

**PAGES
MISSING**

In This Issue — Various Pepper Grades Demonstrated.

CANADIAN GROCER

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

Vol. XXX

PUBLICATION OFFICE: TORONTO, JULY 21st, 1916

No. 29



Baking Powder	Biscuit Flour (Self-Rising)
Coffee	Buckwheat Flour (Self-Rising)
Cream of Tartar	Breakfast Food (Flaked Wheat)
Extracts	Diet Flour (For Diabetes)
Herbs	Health Flour (High-Grade Whole Wheat)
Cake Icing	King's Food (Flaked Wheat with Premium)
Jelly Powders	Wheat Kernels (The Cream of Wheat)
Mustard	Flaked Wheat
Spices	
Yeast Cakes	
Pancake Flour (Self-Rising)	

Government Warranty on every package.

MR. DEALER:

You can sell more of a product which you can sincerely recommend from your own experience—consequently more sales will be made more easily, and the profits will be correspondingly greater.

Try some Pancakes made from *WHITE SWAN* Pancake Flour, and Biscuits made from *WHITE SWAN* Biscuit Flour. Their lightness and inimitable flavor will at once win your favor.

You know *WHITE SWAN* Flaked Wheat, but if you have not tried it yourself, send us a request for a sample and you will appreciate the lusciousness of its thinner, whiter, larger flakes, which makes it a favorite in so many Grocers' homes.

We will be glad to send you a sample of any *WHITE SWAN* Goods you may wish to try. **FREE UPON REQUEST.**

Send for our new price list just issued.

**WHITE SWAN SPICES & CEREALS
LIMITED**

TORONTO

::

::

CANADA



3 ROYAL REASONS

WHY YOU SHOULD HANDLE

Royal Acadia Sugar

- 1—Every Grain Pure Cane (Absolutely).
- 2—One hundred per cent. Pure, one hundred per cent. Sweet (All the time).
- 3—The Gratification of supplying the very best sugar to your customers.

Don't forget that every housekeeper is now using large quantities of Royal Acadia Sugar for preserving.

THE ACADIA SUGAR REFINING CO., LTD.
HALIFAX ∴ CANADA



GOLD DUST A STEADY SELLER



You don't have to argue for Gold Dust.

It moves from your shelves rapidly because housewives have used it for years—they know exactly how it saves them work in scrubbing floors, washing dishes, and countless other household tasks that were a drudgery until the advent of Gold Dust.

A good stock of Gold Dust means that you won't disappoint any of your best customers. How is your stock?



THE N. K. **FAIRBANK** COMPANY
LIMITED
MONTREAL



“Let the GOLD DUST TWINS do your work.”

Borden's

Milk Products

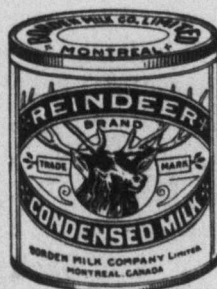


fit in quite as perfectly for the daily use of the whole family as well as for campers, picnickers and holiday makers.



In fact with many housewives the infinite purity, richness and keeping qualities of Borden's Milk Products make them preferable to dairy milk, particularly during the hot Summer days.

Here, Mr. Grocer, is a splendid opportunity for you to secure a share of the ever-growing demand for Borden's. Let your window and counter displays direct attention to these "Leaders of Quality." Better sales will follow. Order a supply of Borden's now.



Borden Milk Company

"Leaders of Quality"

MONTREAL

Branch Office—Arcade Building, Vancouver

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

Imperial Rice Milling Co., Ltd.

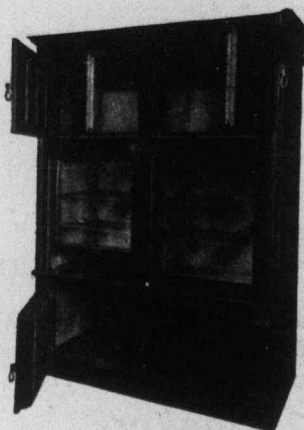
VANCOUVER, B. C.

MIKADO

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

Protect your perishable goods from the dust and hot weather

But don't hide them away—display them attractively in an ARCTIC REFRIGERATOR.



Whatever your particular requirements may be, we've just the right idea in refrigerators to suit you. And in the long run you'll find the Arctic the cheapest and most efficient refrigerator on the market.

The Arctic will eliminate loss through spoilage and will live up sales through its superior display facilities.

Our catalogue will tell you all about it in detail. We will gladly send it to you on receipt of a postcard.

Write to-day.

John Hillock & Co., Limited

Makers of High-Grade Refrigerators
TORONTO

The Oldest and Largest Makers of Talcum Powder in the World is the House of Mennen's



THE universal prestige it now enjoys, is the reward for over thirty years' conscientious manufacture of the best talcum powders and the outgrowth of the unceasing experimenting and research work, which has been carried on in the great Mennen Laboratories since the very beginning.

Mennen's Borated Talcum is recognized the world over, by thousands of physi-

cians, nurses and mothers, as the standard baby powder. The other various tints and perfumes hold an equivalent position with those for whom they are especially prepared.

Dealers always feel assured, when they sell any of the Mennen Products, that they are backed by the oldest and largest manufacturers of talcum powder in the world.

The Gerhard Mennen Chemical Company

Canadian Factory: Montreal, Que.

Canadian Agents: Harold F. Ritchie & Company, Ltd., Toronto, Ont.



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

THE NEW 1916 MODEL NATIONAL CASH REGISTERS

New Advantages for the Merchant—
New Benefits for his Customers

Better service and increased efficiency can be obtained from the new 1916 model National Cash Registers. ¶They give new safeguards against loss to every merchant who uses one. ¶Customers appreciate the better service, less friction and annoyance that is found in the store equipped with this up-to-date system of handling cash. ¶Merchants who are alive to these many new advantages should write to-day for full information. Liberal allowances made for old National Cash Registers.

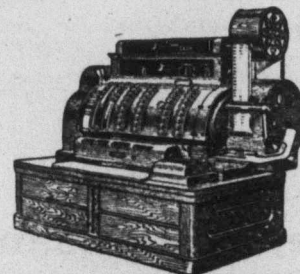
How the Merchant Benefits—

The owner of a 1916 model National Cash Register increases his profits by stopping mistakes and losses. They advertise the business and increase trade. They furnish a printed receipt for every article sold. They force the clerk to make a record of charge sales. They protect employees, show which employee is most efficient. They make an infallible and complete record of every transaction made during the day.

How the Customer Gains—

National Cash Registers—prevent customers from being overcharged—insure credit for all money paid on account—prevent paying the same bill twice—show which clerk made the sale—stop disputes with clerks—prevent mistakes in change—enable customers to get goods and change quickly—protect servants and children against temptation and unjust suspicion.

THE NATIONAL CASH REGISTER
COMPANY OF CANADA
LIMITED
CHRISTIE STREET
TORONTO
ONT.



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

Why You Should Feature

KING GEORGE'S NAVY



Softened by the heat of the hand

Not the least among the many good points of King George's Navy is the ease with which it is rendered soft and chewy by the heat of the hand. Where so many other chewing tobaccos become hard and brittle towards the end of the plug, King George merely requires softening with the hand to make the last chew just as "flavory" as the first.

Prove the unusual selling value of King George for your own satisfaction. A small trial order well displayed will secure you big profitable sales of this popular chew.

Rock City Tobacco Co., Ltd.

Quebec and
Winnipeg



Oldest and Largest Manufacturers of Shoe Polishes in the World

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

"QUICK WHITE" (Liquid) makes dirty Canvas shoes clean and white. A sponge in every package, so always ready to use. Retalls for 10c. and 25c.

"SUPERB" (a paste) for polishing Patent and Shiny Leather Boots and all Shiny Leather Articles. Cover remover attached to each box. (See cut.) Retalls 10c.

"DANDY" RUSSET COMBINATION. For cleaning and polishing all kinds of russet, brown or yellow boots, shoes, saddles, bridles, etc. Retalls 25c. "Star" russet combination (10c size). Russet, Brown and Ox Blood Pastes (5 sizes of each color).

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

"ROYAL GLOSS" self-shining dressing, for ladies' and children's black shoes. (See cut.) Retalls for 10c.

Ask Your
Jobber's Salesman For *Whittemore's Shoe Polishes*

WHITTEMORE BROS. CORP., BOSTON, MASS., U.S.A.

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

WAGSTAFFES'

JAMS

produce the smile
of satisfaction

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

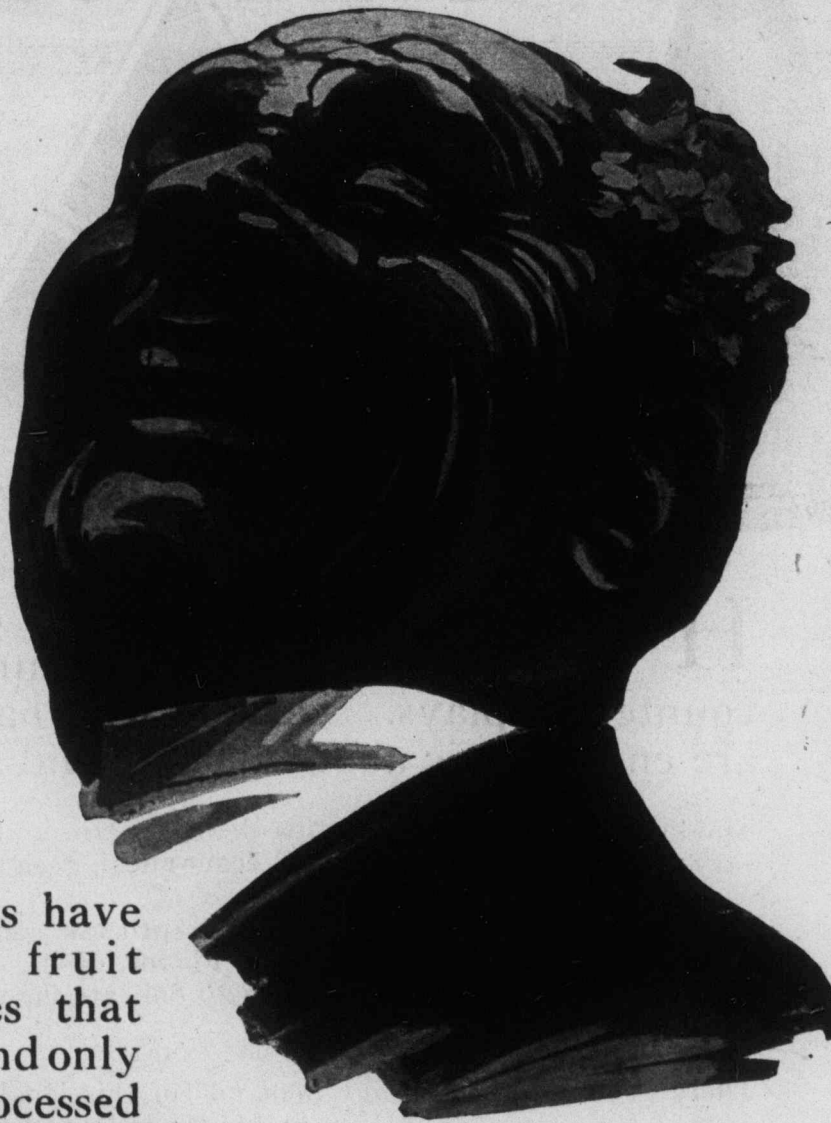
WAGSTAFFES' Jams have that delicious, pure fruit quality which gives that strength of flavor found only in fresh, ripe fruit, processed in the original **WAGSTAFFE** (old English) way, with the added modern improvements.

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

Boost for Canada by boosting Canada's
leading jams—**WAGSTAFFES'**.

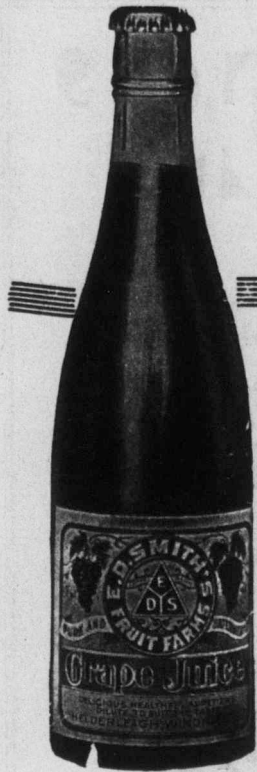
WAGSTAFFE LIMITED

HAMILTON, CANADA

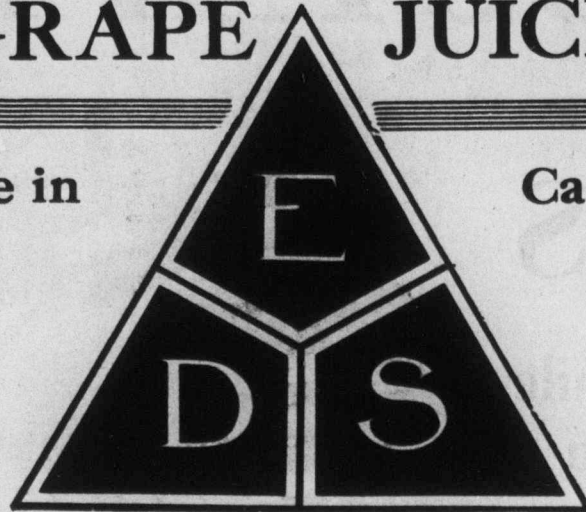


If any advertisement interests you, tear it out now and place with letters to be answered.

E. D. Smith's GRAPE JUICE



Made in



Canada



The ideal Summer drink

HERE is an ideal hot weather drink that should have a foremost place in Summer window and counter displays. Dealers who have given it a trial are enthusiastic about its splendid selling qualities.

The strength and purity of this delicious Grape Juice make dilution necessary for it to be palatable—**most economical, goes further.**

The E. D. Smith special process conserves all the natural Concord Grape Flavor, giving to this popular Grape Juice a deliciously delicate flavor that appeals to particular people.

There is sure to be a heavy demand for this ideal Summer beverage. Make sure of your share of this profitable trade by ordering now.

You'll find it worth while.

E. D. Smith and Son, Limited

WINONA, ONT.

AGENTS: Newton A. Hill, Toronto; W. H. Dunn, Montreal; Watson & Truesdale, Winnipeg; G. H. Laidlaw, Halifax, N.S.; Nicholson & Bain, Calgary; Nicholson & Bain, Edmonton, Alta.; also B.C. Mdse. Brokerage Co., Ltd., Vancouver, B.C.

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

Canada's  Best

Pork and Beans

Plain Chili Tomato Sauce

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

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

BUY GOODS
MADE IN CANADA



But
Buy Them
on
Their Merits



PUT YOUR STOCK IN SHAPE NOW

W. CLARK, LIMITED, - - MONTREAL

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

Brooms of Quality

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

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

Walter Woods & Co.

Hamilton - Winnipeg

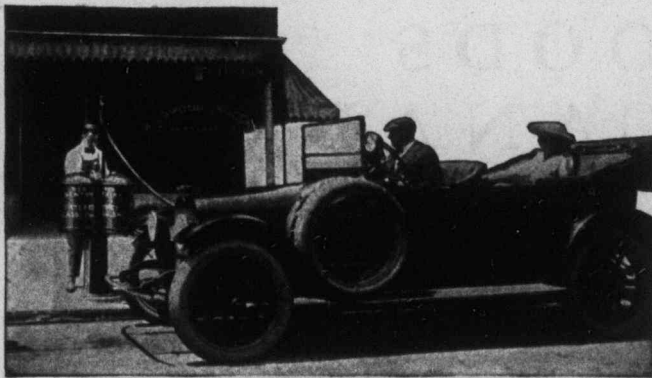
It looks well, sells well and works well

Effective displays of *WONDERFUL SOAP* are very easily gotten up, its neat red label catches the eye, making the sale easy and profitable. The results Wonderful Soap produces will make steady customers of first buyers.

Recommend this all-round Soap to every housewife. It is an excellent cleaner, and will not injure the most delicate skin or the daintiest fabric.

Guelph Soap Company

GUELPH, ONT.



Gasolene Makes the Auto Go— It Also Makes It Stop

No animal or machine will go unless it's fed—and the modern automobile has quite an appetite. Perhaps it would be better to call it a thirst—but some people might object to that. So pretty regularly the motorist has to buy gasolene, and he always prefers to buy it at a

BOWSER "Red Sentry"
ESTABLISHED 1888 Filling Station

There's a vacant spot in front of your store which might well be occupied by the "delivery" end of the Bowser System. Get the automobilists to stop for gas, and they'll come again to buy supplies for their machines and for the things they need around the house.

S. F. BOWSER & COMPANY, Inc.
TORONTO, ONT.

Sales Offices All Centres. Representatives Everywhere.

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 Depôts 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.

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



KEYSTONE BRAND

THE BRISTLES HOLD

When a household Broom or Brush begins to lose its bristles, it is the dealer who sold it that has to shoulder the blame, and perhaps lose a customer. It pays to sell only

**“KEYSTONE”
BROOMS AND BRUSHES**

You can offer this brand to your customers with the assurance that the bristles will hold firmly and the brush or broom give absolute satisfaction in every detail.

Write for prices, etc.

**STEVENS-HEPNER CO.
LIMITED**

Port Elgin, Ont.

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

Push Ocean Blue with confidence, and you will secure the confidence of your customers.

OCEAN BLUE

sells on *merit, quality, value.*

Order from your Wholesaler.

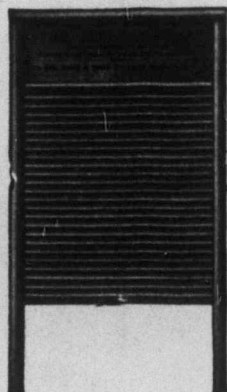
HARGREAVES (CANADA) LIMITED,
33 FRONT STREET, E. TORONTO

Western Agents:
For Manitoba,
O. F. Lightcap,
179, Bannatyne
Av. E., Winnipeg,
For British Col.
and Yukon:
Croeden & Avery
Rooms 5 and 6,
Jones Block 407,
Hastings Street,
West, Vancouver.



Bigger profits for you and better service for your customers

This, Mr. Dealer, is what the
**NEW ALL-CANADIAN, ALL-WOODEN
WASHBOARD**



means to you

The prohibitive prices of zinc and aluminum have removed from popular favor the washboards made of these materials, and have resulted in the production of the New All-Canadian, All-Wooder line. This latter is just as good a board, gives better service, and produces a better profit for the dealer than the old line. It is, as its name implies, Canadian-made right through.

The rubbing surface is made of the finest grained hardwood — a vast improvement on the wooden washboard of former years. Try what a little stock of the “New All-Canadian” will do for you in the way of larger profits.

Retails at 20c.

The Wm. Cane & Sons Co., Limited
NEWMARKET, ONTARIO

Only Thing of Its Kind

There is just one preparation made for the exclusive purpose of cleaning toilet bowls—



Sani-Flush

The sale grows rapidly because people see the need of something for this purpose. Ordinary methods mean hard, unpleasant work; and then they fail to clean thoroughly. Sani-Flush makes the bowl white as new and clears the trap. This insures a clean, odorless, sanitary bowl.

Are You Selling Sani-Flush?

Harold F. Ritchie & Co., Limited
10-12-14 McCaul St., Toronto

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

The quality of Tartan Brand Canned Salmon brings customers back for more

Hence sales are always quick and easy, and the margin of profit is large enough to make the line well worth featuring. All Tartan Brand Products are noted for their high-grade quality, and Tartan Brand Canned Salmon comes well up to this standard. Get your supplies of Canned Vegetables, Fruits, Tea, Coffee, Spices, Extracts, Jelly Powders, etc., from us. The quality is guaranteed, and the attractive Tartan labels make effective displays, which pull immediate results. Our service is prompt and satisfactory. Write us to-day.

BALFOUR, SMYE & COMPANY
HAMILTON, ONTARIO



Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

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

SOLE PACKERS.

SMITH & PROCTOR - HALIFAX, N.S.

**SMITH
AND
PROCTOR**

SOLE PACKERS

Halifax - N.S.

It makes a lot of difference to you whether the goods you sell are merely good or so much better than others that each trial brings you a regular customer. For instance, Chase & Sanborn's High Grade Coffees.

Chase & Sanborn
Montreal

Look for the Diamond

St. Lawrence  Granulated

is the finest Sugar made. You will be doing the right thing in giving your customers the best during Preserving Season.



Gold Standard

Just-a-Minute Puddings

A dainty dessert, made ready in a few minutes. Delicious when served alone or with whipped cream or raw fruits. Unexpected company has no terrors when these puddings are on the pantry shelf.

Big 110 Page Cook Book sent to you free on request Write--



Gold Standard
113 Mfg. Co.
Winnipeg

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Business Getting Advertising

Every prominent magazine and newspaper in Western Canada is carrying advertisements like these. They are creating a favorable impression among your customers for Gold Standard products.

