INFORMATION, PLEASE!

Service Department,
Canadian Grocer.

Dear Sir,—Through the columns of your paper I would like to ask your opinion on an underground ice house, as I presume that you have had this question up before, but I have never seen it.

The plan is to dig a square hole in the ground about 8 ft. square by 6 to 8 ft. deep, put a tight bottom in it, with a drain from the bottom if possible; in the winter freeze by gradually adding water to the level of the ground; place an airtight building over it; the body of ice will keep the building at a very low temperature all the time. This is a convenient and inexpensive refrigerator.

If you have any knowledge of the success or failure of this plan I would be pleased to know of it, as from what I have heard it is a success.

Hoping to gain some information on this, I remain,

Yours truly,
"ENQUIRER."

PRINTING MACHINES

Service Department,
Canadian Grocer.

Gentlemen:

Kindly give us the address of Canadian firms that sell printing machines that attach to a paper rack and print the paper as it is rolled off.

Also kindly tell us about how many retail stores there are in Ontario.

Thanking you in anticipation of your kindness and for past favors, we are,

Yours very truly,
THOMSON & LLOYD
(or O. M. Thomson & Co.)

This information has been sent.—
Editor.

BUYING POINTS

Service Department,
Canadian Grocer.

Kindly name me good buying points in Quebec potato belt or New Brunswick territory, and addresses of firms where I could buy potatoes, also apples, by car lot or otherwise. Also please tell me best market to procure fresh water fish for my weekly trade that I am running successfully in connection with my grocery trade, thanks to faithful perusal of valuable Canadian Grocer. Where should I address myself to get Frankforts, Wieners, Bologna, etc., such as we get in the States from Chicago and Kansas City markets, and oblige,

Yours very truly,
M. PARE.

71 Galt, Sherbrooke, Que.

This information has been sent.—
Editor.

Editor Canadian Grocer.—Please advise us if it is possible to procure Bohemian Brand California ripe olives in Canada, or the packers' address?

A. E. REA CO.,
Ottawa, Ont.

Editorial Note.—The packer is J. C. Kubias, Redlands, Cal. We have not been able to ascertain any firm handling this brand in Canada.

W. H. Escott
Co., Limited

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Regina	Saskatoon
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ARE YOU SATISFIED?

Is your stock of canned sea foods pulling the kind of results that keeps your cash drawer filled? Or do they seem to lack the qualities that bring steady continuous sales and spell "PROFIT" for you in capital letters?

BRUNSWICK BRAND SEA FOODS

give mutual satisfaction to dealer and customer. CAREFUL selection and modern equipment guarantee a quality unsurpassed—the kind that builds bigger business for dealers everywhere.

Feature Brunswick Brand for better Fall and Winter fish sales.

Select your requirements from the following:

- ¼ Oil Sardines
- Kippered Herring
- Herring in Tomato Sauce
- Finnan Haddies
- (Oval and Round Tins)
- Clams



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

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. case, weight 10 lbs.	\$ 0 45
4 oz. Tins, 4 doz. to case, weight 20 lbs.	0 75
6 oz. Tins, 4 doz. to case, weight 25 lbs.	0 90
8 oz. Tins, 4 doz. to case, weight 25 lbs.	1 30
12 oz. Tins, 4 doz. to case, weight 48 lbs.	1 75
16 oz. Tins, 4 doz. to case, weight 66 lbs.	2 25
3 lb. Tins, 2 doz. to case, weight 85 lbs.	5 00
5 lb. Tins, 1 doz. to case, weight 75 lbs.	9 50

ROYAL BAKING POWDER

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

DOMINION CANNERS, LTD. JAMS

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

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

CATSUPS—In Glass Bottles

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

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

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

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

"AYLMER" PURE ORANGE MARMALADE

	Per Doz.
10¼ oz. Gross Jars	\$ 0 75
Tumblers, Vacuum Top, 2 doz. in case	1 15
12 oz. Glass, Screw Top, 2 doz. in case	1 40
14 oz. Glass, Screw Top, 2 doz. in case	1 60
16 oz. Glass, Screw Top, 2 doz. in case	1 90
16 oz. Glass, Tall, Vacuum Top, 2 doz. in case	1 95
2's Glass, Vacuum Top	3 10
2's Tin, 2 doz. per case	2 75
4's Tin, 12 pails in crate, per pall	6 50
5's Tin, 8 pails in crate, per pall	6 61
7's Tin or Wood, 6 pails in crate	0 79
14's Tin or Wood, 4 pails in crate, per lb.	0 11
30's Tin or Wood, one pall only, per lb.	0 11

BLUE

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

CEREALS

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

COCOA AND CHOCOLATE THE COWAN CO., LTD.

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



The woods are full of them

Judges have been numerous in Canada who have come down off the bench to lead the people—who have stooped to conquer, as it were—Blake, Mowat, Thompson, Meredith. And so there is plenty of precedent for a move which is being talked of in the Liberal party—the grooming of Mr. Justice Duff for the leadership of the party against the day when Sir Wilfrid Laurier will seek his ease. Mr. Justice Duff is a member of the Supreme Court of Canada, but it is said that, should the boom in his favor reach a sufficient volume, he will be willing to step down from the bench and get into the fight.

This makes the basis for an extremely interesting article by H. F. Gadsby in the September issue of MacLean's Magazine. Mr. Gadsby discusses the Duff boom in a thoroughly impartial way, and tells something of the young Judge who may be slated for so high an honor.

"The Duff Boom" is but one of many features in the September MacLean's. The number bristles with bright stories and powerful articles by such clever and famous contributors as Arthur Stringer, Agnes C. Laut, Robert W. Service, Arthur E. McFarlane, Alan Sullivan, Mrs. Arthur Murphy (Janey Canuck) and many others. It is Canadian from cover to cover—the best reading obtainable on this side of the border.

Now on sale at all News Stands, 15c.

MACLEAN'S MAGAZINE

MR. CLERK YOUR SPARE TIME

WHAT do you do with it? By that we mean, is it bringing you any returns in the ways that go to assure your future success?

How would you like to know of a plan that will bring you in as much (if not more of an income) than your regular occupation. **Would you be interested?**

We have a plan by which hundreds of clerks throughout Canada are greatly increasing their weekly incomes. This plan interferes in no way with their regular duties. It helps them to become of more value to their employers as well. Besides it supplies them with extra funds.

Write, and we'll give full particulars concerning it. This places you under no obligation, we'll be glad to tell you all about it. Drop us a line **To-Day.**

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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.

- Cambridge Sausage, 1s, \$3.00; 2s, \$5.50.
- Boneless Pigs' Feet, 1/2s, \$1.75; 1s, \$2.75; 2s, \$5.50.
- Lambs' Tongues, 1/2s,
- Sliced Smoked Beef, tins, 1/2s, \$1.85; 1s, \$2.80; 4s, \$15.50.
- Sliced Smoked Beef, glass, 1/4s, \$1.50; 1/2s, \$2.25; 1s, \$3.25.
- Tongue, Ham and Veal Pate, 1/2s, \$1.50.
- Ham and Veal, 1/2s, \$1.20.
- Potted and Devilled Meats, tins —Beef, Ham, Tongue, Veal, Game, 1/4s, 50c; 1/2s, \$1.
- Potted Meats, Glass — Chicken, Ham, Tongue, 1/4s, \$1.50.
- Ox Tongues, tins, 1/2s, \$3.50; 1s, \$6.50; 1 1/2s, \$9.50; 2s, \$13.
- Ox Tongues, Glass, 1 1/2s, \$12; 2s, \$14.
- Mincedmeat, Hermetically Sealed Tins, 1s, \$2; 2s, \$3.25; 3s, \$4.55; 4s, \$6.25; 5s, \$8.
- In Pails, 25 lbs., 12c lb.
- In 50 lb. Tubs, 12c lb.
- In 85 lb. Tubs, 11 1/2c.
- In Glass, 1s, \$2.30.
- Clark's Peanut Butter — Glass Jars, 1/4, 95c; 1/2, \$1.40; 1, \$1.85. 50 lb. Pails, 17c.
- Clark's Peanut Butter—Pails 24 lbs., 17c per lb.
- Clark's Tomato Ketchup, 8 oz., \$1.25; 12 oz., \$1.90; 16 oz., \$2.40; 1 gal. jars, \$1.30; 5 gal. jars, \$1.25 per gal.
- Pork and Beans, Plain Talls, 1s, 85c; 2s, \$1.40; 3s, \$2; 6s, \$6.25; 12s, \$9; 3s, flat, \$1.75. Individuals, 70c doz.
- Pork & Beans, Tomato Sc. Talls, 1s, 85c; 2s, \$1.40; 3s, \$2; 6s, \$6.25; 12s, \$9; 3s, flat, \$1.75. Individuals, 70c doz.
- Pork and Beans, Chili, 1s, 85c; 2s, tail, \$1.40; 3s, flat, \$1.75. Individuals, 70c doz.
- Tomato Sauce, 1 1/2s, \$1.15; Chili Sauce, 1 1/2s, \$1.15; Plain Sauce, 1 1/2s, \$1.15.
- Pork and Beans, 1 1/2. Chili Sauce, \$1.15 doz.
- Vegetarian Baked Beans, Tomato Sauce, Talls, \$1.40.
- Clark's Chateau Chicken Soup, \$1.10.
- Clark's Chateau Concentrated Soups, 95c.
- Clark's Chateau Concentrated Soups. No. 1, Assorted, 95c.
- Spaghetti with Tomato and Cheese, 1/2s, 95c; 1s, \$1.30; 3s, \$2.35 doz.
- Fluid Beef Cordials, 20 oz. btls., 1 doz. per case, at \$10.00 per doz.
- English Plum Puddings, 1s, \$2.30 doz.; 2s, \$3 doz.