It is good business for you to be able to immediately place on your counter the package or tin of Gold Standard goods, that your customer requests.

Write us, and let us tell you how we can help you move your stock.

The Codville Co., Ltd.
WINNIPEG, MAN.

Prince Albert, Sask.

Medicine Hat, Alta.



3

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.

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

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 warehouses at all buying points in the potato belt. Cars always loaded. New Brunswick, Montreal, Toronto, waiting orders.

WESTERN PROVINCES

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

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

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

Washington's
COFFEE
W. GEO. VARTY, Agent
29 Melinda St., Toronto. Phone M. 7089

Established 1859
GEO. STANWAY & CO.
29 Wellington St. East. - TORONTO
Agents for "Horseshoe," "Tiger" and "Sunflower" Salmon. Fred. L. Myers & Son, West Indian Products. Furuya & Nishimura, Japan Teas.

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

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.

NEWFOUNDLAND

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

United States Manufacturers

Have your goods made for you in Canada until your trade here is large enough to warrant your putting up your own plant. An old established manufacturer, now busy on munitions work, with one of the largest and most up-to-date machines and metal-working plants in Canada, would like to undertake the manufacture of hardware, machinery or other metal specialty for the Canadian, British Empire and Allied markets with which preferential trade arrangements are now being planned.

Address in the first instance:

MANUFACTURER
c/o
THE CANADIAN GROCER
TORONTO



because it largely consists of the rich, full-bodied Assam Indian Teas.



They'll keep your cash register ringing

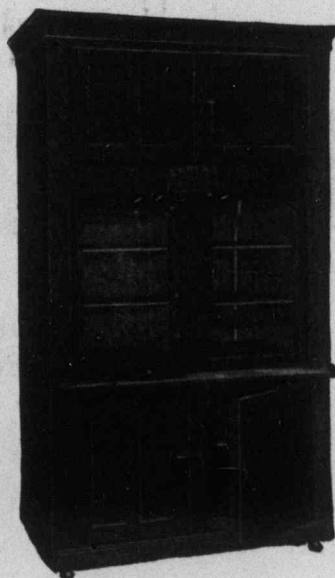
There is no "dead" stock in the *Malcolm Condensing Co.'s Milk Products*. Their delicious goodness and unequalled purity have won for them a leading place in the estimation of the buying public.

Feature:
these
"Made-in-Canada"
lines
now.



The MALCOLM CONDENSING CO.
ST. GEORGE Limited ONTARIO

We've got the right Refrigerator for you



And it only costs you a postage stamp to learn all about it and to prove to your own satisfaction that the

EUREKA Refrigerator

is your best buy from the viewpoint of economy, as well as efficiency.

Don't risk the security of your stock of perishable goods with any refrigerator less reliable than the EUREKA. The Eureka has stood the test for over 30 years. Its reliability is backed by the maker's guarantee and by thousands of satisfied users in all parts of the world.

It will pay you to investigate. Just send a card to-day for our catalog showing the various styles and prices.

REPRESENTATIVES:—James Rutledge, 2608 Waverley St., Montreal, P.Q.; James Lonergan, Charlottetown, P.E.I.; W. McAllister, 98 Bank St., Ottawa, Ont.; W. Woods & Co., Winnipeg, Man., and Hamilton, Ont.

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

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



KEEN'S OXFORD BLUE

Your sales of KEEN'S BLUE will be always worth while if you constantly feature this popular washday requisite on your sales counter.

OXFORD BLUE—they know it as "the blue of blues."

Keep it before them and reap big returns from KEEN'S popularity.

Your customers know KEEN'S

How about a KEEN display to-day?

Magor, Son and Company, Limited

191 St. Paul St. West, MONTREAL 30 Church Street, TORONTO

AGENTS FOR THE DOMINION OF CANADA

ORLANDO

(INVINCIBLE)



**NAMED FOR A PRINCE
AND FIT FOR A KING**

The Orlando Cigar is, without doubt or question, the best three-for-a-quarter smoke procurable.

It is a long, well-seasoned, hand-made cigar, attractive to wholesaler and retailer and highly satisfactory to consumer.

Add them to your lines and get your share of the business.

W. R. WEBSTER & COMPANY, LIMITED

SHERBROOKE, CANADA

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CANADIAN GROCER

VOL. XXX

TORONTO, JULY 21, 1916

No. 29

What Kind of Pepper Do You Sell?

A Practical Demonstration Showing That There Can be Many Grades of "Pure" Pepper, but That Many of Them Are of Greatly Inferior Quality—Empty Pepper Berries and Stems Cheapen the Quality and Can be Sold For Less Money — Retailers Should Feature Quality.

WHEN pepper is asked for and handed to the consumer over the counter how many retailers know exactly what they are selling?

The reason this question is asked, is that the writer had a practical demonstration recently which showed absolutely that there is pepper and pepper and pepper purchased by the retail dealer and sold to the consuming public.

The practical demonstration was given as follows: A salesman of black pepper had three bottles all of the same size full of pepper berries, which from the outside looked very much the same. The contents of each was emptied on a sheet of paper. Here the difference could be readily seen, particularly when the berries from each bottle were rubbed between the fingers. Pepper berries reach the spice grinder with good, bad and indifferently mixed together. They also include a fair share of stems and other foreign materials. A manufacturer who aims to grind the very best pepper separates the whole, hard, clean pepper berries from the rest and puts these into his very best article. In fact, no better pepper could be produced than these berries when ground. After the sound berries have been separated from the rest, they are cleaned and washed and present a somewhat shiny dark color.

Now what is separated from these good berries is no doubt "pure" pepper. However, when you pick up one and rub it between the fingers, it readily crumbles up into small particles, which appear to be nothing more than pepper shells ground into more or less of a

powder. These ground berry shells are, of course, a very inferior grade of pepper and one which no consumer would care to have on her table if she knew actually what they were. Naturally a portion of this kind of pepper placed among the good sound berries will produce "pure" pepper but of an inferior quality, the inferiority depending upon the proportion of the poor pepper berries used.

This is what many dealers are purchasing and selling as "pure" pepper and many also as absolutely the best pepper. This is not the case. While the pepper may be "pure" all right, the quality is much inferior to that of the sound No. 1 berries. Any number of different grades of pepper can, of course be produced by using different proportions of the empty pepper berries and the good sound berries. In fact, pepper could be ground up as it is secured in the first place, sold as pure pepper at from two to three cents per pound cheaper than the pepper ground from the good berries. In fact, there are manufacturers who grind pepper in this way and sell it as the "best." It contains stems, empty berries as well as the sound berries.

Having explained how various grades of pure pepper can be produced, the grocer can readily see why it is that certain salesmen can offer him lower prices than others. The dealer, however, who is interested first in giving his customer not only the "pure" article, but the highest quality of purity, must not overlook the facts above described. The high quality

article in the case recited would sell for at least three or four cents per pound more than the article from which none of the empty shells have been extracted.

A manufacturer is not always to blame if a retailer purchases an inferior quality pepper. There are firms who sell inferior quality because retailers absolutely demand an article at a certain price. It is, therefore, clearly the fault of the retailer if he insists on getting a line which, while it may be pure, is three or four cents cheaper than the highest quality that can be placed on the market. Canadian Grocer has for years preached quality in every line of food-stuff that goes over the dealer's counter, and we as strongly urge the retailer to-day to feature quality rather than price.

The merchants who make the biggest successes in the grocery business, are those who sell quality every day in the week, who reason it for themselves why one article should command a better price than the other and who take the pains to explain it to their customers. It is only necessary to demonstrate this once to a customer to convince him or her of its soundness in principle.

To sum up, every dealer should realize that there can be several grades of pepper sold to him as pure pepper. He should also realize that the cheapest article in buying, is not the cheapest in the long run; that a customer is going to remember the quality of a good article even after the high price has been forgotten and lastly, that it is up to him to insist upon both quality and purity if he is anxious to satisfy his customers to the best of his ability.

Handles Cigars by the Box

Hamilton Retailer Has Built up This Kind of Trade—Sells Three-for-a-Quarter Lines Chiefly—Believes in Carrying Well-Known Brands—Keeping Cigars Moist is Important.

Written from interview with William Smye, Hamilton, Ont.



THERE is no doubt at all that the gradual coming of prohibition all over Canada will find the grocery trade in mixed condition to receive it. There will be wise and foolish grocers, after the manner of the parable of the wise and foolish virgins. "For some had oil in their lamps, you remember." They were prepared.

So are some grocers. Others heed not the signs of the times. They have no oil in their lamps, to provide light to show them opportunities engendered by prohibition. Yet all Canada but British Columbia, Quebec and Ontario is already dry. And Ontario, by far the largest consumer of liquor in the country, is heading thither, and will be as

dry as the rest by September 16th of this year—but two months from now.

William Smye, of Hamilton, is quite sure of the benefits accruing to the grocer as a by-product of prohibition. "It should double the trade in cigars for the grocer," he said recently in an interview. "If retailers are wise they will take all precautions which they can to seize from the first moment the opportunity offered and build up a big trade in cigars. The time to start is now, before prohibition—where it is not already a fact—becomes a reality. "Preparedness" is the slogan for the grocer in the matter of the cigar trade.

Handles Cigars by the Box

Mr. Smye practises what he preaches. He has been selling cigars for some time now, and particularly since prohibition became a possibility in Ontario has he made big efforts to boost his trade. Mr. Smye is probably an exception in the matter of handling cigars. He has developed a box trade. This is a real achievement. Speaking of it to Canadian Grocer, he said recently: "I have regular customers, who come in here and

buy their cigars by the box. They leave their order, if I haven't got it in stock, and come in and pick up their purchase.

"I find the three for a quarter cigar the best seller of all. I handle four for a quarter lines, and also nickel and dime cigars. But of all lines the three for a quarter sells best. This is probably an unusual feature for a grocery store's trade in cigars. Yet the average shopper at my store is the wife of a man who can afford and prefers the three for a quarter variety. So we get the trade."

The cigar department at present is to the rear of Mr. Smye's store, but it is not permanently there. He intends moving it well forward when alterations to the store are made. This will give it even more prominence than it has hitherto had. Considering the fact that so far the department has been at the rear of the store, Mr. Smye has done well to build up such a good trade.

Mr. Smye thinks the trouble with a lot of grocers who have not made very good with the cigar trade, and who view possibilities at present gloomily, is that they haven't pushed them. This is sound sense. A great many grocers simply get in a case, dump it somewhere in the store, fill it with cigars, and expect it to pay for itself as a department in the store. The idea is not altogether sound. You wouldn't think of letting the rest of the lines you sell do that. You would not expect pickles and provisions and canned goods and all to sell themselves, would you? Why, in the name of good business, have an aggressive policy for one line, but a halting, weak policy for another. As a country character I once knew would say: "T'aint consistent!" Exactly. It isn't consistent, and more important, it does not give the lines you don't push any chance in business life.

SMYE MAXIMS AS TO CIGAR TRADE

1. Create a Box Trade.
2. Keep Your Stock Moist.
3. Sell Known Brands.
4. Build Up Trade in Good-Priced Cigars.
5. Set Out to See That Prohibition Doubles Your Cigar Trade.

Stick to Known Brands

Grocers, according to Mr. Smye, who have made good in the cigar trade seem to pretty well agree upon one point. That is that to stick to well known brands is the best. The cigar trade in this country has become largely a matter of good brands. They do much to assist the salesman. For the benefit of the grocer who is just starting in with cigars this maxim is laid down: "Stick to well-known brands." They usually mean quality, and quality in a cigar is just as important as in an egg. Bad quality in both is equally noticeable!

Probably the man who goes into the cigar business for the first time will be well advised to carry three or four prices. Nickel cigars of good quality are now extensively demanded. Four for a quarter seem to be popular also. Three for a quarter and two for a quarter are both important. So is a line at ten cents.

Humid Atmosphere Required

Cigars should be kept in a case which permits them to remain moist. This is an important point. The writer knows of a grocer in Toronto who has had a humidior vault constructed simply to ensure the perennial excellence of the condition in which his cigars are.

Concluding, the example set by Mr. Smye should be an incentive to other grocers to handle cigars and make good on them. It can be done. "What one man can do another may," said Henry Ford. Mr. Smye has built up a good trade in boxed stuff. Others can do the same. With universal and national prohibition in the offing, the aggressive grocer will be prepared to get the cigar trade to a much larger extent than he has it at present.

A FINE OF \$39

A fine of \$39, including costs, was recently placed upon the Robert Simpson Co., Toronto, for selling a compound mustard as the pure article. The prosecutor of the case was H. J. Dagar, food inspector for the Toronto district. Upon analysis the mustard, which was not sold or advertised as "compound," contained starch. It was advertised at 23c per lb.

The grocery trade should appreciate the fact that when a customer asks for a line such as mustard, pepper, etc., the retailer is entitled to give that customer pure mustard or pure pepper, etc., or to explain what he is selling her is a "compound"

The Value of a Good Business Policy

A Consistent Policy Followed Out in a Saskatchewan Store Has Brought Success — Catalogue Issued for Rural Customers — A Broad Guarantee—Rest Room for Customers

Based on an interview by a Canadian Grocer representative with W. W. Cooper, of the W. W. Cooper Co., Swift Current, Sask.

“WE continue to adhere to a policy of refunding the money for any article, which for any reason, does not suit a customer,” said W. W. Cooper, of the W. W. Cooper Co., Swift Current, Sask. “We have been in business here for twelve years, and during that time we have won the confidence of an exceedingly large number of patrons. We make a close study of the needs of our customers. We buy to the best advantage, and give our customers the benefit of the closest prices consistent with sound business methods.

“Our store is a departmental store, with several large departments, including hardware, dry goods, stationery, toilet goods, gloves and hosiery, men’s furnishings, boots and shoes, furniture, groceries. Among our chief competitors are the large mail order houses, located in distant cities. They ship in their catalogues in large numbers, and their prices on many lines are very attractive. We devote our best efforts towards offsetting this competition and we have been very successful in keeping an exceedingly large share of trade at home.

“We have a large purchasing power, and are therefore able to compete successfully on most lines, with the mail order houses.

Cooper’s Guarantee

“Our guarantee is very broad and we publish it far and wide. It is as follows:

“We guarantee every purchase made from us to be entirely satisfactory. If for any reason you are not thoroughly satisfied with any article purchased from us, or if you do not consider you have received good value for your money, we want you to return it at our expense, and your money will be cheerfully refunded. If this guarantee is not broad enough, write one to suit yourself.”

“We call our store, ‘The People’s Store.’ We really have 12 stores in one.

“We extend a hearty welcome to all visitors to Swift Current to make our store their headquarters. When they arrive here we try to make them feel at home.

A New Department

“The latest addition to the store is a bargain basement. During the short time it has been open to the public it has met with a success that has been nothing short of phenomenal.

“This basement covers a floor space of about 3,000 feet and is beautifully lighted and neatly decorated. A large arch divides the two sections.

“In the north wing tinware and hardware specialties are featured, including refrigerators, stoves and electric appliances.

“In the south wing a large and comprehensive range of crockery and fancy china are neatly displayed. Rows of tables displaying stationery, dry goods accessories, pictures, games, toys, and many other articles makes this department replete with everything generally found in a bargain basement.

Ice Cream Parlor

“Not the least attractive section in this department is the ice cream parlor—the coolest spot in the city on the hottest day in summer.

A New Rest Room

“Adjoining the basement a rest room has been installed for the convenience and comfort of patrons. This feature has been greatly appreciated by the public, and has added much to the store’s prestige and popularity.

“The aim of this department is to live up to its name and offer to its many patrons seasonable and dependable merchandise at reasonable prices.

Issued a Catalogue

“In order to place our business and stock, more prominently before the farm



INTERIOR VIEW OF THE GROCERY DEPARTMENT OF THE W. W. COOPER STORE IN SWIFT CURRENT, SASK.

trade we recently issued a 32-page catalogue and price list. A page from the hardware section of the catalogue is reproduced herewith. The catalogue was published with a view of improving our service to the rural public, who, we believe, will find that it will facilitate ordering by rural telephone or mail. All mail orders receive prompt attention, and whenever possible, the orders are shipped on the day on which they are received. In acknowledging mail orders, we enclose a neatly printed card measuring $3\frac{1}{2} \times 5\frac{1}{4}$ inches, printed in two colors and bearing the following: 'Thank you. We appreciate your order—which we hope has been filled to your satisfaction and trust we may be favored with the continuance of your business.' Illustrations have not been used to any great extent in our first catalogue. We realize the value of illustrations, however, and expect to use them to a greater extent in future catalogues.

"Numbers of each line are given and prices are quoted on every article listed in the catalogue. Owing to the uncertain conditions which have prevailed in the markets during the past two years, we have stipulated that prices in the catalogue are subject to change without notice. We tried, however, to foresee our requirements as far ahead as possible, and covered ourselves on many lines which were going to be featured in the catalogue.

An Invitation

On the back cover of the catalogue, old and new customers are invited to visit the store. The invitation as it appears on the catalogue is as follows:—"Our catalogue has possibly been the means only of introducing our store to you, but in many instances it is just a 'Calling Card' to our old-established business friends, reminding them of our desire and ability to serve them in whatever capacity their mercantile requirements might suggest. Whether it serves in the role of a new or old 'card,' the object of its 'call' is just the same—an invitation to you to make us a return 'call,' either in person, by mail, wire or telephone, when we assure you our commercial hospitality will be extended to you in its entirety; high quality goods, low prices, considerate and courteous treatment.'

Encourages Cash Buying

"Short snappy phrases appear at the top of each page in the catalogue. A few are quoted, as follows:—"Cash buying means lower prices to our customers;" "Long credits are costly to you and to us;" "We seek your business only on the basis of mutual interest;" "Do business with people you know;" "Do not sign papers for traveling strangers;" "Compare prices and we get the business;" "When in our store we want you

to feel at home;" "A satisfied customer is a source of steady profit;" "Comparison is the only true test of values;" "Beware of offers of something for nothing;" "Price is a good salesman but we give the best values that sound business will permit."

Use Windows to Advantage

"We make good use of our show windows and always display seasonable goods. We also use local newspapers for advertising purposes. We have complete mailing lists which we use regularly for sending out circulars and other literature. We train our sales staff in the art of salesmanship, and we frequently have get together meetings where we discuss matters of store policy, etc. We are constantly trying to improve our service to the public, and we believe that everlastingly keeping at it brings success."

SERVICE DEPARTMENT

The Canadian Grocer:

Dear Sirs—Being a subscriber to "The Canadian Grocer" and as I am thinking of going into the Salt Fish business, buying direct from the fishermen, I am asking if you will give me names of firms in Nova Scotia who buy fish in large quantities to export, etc.

Est. D. F. Lambert,
Lord's Cove, N.B.

Editorial Note.—We have forwarded this information to this subscriber.

The MacLean Pub. Co.,

Gentlemen.—In reading the Canadian Grocer, I noticed the demand for waste paper and having quite a quantity, would like to dispose of it.

Would you be kind enough to give me the address of any firm handling it and also of a firm manufacturing waste paper balers, and oblige,

F. McLeod,
Burnstown, Ont.

Editors Note.—This information has been forwarded.

The Canadian Grocer,

Dear Sir:—Could you tell us who buys waste paper in bales in the Maritime Provinces and Quebec?

We remain,

Yours truly,
Woodstock, N.B. Watsan & True

Editorial Note.—This information has been sent.

MacLean Pub. Co.,

Dear Sir:—Can you put me in touch with some good reliable buyer of waste

paper, I noticed the price of waste paper in the Grocer recently and wish to know what size bales they want, prices, etc.

Yours respectively,

J. W. Paisley,
Cedar Springs, Ont.

Editorial Note.—The desired information has been sent direct.

The MacLean Pub. Co.,

Dear Sirs:—Having read in your latest copy of Canadian Grocer re waste paper famine, we would like to know where we can procure waste paper baler.

Also whether or not carboard such as ordinary carboard boxes are acceptable.

Also whether or not carboard such as baled paper.

Thanking you in advance, for this information, we are,

Yours very truly,

Bettes-Pease Co.,
Melita, Man.

Editorial Note:—This information has been sent.

Canadian Grocer,

The Editor:—Would you kindly furnish me with the following information:

What firms in Canada manufacture paper balers, and also what are the names of the paper manufacturers buying waste paper and would they give us all information regarding the classes of waste paper? We would also like to have your opinion on the length of time waste paper is apt to stay at the present high price.

Thos. O. LeBlanc & Sons
Collegs Bridge, N.B.

Canadian Grocer.

Gentlemen.—Can you supply us with the address of manufacturers of fruit baskets?

By so doing you will greatly oblige.

PROVOST & ALLARD.

Ottawa, June 21st, 1916.

Edit. Note.—This information has been sent direct.

Canadian Grocer.