THE N. K. FAIRBANKS CO., LIMITED.

PRICE LIST ON BOAR'S HEAD LARD COMPOUND TO RETAILERS.

Tierces 0 14 1/2
Pails \$2 93

This price list cancels all previous ones and is effective at once. Subject to change without notice.

All orders received must be shipped within a period of 30 days.

Advance over tierce basis for small packages:

3-lb. tins, 20 to the case, 1c over tierces; 5-lb. tins, 12 to the case, 1/2c over tierces; 10-lb. tins, 6 to the case, 3/4c over tierces; 20-lb. wood pails, 1/2c over tierces; 60-lb. tubs, 1/4c over tierces; half-barrels, 1/4c over tierces; 50-lb. tins, 1/4c over tierces; 20-lb. tins, 1/4c over tierces.

LAPORTE, MARTIN, LIMITED
Montreal. Agencies

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

VICHY LEMONADE
La Savoureuse, 50 btles,
cs. 8 00

NATURAL MINERAL WATER
Evian, Source Cachat, 50
btles, cs. \$9 00

IMPORTED GINGER ALE
AND SODA
Ginger Ale, Trayders, cs., 6
doz. pts., doz. 1 15
Ginger Ale, Trayders, cs., 6
doz., splits, doz. 0 95
Club Soda, Trayders, cs., 6
doz. pts., doz. 1 05
Club Soda, Trayders, cs., 6
doz., splits, doz. 0 95

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

JAPAN TEAS
H. L., ch. 90 lbs., lb. 0 25
Victoria, ch. 90 lbs., lb. 0 30

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

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

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

SPICES
WHITE SWAN SPICES AND
CEREALS, TORONTO

SPICES	5c	10c
Allspice	\$0 45	\$0 90
Arrowroot, 4 oz.	.....	.....
tins, 85c	.....	.....
Cayenne	0 45	0 90
Celery salt	.....	.....
Celery pepper	.....	.....
Cinnamon	0 45	0 90
" whole, 5c	.....	.....
pkgs., window	.....	.....
front, 45c	.....	.....
Cloves	0 45	0 90
Cloves, whole, 5c	.....	.....
pkgs., window	.....	.....
front, 45c	.....	.....
Curry powder	.....	.....
Ginger	0 45	0 90
Mace	1 25	.....
Nutmegs	0 45	0 90
Nutmegs, whole,	.....	.....
5c pkgs., window	.....	.....
front, 45c	.....	.....
Paprika	0 45	.....
Pepper, black	0 45	0 90
Pepper, white	0 50	0 95
Pastry spice	0 45	0 90
Pickling spice,	.....	.....
window front, 90c	.....	.....
Shipping weight	.....	.....
per case	10 lbs.	15 lbs.
Dozens to case	4	4

Why You Should Feature

**KING GEORGE'S
NAVY**

A Tobacco Window Display

Get the utmost out of your tobacco business by occasionally featuring a good window display of favorite brands, such as KING GEORGE'S NAVY CHEWING TOBACCO.

Results will convince you that this well-known "Chew" is a line that appeals to the taste of the most particular tobacco user.

How about arranging a King George window right now?

Are you well stocked? See your wholesaler.



Handled by
the Wholesale
Trade

Rock City Tobacco Co., Ltd.

HELP YOURSELF TO A REPUTATION

by buying a copy of

THE GROCER'S ENCYCLOPEDIA

BY ARTEMAS WARD

YOU will enjoy reading it, because you will find it the most interesting and entertaining book you ever saw—and the result will be that:

YOUR BANK ACCOUNT will profit, for the information acquired will save you money—and

YOUR REPUTATION will be strengthened, because you will know so much more about foods, etc., than any of your competitors who do not possess the book. Your customers will be quick to notice the difference and will look up to you as an authority. *Such a reputation is very valuable and brings business.*

SOME PRESS COMMENTS

THE GROCER'S ENCYCLOPEDIA is the most magnificent work of the kind ever published. Complete, authoritative and up-to-date information on every article handled by the grocery trade. Hundreds of trade "pointers" which are of practical value in buying, selling and caring for goods. An encyclopedia of all foods that you have ever seen or heard of. Food dictionaries in English, German, French, Italian and Swedish. The most complete descriptive wine list ever compiled.

MAKE YOURSELF A PRESENT OF A COPY.

1,200 subjects, 500 illustrations, 80 full-page color plates, 748 pages, 11 x 8½ inches in size, printed on heavy calendered paper and strongly bound in heavy buckram. *It cost more than \$50,000 to produce, but it sells for*

ONLY \$10.50, DELIVERY PREPAID.

Send your order to Book Department

MacLean Publishing Co., 143 University Avenue, Toronto, Canada

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

Is the Money Always There?

WHEN you have wanted a certain thing that would have added to the pleasures of life, was the money always there? when you figured up to see if "Cash on hand" would warrant you to make the purchase. Have you ever felt the need of a good vacation or wanted some little extra luxury, but simply could not afford it because your regular income was not sufficient?

WE have a plan that will enable you to add these extra luxuries without interference in any way with your regular occupation; a plan from which you may derive sufficient income to warrant your having all the added pleasures of life. This plan may be worked during spare time without interference with your regular duties. One hour in the evening spent among your acquaintances—a half-hour after lunch in the office or factory will give you an additional \$5.00 or \$10.00 weekly.

WE have hundreds of subscriptions in your locality ready to be taken. A representative on the spot could secure these orders, saving these people the trouble incidental to mailing. These orders, together with the many other subscriptions which may be added from the friends of our old subscribers whom they will recommend to you, will give you an income that with the same amount of work will double your earnings each year. The work is both pleasant and profitable. No previous experience required.

This plan will interest you, so write us to-day for full particulars.

The MacLean Publishing Co.

LIMITED

Division B.

143-153 University Avenue

TORONTO

ONTARIO

THE CANADA STARCH CO., LTD., EDWARDSBURG BRANDS and BRANTFORD BRANDS

Laundry Starches—

Boxes	Cents
40 lbs., Canada Laundry	.06½
40 lbs., 1 lb. pkg., White Gloss	.07
48 lbs., No. 1 White or Blue Starch, 3 lb. cartons	.07½
100 lbs. kegs, No. 1 White	.07
200 lbs., bbls., No. 1 white	.07
30 lbs., Edwardsburg Silver Gloss, 1 lb. chromo pkgs.	.08
48 lbs., Silver Gloss, in 6 lb. tin canisters	.08½
36 lbs., Silver Gloss, in 6 lb. draw lid boxes	.08½
100 lbs., kegs, Silver Gloss, large crystals	.07½
28 lbs., Benson's Satin, 1 lb. cartons, chormo label	.07%
40 lbs., Benson's Enamel, (cold water), per case	3.00
20 lbs. Casco Refined Potato Flour, 1 lb. pkgs.	.12½
Celluloid, 45 cartons, case	3.75