Gentlemen.—Would you kindly advise me of some good wholesale bakers of bread in Toronto and Hamilton?

Dunville, Ont. S. R. ALLEN.

Edit. Note.—This information has been sent.

Canadian Grocer.

Gentlemen.—Can you tell me where I can procure a paper baler and the probable price?

Yours truly,
Mildmay, Ont. J. N. SCHEFTER.

Editor's Note.—This information has been forwarded to Mr. Schefter.

An Old Customs' Ruling Revived

Importers Are Confronted by an Old But Practically Unknown Duty Regulation—Duty to be Calculated on Market Price at Time of Exportation—The Situation Discussed With Several Importers.

To importers the following article will be interesting. It deals with a situation which has recently arisen in regard to the matter of duty upon commodities coming from other countries into Canada. The ruling is not a new one, but it has not been rigidly enforced for some years. Now, however, it is being carried out, and this at the worst time for all who import goods, inasmuch as goods are advancing in price rapidly, sometimes, indeed, overnight. The regulation referred to bases duty charges on the value in the country of exportation—at the time of shipping the goods. The Hardware Association, Grocers' Guild and Dry Goods Association, all of Montreal, have been called to a meeting convened by the Board of Trade in that city to discuss the regulation. Meanwhile the following explanation will show to importers, wholesalers and retailers the reason why duty charges at the present time may be larger than the importer supposes.—Editor's Note.

MONTREAL, July 18—(Special Staff Correspondence. — A Montreal manufacturer of shirts bought some material in New York some weeks ago at 9½c a yard. This material has since advanced 2c in value. He received the goods last week after paying a duty that was based on the present valuation of 11½c a yard. Naturally he was surprised. The printed slip that he received early in the week notifying him that he must pay duties that were based on a present valuation of the goods was the first knowledge he had of the bare possibility that duty would be on such a basis. So he, like scores of others who have just made this discovery, is besieging Ottawa with letters of protest. Meanwhile the ruling is being mercilessly enforced in Montreal on imports of every description and raising the costs there in proportion as the goods have advanced in value since importers ordered.

This Is the Ruling

Section 40 of the Customs Act sets forth what factors shall determine the amount of duty on goods imported into Canada. It reads thus: "Whenever any duty ad valorem is imposed on any goods imported into Canada, the value for duty shall be the fair market value thereof, when sold for home consumption in the principal markets of the country whence and at the time when the same were exported directly into Canada." The words "and at the time" represent the rub of the whole case at a time like this when prices are advancing overnight.

The full effect of the order is just be-

(M)—Specimen form of Invoice approved by Canadian Customs (January, 1910) for goods sold by Exporter prior to shipment

(Place and date).....

Invoice of purchased
 by of
 from of
 to be shipped from per

Marks and Numbers on Packages.	QUANTITIES AND DESCRIPTION OF GOODS.	Fair market value as sold for home consumption at time shipped.	Selling price to the Purchaser in Canada.	
			@	Amount.

ginning to be felt and in many cases its very existence is unknown, but its general application is due to greatly increased costs of goods in all lines. The worst feature of the case from the importer's standpoint is the uncertainty of it. When he buys the goods at a certain price he naturally cannot foretell the extent of probable advances, yet under this ruling the extent of them will influence the duty he pays which for this reason he cannot determine until the goods are in his warehouse.

Aside from the question of added costs it induces an element of extra speculation and makes the selling of goods on samples based on orders lying in another country an extremely hazardous operation.

Not a New Ruling

R. S. White, collector of customs for Montreal says: "Importers labor under a missapprehension in supposing this to be a new ruling of the department. It is not even a new application of an old ruling. This fact should be emphasized most strongly in order that importers will not suppose that they are being taken advantage of. This law has been in force for upwards of forty years in Canada. A similar one is in force in the United States. Its change would probably require an Act of Parliament, and presumably is a matter for the Canadian Manufacturers' Associa-

(Continued on page 22.)

(4) That the said Invoice also exhibits the fair market value of the said goods at the time and place of their direct exportation to Canada and as when sold at the same time and place in like quantity and condition for home consumption, in the principal markets of the country whence exported directly to Canada, without any discount or deduction for cash, or on account of any drawback or bounty, or on account of any royalty actually payable thereon or payable thereon when sold for home consumption but not payable when exported, or on account of the exportation thereof or for any special consideration whatever;

CANADIAN GROCER

ESTABLISHED 1886

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**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—143-153 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.

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No. 29

BUILD UP THE SMALL CENTRES

THE permanent life of a large centre of population has its roots far spread in the prosperity of the rural and agricultural country of which it is the trade centre. It cannot grow on the face of a territory like a mushroom on that one spot. Where we have lost sight of this, where cities have been boosted at the expense of the smaller towns and rural districts, the one result has invariably followed: it has been impossible to retain in the rural districts an adequate number of efficient and contented people to co-operate socially, industrially or commercially towards building a permanent community. The rural districts are abandoned for more prosperous fields, the urban centres dwindle, and the city, the hub of the whole system, loses the reason for its existence. The life has gone out of the territory which furnished the raw material and the local market for its industries.

A member of the Dominion Economic Commission, speaking to our representative recently, said they are considering how to check this general trend and to foster a stronger, more lasting community spirit, by encouraging the establishment of smaller farms and the development of small towns and villages. This is one of the principles for which Colonel MacLean and all his business newspapers have always contended,—the building up of the smaller centres in preference to the big cities. For example, while our printing plant and chief offices are in Toronto, we vigorously opposed, some years ago, the removal of the Fat Stock Show From Guelph to Toronto, though the scheme was strongly supported by influential Toronto interests, and had the sympathy of the Ontario Government. Guelph is essentially the centre of an agricultural country. The Fat Stock Show was not only a feature of educational interest to the rural neighborhood, but it advertised the city throughout Canada and the United States. It brought hundreds of visitors, and thousands of dollars to the place.

The system adopted in Quebec and several European countries, of laying out farms long and narrow, with the homes all fronting the highway like a continuous village, means better roads, a brighter social life, and general neighborly co-operation. We want more of the system in other Canadian provinces, and we want to lay a surer

foundation for Canadian industries by supporting and developing local shopping centres instead of centralizing in big cities.

WILL FAVOR CANADIAN FRUIT

THAT the economic adjustment between Great Britain and her colonies after the war will, to a certain degree, work to the disadvantage of the United States, is the opinion of Isidor Jacobs, of San Francisco, who has just returned from a visit to England, where he went to investigate the conditions relative to the British embargo on fruits, particularly as that restriction affects the various phases of the fruit industry of the Pacific coast.

"There is no doubt that the end of the war will see a great change in the relations between England and her colonies," said Mr. Jacobs to a representative of a United States paper, "as her policy is bound to give to the colonies every possible advantage in commerce and trade in the way of preferential tariffs and trade discriminations. This will, of course, mean that the United States will lose to some extent in the development of new markets in Great Britain and her colonies. We can see this to a limited degree in the embargo on canned goods from the United States, for while this is ostensibly for the purpose of releasing tonnage to make room for war munitions, yet the colonies are not restricted, as naturally they should not be in view of the great part they are taking in the war. This means that the packers in Canada and other colonies will have a decided advantage in supplying the English market."

A CHECK ON SHORT WEIGHTS

SEVERAL cities in Canada have city detectives detailed to check up retailers who offend in the matter of giving customers short weight on their purchases. In one city the matter was lately brought up and the Market Committee of the City Council decided not to have special men on this work, but to instruct all its regular detectives to be on the watch for instances of offence in this regard. The reason for this decision was that the city fathers thought retailers would get to know the special detectives, and would safeguard themselves accordingly. They would

not, it was decided, be able to adopt methods of "preparedness" against all detectives.

There is probably sound reason in this. Any retailer who is foolish enough to indulge in short weight-giving would be wise enough, if he saw a detective whom he knew to be watching out for this, sedulously to give correct and even too-good weight.

Giving short weight is unjust and the retailer knows it. Grocers in Canada, as a rule, are not offenders. Correct weight is the very general rule. It is obviously the sane way of doing business. In the particular instance under discussion the representative of the Retail Grocers' Association said that the Association were very anxious to have examples of short weights checked up. He instanced some of the methods employed, whereby the public were cheated through the media of short scales.

Short weight artists defeat their own ends. They will never keep a stable trade and build up a solid business. Each time they give short weight they help to kill the goose which lays the golden eggs. Give just weight; neither too much nor too little. It will pay as a business resource.

CO-OPERATION IN FRUIT ADVERTISING

GROCERS are sometimes in a quandary just as to when and where and what they should advertise in the daily papers in their city or town. To such it might be urged that timeliness is the essence of good advertising. An excellent line to advertise at present is fresh fruit. Many and various are the fruits now coming to your store, and going thence to your customers. Why not help the good work along by advertising the fact?

The government is giving a good lead in this regard, as witness last week's issue of Canadian Grocer, wherein it was pointed out that the Fruit Commissioner's office has begun a campaign for the public to "Eat More Fruit." This is bound to cause a certain amount of comment in the daily newspapers, and it is on the cards that fruits will receive much more attention this year than before in the reading columns of the newspapers of Canada.

If this is the case in your town co-operate by advertising. See the proprietor of the paper and find out how much fruit comment and editorial notice he is likely to be running during this season. Probably he will be helping along the good work of the Fruit Commissioner's Office. That alone will do much to stir up the public. Your ads will help, and you will benefit in increased trade in fruits.

TRADING STAMP AND COUPON LAW

DISCOUNT propositions suggested and thought out by grocers must be carefully arranged to comply, first of all, with the demands of the Trading Stamp Act. We have pointed this out from time to time to the trade, endeavoring to make plain to merchants just exactly what they may and may not do along the line of trading stamps, coupons, premiums, and so on. A case in point has been brought to our notice. An Ontario grocer wishes to issue a Premium Post Card. He plans to give a two per cent. discount or a cash bonus when the amount of custom totals a certain figure.

The points to remember in connection with a campaign of this nature are, first, that the exact value (of the discount) must be placed on each and every coupon. That is to say if the retailer sells one dollar's worth of goods the coupon must state on the face of it that it is worth two per cent. of its face value, or two cents.

Secondly, it must also state that it is redeemable for that two per cent. at any time, if necessary at the moment the article is bought.

With regard to the provision mentioned in this case for giving a cash bonus of 20c in cash where \$10 worth are purchased, it should be made perfectly clear to each customer that she can get the two per cent. on each and every purchase, and not have to wait till her purchases aggregate the \$10. The important point is that a coupon must be redeemable any time whatsoever. If the point is made indisputably clear and the value is stated on each coupon, it is legal.

THE GROCER, HIS BOY, AND HIS HORSE

BY A little forethought and systematic provision the customer may do a great deal to lighten the load each day for the grocer, his boy and his horse. The thoughtless and inefficient purchasers, be they men or women, will take no thought as to how they can best get in their stores of food; best from point of least trouble to everybody concerned. They will fly to the telephone half a dozen times a day and order groceries. Thus half a dozen times a day the grocer, his boy and his horse are all busy in preparing and making delivery of the same customer's purchases. Method and a little thinking on that customer's part would have necessitated only one journey for the delivery of the order instead of several.

The Housewives' League of Chicago in a circular letter sent out to the housewives of the city includes the following pertinent questions:

"Are you the thoughtful housewife who makes out a systematic market list for the day's requirements?"

"Are you the thoughtless housewife who must order her provisions little by little every few hours during the day?"

"Stop! Think what it means to the grocer to fill three or four different orders a day from one and the same customer!"

"Stop! Think of the extra bookkeeping necessitated in the office!"

"Stop! Think how many unnecessary stairs the delivery boy is obliged to climb by careless hourly ordering."

"Stop! Think of the avoidable wear and tear on the wagons!"

"Stop! Think of the weary trot trot of the horse over the self-same ground!"

"Systematic once a day ordering saves your time, your money, your peace of mind, the clerk, the bookkeeper, the delivery man, the horse, the wagon."

"Kindness and consideration, on your part, will help the grocer to help you and be factors in reducing the high cost of living."

Grocers who value their own time and that of their boy and their horse, and who, more, value their independence might very well put those questions before their trade. They could have a circular printed, copies of which might lay on the counter. Or they could have the questions printed boldly on a card hung in the store. The public needs educating to a more methodical and more generously thoughtful system of buying. It will profit the grocer much if he considers himself a teacher.

EDITORIAL NOTES

A WISE man's deuce is better than a fool's ace.

* * *

BOOST for the semi-annual fish day in September next.

* * *

A REPORT from Amsterdam, via London, says that the next German commerce submarine to go to America will bring back foodstuffs, particularly condensed milk, according to reports received from Bremen. Condensed milk also will form the bulk of the return cargo of other submarines to cross the Atlantic. In an interview, Bremen agents of the submarines' owners declare the new submarine enterprise was prompted mainly by humanitarian feelings, as German babies are dying because of the shortage of milk.

OLD CUSTOMS RULING REVIVED

(Continued from page 19.)

tion rather than one for individual protest. At least it is law and the servants of the law must enforce it even though in some cases it works hardships on individuals.

"The ruling is also given prominence in the manifest which is signed by every exporter on shipping the goods and which states in section 4, that the invoice upon which the duty is based 'exhibits the fair market value of the said goods at the time and place of their direct exportation to Canada.'"

Apparently this clause as well as the section 40 ruling, has been overlooked by importers in the past simply because normal ante bellum trade did not develop the large price advances that would bring this ruling into unfavorable prominence. At least no complaints were received in the past.

Presumably the ruling has always been in effect but as long as things went along without undue change there was no hardship felt. Things are abnormal now and have brought this feature into sharp relief. Some articles have been received here that have advanced 400 per cent. within the terms of this law. Dry goods that were sold on samples are received six or eight months after purchase in the States and subjected to duties based on any advances that have occurred since the purchase. The principal lines affected so far have been drugs, chemicals and dye stuffs but the regulation embraces everything, hardware and metals, dry goods, foodstuffs, etc.

The Other Side

"One answer to the present complaint is the assurance that prices cannot always go up and when they decline as it is expected they will the duty will react in the same direction thus giving importers the benefit of the lower value. Thus if goods which are bought at \$1 advance to \$1.50 between date of purchase and arrival in this country, the duty must be collected on the later valuation; equally if they decline to 50c the same rule holds true. It is simply making the date of shipment and not that of purchase supreme in duty valuation. The law is an old one and was presumably meant to provide some measure of protection to Canadian manufacturers and importers against speculation. As such it has long been an integral part of the customs authorities' calculations and in no way represents any new departure on their part.

"The special duty popularly known as the dumping clause which has been in operation since 1907, represents a similar provision for the protection of Canadian trade. This clause prevents

the slaughtering of foreign goods on the Canadian market to the detriment of Canadian manufacturers by firms that are faced by an overloaded market in their own country, which they are averse to disturbing by cutting prices. It applies only to foreign goods similar to those made in Canada, and is meant as an added protection to Canadian industries—not as a source of revenue.

Under this clause if goods of a class or kind made in Canada are sold to the Canadian buyer at more than 5 per cent. less than the market price in the country of export, the difference between the two prices up to a maximum of 15 per cent. of the home market value is collected as a special customs duty.

Thus if an American manufacturer wished to dispose of a quantity of goods that brought \$1 on the New York market, he might under stress of home conditions sell the goods in Canada for 85c, thus demoralizing the Canadian manufacturers' trade. If the original duty had been 35 per cent. on this article the ruling just described would increase it by 15 per cent., making it 50 per cent. On the other hand if the difference between the home market and the selling price to the purchaser in Canada has been caused by an advance in the home market price between the date of purchase and shipment this dumping clause does not apply.

Toronto, July 18. — Importers of grocery lines in this city do not seem as yet to have been bothered by the enforcing of the regulation hereinbefore referred to. The condition which exists now and has existed as long as the brokers seen by Canadian Grocer remember is simply that, though the regulation indisputably is legal, it is never insisted on.

For example, if prunes are bought today by a Toronto importer from a California shipper, at a certain price, and are not delivered till September, by which time the price is one cent. higher, and if the shipper's affidavit gives the former and lower price duty is charged on that basis. That is the regulation which should exist on duty being charged at present value—the market value of said goods at the time and place of their direct exportation to Canada is not enforced. In ninety-nine cases out of a hundred the price in the certificate of value is never questioned by the customs people.

So far Toronto grocery importers, while recognizing that the regulation is legal, have had no experience of its being enforced. Cost price put down in the certificate of value by the exporter is accepted by the Customs House office, whether it be the original cost price at the time the goods were bought

or the "fair market value at time and place of exportation."

If the ruling is being now enforced in Montreal, however, it may also be laid stress on here.

Meanwhile, if an importer finds that some goods he imports are dutiable at an advanced price over the cost price to him, the foregoing will show that the transaction is according to law, and that he is not being taken any new or undue advantage of, although it might be argued it is unjust.

**N. B. LOBSTER CATCH**

Vice-Consul Alfred D. Bailey, St. John, New Brunswick, summarises the lobster outlook in that province as follows:—"New Brunswick's lobster catch thus far this season has been abnormally heavy, especially along the coast of Northumberland and Kent Counties. In Miramichi waters so great has been the number of lobsters that boats have been filled in one haul and some could take only part of their catch. A load of 4,000 lobsters to a single boat is quite ordinary, and a few days ago a record of 4,575 lobsters for one boat was established. If this rush keeps up, the season may well be a record, but one of the things to be feared is a violent storm. Last year a big season was spoiled in this way.

"At the present time England is admitting canned lobsters; and, while France has ceased to import since May 15, an effort is being made to allow the contracts now made to go through, and this will greatly relieve the situation. The prices said to be prevailing at the shore are 75 cents per 100 lobsters. The catch in other parts of the Maritime Provinces has been very good thus far."

**ABATTOIRS TO BE MOVED**

The city of Montreal has negotiated an arrangement with the Montreal Abattoirs Co. by which the company will renounce its right to operate rendering plants within the city. The present plants will be moved to a point five miles away in exchange for an annual indemnity of \$40,000 for twenty years, a reduction of \$20,000 in the original demand. At present the city pays the company \$7,500 annually for the removal of dead animals from the street. The increase will be \$32,500 a year. The company will cede land to the city and the latter will take up \$50,000 of the preferred stock. Removal of plant will occur in six months and the city will continue to exercise supervision over it. Cost of removal will be \$316,000, the extra annual operating cost will amount to \$261,000. The company at present operates a rendering plant in Point St. Charles and one in Montreal East.



CURRENT NEWS OF WEEK

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

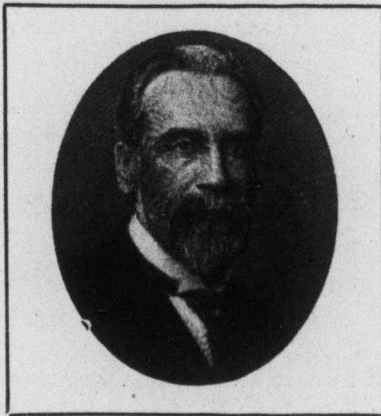


Quebec and Maritime Provinces

The advantages of having British West Indies as a part of the Canadian Dominion were talked over in a most enthusiastic manner last week at a special luncheon held at Cooper's in Montreal by the Canadian West Indian League.

John Arsenault and James Byard were killed, and Ernest Malette seriously injured recently when about fifteen tons of sugar slid upon them while working in the hold of the West India steamer Caraque, which was discharging cargo at the wharf of the Atlantic Sugar Refinery at St. John, N.B.

Fire caused damage to the extent of \$10,000 to the cold storage plant of A. A. Ayer & Co., butter and cheese merchants of William Street, Montreal, on



H. LAPORTE, Montreal,
To become a Knight, according to Ottawa report.

July 13. Two firemen were overcome by smoke and three others were injured.

The new officers of the New Brunswick wholesale grocers guild are: President, Allan H. Wetmore, Puddington, Wetmore & Merritt, St. John; vice-president, J. F. Edgett, F. P. Reid & Co., Moncton; secretary, J. Hunter White, St. John; treasurer, R. F. Finley, W. F. Hatheway Co., St. John; auditor, H. A. Lynam, Northrop & Co. St. John; additional members of executive; R. Fitz Randolph, Fredericton; F. B. Schofield, Jones & Schofield, St. John; G. E. Barbour, G. E. Barbour Co., St. John; W. C. Cross, Hall & Fairweather, Ltd., St. John; Thomas Gorman, St. John; Clarence deForest, G. S. deForest & Sons, Ltd., St. John, and George Stubbs, H. W. Cole, Ltd., St. John.

Ontario

A. H. Taylor, the High st. grocer, London, Ont., has added a new front to his store.

M. A. Allan, grocer, Niagara Falls Centre, has opened a branch in Niagara Falls South.

H. A. Dell, Niagara Falls, South, is reconstructing his store, which was partially destroyed by fire.

Ed. Bodkin, grocer, corner Central ave. and Maitland st., London, Ont., has sold to Chas. Adams.

D. G. Sturrock, advertising manager of Comfort Soap, Toronto, is summering at Niagara-on-the-Lake.

N. S. Gaffield, for many years a traveler for Gilmour & Co., of Brockville, wholesale grocers, died recently at Cobden, Ont.

The Hamilton grocers picnic was held on Wednesday to Niagara Falls. Report will appear in next week's issue of Canadian Grocer.

Owen Sound grocers have decided to close their stores at 12.30 noon on Wednesdays during the months of July and August.

Charlton & Gouratte, grocers, Cheap-side and Colborne sts., London, Ont., have sold to W. H. Reeves, formerly a general merchant at Avon, Ont.

Kenneth Elliot, who was formerly manager of T. A. Rowat & Co., South London store, is now head clerk in the main store in Dundas st., London, Ont.

The new factory of the W. K. Kellogg Cereal Company at Toronto, is now in operation. The building now completed is a unit of the proposed plant to be established in Toronto.

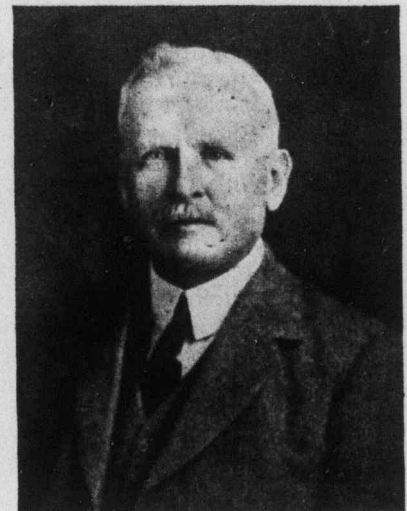
Merchants and residents of St. Clair avenue, Toronto, have been complaining on account of the dust nuisance. One merchant asserted the sprinklers have not been used since early spring.

G. W. Bissell, a retired grocer of Brockville, Ont., died recently at the age of 75 years. He was born in North Augusta, Grenville County, and had resided in Brockville for over 40 years.

The following grocers at Napanee, have decided to close their stores on Wednesday afternoons during July and August:—R. J. Wales, The Beverly McDonald Co., T. Scrimshaw, A. S. Kimmerly, John Paisley, The Fair, G. W. Boyes, V. Cowling, Theodore Windover, S. Casey Denison, H. W. Kelly, Spencer & Rose, M. B. Judson, Frank H. Perry.

KNIGHTHOODS FOR MEMBERS OF GROCERY TRADE

Information comes from Ottawa that two men long connected with the grocery trade are to be knighted. These men are Hornidas Laporte, of Montreal, president of Laporte, Martin, Ltee., wholesale grocers, and George F. Galt, of Winnipeg, president of the Blue Ribbon Tea Co., of that city. Mr. Laporte and Mr. Galt have served their country in the present great war as members of the Government's war purchasing commission. In addition to handling the purchase of war supplies for Canada with Hon. A. E. Kemp, they were entrusted with the purchase of millions of dollars



GEO. F. GALT, Winnipeg,
Who is slated for a Knighthood.

worth of munitions in Canada for the war office. They have served the crown without remuneration and the order of knighthood is in recognition of their loyal labors of the past year or so.

It is also understood that the honor of knighthood will be conferred a little later on J. W. Flavell, chairman of the Imperial munitions board, who as president of the Wm. Davies Co., is still another prominent member of the grocery trade.

Western Canada

W. A. Edgar has taken charge of the buying and selling end of the business for Geo. Kerr & Co., grocers, Medicine Hat, Alta. Mr. Edgar has had experience in both wholesale and retail branches of the grocery business. For the past three years he has been on the sales staff of the A. Macdonald Co.

Sugar Uncertain; Canned Salmon Higher

Very Strong Market in All Canned Goods—Big Demands, With a Tendency to Speculative Buying—Reports on Grecian Currants Grow Worse.

Office of Publication, Toronto, July 20, 1916.

ONE of the significant events of the past week is that farmers in certain parts of Ontario have started cutting their winter wheat crop. This is early, as it is seldom harvesting operations begin until August. Wheat headed out early in some parts and for the past month or six weeks there has been ideal growing and ripening weather. The yield per acre is reported fully as good as last year, although the acreage is slightly under. Conditions at the present time seem to head toward another good year for the farmers. Grocers are able to read the handwriting on the wall and know what this means to them.

Flour, under the influence of an advancing wheat market and a good export demand, has shown a still firmer tendency, although prices have not advanced. An increase of 15 cents per hundred pounds in ocean freight rates has sent the export price of flour up a corresponding amount. Farmers are beginning to feed some bran to their milch cows to help out the diminishing grass ration and this has created a firmness in this feed by reason of the demand. Shorts, too, are being fed to porkers to get them into shape for the fall. This has stiffened the price of that feed.

Consumption of hams and other cooked meats has been somewhat heavy during the week and the price for the former has advanced one cent a pound all around. The reason assigned is the continued hot weather, with people in the picnic mood and the housewife having the desire to eliminate as many cooking fires as possible. The demand for fish has not been as heavy during the past week. In Québec there has been a noticeable shifting of source of demand for this commodity from cities and towns to summer resorts. This and next month are the popular vacation periods and there is always an exodus from the cities.

In fruit, strawberries are beginning to peter out and the price has remained firm. Raspberries and blackcaps have put in an appearance, as they usually do, and save the situation. Blueberries have also come to the rescue and are on the market for the first of the season. The quality of the latter is not quite what it is expected later to be.

Quebec Markets

Montreal, July 20.—Another advance has taken place in the canned goods market. Corn is up to 95c—an advance of 2½c, and peas are up the same amount, Standard No. 1 bringing 95c, and No. 2, 92½c. Early June peas are bringing 97½c and \$1.00. The pea crop has been short this year, but canners are said to have 100,000 cases of last years crop on hand.

Grocers who handle liquors will be interested to learn that a number of lines are going up, and have attained unheard of heights. Absinthe brandies and Scotches are all advancing rapidly. Scotches which brought six shillings before the war now bring seventeen shillings. As a result, there is a big demand

for all these lines from the trade. There are good shipments of De Kuyper gin in, and higher prices on this will rule for the Fall. That which cost \$11.25 per case is now \$17.00. Guinness stout and Bass ale are also tending up.

American pork is advancing, Johnson's 25-35 now bringing 35.25, and Robertson's 40-50 36.75. The Dominion canners are delivering baked beans slowly on account of the shortage of tins. Beans are packed all the year round. The same slowness of delivery is also noticed on shoe polishes, for the same reason. On most lines of canned vegetables and fruit stocks are good, but when packing begins again, no doubt tins will be a factor. Another line hard to get is French and Belgian peas. A small stock of Italian peas has been brought in to take its place, which are good, but have not the same flavor.

SUGAR.—At the time of writing, it

MARKETS IN BRIEF

QUEBEC MARKETS.

FLOUR AND CEREALS—
Good demand for all feeds.
Feed stocks apparently low.
Oat market much firmer.
Rolled oats still quiet.
Flour markets quiet.

PRODUCE AND PROVISIONS—
Smoked and cured meat demand.
Butter steady at decline.
Hot weather eggs in earnest.
Cheese brings low figures
Poor ducklings arriving.

FISH AND OYSTERS—
Improvement in hotel demand.
Halibut much easier.
Lake fish, except whitefish, easy.
B. C. salmon expected here.
Gaspe salmon fishing ending.

FRUIT AND VEGETABLES—
First blueberries here—\$1.25.
Cherries, 6-qt. baskets 50c.
California pears down to \$4 box.
Canadian raspberries, \$4 crate.
Strawberries, 8c; big sellers.

GENERAL GROCERIES—
Tea market very quiet.
Canned corn and peas advance.
European beans offering here.
Molasses market stronger.
Expect higher sugar.
Prunes may decline.
Cheaper Virginia peanuts.

ONTARIO MARKETS.

FLOUR AND CEREALS—
Flour prices still firm.
Oatmeals have advanced.
Mill feeds in bigger demand.

FRUIT AND VEGETABLES—
First raspberries in.
Blackcaps are fine samples.
Blueberries in market.
Canadian tomatoes in abundance.
Prices for tomatoes down.

FISH AND OYSTERS—
Demand not as large.
Oysters off the boards.
Smoked and dried fish unseasonable.

PRODUCE AND PROVISIONS—
Hams 1c advance.
Egg consumption not as large.
Cheese firm again.
Butter easier.

MANITOBA MARKETS.

FLOUR AND CEREALS—
First patents still \$6.60.
Wheat prices will decline.
Feed prices easier.
Bran \$16; shorts \$17-\$19.
Flour demand picking up.

PRODUCE AND PROVISIONS—
Hog receipts lighter.
Butter prices hold firm.
Dairy receipts very good.
Egg receipts lighter.
Cheese market weaker.

FISH AND POULTRY—
Fowl supplies bigger.
Broilers expected at 35c.
Pickered still very scarce.
Other lines of fish unchanged.

FRUIT AND VEGETABLES—
Crawford peaches at \$1.60 case.
Raspberries open at \$4 crate.
Very poor strawberries offered.
Cherries down to \$4.50 box 24 pts.
Cabbage now \$3.50 per crate.

GENERAL GROCERIES—
Difficulty getting salt supplies.
Decline in tobacco quotations.
Currants down in primary market.
Advance in sugar expected.
Heavy demand for canned goods.

looks as though the raw sugar market is much stronger. In Montreal, when sugar was cheap, grocers bought at each advance, irrespective of their requirements, with the result that they were overlooked, some having a hundred bags or more. They did not kick, as it was good business, and the sugar bought them big profits. Those days have gone, and most of these men have no stocks at all. In fact, the grocers of this province are mostly all buyers. Orders are coming in from men whom, a month ago, it would have been impossible to sell any sugar. If it is true that the Canadian refiners are now using very expensive raws, under the above conditions it would not be surprising to see higher prices. Wholesalers are out of stocks generally speaking, and many of them are beginning to buy. This would apply to two thirds of them. Should however, one of the refiners have large quantity of cheap raws, this no doubt would have the effect of keeping the market up. August has yet to come, and the only fruit already on the market is strawberries. There are still raspberries, blueberries, and many other fruits to arrive. St. Lawrence and Atlantic refineries have reduced their quotations on second grade sugar 5c per cwt. to meet the price of other refiners. This has not been brought about by conditions in the raw market.

	Per 100 lbs.
Extra Granulated Sugars—	
100 lb. bags	8 20
20 lb. bags	8 30
2 and 5-lb. bags	8 50
Extra Ground Sugars—	
Barrels	8 55
50 lb. boxes	8 75
25 lb. boxes	8 95
Yellow Sugars—	
No. 1, 100 lb. bags	7 80
Dark yellow, 100 lb. bags	7 60
Bright yellow, bbls. only, cwt.	8 05
Powdered Sugars—	
Barrels	8 35
50 lb. boxes	8 55
25 lb. boxes	8 75
Paris Lump—	
100 lb. boxes	8 80
50 lb. boxes	8 99
25 lb. boxes	9 10
Crystal Diamonds—	
Barrels	8 80
100 lb. boxes	8 90
50 lb. boxes	9 00
25 lb. boxes	9 20
Cartons	9 45
Half cartons	10 15
Crystal Dominoes, cartons	9 60

MOLASSES AND SYRUPS.—Market on molasses stronger than ever. Some of the wholesalers here are apparently buyers. One of them recently cabled principal in West Indies, and the reply came back: "Sold out", but they offered to pick up small lots of 56c delivered Montreal. A Montreal house offered 200 puncheons at 52c, which was readily picked up. There is an excellent demand, but supplies are arriving so slowly, considerable business is being lost. It is figured that Quebec would have eaten 5000 puncheons more this year if the stuff had been here. Part of this business has gone to cane and corn syrup and preserved fruits, but only a small proportion of the business. Wholesalers who have 25 puncheons come in are sending a puncheon each to twenty-

five customers, each of whom ordered a car.

	Fancy.	Choice.
Barbadoes Molasses—		
Puncheons	0 59	0 51
Barrels	0 62	0 54
Half barrels	0 64	0 56
For outside territories prices range about 3c lower.		
Carload lots of 20 puncheons 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 04½	
Pails, 8¾ lbs., \$1.95; 25 lbs.	1 40	
Cases, 2 lb. tins, 2 doz. in case	2 85	
Cases, 5 lb. tins, 1 doz. in case	3 00	
Cases, 10 lb. tins, ¼ doz. in case	2 90	
Cases, 20 lb. tins, ¼ doz. in case	2 85	
Cane Syrups—		
Barrels, lb., 5½c; ¼ bbls.	0 06½	
Cases, 2 lb. tins, 2 doz. in case	4 80	

DRIED FRUITS.—An importer states there is not a chance of currants being cheaper than they are, as there are so many factors keeping the market up, no matter how big the crop. A letter in this week from Greece says we can rest assured that the market will be very high. Prospects are slight for getting good supplies of European fruits this year. Certainly there will be nothing from Smyrna. Raisin crops in California will be heavy, but prices will probably be high. Valencias in Spain are soaring, and there is a big demand from France for the manufacture of wines. There is a feeling in Montreal that something very important is about to take place in the prune market. The crop is said to be so large that prices cannot keep up to their present level. One wholesaler states: "If we go into the market now, it will hold up; if we let it alone, and the Association finds it is not selling, they will relax". It is stated that prune stocks in Montreal are very heavy as it was thought these would be a repetition of last year, and high prices would be obtained. Peels continue high, both English and American, the latter costing more than the former.

	Per lb.
EVAPORATED FRUITS.	
Apples, choice winter, 25-lb. boxes	0 09½
Apples, choice winter, 50-lb. boxes	0 09
Apricots	0 14
Nectarines, choice	0 15
Peaches, choice	0 11½
Pears, choice	0 08
Pears, choice	0 13½

	Per lb.
DRIED FRUITS.	
Candied Peels—	
Citron	0 24
Lemon	0 20
Orange	0 19
Currents—	
Filiatras, fine, loose, new	0 14
Filiatras, packages, new	0 15
Dates—	
Dromedary, package stock, old, 1-lb. pkg.	0 10
Paris, 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
Cal. fancy, table, 10 lbs.	1 30
Prunes—	
30 to 40, in 25-lb. boxes, faced	0 11
40 to 50, in 25-lb. boxes, faced	0 10½
50 to 60, in 25-lb. boxes, faced	0 10
60 to 70, in 25-lb. boxes, faced	0 09½
70 to 80, in 25-lb. boxes, faced	0 09
80 to 90, in 25-lb. boxes, faced	0 09
90 to 100, in 25-lb. boxes, faced	0 08
Raisins—	
Malaga, table box of 22 lbs., 3-crown cluster, \$2.80; 4-crown cluster	3 75
Muscadels, loose, 3-crown, lb.	0 09
Muscadels, 4-crown, lb.	0 09½
Cal. seedless, 16 oz.	0 12½
Fancy seeded, 16 oz. pkgs.	0 10½

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.		

NUTS.—Walnuts are going to be dear for Fall, i.e. fresh cracked, and it is stated there will be a lot of poor stuff on the market. Good nuts in September will be selling around 37c whereas they are bringing about 32c now. There is no definite news about new crop, and nothing will be known for sure until they come off the trees in September. If there is a dry windy weather at that time, there should be a fair crop. No. 1 Spanish peanuts from Virginia are going to be cheaper because of the big crop last year, and prospects for a big one this year. The carry over this Fall is expected to be heavy.

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

DRIED VEGETABLES.—There is a good demand for good beans, but very few to be had. One house is selling European beans 5.50 by the car; these are hand-picked. No U.S. beans are coming in here. There is only an odd car here and there of European stuff. European beans are coming via Liverpool, and are said to have been bought in Roumania by the British Government to keep them out of Germany. It is felt that new beans will not be seen until late in October, as the season is late. Other years new beans have arrived first of October.

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

RICE AND TAPIOCA.—Rice is high, and will remain high until freights are cheaper. It is one of the cheapest foods on the market, even at the present high figures, and people should eat more of it. In Quebec they are making soup from it instead of pea soup.

Rangoon Rices—	
Rangoon, "B"	4 30
"C.C."	4 10
India bright	4 85
Lustre	4 90
Fancy Rices—	
Mandarin, Patna	4 50
Pearl	5 00
Imperial Glace	5 70
Sparkle	6 30
Crystal	5 00
Snow	5 20
Ice drips	5 30
Prices are per 100 lbs., packed in bags (250 lbs.), half bags (100 lbs.), and quarter-bags (50 lbs.); add 10c per 100 lbs. for pockets (25 lbs.), and 20c for half-pockets (12½ lbs.).	
Imported Patna—	
Bags, 224 lbs.	0 05
Half bags, 112 lbs.	0 05½
Quarter bags	0 06½
Velvet head Carolina	0 08
Sago, brown	0 05½
Tapioca—	
Pearl, lb.	0 10
Seed, lb.	0 10½

SPICES.—Trade is quiet, and will be until well on into August. Peppers are reported slightly firmer. There seem to be plenty of nutmegs here at comparatively low figures. Despite the report that pickling spices will be very high, quotations are being made in the neighborhood of 18 and 22c, depending on quality.

	5 and 10-lb. boxes.	¼-lb. pkgs. dozen.	¼-lb. tins lbs.
Allspice	0 16	0 09	0 23
Cassia	0 27	0 35	0 35
Cayenne pepper	0 28	0 35	0 35
Cloves	0 30-0 32	0 90	0 39
Cream tartar—65 to 67c.			
Cinnamon, per lb., 35c.			
Ginger, Cochin	0 25	0 31	0 31
Ginger, Jamaica	0 28	1 15	0 29
Mace	0 20	0 20	1 00
Nutmegs	0 45-0 45	0 45	0 80
Peppers, black	0 28	0 85-0 90	0 26
Peppers, white	0 35	1 15-1 20	0 37
Pastry spice	0 22	0 95-1 20	0 29
Pickling spice	0 18-0 22		
Turmeric	0 21-0 23		
Lower prices for pails, boxes or ballers when delivery can be secured.			
Cardamon seed, per lb., bulk	2 00	2 50	
Caraway—			
Canadian		0 13	
Dutch		0 20	
Cinnamon, China, lb.	0 14½	0 16	
Mustard seed, bulk	0 19	0 23	
Celery seed, bulk	0 36	0 46	
Shredded cocoanut, in pails	0 21	0 23	
Pimento, whole		12-15	

COFFEE.—Market is firming up. There is said to be a shortage of Santos. Local quotations have not been affected

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

TEA.—Business is very quiet, and it is attributed to a feeling in the trade that the market might ease off. The market for Ceylons has been easing off slightly, but not enough to warrant anyone thinking that the market is about to decline seriously. An importer explained the situation as follows:—“Our cheapest tea is selling at 23c; normally it brings 15c. The difference in freight to-day is from seven to eight cents, i.e., it costs that more to get tea here. Take away this figure from the 23c, and the price comes down somewhat near that of normal times. Unless we can see some big change in the freight situation, we don't see any change in the price of tea. We are told by our customers that if peace were declared to-day the market would collapse, but we do not think the freight situation is going to right itself that quickly. We believe there will be a big demand for space after the war.”

CANNED GOODS.—Canned corn has been advanced 2½c to 95c, and higher prices are predicted. Tomatoes are still 1.15, but sales are being made in the city at 1.20, and the latter is nearer the market price, as the canners are quoting figures as high as that delivered Montreal. There appear to be few peas this year, but the canners are said to have 100,000 cases of last years crop on hand, and will no doubt get a good figure for them. Pea quotations are up as follows: Standard No. 1, 95c; No. 2, 97½c and \$1.00.

A wholesaler, speaking on the situation to-day, said: “The canned goods situation is getting more and more interesting. Although it is early to prognosticate on the crop, yet in view of the fact that labor is getting scarce, and consequently very dear, it is reasonable to expect that, although the crop might be plentiful, yet prices on account of the labor situation will most likely rule very high. So that wholesalers who bought when prices were low will be in a very favorable position. It is reasonable to expect that the retailer as well as the consumer will have to pay higher for canned goods in the fall.

“As for salmon, there appear to be no stocks left at the Coast in hands of the packers, and the same conditions in respect to scarcity of labor and tinplate apply here as well as to fruit and vegetables. There is such a strong demand from Great Britain, prices will soon be soaring. Spot goods seem to be substantial in certain hands, both of Chums and Pinks, but as regards all other lines, there is a marked scarcity.

Ontario Markets

Toronto, July 20.—The summer season always causes a readjustment of conditions affecting the market. With recent years there have developed demands that offset the baneful conditions of summer heat to a great extent. One line in which this is particularly noticeable is the development of the summer ice cream trade. With the great amount of ice cream now consumed there are large quantities of cream that find an outlet which in past years could only be taken care of in the manufacture of butter and cheese. This demand has helped to keep the price of butter firm during summer months. It is one of the factors operating at the present time. In the United States it is estimated there are 62 dishes of ice cream consumed in a year for every man, woman and child. With a population of ninety millions this amount would be sufficient to make an inland sea if it were all dumped together. Canada has a thirst for this delicacy equally as large in proportion to population as the United States.