Culinary Starch

40 lbs., W. T. Benson & Co.'s Celebrated Prepared	.08
40 lbs., Canada Pure Corn (20 lb. boxes ¼c higher)	.06¾

BRANTFORD STARCH

Ontario and Quebec

Laundry Starches—

Canada Laundry—

Boxes about 40 lbs.	.06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lbs.	.06¾
First Quality White Laundry—	
3-lb. canisters, ea. of 48 lbs.	.07¼
Barrels, 200 lbs.	.06%
Kegs, 100 lbs.	.06%
Lily White Gloss—	
1-lb. fancy carton cases 30 lbs.	.07%
8 in case	.08
6-lb. toy trunks, lock and key, 6-lb. toy drum, with drumsticks, 8 in case	.08¼
Kegs, extra large crystals, 100 lbs.	.07¼
Canadian Electric Starch—	
Boxes, containing 40 fancy pkgs., per case	3 00
Celluloid Starches—	
Boxes containing 45 cartons, per case	3 60
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. pkts., boxes of 40 lbs.	.06½
Brantford Prepared Corn—	
1-lb. pkts., boxes of 40 lbs.	.07%
"Crystal Malze" Corn Starch—	
1-lb. pkts., boxes of 40 lbs.	.07%
(20-lb. boxes ¼c higher than 40's)	

COW BRAND BAKING SODA

In boxes only.

Packed as follows:

5c packages (96)	\$ 3 20
1 lb. packages (60)	3 20
½ lb. packages (120)	3 40
½ lb. 60	} Packages Mixed 3 20
1 lb. 30	

SYRUP

THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP

Perfect Seal Jars, 3 lbs.	
1 doz. in case	\$ 2 00
2 lb. tins, 2 doz. in case	3 00
5 lb. tins, 1 doz. in case	3 40
10 lb. tins, ½ doz. in case	3 30
20 lb. tins, ¼ doz. in case	3 25
Barrels, about 700 lbs.	.04¼
Half bbls., about 350 lbs.	.04½
¼ bbls., about 175 lbs.	.04%
2 gal. wooden pails, 25 lbs.	1.60
3 gal. wooden pails, 35½ lbs.	
1 lb.	2.25
5 gal. wooden pail, 65 lbs.	3.50

LILY WHITE CORN SYRUP

2 lb. tins, 2 doz. in case	\$ 3 50
5 lb. tins, 1 doz. in case	3 90
10 lb. tins, ½ doz. in case	3 80
20 lb. tins, ¼ doz. in case	3 75

ST. LAWRENCE SUGAR REFINING CO.

Crystal Diamond Brand Cane Syrup

2-lb. tins, 2 doz. in case	4 80
Barrels, per 100 lbs.	5 25
½ barrels, per 100 lbs.	5 50

THE BRITISH COLUMBIA SUGAR REFINING CO., LTD.

ROGERS' GOLDEN SYRUP

Manufactured from pure cane sugar.

2 lb. tins, 2 doz. in case	\$4 05
5 lb. tins, 1 doz. in case	4 75
10 lb. tins, ½ doz. in case	4 45
20 lb. tins, ¼ doz. in case	4 35

Delivered in Winnipeg in carload lots.

CALIFORNIA FRUIT CANNERS ASSOCIATION

CALIFORNIA RIPE OLIVES DEL MONTE BRAND

Size	Mam.	Large	Med.
2½ Can.	\$ 4.75	\$ 3.75	\$ 2.50
No. 1 Tall Can	2.75	2.25	1.60
No. 16 Jar	3.00	2.25	1.80
No. 4 Jar	1.50	1.25	1.15
No. 10 Can	14.00	12.00	9.00

YUBA BRAND

2½ Can	\$3.00	\$2.25
No. 1 Tall Can	1.50	1.20
No. 10 Can	9.00	8.00
Picnic Can		.90

INFANTS' FOOD

MAGOR SONS & CO., LTD.