In the fruit lines there is a gradual displacement of some kinds for others. In this way strawberries are being nosed out, and raspberries and blackcaps are taking their place. Blueberries are beginning to arrive. Canadian tomatoes are reaching the market in larger quantities, and the prices have dropped. Large quantities of boiled and cooked hams are being consumed by picnickers. Flour prices hold very firm. There have

been no startling price changes during the week.

SUGAR.—The market in sugar at the moment is uncertain. The position is statistically sound, but in the face of certain arrivals of unsold raws at New York the market can be described at the moment as one of temporary weakness. Advices, however, indicate that this is only a passing phase of the situation, and whatever declines there are apply only to nearby sugar, while August deliveries are firmly held at 5¼c for raws c. and f. New York in bond, which is the high point this season so far. In refined all New York and Philadelphia refiners are firm at \$7.65. A large business is reported in United States for domestic consumption. There have been considerable transactions for export, principally for Great Britain and Greece. Sales for Cuban raws are reported as high as \$5.10 and \$5.20 f.o.b. Cuba for shipment to Argentine and Spain. These are high levels. Cuban production to the end of June for the campaign starting in December has been 2,858,786 tons, as against 2,333,853 tons for the same period last year. In spite of this large increase in production, stocks on hand at shipping ports are 30,000 tons less than at this time last year. This is a fair indication that the world's requirements have been able to absorb the excess in production. Refiners' stocks in the United States are 88,000 tons less than they were this time last year. Local conditions remains unchanged, with some noticeable improvement in demand. The representative of one refiner stated that the price of refined is not in keeping with the price of raws at the present time. If they were on the usual parity refined should be 35c per hundred higher in price.

Extra Granulated Sugars, Montreal Refined—per 100 lbs	
100 lb. bags	8 25
50 lb. bags	8 36
10 lb. bags	8 41
2 and 5-lb. cartons	8 56
Nova Scotia refined, 100-lb. bags	8 16
New Brunswick refined, 100-lb. bags	8 26
Extra Ground Sugars—	
Barrels	8 41
50 lb. boxes	8 66
25 lb. boxes	8 96
Powdered Sugars—	
Barrels	8 36
25 lb. boxes	8 96
Crystal Diamonds—	
Barrels	9 81
100 lb. boxes	9 91
50 lb. boxes	9 01
Cartons (20 to case)	9 88
Cartons (50 to case)	10 96
Crystal Dominoes, carton	10 21
Paris Lump—	
100 lb. boxes	8 91
50 lb. boxes	9 11
25 lb. boxes	9 11
Yellow Sugars—	
No. 1	7 86
Barrels granulated and yellow may be had at 5c per cwt. above bag prices.	

MOLASSES.—Prices for molasses still hold firm and high levels. Fancy Barbadoes still holds at a high figure owing to the season drawing to a close. Little change is looked for until the new supplies reach the market in August.

Corn and cane syrups remain unchanged.

Corn Syrups—	
Barrels, per lb., 4c; ¼ bbls., 4½c; ½ bbls.	0 04½
Pails, 35½ lbs., \$1.95; 25 lbs.	1 80
Cases, 2 lb. tins, 3 doz. in case	2 75
Cases, 5 lb. tins, 1 doz. in case	3 15
Cases, 10 lb. tins, ¼ doz. in case	3 05
Cases, 20 lb. tins, ¼ doz. in case	3 00

Cane Syrups—	
Barrels, lb., 5¼c; ½ bbls.	0 05½
Cases, 2 lb. tins, 2 doz. in case	4 80
Miscellaneous—	
Fancy, gallon	0 60 0 65
West India	0 38 0 40

TEAS.—Prices for the better grades of Indian and Ceylons hold firm. The common grades are reported to be sensibly lower than the prices prevailing in April and May. In some cases on these grades the reduction is as much as 4c per pound. But this reduction in price is based chiefly on their much inferior quality. Any parcels or lots showing flavor are eagerly competed for at high prices. In the lower grades at present there is little being offered that is considered suitable for Canadian buyers, who are waiting for an improvement in quality. Teas are late in arriving on the London markets, due to the shortage of ships. All of last season's crop has not yet been offered for auction owing to this condition, while the new crop has already started.

SPICES.—Pepper continues steadily to advance, and indications are that it will be still higher. The shortage in crop is attributed as the cause. There has been an advance of a ½c per pound. Cream of tartar is down 3c in the primary market in France, but this price has not as yet affected the local market. A new line of sage from Greece is now coming forward, and is selling at 30 to 35c per pound.

Spices—	Compound, per lb.	Pure, per lb.
Allspice, ground	0 17-0 19	0 15-0 15
Allspice, whole	0 25-0 25	0 15-0 20
Arrowroot	0 15-0 20	0 20-0 20
Bay leaves	0 20-0 20	0 30-0 35
Bicarb. soda	0 34c	0 30-0 35
Caraway seeds	0 25-0 25	0 25-0 34
Cassia, whole	0 15-0 15	0 30-0 35
Cassia, ground	0 25-0 34	0 40-0 40
Cayenne	0 30-0 35	0 45-0 60
Cayenne, Jap. chillies	0 45-0 60	0 30-0 35
Celery seed	0 30-0 35	0 30-0 35
Celery salt	0 30-0 35	0 30-0 40
Celery pepper	0 30-0 35	0 30-0 45
Cinnamon, Batavia	0 30-0 40	0 18-0 22
Cloves, whole	0 30-0 45	0 12-0 13
Cloves, ground	0 18-0 22	0 48-0 55
Oriander seed	0 12-0 13	0 30-0 35
Cream of tartar	0 25-0 30	0 22-0 25
Curry powder	0 30-0 35	0 15-0 17
Ginger, Cochin, ground	0 15-0 17	0 25-0 30
Ginger, Jamaica, ground	0 18-0 21	0 25-0 30
Ginger, Jamaica, whole	0 25-0 30	0 14-0 18
Ginger, African, ground	0 14-0 18	0 65-1 00
Mace	0 65-1 00	0 28-0 30
Mustard, pure	0 28-0 30	0 20-0 25
Mustard seed	0 20-0 25	0 35-0 40
Nutmegs, brown, 64s, 55c; 80s, 45c; 100s	0 35-0 40	0 37-0 42
Nutmegs, ground, bulk, 30-35c; 1 lb. tins	0 37-0 42	0 25-0 30
Pastry spice	0 25-0 30	0 35-0 40
Paprika	0 35-0 40	0 25-0 30
Peppers, black, ground	0 15-0 18	0 24-0 28
Peppers, black, whole	0 24-0 28	0 38-0 40
Peppers, white, ground	0 18-0 24	0 30-0 35
Peppers, white, whole	0 30-0 35	0 18-0 23
Pickling spice	0 18-0 23	0 45-0 50
Sage, English	0 45-0 50	0 30-0 35
Sage, Greece	0 30-0 35	0 10
Saltpetre (chili)	0 10	0 26
Thyme	0 26	0 20-0 22
Turmeric	0 20-0 22	

BEANS AND PEAS.—Prices hold firm at high prices reached last week. Peas also maintain a firm market. Demand for beans still continues good, with small quantities to meet it.

Beans, choice primes, bush.	5 00	5 25
Beans, hand-picked, bushel	5 75	6 00
Peas, blue, bushel	3 50	3 80
Split		5 00

DRIED FRUITS.—Reports from Greece state that the currant situation is anything but reassuring. The crop has been seriously damaged by the bug

perinosperos, and growers have been unable to combat it owing to their inability to get the proper chemicals into the country. A recent cable from that country stated the damages are increasing. Quotations previously given to a Toronto importer were cancelled by wire in the face of conditions. Another disease called by the growers Oidium has further affected the crop. This condition has been aggravated owing to the inability of growers to get sulphur through the blockade. Havoc is being raised in both quality and size. The crop, which was formerly estimated at 135,000 tons, has been reduced to 120,000 tons. There is a deadlock in the prune market at the present time owing to the comparatively high prices being asked by California growers. They have a strong organization, and are refusing to sell their stocks below a 6c basis. An average basis in past years has been from 4c to 4½c. Buyers are refusing to pay the prices, and there are few contracts being made for October shipments. California 30-40's in 25-lb. boxes are selling at 14c. Peaches and apricots are also higher. Dried peaches are selling at 9c per pound, an advance of 1c. The new crop of apricots are expected to reach the price of 25c per pound. Spanish Valencia raisins are reported to be a fair crop and progressing well. The new crop is expected to be quoted at 11c to 12c. Last year there was a scarcity in the crop, and the market opened at 14c to 15c.

Apples, evaporated, per lb.	0 08½	0 09
Apricots—		
Std., 25's, faced	0 15	0 15½
Choice, 25's, faced	0 18	0 19
Extra choice, 25's, faced	0 19	0 20
Fancy, 25's, faced	0 20	0 21
Candied Peels—		
Lemon	0 18	0 20
Orange	0 18	0 20
Citron	0 23½	0 25
Currants—		
Filiatras, per lb.	0 15	0 16
Patras, per lb.	0 16	0 17
Vostizzas, choice	0 16	0 17½
Cleaned, ½ cent more.		
Dates—		
Fards, choicest, 12-lb. boxes	0 09½	0 10
Fards, choicest, 60-lb. boxes	0 09	0 09½
Pa. ckage dates	0 10	0 10½
Hallowees	0 08½	0 09
Prunes—		
30-40s, California, 25-lb. boxes	0 14	
40-50s, 25-lb. boxes	0 10½	0 11
50-60s, 25-lb. boxes	0 09½	0 10
60-70s, 50-lb. boxes	0 09½	0 09½
70-80s, 50-lb. boxes	0 08½	0 08½
80-90s, 50-lb. boxes	0 08½	0 08½
90-100s, 50-lb. boxes	0 08	0 08½
25-lb. boxes, ½c more.		
Peaches—		
Choice, 50-lb. boxes	0 09	
Std., 60-lb. boxes	0 08	0 08½
Choice, 25 lbs., faced	0 09	0 09½
Extra choice, 25 lbs., faced	0 09½	0 10
Fancy, 25 lbs., faced	0 10	0 10½
Raisins—		
Valencia, Cal.	0 09	0 09½
Seeded, fancy, 1 lb. packets	0 10½	0 11
Seeded, choice, 1 lb. packets	0 10½	0 11½
Seeded, choice, 1 lb. packets	0 10	
Seedless, 12 oz. packets	0 11	
Raspberries, black, dried, 25-lb. boxes	0 40	0 42

RICE AND TAPIOCA.—The rice market continues firm. Locally there are no price changes. The demand for tapioca keeps up in spite of high prices. Former prices for tapioca were 3c per pound, as opposed to 10c at present. Some dealers have fairly good stocks of tapioca.

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

CANNED GOODS.—The market in canned goods is very strong. There is a big demand at present, with large quantities being consumed. There are no shortages for immediate delivery. There is a good deal of buying on a speculative market. Large quantities are hard to get in consequence. The new goods have not commenced to arrive as yet. Corn, peas and tomatoes are the big sellers. The decrease in meat consumption is largely responsible for increased consumption of canned goods. Canned coho salmon has shown a decidedly firmer tendency, an advance of 20c being recorded in 1-lb. talls. Chums in 1-lb. talls have advanced slightly, and are now quoted at 95c to 97½c. Canned tomatoes are also up in price, quotations being at \$1.30 to \$1.35 for 3's. Sockeye salmon in 1-lb. flats is reported to be sold out. The new pack will start in British Columbia this month. An advance in sockeye talls has also taken place, and are now being quoted at \$2.65 to \$2.75 per doz.

MONTREAL AND TORONTO PRICES.

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

Salmon, Sockeye—	
1 lb. talls, cases 4 doz., per doz.	2 65 2 75
½ flats, cases 8 doz., per doz.	1 75
Five cases or more, 2½c doz. less than above.	
Chums, 1-lb. talls	
Pinks, 1-lb. talls	0 95 0 97½
Coho, 1-lb. talls	1 15 1 20
Red Springs, 1-lb. talls	1 90 2 00
Humpback, ½-lb. tins	0 50
Canned Vegetables—	
Tomatoes, 3's	1 30 1 35
Peas, standards	1 00 1 02½
Early June peas	1 02½ 1 05
Com. 2's, doz.	1 00 1 05
Corn, fancy, doz.	1 12½ 1 15

All meats, with the exception of western beef, have remained unchanged. The falling off a one quarter of a cent in wholesale prices has been too slight to affect the retail prices.

Farmers are bringing in favorable reports of the crops and dealers are looking for a plentiful supply in most lines at fairly reasonable prices. New potatoes are already beginning to appear in small quantities and are commanding high prices.

Manitoba Markets

Winnipeg, July 18.—Considerable difficulty is being experienced by Winnipeg brokers securing shipments of salt. All lines went up the first of the month from 5c to 10c per barrel, the advance being attributed to labor conditions in the East and to difficulty in securing sacks, packages, etc. It does not appear to be the extra demand that is causing

the high prices—merely difficulty securing sacks and labor.

There has been a considerable reduction in the price of some lines of tobacco, both chewing and smoking. Macdonald's, of Montreal, have dropped their price one cent per pound to the retail trade. It is difficult to account for this reduction, as the demand is unusually heavy, both for soldiers and for export.

A rather surprising change in the market was a decline of 1c per lb. in currants brought about by cessation of the blockade in Greece. The retail trade need not, however, look for any reduction in price at present, as the price of currants in the primary market is still in the clouds.

SUGAR.—The price to the trade is unchanged, but the feeling still persists that prices will go up. A prominent broker stated that prices would go up as soon as the big demand for preserving is felt in about ten days. There is no speculative movement at all, business with the wholesalers being absolutely hand-to-mouth. The New York market appears to be firm, but no change has taken place. Refiners appear to be buying raws, but in spite of this there is nothing yet to point to an advance. The only ground for believing the advance will take place in Canada is that a big demand for preserving is expected within the next week or so.

Sugar, Eastern—	in sacks	Per cwt.
Standard granulated	8 80	
Extra ground or icing, boxes	9 65	
Extra ground or icing, bbls.	9 35	
Powdered, boxes	9 45	
Powdered, bbls.	9 25	
Hard lump (100-lb. case)	9 75	
Montreal yellow, bags	8 40	
Sugar, Western Ontario—		
Sacks, per 100 lbs.	8 75	
Halves, 80 lbs., per cwt.	8 85	
Bales, 20 lbs., per cwt.	8 85	
Powdered, 50s	9 40	
Powdered, 5s	9 65	
Icing, barrels	9 40	
Icing, 50s	9 60	
Cut loaf, barrels	9 70	
Cut loaf, 50s	9 80	
Cut loaf, 25s	9 95	
Sugar, British Columbia—		
Extra standard granulated	8 80	
Bar sugar, bbls.	9 25	
Bar sugar, boxes, 50s	9 35	
Icing sugar, bbls.	9 35	
Icing sugar, boxes, 50s	9 65	
H. P. lumps, 100-lb. cases	9 75	
H. P. lumps, 25-lb. boxes	9 85	
Yellow, in bags	8 40	

SYRUPS.—There is very little syrup moving on account of the hot weather. The corn market is very firm, and the trade are inclined to think that the market on corn syrup will be up very shortly. Cornmeal has already advanced. Corn advanced about 10c per sack during the past week. Molasses is coming in from the Barbadoes, but only amounts to a drop in the bucket. While the demand is very small, the supply is small, and is keeping the market up.

Corn Syrup—	
2s, per case 2 doz.	2 88
5s, per case 1 doz.	3 23
10s, per case, 1/2 doz.	3 11
20s, per case 1/2 doz.	3 12
1/2 barrels, by the lb.	4 65
B. C. Cane Syrups—	
2-lb. tins, 2 doz. to case, per case	4 65
5-lb. tins, 1 doz. to case, per case	4 75
10-lb. tins, 1/2 doz. to case, per case	4 45
20-lb. tins, 3 tins to case, per case	4 35

(These prices prevail in Winnipeg, Calgary, Regina.)

Edmonton, Strathcona, Moose Jaw and Lethbridge. For Saskatoon they are 5c case higher.)
Molasses— Per gal.
Barbadoes, 1/2 bbls., per gal. 0 65
New Orleans 0 28
New Orleans, tins, 24 x 2 lb. case, \$2.20; 24 x 3 lb. case, \$3; 12 x 5 lb., \$2.60; 6 x 10 lb., \$2.55.

DRIED FRUITS.—All lines appear to be stationary, except apricots, which advanced another cent last week, no doubt due to Association control. The feature of the market this week is a decline in currants in the primary market of about 1c per lb. from the high point reached last week. This is attributed to the cessation of the Grecian blockade. In spite of this, prices on currants are still in the clouds, and they will have to come down considerably before this fruit will be saleable to any extent in the retail store. As pointed out last week, the price on Thompson seedless will be lower than prices prevailing to-day, but the Association will accept no further orders at these prices. They are guaranteeing all prices until new crop, and then quotations will be much higher. Orders being filled at present are those which have been placed for some time. Evaporated apples remain about the same, and are exceedingly low.

Dried Fruits—		
Evaporated apples, choice, 50's	0 07 1/2	
Evaporated apples, choice, 25's	0 08	
Evaporated apples, 3-lb. cartons	0 30	
Pears, choice, 25's	0 17 1/2	
Apricots, choice, 25's	0 14 1/2	
Apricots, choice, 10's	0 15 1/2	
Peaches—		
Choice, 25-lb. boxes	0 07 1/2	
Choice, 10-lb. boxes	0 08 1/2	
Currants—		
Filiatras, dry cleaned	0 13 1/2	
Vostizzas, dry cleaned	0 14 1/2	
1 lb. package Amalias	0 14 1/2	0 15
2 lb. package	0 29	0 30
Dates—		
Hallowee, loose, per lb.	0 69	
Hallowee, 12-oz. pkgs.	0 68 1/2	
Raisins, California—		
16 oz. fancy, seeded	0 10	0 10 1/2
16 oz. choice, seeded	0 09 1/2	0 09 1/2
12 oz. fancy, seeded	0 08	0 08 1/2
12 oz. choice, seeded	0 07 1/2	
Raisins, Muscatels—		
3 crown, loose, 25's	0 08 1/2	
3 crown, loose, 50's	0 08 1/2	
Raisins, Cal. Valencias—		
25-lb. boxes	0 69	
50-lb. boxes	0 69 1/2	
Fruits—		
90 to 100, 25s	0 07 1/2	
80 to 90, 25s	0 07 1/2	
70 to 80, 25s	0 08 1/2	
80 to 70, 25s	0 09	
80 to 60, 25s	0 08 1/2	
40 to 50, 25s	0 10 1/2	
Peels—		
Orange, lb.	0 17 1/2	0 18 1/2
Lemon, lb.	0 18	
Citron, lb.	0 21 1/2	

DRIED VEGETABLES.—White beans are still very scarce, and the market exceedingly firm, both in California and Michigan. None appear to be coming through, as buyers in Winnipeg are pretty well stocked, and are not inclined to purchase until they really have to. There are no signs of the market going down, as supplies are not available in the primary market. Recently the California market went away up, and has affected Lima beans, which are costing as much in California to-day as the retailer in Western Canada is paying the wholesaler.

Beans—		
White beans, fancy, hand-picked, bu.	5 00	
White beans, 3-lb. pickers, bushel	4 65	
California Lima Beans—		
80-lb. sacks	0 07 1/2	
Barley—		
Pot, per sack, 98 lbs.	3 20	
Pearl, per sack, 98 lbs.	4 30	

Peas—
Split peas, stck., 98 lbs. 5 50
Whole peas, bushel 3 30

RICE.—There is no change either in rice or tapioca. Some time ago the tapioca market was tending downwards, but it appears now to be stationary.

Rice and Tapioca—		
No. 1 Japan, per lb., 100-lb. bags	0 06 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	0 08 1/2
Tapioca, pearl	0 08 1/2	0 09

SPICES.—The market on all lines appears to be holding very high, but there is nothing special to report. Cables arriving last week-end stated that peppers were slightly lower, but the reduction does not appear to amount to very much.

Allspice, ground	0 11 1/2	0 14 1/2
Cassia, ground	0 22	
Cream of tartar, 98% guaranteed	0 56	0 58
Cloves, whole	0 26	
Cloves, ground	0 26	
Ginger, Jamaica, ground	0 21 1/2	0 23 1/2
Nutmegs, ground	0 26	0 30
Pepper—		
Ground, black, 10-lb. boxes	0 27	
Ground white, 10-lb. boxes	0 31	
Whole, white	0 31 1/2	

COFFEE.—The Santos market last week-end was slightly higher. New crop Rios were also about 1/2c higher than a week ago.