Robinson's patent barley, ½-lb. tins,; 1-lb. tins,; Robinson's patent groats, ½-lb. tins,; 1-lb. tins,

STOP-ON POLISHES Doz.

Polish, Black, Tan, Ox-blood and Nut-brown	0 85
Dressing, White, 4-oz. bottle	2 00

NUGGET POLISHES Doz.

Polish, Black and Tan	0 85
Metal Outfits, Black and Tan	3 85
Card Outfits, Black and Tan	3 25
Creams and White Cleanser	1 10

YEAST

White Swan Yeast Cakes, per case, 3 doz. 5c pkgs.	1 20
---	------

IMPERIAL TOBACCO CO. OF CANADA, LIMITED, EMPIRE BRANCH.

Black Watch, 8s, butts 9 lbs.	\$ 0 60
Bobs, 6s and 12s, 12 and 6 lbs.	0 46
Currency Bars, 12s, ½ butts, 12 lbs., boxes 6 lbs.	0 46
Currency, 6s, ½ butts, 9 lbs.	0 46
Stag Bars, 6½s, butts, 11 lbs., boxes, 5½ lbs.	0 48
Walnut Bars, 8½s, boxes 7 lbs.	0 64
Pay Roll, thick bars, 8½s, 6 lb. boxes	0 68
Pay Roll, thin bars, 8½s, 5 lb. boxes	0 68
Pay Roll, plug, 8½s, 12 and 7 lb. caddies	0 68
Shamrock, plug, 7½s, ½ butts, 12 lb. boxes, 6 lbs.	0 57
Great West, pouches, 9c.	0 72
Forest and Stream, tins, 11s, 2 lb. cartons	0 80
Forest and Stream, ¼s, ½s and 1-lb. tins	0 80
Forest and Stream, 1-lb. glass humidors	1 00

CANADIAN PEACHES

ST. JOHNS and
EARLY CRAWFORDS
YELLOW FLESH
FREESTONES

FINE QUALITY

ARRIVING IN LIBERAL QUANTITIES
DAILY.

Send your orders
to

The House of Quality
HUGH WALKER & SON
GUELPH, ONTARIO Established 1861

Canadian Crawford Peaches

Now in Their Prime

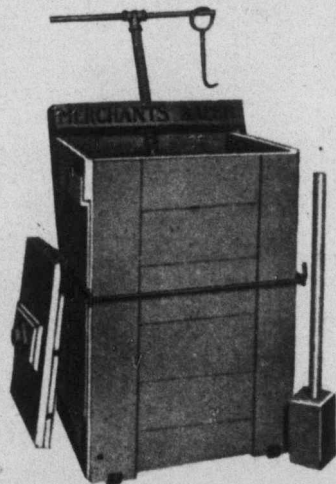
We are handling the entire output of the leading growers and can supply the trade with the best peaches coming to the market.

If interested in car lots we can interest you.

WHITE & CO., LIMITED
Toronto

Merchants Baler

MADE IN CANADA



No.	Bale	Weight	Price
2	17x18x31	140 lbs.	\$21.00
3	18x24x33	160 "	25.50
4	18x26x36	175 "	27.75

"f.o.b. Toronto."

Stephenson, Blake & Co.
Manufacturers
60 Front St. West, - Toronto

Fruits

Bananas

Lemons

Oranges

and also

All Early

Vegetables

Lemon Bros.

OWEN SOUND, ONT.

Lemons

When all is said and done —when all the hearsay and gossip is over—in the final analysis

St. Nicholas

is **THE** brand of Lemons —the old Reliable brand that makes you money and gives you a sense of Pride and Pleasure in the handling. Ask for

"St. Nicholas"

J. J. McCabe

Agent
TORONTO

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

THE PICK OF THE PICKLE MARKET



LOCATION, equipment and expert labor have all combined to make **STERLING** brand pickles the pick of the market and the favorite of the most discriminating customer.