Coffee—		
Green, choice, No. 7 Rio	0 14 1/2	
Green, choice, No. 5 Rio	0 15 1/2	
Green Santos	0 18 1/2	0 19 1/2
Roasted, Rio, in bulk, bbls.	0 18	0 20
Roasted Santos	0 23	0 25
Maracaibo, green	0 19	0 20
Chicory, lb., Canadian, 14-lb. tins	0 10 1/2	

CANNED GOODS.—All Winnipeg jobbers report that canned goods are moving very freely, and most of them are still selling very cheap on account of the fairly good stocks they carry. Their prices are still low in comparison with those being quoted in Eastern Canada, and this will have to stop sooner or later, depending on how big the demand becomes.

BRITISH COLUMBIA MARKETS

By Wire.

Vancouver, July 20.—Great interest is manifested in the dried fruit situation almost to the exclusion of everything else. The canned goods situation is also attracting attention of the trade. Prices on all lines remain firm. Provisions on the whole have shown a slightly lower tendency.

Produce and Provisions—		
Butter, creamery, per lb.	0 33	0 34
Butter, New Zealand, lb.	0 40	
Cheese, per lb., large, 2lc; twins	0 21 1/2	
Cheese, Stilton, lb.	0 23	
Eggs, local, fresh	0 34	
Lard, 3's, per case	8 55	
Lard, 5's, per case	8 45	
Lard, 10's, case	8 40	
Lard, 20's, each	10 90	
Hams, mild	0 22	
Hams, picnic	0 14 1/2	
Bacon, light	0 24 1/2	
General—		
Almonds, shelled, lb.	0 42 1/2	
Cream of tartar, lb.	0 55	
Cornmeal, ball	3 00	
Flour, best patents, per bbl.	7 70	
Grapefruit, Florida, case	6 00	
Lemons, box	5 00	
Potatoes, Ashcroft's, per ton	20 00	30 00
Potatoes, local, ton	15 00	16 00
Potatoes, new	0 02 1/2	
Potatoes, sweet	0 12	
Rolled oats, ball of 80 lbs.	2 80	
Onions, Oregon, cwt.	1 50	
Oranges, new, navel, box	5 50	4 25
Rice, 50's, sack	1 30	
Sugar, standard gran., per cwt.	8 80	
Walnuts, shelled, lb.	6 45	
Walnuts, Manchurian, lb.	0 14	0 18

Canned Goods—	
Apples, gals., 6-case	1 62
Beans, 2's	2 10
Corn, standard, per 2 doz. case.....	2 15
Peas, standard, per 2 doz. case.....	2 10
Plums, Lombard, 2's, case	1 90
Peaches, 2 1/2's, case	4 00
Strawberries and raspberries, 2's, case	4 60
Salmon—	
Sockeye, 1's, 4 doz. case	9 00
Sockeye, 1/2's, 8 doz. case	10 75
Pinks, 1's, 4 doz. case	4 00
Dried Fruits—	
Apricots, per lb., 11c; Apples, lb.....	0 12
Prunes, 70-90, 25's, lb.	0 08
Currants, per lb.	0 12
Raisins, seeded, lb.	0 09 1/2
Peaches, per lb.	0 06 1/2
White figs, per lb.	0 07 1/2

ALBERTA MARKETS (CALGARY)

By Wire.

Calgary, July 20.—A decline of 50c per hundred in the price of lard is one of the price changes recorded this week. The price now quoted is \$10 for 3's. Ontario cheese has had a slight decline, the new price quoted being 18 1/2c to 19 1/2c per pound. As yet beans have not advanced in price in common with other sections of the Dominion, but dealers state their opinion that an advance is pretty certain. Lemons have taken a big jump owing partly to the increased demand for the summer trade. They are now quoted at \$6.50 to \$7 per box. The last quotations were at \$5.50 per box. Oranges have also shared in the advance, being sold at \$4.50 to \$5.50 per box. Recent quotations were \$4.25 to \$5. Sal soda has advanced 30c per hundred pounds during the week, and lye is likely to take an upward flight in the near future.

General—	
Beans, small white Japan, lb.	0 08 1/2
Flour, No. 1 patent, 98's	3 40
Molasses, extra fancy, gal.	0 75
Rolled oats, ball	3 00
Rice, Siam, cwt.	4 75
Potatoes, local, per bush.	0 60
Sago and tapioca, lb.	0 10
Sugar, pure cane, granulated, cwt.....	9 25
Shelled walnuts, finest halves, lb.	0 49
Shelled walnuts, broken, lb.	0 30
Produce and Provisions—	
Cheese, No. 1 Ontario, large, per lb.	0 18 1/2
Butter, creamery, lb.	0 30
Butter, No. 1, dairy, lb.	0 25
Lard, pure, 5s, per case	10 30
Bacon, smoked backs, per lb.	0 23 1/4
Bacon, smoked bellies, per lb.	0 24
Lard, pure, 3s, per case	10 00
Eggs, new laid	9 00
Eggs, No. 1	8 00
Canned Goods—	
Tomatoes, 3s, standard, case	3 70
Corn, 2s, standard, case	2 35
Peas, 2s, standard, case	2 45
Tomatoes, gals., case	2 35
Apples, gals., Ontario, case	1 75
Raspberries, 2s, Ontario, case	4 90
Salmon, finest sockeye, talls, 48x1s, cs.	4 50
Salmon, pink, talls, 48x1s, per case....	4 00
Lobster, 1/2s, per doz.	3 90
Dried Fruits—	
Currants, lb.	0 15
Evaporated apples, 50s, per lb.	0 10
Peaches, choice, 25s, per lb.	0 07 1/2
Apricots, choice, 25s, per lb.	0 17 1/2
Pears, choice, 25s, per lb.	0 14
Prunes, 90-100	0 08 1/2
Sultana raisins, Cal., extra fancy	0 15
Manchurian shelled walnuts	0 30
Fresh Fruits and Vegetables—	
Oranges, Val., box	4 50
Lemons, box	6 50

ALBERTA MARKETS (EDMONTON)

By Wire.

Edmonton, July 20.—Owing to the heavy receipts for produce of various kinds, the market on the whole has had an easier tendency. Butter has declined 3c per pound. No. 1 dairy is now being purchased at 20c per pound. Eggs in cases are quoted at \$7. In the fruit

line, raspberries have just commenced to arrive. Lard was also among the articles showing a decline, the amount being 1/4c per pound. Compound lard kept pace also and went down a 1/2c. A decline of 1c per pound has been recorded in the cheese market.

General—	
Beans, small white Japan, lb.	0 08
Flour, No. 1 patent, 98's	3 40
Molasses, extra fancy, gal.	0 77
Rolled oats, ball	3 00
Rolled oats, 8s	2 60
Rice, Siam, cwt.	3 90
Potatoes, local, per bush.	0 40
Sago and tapioca, lb.	0 09
Sugar, pure cane, granulated, cwt.....	9 35
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 1/2
Butter, creamery, lb.	0 32
Butter, No. 1, dairy, lb.	0 20
Lard, pure, 5s, per case	10 30
Bacon, smoked backs, per lb.	0 23 1/4
Bacon, smoked bellies, per lb.	0 24
Lard, pure, 3s, per case	10 35
Eggs, new laid, per doz.	0 22
Eggs, case	7 00
Canned Goods—	
Tomatoes, 3s, standard, case	3 10
Tomatoes, gals., case	2 25
Corn, 2s, standard, case	2 35
Peas, 2s, standard, case	2 45
Apples, gals., Ontario, case	1 95
Strawberries, 2s, Ontario, case	0 90
Raspberries, 2s, Ontario, case	4 50
Salmon, finest sockeye, talls, 48x1s, cs.	9 65
Salmon, pink, talls, 48x1s, per case....	4 25
Lobster, 1/2s, per doz.	3 00
Dried Fruits—	
Currants, lb.	0 13 1/2
Evaporated apples, 50s, per lb.	0 10
Peaches, choice, 25s, per lb.	0 07 1/2
Apricots, choice, 25s, per lb.	0 15
Pears, choice, 25s, per lb.	0 14
Prunes, 90-100	0 07 1/2
Sultana raisins, Cal., extra fancy	0 15
Valencia raisins, Cal., lb.	0 10

NEW BRUNSWICK MARKETS

By Wire

St. John, July 20.—There have been few changes in the market at this centre during the past week. Potatoes are firm at \$3 per barrel. There are small quantities of old stock being offered for sale. The new potatoes are being sold at \$1.50 per bushel. There has been a firmer tendency in the price of eggs during the week with a slight advance recorded.

Produce and Provisions—	
Bacon, breakfast, per lb.	0 22
Bacon, roll, per lb.	0 17
Beef, corned, 1's	2 50
Pork, American clear, per bbl.	32 50
Butter, dairy, per lb.	0 25
Butter, creamery, per lb.	0 30
Eggs, new laid, per doz.	0 28
Lard, pure, lb.	0 18 1/4
Cheese	0 17
Flour and Cereals—	
Cornmeal, gran.	6 35
Cornmeal, ordinary	1 85
Flour, Manitoba, per bbl.	7 35
Flour, Ontario	6 60
Flour, buckwheat, western, 98-lb. bag	3 50
Rolled oats, per bbl.	6 25
Fresh Fruits and Vegetables—	
Apples, box	3 00
Lemons, Messina, box	4 00
Lemons, Cal., box	5 00
Oranges, Cal., case	4 00
Potatoes, new, bush.	1 50
Sugar—	
Standard granulated	8 25
United Empire	8 15
Bright yellow	8 05
No. 1 yellow	7 85
Paris lumps	9 25
Beans, white, per bush.	4 90
Molasses, Barbadoes, gal.	0 55
Cream of tartar, per lb., bulk	0 51
Currants	0 14 1/2
Pork and beans, case	3 40
Rice, per cwt.	5 25

REPRESENTATIVES MEET

The travelers of the T. H. Estabrooks Company met in convention with the heads of departments at St. John, N.B., while in that city they were the guests of the president of the company, T. H. Estabrooks. There were representatives present from Ontario, Winnipeg, Montreal, Maine and the Maritime provinces.

Business sessions were held every morning during the convention and the staff had talks from some of the heads of the business. Mr. W. R. Miles, head of the tea departments, gave two most interesting and instructive talks on tea. Mr. Miles is an outstanding authority on tea having spent his whole life in the trade as did his father and grandfather before him. The main business feature of the convention, however, was the two splendid addresses by the President, Mr. T. H. Estabrooks. His story of the starting of the Red Rose Tea business in a very small way in 1894 contrasted with the present enormous business with so many branches was a most interesting story.

The entertainment features included a clam-bake and a sail up the St. John River, together with a reception by Mrs. Estabrooks on the lawn at their beautiful home. The members of the Toronto staff present were:

Geo. H. Campbell; B. E. Miller; R. W. Vout; A. T. Guild; W. J. Brokenshire; Geo. E. Thompson; W. Linder; H. C. Stiver; W. H. Kerwin; F. Leech; A. L. Curry; A. V. Elliott; W. J. Swift; I. N. Draper; C. C. Jones.

HINTS ON MAKING COLLECTIONS

A grocer, who is exceptionally successful in keeping his collections up, yet holds his trade, makes it a rule never to ask a customer to settle an account when the customer is in the store, says "Associated Advertising."

"I see him at his home or his place of business," the grocer said. "If he expects to be asked for money when he comes to the store, he may stay away."

"When a customer resents an insistent effort to collect and asks if I don't believe he is good, I say I know he is good and that I wish the people I owe regarded me as safe as he is—that I'm not worrying about his credit, but mine."

"Some people make the mistake of clamoring hard for money all the time. I don't do that. It takes the edge off of the appeal. I go after it rather mildly most of the time, then when I send out an appeal based upon my need for funds to carry on my business, it sounds more reasonable and brings the money. One can't cry 'Wolf, wolf,' all the time."

Campbell, Wilson & Horne, wholesale grocers, have decided to erect a warehouse in Red Deer, Alta.

L. Blanchard, grocer, Welland, has opened a branch store across the bridge.



FRUIT AND VEGETABLES



FIRST BLUEBERRIES OF SEASON NOW IN

Cherries Decline 25c a Basket — Canadian Raspberries on Market In Plenty

FRUIT—Montreal.—The first blueberries of the season arrived on the market this week, quoted at \$1.25 per box. This is about the same price as they opened at a year ago. Cherries in 6-qt. baskets are quoted at 50c, which is a decline of 25c. Cherries are far more plentiful, and there is a good demand. The demand for grapefruit is slow, and prices are high; they are quoted at \$7 per box, and are very scarce. California pears in boxes are down \$1, and are now \$4 box—going well. No more American raspberries are being offered, the season being over. There are plenty of Canadian raspberries on the market at \$4 per crate of 54 boxes to the crate. The big sellers in fruit this week are strawberries at 8c per box, and bananas at 2.50 for No. 1's, and 2.00 for No. 2's.

Apricots, 4 basket crate	2 00	2 00
Bananas, bunches	2 00	2 50
Cantaloupes, per crate	3 50	
Cherries, crates	2 50	3 00
Cherries in baskets, per 6-qt. basket	0 50	
Grapefruit, 46-54-64-80-96	7 00	
Gooseberries, per gal.	0 40	
Blueberries, per box	1 25	
Lemons—		
California	3 25	
Verdellis	5 00	
Messina, 300 size, box	4 50	5 00
Oranges—		
Valencias, late	4 75	
Jamaica, 195-200-216	2 50	
Porto Rico, 126-150-200-288	2 50	
Plums, 4 basket crate	2 00	
Peaches in baskets, 6 to crate	3 50	
Peaches	2 00	
Pears, Calif., per box	4 00	
Pineapples, 18-24 and 30-36	3 00	3 50
Raspberries, Canadian, per crate	4 00	
Strawberries, per box	0 08	
Limes, per box	1 25	
Watermelons, each	0 50	

TOMATOES TAKE DROP OF \$1.50 PER CRATE

VEGETABLES — Montreal. — New beets are now selling at 50c per dozen, and there are plenty on the market. Old beets are off. New York beans are also off the market, as there are plenty of Canadian beans offering, both green and wax, at \$1.25 per basket. This is the last week for Baltimore cabbage at \$2.50 crate, as there is plenty of local at \$1. No more American celery offering—now all Canadian at 75c per dozen. There is no more imported parsley—all Canadian at 40½c per dozen bunches. Plenty of new potatoes, and the market is lower by 25c, now being \$4 per barrel, with a

good demand. Old potatoes, of which there are quite a few on the market, are still holding firm, the price being \$2 per bag. Old turnips have advanced 50c per bag, and are now bringing \$1.50 per bag. One of the most important changes in this market was in tomatoes, which fell from \$3.50 to \$2 per crate, this drop taking place inside of two days. This big change was brought about by the arrival of ten cars of tomatoes in one day. In spite of this drop, the market for hothouse tomatoes holds firm at 25-30c per lb. The big sellers in the vegetable market are tomatoes and potatoes.

Beets, bag	2 00
Beets, new, per doz. bunches, Montreal	0 50
Beans, wax, N.Y., per basket	1 25
Beans, green, N.Y., per basket	1 25
Cabbage, Baltimore, crate	2 50
Beets, new, per doz. bchs.	0 50
Cabbage, Montreal, per doz.	1 00
Carrots, bag	1 00
Carrots, new, per doz. bchs.	0 25
Canflower, Montreal	1 50
Celery, green top	2 75
Celery, per doz.	0 75
Cucumbers, hamper	1 50
Cucumbers, Montreal, per doz.	0 50
Egg plant, N.Y., doz.	1 75
Endive Can., per lb.	0 25
Garlic	0 30
Horse radish, per lb.	0 15
Leeks, bunch	0 15
Head lettuce, Montreal, per 2 doz. box	0 40
Curly lettuce, doz.	0 15
Mint, doz.	0 25
Mushrooms, 4 lb. basket	2 00
Onions—Spanish onions, per crate	5 00
Parsnips, new, per doz. bchs.	1 00
Parsley, Bermuda	0 75
Parsley, new, doz.	0 75
Parsley, Montreal, per doz.	0 40
Peas, Montreal, per 20 lb. bag	1 50
Potatoes—	
So. Carolina	4 25
New, per bbl.	4 00
Montreal, Red, 80 lbs., bag	1 75
New Brunswick, 80 lbs., bag	1 90
Green Mt.	2 00
Sweet, hamper	1 75
Radishes, per doz.	0 10
Rhubarb, per doz.	0 25
Spinach, Montreal, box	0 50
Turnips, new, per doz. bchs.	0 75
Turnips, bag	1 50
Turnips, bag, Quebec	1 75
Tomatoes, hothouse, lb.	0 25
Tomatoes, Jersey, per crate	3 50
Tomatoes, Misouri, flat	1 40
Watercress, Boston, hothouse, doz.	0 75
Watercress, Canadian, doz.	0 30

BLACKCAPS AND RASPBERRIES IN

Blackcaps Are of Exceptionally Fine Quality—Canadian Tomatoes Now Plentiful—Prices Go Down.

FRUIT—Toronto. — The first shipments of raspberries began to arrive this week. The samples are not as good as they are expected to be a little later. They are arriving in small quantities. Prices asked for them range from 13c to 17c a quart. It is expected that the crop will be a good one. Blackcaps that

have reached the market are exceptionally fine specimens. They are being sold at 13c to 17c a quart. Some fine specimens of the sour Montmorenci cherries from the Queenstown district are being sold at 60c to 75c for a 11-quart basket. Blueberries are on the market for the first time and are being disposed of at \$1.50 to \$1.75 a basket. The quality is not as good as those expected along later from the North Shore district. Strawberries are drawing to the end of their tether. Prices quoted during the middle of the week were 10 and 11 cents per quart. Red currants are plentiful with small demand and are being sold in cases at 6 and 7 cents a quart. Cantaloupes are beginning to reach the market, and are selling at \$2 a crate. Some 24-pound boxes of California Malaga grapes were in the market during the week at \$4 a box. Georgia peaches of a secondary grade were selling at \$3.25 per bushel hampers. California pears in 46-pound boxes were quoted at \$3.

Apples, American harvest, hamper	1 75
Apricots, 4 bus.	1 50
Bananas, bunch	1 50
Blackcaps, qt.	0 13
Cantaloupes, Georgia	3 50
Cantaloupes, Cal.	6 50
Cherries, Can. 11-qt.	0 60
Cherries, Can., 6-qt. basket	0 30
Cherries, Windsor	0 50
Cherries, Oxhearts	0 75
Gooseberries, 6-qt. basket	0 25
Grapefruit—	
Cuban, case	4 50
Florida, case	5 50
Grapes, Cal., case	4 00
Oranges—	
Late Valencias, case	4 75
Peaches, California, box	1 75
Peaches, Georgia, hamper	3 25
Pears, boxes	3 00
Plums, 4 baskets	1 75
Lemons, Verdill, case	5 00
Limes, per 100	1 50
Raspberries, red, qt.	0 13
Strawberries, Can.	0 09
Watermelons	0 60

CANADIAN TOMATOES NOW IN MARKET IN GOOD QUANTITIES

VEGETABLES—Toronto.—Canadian outdoors—grown tomatoes started to reach the market in good quantities this week. They are of fine quality. The price quoted is considerably under that of last week, being \$1.75 to \$2 for 11-quart baskets. Wax beans are also beginning to arrive in larger quantities, the price being 75c for 11-quart baskets. New potatoes are selling at \$4 per barrel of 3 bushels. Bermuda onions are quoted at \$2.25 to \$2.50 a hamper, which is below recent prices. Green peppers are on the market at \$1 for 11-quart basket. New Ontario potatoes are reported scarce by some wholesalers.

(Continued on page 36)



FISH AND OYSTERS

SUMMER HOTELS TAKE MORE FISH

Trade in Fish Shifts from Home Consumption to Summer Resorts—
Lobsters in Good Demand

FISH—Montreal.—The volume of business during the past week has shown a small decrease, due to customers leaving the city for the seaside or lake shore. However, there is an improvement in demand from the hotel trade from the various summer resorts. Supplies, as a rule, are equal to the demand. Gaspé salmon fishing is very nearly over for the season, and for this reason there has been an advance. This week, and from now on, the trade expects to receive large quantities of salmon from British Columbia. Halibut is easier, but all kinds of lake fish, with the exception of whitefish, are stiffer. The demand for all kinds of prepared, salt and pickled fish is very small, but there are a number of inquiries, indicating that some trade will be arriving in the near future. Bulk and shell oysters, clams, etc., are very quiet. Lobsters are in good demand, and owing to the fishing season being practically over in all districts, prices are advancing.

DEATH OF GEORGE MATTHEWS

George Matthews of Lindsay, Ont., founder of the business of Matthews-Blackwell, died last week, aged 82 years.

Mr. Matthews was born in Warwickshire, England, in 1834, and came to Canada in 1851. In 1860 he settled in Lind-sty.