OUR salting stations are ideally located in the better producing sections of Ontario, giving us the choice of the season's best crops. And to this fact, as well as to the care exercised in every part of the "Sterling" process, is due the ever-growing demand for "Sterling" brand pickles.

OTHER "Sterling" lines are Catsup, Sauces, Chow-Chow, Relishes, Jams, Extracts, Raspberry Vinegar, Fruit Juices, Crushed Fruits, Mincemeat, etc.

"STERLING" Brand goods are attractive on display and appeal to the eye. They moreover appeal to the taste when once used.

Are You a "Sterling" Dealer?

T. A. LYTLE CO., LIMITED
STERLING ROAD TORONTO

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How Much Rice Do You Sell?



Did you ever make any special effort to induce your customers to eat more Rice? Did you ever tell them of the nutritive value of Rice when compared to Beef or Potatoes? If not, you have been neglecting one of the best outlets for bigger business.

We always keep a large stock of Rice on hand and can give better values for your money than any other concern.

A sample of any of the following will convince you :

Extra Fancy Carolina, 100 one pound bags	\$8.00
Carolina, 100 lbs. bags. . . .	7.50
Victoria Fancy Patna, " "	6.50
Princess Choice Patna, " "	5.90
Extra Siam, " "	4.20
Fine Siam. An exceedingly good value at	4.00

With every order our Advertising Department will gladly furnish, upon request, arguments to help you sell more Rice to your customers.



Laporte, Martin, Limitée

Wholesale Grocers

584 St. Paul Street West

MONTREAL



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

Buyers' Guide

CLASSIFIED ADVERTISING

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

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

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

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

WANTED

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

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

"TRENT LOCK" EGG FILLERS

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

Grocery Advertising

By Wm. Borsodi

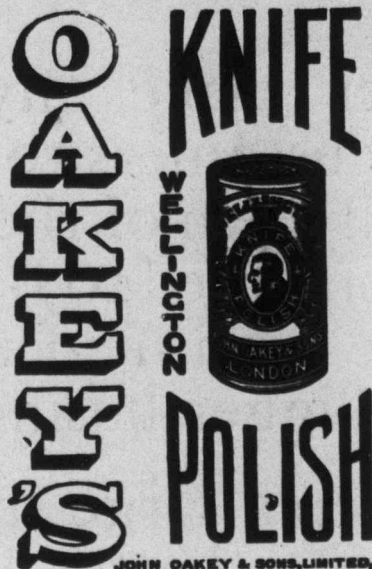
It contains suggestions for special sales, bargain sales, cash sales, etc.; ideas for catch lines or window cards, and many hints for the preparation of live advertising copy. A collection of short talks, advertising ideas and selling phrases used by the most successful grocery advertisers.

ALL ORDERS PAYABLE
IN ADVANCE.

PRICE \$2.00

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

OAKLEY'S KNIFE POLISH



JOHN OAKLEY & SONS, LIMITED,
LONDON, ENGLAND.

AGENTS:

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

CHIVER'S

JAMS—JELLIES—MARMALADE

Are guaranteed absolutely pure and of the highest quality.

Send us your orders.

Agents:

Frank L. Benedict & Co., Montreal

Toronto Butchers' Supply Co. LIMITED

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

49 DUNDAS STREET. - - TORONTO

Jenkins & Hardy

Assignees, Chartered Accountants, Estate and Fire Insurance Agents.
15 1/2 Toronto St., Toronto
52 Can. Life Bldg., Mont.

Stopping an advertisement to save money is like stopping a clock to save time. Advertising is an insurance policy against forgetfulness—it compels people to think of you.

Listen! WESTERN GROCERS

We buy Live and Dressed Poultry, Late Potatoes, Butter and Eggs in any Quantity.

Poultry coops, cases, tubs supplied. Make us a trial shipment. Immediate cash remittance, or write for prices.

Stevens Produce Co. Winnipeg

We are now located in our new and more spacious warehouse at
60-62 JARVIS ST.

TORONTO SALT WORKS
GEO. J. CLIFF

PORT ARTHUR, ONT. MONTREAL, QUE.