Capt. A. J. Matthews, 27th Regiment, Winnipeg, who was killed in action in Flanders in February last, was the sixth son. Surviving sons are: William E., Ottawa; George S., Brantford; T. Frank, Peterboro; R. C. (R. C. Matthews Co.), Toronto, and Albert, Montreal.

MORE SHIPS AVAILABLE

An after development of the Jutland battle has been the release of over 200 British merchant ships that had been tied up in Baltic ports since the outbreak of war. These ships have passed safely through the Skager Rack and are now once more in active service.

SMOKED AND DRIED FISH ARE NOW OFF MARKET

Toronto.—Owing to the extreme difficulty in keeping smoked and dried fish during the hot weather, these lines are practically off the market at the present time. There are a few lines, such as haddies and Digby herrings, that are fair keepers in warm weather, and these are still being quoted. Bulk oysters and clams have also gone to their long home until cooler weather sets in. Frozen fish is no longer in demand when the fresh iced articles can be obtained.

WEATHER SLACKENS DEMAND FOR FISH

Warm Temperature Has Caused Falling Off in Consumption—Salmon Trout Not Moving as Freely

FISH—Toronto.—Demand for fish of all kinds has taken a slight slump owing to the extreme warm weather. Fish in this respect has to stand part of the shot in common with nearly all fresh beef lines. The supply of salmon trout and whitefish is good, but the pesky consumer is not just in the mood for devouring them in large quantities. There was a slight dearth of British Columbia fresh salmon the first part of the week, but shipments were expected to arrive along about the middle of the week. The quotation for this fish continues at 14c a pound. The price of halibut is firm at 13c per pound.

SMOKED FISH.

	Montreal	Toronto
Haddies, per lb., new cured	.09	.09
Haddies, fillets, per lb.	.12	.10
Digby herring, box		0 16
Smoked boneless herring, 10-lb. box	1 30	1 25

PRAWNS, SHRIMPS, LOBSTERS.

Lobsters, medium and large, per lb.	0 20	0 40
Prawns, Imperial gal.	2 25	2 50
Shrimps, Imperial gal.	2 00	2 50

FRESH SEA FISH

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

FRESH LAKE FISH

Carp, lb.	0 07	
Pike, lb.	0 08	0 07
Perch	0 16	
Whitefish, lb.	0 13	9-10
Lake Erie whitefish		0 10
Herrings, each		0 10
Herrings, lb.		0 07
Lake trout	0 13	09-10
Eels, lb.	0 08	0 10
Dore	0 14	0 12

WINNIPEG

FISH AND POULTRY.—A feature of the market is the arrival of fowl in better quantities, selling to the trade at 22c. Broilers are expected next week, and will bring in the neighborhood of 35c. Jewish dealers in the city are buying up a lot of this stuff and selling it to the restaurants, having men in the country picking up what is available. This leaves very little for the retail trade, but supplies are coming in much better than they did. The only scarce line in fish is pickerel, very little of which is offering, and will continue to be scarce until the end of next month. There is only an odd shipment arriving. Other lines of fish remain the same, salmon being quoted at 16c; halibut, 11c; steak cod, 8c; whitefish, 9½c; trout, 12c.

Fish—	
Fresh salmon	0 16
Fresh halibut	0 11
Steak, cod, per lb.	0 08
Lake Winnipeg whitefish	0 09½
Fresh finnan haddie	0 11
Kippers, per box	2 00
Fresh lake trout, per lb.	0 12
Bloaters, per box	2 00
Salt mackerel, 20-lb. kit	3 00
Pickerel, lb.	0 10
Smoked gold-eyes, doz.	0 50
Poultry, Live—	
Fowl	0 22
Broilers	0 35

WEIGHTS OF CANNED GOODS CHANGED

The Canned Goods Exchange of Baltimore, Md., has notified the trade that changes in the schedule of weights for canned fish, canned fish roe and canned fruits and vegetables become effective on July 1. There are reductions in No. 2 cans, containing 2 dozen to the case, from 44 to 43 pounds; of No. 9 cans, containing 4 dozen to the case; from 61 to 60 pounds, and an increase in the weight of No. 3 cans, 2 dozen per case, from 67 to 68 pounds. These weights are for wooden cases. Fibre containers have been used to a limited extent and the question of suitable weight for canned foods in these is now under discussion.

A. M. Filmer, who has been shipper for Campbell, Wilson and Horne, Ltd., Lethbridge, Alta., for the past two years has gone to Red Deer. Mr. Filmer has been promoted to general shipper for the same firm at that point



FLOUR AND CEREALS



ENGLISH IMPORTERS WANT SPRING WHEAT

Flour Market Continues Firm With Slight Improvement in Local Demand—Farmers Busy

FLOUR—Montreal. — Market still quiet, both for Manitoba and Ontario. In the case of winter wheat, farmers are too busy to bring it in, as they are busy with their mixed farming. They usually do not let up towards time of the fall fairs. The hot weather of the past week should help the crop considerably; the heavy rains earlier in the season were rather hard on the winter wheat crop. There is a steady demand from English importers for spring wheat at an advance in sympathy with the strength of the wheat market. There has also been a slight improvement in local demand, but no change in quotations. First patents are bringing 6.60, and seconds 6.40.

Manitoba Wheat Flour—		Per bbl. of 2 bags	
First patents	.....	6 60	
Second patents	.....	6 10	
Strong bakers	.....	5 90	
Winter Wheat Flour—		lots	Small lots
Fancy patents	.....	5 40	5 65
90 per cent. in wood	.....	2 40	2 50
90 per cent. in bags	.....	

COMPANIES NOT PRESSING THEIR SALES OF CEREALS

CEREALS—Montreal. — Rolled oats are quiet, but the oat market is a little firmer. Few sales are taking place, and what is being sold is not on account of market conditions. There is the usual small demand at this time of the year, and no sales of car load lots are being made, to make money on the market. Most companies are not pushing business, and there is no money at to-day's prices.

Cornmeal—		Per 98-lb. sack	
Gold dust	.....	2 50	
Rolled Oats—		90's in jute.	
Small lots	.....	2 75	
25 bags or more	.....	2 80	
Package, case	.....	3 90	4 00
Oatmeal—fine, standard and granulated, 10 per cent. over rolled oats in 90's, in jute.			
Rolled Wheat—		100-lb.	bbls.
Hominy, per 98-lb. sack	.....	4 60	
Hominy, per 98-lb. sack	.....	2 75	
Corn flour, bag	.....	2 35	
Rye flour, bag	.....	2 65	2 80
Barley, pot	.....	3 00	
Barley, pearl, lb.	.....	0 04 1/2	

BIG DEMAND FOR FEEDS IS ATTRIBUTED TO LOW STOCKS

FEEDS. — **Montreal.** — There is a healthy look to this market, and millers find it difficult to explain. There is a very brisk demand for everything. It is probably due to the fact that stocks are low. There has never been any rush

for feeds during the past season, and this probably accounts for the good demand now.

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

WHEAT CUTTING UNDERWAY

Harvest Conditions Early—Good Export Demand for Flour—Higher Freight Rates.

FLOUR — Toronto. — Reports from certain sections in Ontario are to the effect that some of the fall wheat has been cut within the past few days. This is exceptionally early. It is stated by flour men that the yield per acre will be fully up to that of last year. The Ontario wheat crop is stated to be in excellent condition, although the acreage will be slightly under that of last year. There has been a little more inquiry for flour for export purposes but freight rates have gone up 15 cents per hundred pounds and this has sent the price of flour higher by that much for export purposes. Buyers are inclined to object to paying the advance. There is a firmer tendency in the flour situation. Prices for domestic consumption remain unchanged. Wheat is quoted at a half cent higher than last week, No. 1 Northern changing at \$1.23 1/2 per bushel track bay ports.

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

OATMEAL HAS ADVANCED IN LINE WITH ROLLED OATS

CEREALS — Toronto. — Standard and granulated oatmeals have advanced to \$3.25 for 98-pound bags, thus keeping in line with the recent advance in the price of rolled oats. The upward market has been due to the rising prices for oats. The cereal market on the whole is firm. Corn is scarce and has increased 10 cents per bushel, thus making a firmer tone in the price of cornmeal. There is a good demand for all cereals, principally for domestic consumption.

Barley, pearl, 98 lbs.	.....	4 20	4 40
Rockwheat grits, 98 lbs.	.....	4 90	4 90
Corn flour, 98 lbs.	.....	2 50	2 75

Cornmeal, yellow, 98 lbs.	.....	2 60
Graham flour, 98 lbs.	.....	2 75
Hominy, granulated, 98 lbs.	.....	3 40
Hominy, pearl, 98 lbs.	.....	3 40
Oatmeal, standard, 98 lbs.	.....	3 25
Oatmeal, granulated, 98 lbs.	.....	3 25
Peas, Canadian, boiling, bush.	.....	3 25
Peas, split, 98 lbs.	.....	5 00
Rolled oats, 90-lb. bags	.....	2 95
Rolled wheat, 100-lb. bbls.	.....	3 25
Rye flour, 98 lbs.	.....	2 60
Whole wheat flour, 98 lbs.	.....	3 70
Wheatlets, 98 lbs.	.....	3 50

FARMERS STARTING TO FEED BRAN TO CATTLE

FEEDS—Toronto.—Farmers are now beginning to feed bran to their cattle to supplement the ration with the drying up to a certain extent of the pastures. A diminishing milk supply has induced them to give the cows additional food materials. This has caused a good demand for bran and the prices have firmed up. Shorts also are in good demand, as the fall porkers are now in the process of being prepared for market. In fact there is a good demand for feeds of all kinds. A still larger demand is anticipated owing to the shortage in coarse grains. Feed flour is quoted at an advance of 5c per bag.

Mill Feeds—		Mixed cars per ton	
Bran	.....	21 00	
Shorts	.....	24 00	
Special, middlings	.....	26 00	
Feed flour, per bag	.....	1 55	1 70
Oats—			
No. 3, Ontario, outside points	.....	0 49	0 50

WINNIPEG

FLOUR AND CEREALS. — First patents remain at \$6.60 Domestic flour business is still rather quiet, but there are prospects for good business commencing with August. Flour prices remain unchanged, although wheat has advanced considerably during the past few days. The general opinion prevails that wheat prices will not be able to hold firm on account of large quantities of wheat still in the country. Cereals are quiet, but the prospects are good for bulk business in August. Feed prices are a little easier, in most cases under last week's quotations.

Prices current to-day are: Bran, \$16; shorts, \$17-19; middlings, \$17-19; mixed chop, \$30. Mixed chop is inclined to be very firm, sales having been made even at \$31.

Flour—			
Best patents	.....	6 60	
Rakers	.....	6 10	
Clears	.....	5 40	
XXXX	.....	4 40	
Cereals—			
Rolled oats, 90 lbs.	.....	2 25	2 30
Rolled oats, pkg., family size	.....	3 75	
Wheat flakes, case	.....	3 75	
Oatmeal, standard and gran., 98 lbs.	.....	2 75	
Cornmeal, 98 lbs.	.....	2 45	
Feeds—			
Bran, ton	.....	16 00	
Shorts, ton	.....	19 00	
Middlings, ton	.....	17 00	
Mixed chop, ton	.....	30 00	

The Quality Trio



Quality, then Price that's Tillson's

It matters not whether the market is strong or weak, Tillson's cereals are always of uniform quality.

Tillson's Rolled Oats

A food, not a fad

—the oats that are rolled thinnest and that cook quickest without breaking up. Especially suitable for a good, nourishing summer porridge.

Tillson's "Scotch" Health Bran

—the new quality cereal with features which are conducive to better health during the trying hot days of Summer.

Tillson's "Scotch" Fine Cut Oatmeal

—one of the new Tillson porridge cereals, packed in sanitary, dust-proof packages. It makes a palatable, nourishing, healthful porridge.

Write for Quotations.

Canada Cereal & Flour Mills Co.

LIMITED

TORONTO

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ONTARIO



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

Aniline Dyes in Some Sausages

Inland Revenue Department Report Shows That of 141 Samples of Sausages Examined, 13 Were Colored With Dyes—Starch Content Below Average, and Water Content About Normal—How Food Standards for Sausages Read.

THE report of the Inland Revenue Department of Canada under the signature of the Chief Analyst, Dr. A. McGill, on the content of sausage samples showed that 13 out of 141 examined contained aniline dyes. This means that sausages were dyed, presumably for the purpose of giving them a more attractive color. Five of these samples in which dyes were found were obtained in Montreal, four were secured in Ottawa, two in Toronto and one each in Hamilton and Windsor. One well known department store in Toronto is accredited with having sold sausages which contained these aniline dyes. This department store in question, according to the report, was given as the manufacturer of these sausages which they sold containing dyes.

The report on sausages deals with the work done on one hundred and forty-one samples. The purpose of these analyses was to discover the character of the goods as sold in Canada. These tests were made partially for the purpose of ascertaining whether or not certain modes of treatment not permitted to manufacturers who work under government inspection are in use by sausage manufacturers whose establishments are not supervised by the inspectors of the Department of Agriculture. This had particular reference to the use of dyes and preservatives.

Definition of Sausages

Sausages are defined by an Order in Council under date of October 14, 1910, as:

"2. Sausage, sausage meat, is a comminuted meat from swine or meat cattle or a mixture of such meats, either fresh, salted, pickled or smoked with added salt and spices and with or without the addition of edible animal fats, cereals blood and sugar, or subsequent smoking. It contains no larger amount of water than the meats from which it is prepared contain when in their fresh condition, and not more than ten per cent. of its weight of cereals; and if it bears a name descriptive of kind, composition or origin, it corresponds to such descriptive name. All animal tissues used as containers, such as casings, stomachs, etc., are clean and sound and impart to the contents no other substance than salt."

Free from Water

Analyses of sausages indicate that there has been no attempt to put any

extra amount of water into the sausage by the manufacturers. Authorities quoted give the mean average of many analyses of pork sausages as 48.24 per cent. water. The average of 60 samples made by the Inland Revenue Department showed the water content to be 48.0 per cent. The report of the Chief Analyst dealing with water content of sausages was as follows:

"Moisture (Water) Content.—This is required not to exceed the amount of moisture natural to the meats from which it is prepared. In this connection the following constants possess interest. They are taken from Leach "Food Inspection and Analysis", 2nd Edition, p. 213, et seq.

Beef as Usually Purchased.			
	Lean	Medium	Fat
Chucks	57.4	57.9	53.3
Ribs	52.6	43.8	39.6
Loins	58.2	52.5	49.2
Rump	56.6	45.0	36.2
Round	64.7	60.7	54.0

Pork as Usually Purchased.			
	Lean		Fat
Shoulder	44.9		41.8
Loins	46.1		41.8
Ham	59.4		33.6

"Of the total water present in sausages, it is generally accepted that the lean sausage meat contributes about 76 per cent., the fatty tissue, from 3 to 8 per cent., and the starch or flour from 10 to 15 per cent. (Allen Com. Org. Analysis, Vol. VIII, p. 361) König (Jusammensetzung, etc., p. 1460) quotes 48.24 p.c. water for the mean of many analyses of pork sausages.

"The results of analysis in the case of the present collection, and so far as water is concerned, are as below:—

Average for		%
10 samples from	New Brunswick	48.3
10 "	Toronto	51.9
10 "	Hamilton	49.4
10 "	Alberta	43.9
10 "	Rocky Mountains	50.6
10 "	Vancouver	42.8
60 "	.....	48.0
60 "	.....	48.0

Starch Does Not Exceed Limit

The analysis for starch content show that it is considerably below the standards. The report of the Chief Analyst says:—

"Starch Content of Sausages.—The standards above quoted require that starch shall not exceed 10 per cent. As a matter of fact, our analytical results show that much less than this amount is usually present.

In the case of 80 samples examined, 75 samples contain starch. The average

starch content is 3.14 per cent. In greater detail, the results are:

For 10 samples from	New Brunswick	7.44
" 10 "	Toronto	2.12
" 9 "	Hamilton	1.76
" 10 "	Manitoba	1.68
" 10 "	Saskatchewan	2.09
" 7 "	Alberta	3.89
" 10 "	Rocky Mountains	2.28
" 9 "	Vancouver	4.10
Mean starch for 75 samples		3.14



Fred Horne, city traveller for Campbell, Wilson & Horne, Limited, Lethbridge, Alta, has joined the 78th Depot Battery, Lethbridge. Fred will be missed in athletic circles as he was prominent in football, baseball, hockey and aquatic sports and is an all round athlete."

John E. Irving.—Among the latest of the missing, is Pte. John E. Irving, whose home is in Toronto. He has not been heard of since June 12, according to an official report received by the family. Pte. Irving enlisted last summer. He was employed with the Harris Abattoir Company.

R. G. Templeman.—Pte R. G. Templeman is reported as suffering severe wound in eye, Pte. Templeman is a South African veteran, and was employed by Swift Canadian Co. He is a Toronto man.

R. Carr-Harris.—The Canadian Gazette, London, says R. Carr-Harris, the representative of the Dominion Canners' Association, has arrived from Italy on his way to London and Canada, where he will take up his commission in the Canadian expeditionary force. Mr. Harris is a graduate of the Royal Military College, Kingston.

Wallace Gordon Winslow.—Pte Wallace Gordon Winslow, at the front with regiment of Mounted Rifles since February, is reported missing since the big battle of June 1-2. He is 17 years old and formerly was a clerk in the employ of Eirson's grocery store of Toronto.

Sidney Johnston.—Pte. Sidney Johnston, killed in action, 445 Margueretta street, Toronto enlisted in the 1st Contingent. He was employed with Minton Bros., tea merchants, at the time. His next of kin are in Ireland.



PRODUCE AND PROVISIONS



LOW CHEESE PRICE CREATES DEMAND

**Demand for Smoked and Cured Meats
Continues Good—Lard
Prices Firm**

PROVISION—Montreal.—There are no changes of very great importance this week. The demand for smoked and cured meats continues good, particularly on hams. Lard holds steady, and prices are unchanged.

Hams—			
Small, per lb.	0 22	0 24	
Medium, per lb.	0 21	0 23½	
Large, per lb.	0 22	0 22	
Bacon—			
Plain, bone in	0 24		
Boneless	0 29		
Peameal	0 29		
Bacon—			
Breakfast, per lb.	0 26		
Roll	0 18		
Shoulders, bone in	0 16		
Shoulders, boneless	0 17		
Cooked Meats—			
Hams, boiled, per lb.	0 34		
Hams, roast, per lb.	0 35		
Shoulders, boiled	0 26	0 27	
Shoulders, roasted	0 27		
Dry Salt Meats—			
Long clear bacon, 50-70 lbs.	0 15½		
Long clear bacon, 80-100 lbs.	0 14½		
Flanks, bone in, not smoked	0 15½		
Barrelled Pork—		Per bbl.	
Heavy short cut mess	30 00		
Heavy short cut clear	32 00		
Clear fat backs	33 00		
Clear pork	33 00		
Lard, Pure—			
Tierces, 350 lbs., net	0 17		
Tubs, 50 lbs., net	0 17½		
Tins, 50 lbs., net	0 17½		
Pails, wood, 20 lbs., net	0 17½		
Pails, tin, 20 lbs., gross	0 17		
Cases, 10 lbs. tins, 60 in case	0 17½		
Cases, 3 and 5-lb. tins, 60 in case	0 18½		
Bricks, 1 lb. each	0 19½		
Lard, Compound—			
Tierces, 375 lbs., net	0 14½		
Tubs, 50 lbs., net	0 15		
Tins, 50 lbs., net	0 15		
Pails, wood, 20 lbs., net	0 15½		
Pails, tin, 20 lbs., net	0 15½		
Cases, 10-lb. tins, 60 in case	0 16½		
Cases, 3 and 5-lb. tins, 60 in case	0 16		
Bricks, 1 lb. each	0 17		
Hogs—			
Dressed, abattoir killed, cwt.	16 25		

MANITOBA BUTTER LOWER THAN ONTARIO DAIRY

BUTTER—Montreal. — Receipts for the past week were 17,937 boxes against 18,496 in the previous week. The market on butter is steady at the decline. There is no export trade, as prices here are higher than permit of a profit being made from export business. Pastures all over the country are in excellent condition, and a continued heavy make is expected, which is now ahead of last year. Prices are unchanged. At Cowansville last week end they were quoting 28¾c, St. Hyacinthe 28½c. Dairy butter is a little more plentiful. Several cars of Manitoba dairy have been shipped east at one to two cents lower than Ontario

dairy. The American butter market is steady; the make there is very heavy, and weather conditions are good.