FRESH FISH FOR NEXT WEEK

Halibut, Cod, Haddock, Trout, Whitefish

Price Quality Service

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

The Reputation and Standing of Walter Baker & Co.'s Cocoa and Chocolate Preparations



Registered Trade-Mark

Have been built up by years of fair dealing, of honest manufacturing, a unwavering policy of maintaining the high quality of the goods, and by extensive and persistent advertising.

This means for the grocer a steady and increasing demand from satisfied customers, in the long run by far the most profitable trade.

All of our goods sold in Canada are made in Canada.

Walter Baker & Co. Limited

Established 1780

Montreal, Can.

Dorchester, Mass.

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

**Imperial Rice Milling
Co., Ltd.**

VANCOUVER, B.C.



MIKADO

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

Fruit Season Now On

Note These Prices:

6 oz. Jelly Tumblers,	\$3.50	per gross		
8 oz. " "	3.75	" "		
8 oz. Table " "				
	Capp'd,	4.00	" "	
$\frac{1}{2}$ lb. Screw Top Jelly,	4.25	" "		
$\frac{3}{4}$ lb. " " " "	4.25	" "		
1 lb. " " " "	5.00	" "		

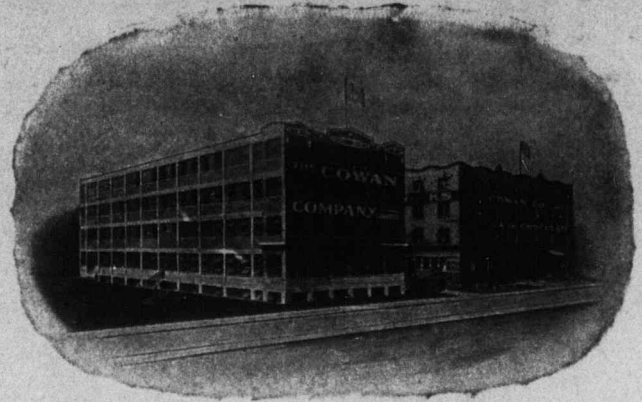
Cases Free F.O.B. Toronto

Wire Stools, - - \$1.50 each

Scoops—Solid Aluminum, for Grocers'
and Confectioners' use.

Lyons & Marks

38 Yonge Street
Toronto



Have no fear about stock-
ing this cocoa heavily. The
national advertising cam-
paign it receives, stimulates
the demand — once bought
always bought.



Therefore push it thoroughly
this year — the demand lasts.

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

**COWAN'S
COCOA—**

"Perfection Brand" Purest and Best

THIS IS AN ANSWER TO A RETAILER'S QUESTION "What does the FIVE ROSES Cook Book do for ME?"



WHAT DOES THIS FAMOUS COOK BOOK DO FOR ME?

NOTHING—if you do not sell FIVE ROSES. But if you are prepared to fill the FIVE ROSES demand—*then*, right in the consumer's kitchen where no personal salesman can penetrate, it does these three *essential* things for YOU.

—creates the demand

By showing in seductive picture and tested recipe the splendid flour foods achieved by successful users throughout Canada. By stirring up culinary ambitions, by tempting new prospects to bake that never baked before. By everlastingly answering FIVE ROSES to every baking question.

—increases the existing demand

By suggesting new flour uses. By enthusing beginners to attempt new triumphs. By starting resultful missionary work in friendly circles. By enlarging the family consumption. By proving that the same good flour makes bread as well as pastry.

—maintains it against competition

By eliminating all risk of profit-killing disappointment that so sadly re-echoes in the store—because the housewife knows that FIVE ROSES recipes are successful recipes, each having been thoroughly tested, every picture an actual photograph. The FIVE ROSES Cook Book daily reminds the housewife of past successes, present satisfaction, future ambitions. The FIVE ROSES habit rivets trade to your store. This profit insurance costs you nothing, but it has made FIVE ROSES the best selling staple on the market.

Consider that this consumer influence is persistently at work to simplify FIVE ROSES sales. Consider that it is free to you, that it is inseparable from the brand FIVE ROSES. Then, ask yourself this question. Let your own selling instinct answer.

Am I going to reap this profitable harvest that is daily ripening within reach?

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

Daily Capacity 27,400 Bags.