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

MARITIME EGGS BEATING OUT QUEBEC AND ONTARIO

EGGS — Montreal. — Receipts here amount to 18,622 cases, which shows a decline compared with the previous week. Hot weather eggs are now arriving in earnest, and quality of arrivals show wide difference in values. Strictly new laid are in good demand, and are commanding higher prices. Store eggs of doubtful quality are difficult to move. Several cars from the Maritime and the West are on the market at lower prices than those prevailing in Quebec or Ontario. No one appears to be storing these hot weather eggs, so that the market generally speaking is a shade easier on No. 1 and No. 2 eggs. Country buying prices are 25¼-26c loss off. The export of eggs continues, but they are mostly American eggs.

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

DEMAND FROM ENGLAND MAY CAUSE BETTER CHEESE PRICES

CHEESE—Montreal.—Feature of the past week is the prevailing price at all boards, and at some boards the cheese was unsold as the factory men would not take the lower prices offered. This low range of values created a better demand from England, and would not be surprising if the market reacted somewhat. The lowest price of the week was 13¾c, and at some boards as high as 14¾c was paid. At present colored cheese is commanding a premium of ¼-½c over white. Receipts of cheese to May 1, in 1916 were 808,350 boxes, and in 1915 818,957. It is expected that in two or three weeks we shall catch up with and pass last year's figures, as owing to the good prices being paid every effort is being made to increase production.

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

POULTRY PRICES ARE WORKING DOWNWARD

POULTRY—Montreal. — Deliveries during the past week have been satis-

factory. Dealers report no surplus carried over. Storage poultry has been cleaned up, and there is a good demand for all poultry arriving on this market. Ducklings are showing a wide difference in quality, and shippers would be money in pocket if they held them until plump and well fatted. Poultry prices are gradually working to a lower level.

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

HONEY CROP REPORTED TO BE FAIR CROP THIS YEAR

HONEY—Montreal.—Reports so far indicate an average crop this year, and in the course of a week or so it will be known better how prices are going to shape up.

Honey—		
Buckwheat, tins	0 06½	
Strained clover, 60-lb. tins	0 12	
Strained clover, in 10-lb. tins	0 12½	
Strained clover, in 5-lb. tins	0 12½	
Comb honey, white clover, per section	0 16	
Comb honey, buckwheat, per section	0 13	

PICNICS CREATE BIG HAM DEMAND

**Cooked Meats Considered Boon to
Housewife in Hot Weather—Prices
Have Advanced**

PROVISIONS—Toronto. — Owing to the big demand for boiled ham and cooked hams of all kinds, presumably for picnic purposes as well as saving of fuel and heat, there has been a bigger demand for all hams. Prices have advanced 1 cent per pound on all hams as a result. Hot weather has also operated to make the housewife get along with as little cooking of meat as possible. This has caused a bigger home consumption.

Hams—		
Light, per lb.	0 24½	0 25
Medium, per lb.	0 23½	0 24
Large, per lb.	0 22½	0 23

Backs—		
Bacon—		
Main	0 26	0 29
Boneless, per lb.	0 28	0 30
Pea meal, per lb.	0 28	0 29
Bacon—		
Breakfast, per lb.	0 25	0 29
Roll, per lb.	0 20	0 21
Shoulders, per lb.	0 20	0 21
Pickled meats—lc less than smoked.		
Dry Salt Meats—		
Long clear bacon, ton lots	0 18	0 19
Long clear bacon, small lots	0 18½	0 19½
Fat backs, lb.	0 16	0 17
Cooked Meats—		
Hams, boiled, per lb.	0 35	0 36
Hams, roast, per lb.	0 35	0 36
Shoulders, boiled, per lb.	0 30	0 31
Shoulders, roast, per lb.	0 30	0 31
Barrelled Pork—		
Heavy mess pork, per bbl.	30 00	31 00
Short cut, per bbl.	32 00	33 00
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 17	0 17½
Tubs, 50 lbs.	0 17½	0 17½
Pails, 1 lb., per lb.	0 17½	0 18
Bricks, 1 lb., per lb.	0 16	0 17
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 14½	0 14½
Tubs, 50 lbs.,	0 14½	0 14½
Pails, 20 lbs., per lb.	0 14½	0 15
Bricks, 1 lb., per lb.	0 15½	0 16
Hogs—		
Liev	11 50	11 75
Dressed, abattoir killed.....	16 50	17 00

COLD STORAGE FOR BUTTER SHIPMENTS HARD TO GET

BUTTER—Toronto.—Cold storage for shipment of butter to England has been hard to get, in consequence export shipments have not been equal to the demand. Quite a considerable amount of butter is being put into cold storage locally and there is an easier tendency throughout the butter market. Deals at the present time are in favor of the buyer. There has been a fraction of a cent lower price at the factories, but the retail price has not changed.

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

CHEESE HAS RECOVERED HALF OF ONE CENT LOST

CHEESE—Toronto.—A recovery of a half-cent per pound in the price of cheese has taken place. Last week there was recorded a decline of 1c per pound. The price now being quoted is 16½c to 17½c per pound for new cheese. The market has been somewhat erratic in character for no apparent reason. There has been a big demand for export for the troops and the recent decline was a trifle hard to understand.

Cheese—		
New, large, per lb.	0 16½	0 17½
New, twins, per lb.	0 16½	0 18½
Sept., large, per lb.	0 22	0 22
Sept., twins, per lb.	0 22½	0 22½
Sept., triplets, per lb.	0 22½	0 22½

PEOPLE ARE NOT USING AS MANY EGGS IN HOT WEATHER

EGGS—Toronto. — The quantity of eggs consumed during recent days has been measurably less. Hot weather has affected the quality somewhat and people have been quick to let up on their use. The arrival of several carloads of western eggs also helped to make the market easier. As a result the prices paid in the country are down one cent per dozen. Prices for new lays, however, remain firm with an easier tendency in the market.

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

SPRING BROILERS GETTING TOO LARGE IN SIZE FOR USE

POULTRY—Toronto. — There is a smaller demand for spring broilers from hotels and restaurants owing to the greater size of the birds. Hotelmen find while they have to pay the same price per pound for a pound and a half chicken that they do for a three-pounder, yet they can only get the same price for the larger bird when they serve it on their tables. A broiler is usually cut in two portions.

Poultry—		
Spring broilers (1½ lbs. and over) Live	0 25—0 30	0 30—0 40
Old fowl, lb	0 16—0 18	0 20—0 22
Milk-t-d	0 17—0 20	0 25—0 26

STRAINED HONEY IS NOW A SCARCE ARTICLE

HONEY—Toronto.—Strained honey is becoming an extremely scarce article. There have been a number of inquiries during the week which dealers found it impossible to fill. Until the crop comes in in August there will be no new supplies. Comb honey has shown a slightly firmer tendency. No 1 being quoted at \$2.75 to \$3 per dozen, and No. 2 at \$2.25 to \$2.50 per dozen.

Honey—		
Buckwheat, bbls., per lb.	0 07½	0 07½
Buckwheat, tins, per lb.	0 07½	0 08½
Clover, 50 lb. tins, per lb.	0 13½	0 13½
Clover, 10 lb. tins, per lb.	0 14	0 14½
Clover, 5 lb. tins, per lb.	0 14	14½
Comb, No. 1, doz.	2 75	3 00
Comb, No. 2, doz.	2 25	2 50

WINNIPEG

PRODUCE AND PROVISIONS.—Receipts of hogs have been comparatively light, and the market is firm at \$10.50, with a good local and outside demand. For the next six weeks we look for small receipts. There has been no change in the prices of meat products. Butter prices to the trade are unchanged, No. 1 creamery selling at 30c, and No. 2, 29c. The make is fairly liberal, but not as big as was anticipated on account of excellent pasturage. Creameries are asking more money this week, but no increases have been made in quotations to the trade. The average quality of the make this year is considerably better than in any previous year. Dairy receipts have been exceptionally good, but with the warmer spell, have fallen off slightly. We believe the flush is over, although there will be fairly liberal receipts for the next month and a half. There still continues a good demand from the East for dairy butter, which will ultimately find its way to export. Egg receipts have been light during the past week, and on account of the weather there is a wide variation in quality. The cheese market is weak, due no doubt to lack of export inquiries. The feeling is that it will go still lower, and quotations less than 19c are expected.

Hams—		
Light, per lb.	0 22	0 23
Medium, per lb.	0 20	0 21
Large, per lb.	0 19	0 20

Bacon—		
Breakfast, per lb.	0 22	0 23
Breakfast, select, lb.	0 26	0 28
Backs, per lb.	0 22	0 25
Dry Salt Meats—		
Long clear bacon, light	0 16½	
Cooked Meats—		
Hams, boiled, per lb.	0 31	
Shoulders, boiled, per lb.	0 23	0 24
Roast hams, lb.	0 35	
Barrelled Pork—		
Mess pork, bbl.	27 00	
Lard, Pure—		
Tierces	0 16	
Pails	3 32½	
Cases, 108	10 05	
Cases, 58	10 13	
Cases, 38	10 20	
Cartons	0 17½	
Lard, Compound—		
Tierces	0 13½	
Tubs, 50s, net	6 74	
Pails, 20s, net	2 80	
Butter—		
Fresh made creamery, No. 1.....	0 30	
Creamery, No. 2	0 29	
Best dairy	0 24	
No. 2 dairy	0 21	0 22
Cooking	0 16	0 18
Eggs—		
New lays	0 26	0 26½
Cheese—		
Ontario, large	6 19	
Ontario, twins	0 19½	

FRUIT AND VEGETABLES

(Continued from page 30.)

Cabbage, new, case	2 50	3 00
Cabbage, Canada, case	3 75	4 00
Beets, doz. bunches	0 30	
Beans, green	0 60	1 00
Carrots, new, doz.	0 30	
Cauliflower, case	4 00	4 25
Celery, Canadian, case	1 25	
Cucumbers, hamper	2 60	2 25
Cucumbers, basket	1 35	
Onions—		
Texas, Bermuda, crate	2 25	2 50
Green, doz. bunches	0 30	0 30
Lettuce, leaf, doz.	0 15	0 25
Lettuce, head, dozen and half.....	1 00	
Parsley, 11 qt. basket	0 40	
Peas, green, Canadian, basket	0 25	0 50
Peppers, green, basket	1 00	
Potatoes—		
Ontario, bag	1 90	
New, barrel	4 00	
Tomatoes, Georgia, 3-basket crate.....	2 75	3 00
Tomatoes, Canadian, 11-qt. basket.....	1 75	2 00

WINNIPEG

FRUIT AND VEGETABLES.—One of the new lines arriving on the market is Crawford peaches, selling at \$1.60 per case. Very few apricots are being offered, and what there are, are selling as high as \$3.25 and \$3.50 per crate. Raspberries are also on the market, selling for \$4 per crate. Practically no apples are offered. Quality of strawberries now on the market is very poor, mostly arriving from British Columbia. The reason for this is that the season is practically over, and by next week there will be few offering at all. Strawberries are going to the retail trade at \$3.50 per crate of 24 pints. Cherries are cheaper this week, 24-pint boxes selling at \$4.50 per crate. Cabbage is now selling at \$3.50 per crate, which is a considerable reduction.

Fresh Fruits—		
Bananas, lb.	0 04½	
Cherries, 24 pt. box	4 50	
Cantaloupes, crate	7 00	
Grapefruit, case	6 00	
Strawberries, B.C., case 24 pts.....	3 50	
Valencia oranges, case	5 50	
California lemons	6 50	
Plums, crate	1 75	2 75
Peaches, crate	1 75	
Raspberries, crate	4 60	
Apricots, crate	2 25	3 50
Watermelons	7 00	
Vegetables—		
Cabbage, new, crate	3 50	
Peppers, per basket	0 75	
Mushrooms	0 90	
Carrots, per lb.	0 03½	
New potatoes, lb.	0 04	
B.C. potatoes	0 90	
Alberta potatoes	0 90	
Garlic, per lb.	6 25	
California head lettuce, case	4 00	
California onions, sacks	5 00	
Mississippi tomatoes, crate 4 baskets.....	1 50	
Green peas, lb.	0 20	

LARGEST MAKERS IN THE WORLD

Tin Foil—all descriptions

Tea Lead—all gauges and sizes

Metal Bottle Capsules—any size,
color or stamping

Collapsible Tubes—plain or colored

ALL BRITISH MADE

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

BETTS & COMPANY, LIMITED

Chief Office :—1 Wharf Road, LONDON, N., ENGLAND

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.

Freshly picked, sun-ripened fruits and pure
cane sugar, coupled with careful and scientific
manufacturing methods have made Furnivall's
Jams the favorite of jam lovers everywhere.

There is always a big demand for Furnivall's.
Why not "Cash in" on it from now on by
displaying these popular jams in your windows
or on your sales counter?

FURNIVALL-NEW, Limited
Hamilton Canada

YOU should buy an ELGIN NATIONAL

because



No. 40

It will **STEEL-CUT** Coffee
faster than any other mill of cor-
responding size.

It can be regulated while running to
grind the coffee to suit each patron's
taste.

It costs you less, grinds fastest, runs
easiest, best finished, made strongest
—lasts longest, and because thirty
years' actual usage has made it the
most popular mill in Canada.



No. 35

WOODRUFF & EDWARDS CO., Elgin, Ill., U.S.A.

BUY

STAR BRAND

"Made in Canada"

**Cotton Clothes Lines
and Cotton Twine**

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

FOR SALE BY ALL WHOLESALE DEALERS

See that you get them

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



**THE
BEST of
BRANDS**

For your own protection you need to handle brands of Canned Fish that are above suspicion.

**CONCORD
Norwegian Sardines**

are packed from the finest freshly-caught autumn fish, no hard, tough fish being packed in our up-to-date, sanitary factory.

Only the highest grade oil is used, notwithstanding the advance in price, and the fish are of excellent flavor, mild cured and not too much smoked.

24 to 28 fish go to the can, which will surely please your most fastidious customer.

Order from your nearest wholesaler the brand with the guarantee—CONCORD.

LIST OF AGENTS:

R. S. McIndoe, Toronto. Watson & Truesdale, Winnipeg. Maritime Fish Corporation, Limited, 4 St. Nicholas Bldg., Montreal. W. A. Simonds, St. John, N.B. H. C. Janlon, Vancouver, B.C.

**BACK
BACON**

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

Made Under Government Inspection.

**F. W. Fearman Co.
LIMITED
HAMILTON**

**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 35 lbs.	1 30
12 oz. Tins, 4 doz. to case, weight 48 lbs.	1 75
16 oz. Tins, 4 doz. to case, weight 65 lbs.	2 25
3 lb. Tins, 2 doz. to case, weight 85 lbs.	5 00
5 lb. Tins, 1 doz. to case, weight 75 lbs.	9 50

ROYAL BAKING POWDER

Size	Less than 10 case lots	Bbl. lots or 10 cases and over
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.
1/2 Pts. Delhi Epicure	\$ 1 20
1/2 Pts., Red Seal, screw tops	1 00
1/2 Pts., Red Seal, crown tops	0 90
Pts., Delhi Epicure	1 90
Pts., Red Seal	1 40
Pts., Tiger	1 15
Ots., Delhi Epicure	2 40
Ots., 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 47 1/2
1's Baked Beans, Plain, 4 doz. to case	0 70
1's Baked Beans, Tomato Sauce, 4 doz. to case	0 70
1's Baked Beans, Chili Sauce, 4 doz. to case	0 70
2's Baked Beans, Plain, tall, 2 doz. to case	1 05
2's Baked Beans, Tomato Sauce, tall, 2 doz. to case	1 05
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	1 45

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 1/2'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, 1/2 doz. per case, for hotel and restaurant use (gals.), \$5.25 doz.

**"AYLMER" PURE ORANGE
MARMALADE**

	Per Doz.
10 1/2 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 palls in crate, per pall	0 50
5's Tin, 8 palls in crate, per pall	0 61
7's Tin or Wood, 6 palls in crate	0 79
14's Tin or Wood, 4 palls in crate, per lb.	0 11
30's Tin or Wood, one pall only, per lb.	0 11

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

CEREALS

WHITE SWAN

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

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

Cocoa—	
Perfection, 1-lb. tins, doz.	4 50
Perfection, 1/2-lb. tins, doz.	2 40
Perfection, 1/4-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, 1/2's, 12-lb. boxes, per lb.	0 37
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80

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

ROYAL BAKING POWDER

ABSOLUTELY PURE

The purity of ROYAL BAKING POWDER is unquestioned and this purity is so well known to consumers everywhere that sales are just as certain.

When you buy a stock of ROYAL BAKING POWDER you can count your profit on every can in advance, because the last can is just as sure to sell as the first one.

Contains No Alum



Melagama Tea

is all quality

and still sells at 40 and 50 cents. It has many old friends.



Minto Bros.

284 Church Street

- - -

Toronto

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

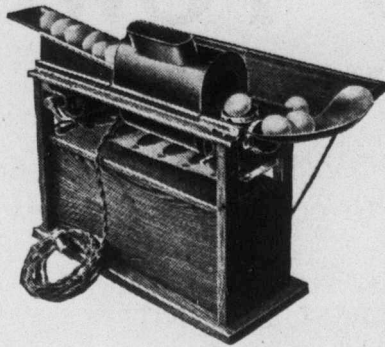
**Do You Believe That There is a
BEST?**

OF COURSE, and you want it, too, if the price is right. The Electric Daylight Egg Tester is the

BEST EGG CANDLER

on the market.

It will test 300 dozen eggs an hour, and it will do the job perfectly. The operator needs no particular experience. The Electric Daylight Tester is



Neat, Durable and Inexpensive

It will add to the appearance of a counter and will enable the dealer to absolutely guarantee the freshness of the eggs he sells. A guarantee with eggs means money and satisfied customers. Write to-day for our special offer on all orders received during the next sixty days.

A. E. Jennings Company
535 Detroit St.
ANN ARBOR, MICHIGAN



A Real Whole Wheat Toast

Lovers of real whole wheat toast will find palate satisfaction and real food value in

Triscuit

The Shredded Whole Wheat Wafer. It is made the same as Shredded Wheat Biscuit except that it is compressed into a wafer and baked by electricity. Unlike many so-called whole wheat flour products, it has the whole wheat in it, including the bran-coat, which is so useful in stimulating bowel movement. You should always keep this crisp, snappy, delicious wafer in stock. It is delicious when eaten with butter, soft cheese or marmalades.



The Canadian Shredded Wheat Co., Ltd.
Niagara Falls, Ont.

62-U

Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90
Sweet Chocolate— Per lb.	
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 37
Diamond, 8's, 6 and 12-lb. boxes	0 30
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 28
Diamond, ¼'s, 6 and 12-lb. boxes	0 28
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, coconut, cream, in ¼-lb. packages, 2 and 4 doz. in box, per doz.	1 00
Chocolate Confections. Per doz.	
Maple buds, 5-lb. boxes	0 39
Milk medallions, 5-lb. boxes	0 39
Chocolate wafers, No. 1, 5-lb. boxes	0 32
Chocolate wafers, No. 2, 5-lb. boxes	0 28
Nonparell wafers, No. 1, 5-lb. boxes	0 32
Nonparell wafers, No. 2, 5-lb. boxes	0 28
Chocolate ginger, 5-lb. boxes	0 36
Milk chocolate wafers, 5-lb. boxes	0 39
Coffee drops, 5-lb. boxes....	0 39
Lunch bars, 5-lb. boxes....	0 39
Milk chocolate, 5c bundles, 3 doz. in box, per box	1 40
Royal Milk Chocolate, 5c cakes, 2doz. in box, per box	0 90
Nut milk chocolate, ½'s 6, lb. boxes, lb.	0 39
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 39
Nut milk chocolate, 5c bars 24 bars, per box	0 90
Almond nut bars, 24 bars, per box	0 90

BORDEN MILK CO., LTD.

CONDENSED MILK

Terms net 30 days.

Eagle Brand, each 48 cans ..	\$6 95
Reindeer Brand, each 48 cans	6 70
Silver Cow, each 48 cans...	6 15
Gold Seal, Purity, each 48 cans	6 00
Mayflower Brand, each 48 cans	6 00
Challenge, Clover Brand, each 48 cans	5 50

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	4 60
Jersey Brand, Hotel, each 24 cans	4 60
Peerless Brand, Hotel, each 24 cans	4 60
St. Charles Brand, Tall, each 48 cans	4 70
Jersey Brand, Tall, each, 48 cans	4 70
Peerless Brand, Tall, each, 48 cans	4 70
St. Charles Brand, Family, each, 48 cans	4 10
Jersey Brand, Family, each, 48 cans	4 10
Peerless Brand, Family, each 48 cans	4 10
St. Charles Brand, small, each 48 cans	2 00
Jersey Brand, small, each 48 cans	2 00
Peerless Brand, small, each, 48 cans	2 00

CONDENSED COFFEE

Reindeer Brand, "Large," each 24 cans	\$4 80
Reindeer Brand, "Small," each 48 cans	5 50
Regal Brand, each 24 cans ..	4 50
COCOA, Reindeer Brand, each 24 cans	4 80

COFFEE.

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN

1 lb. square tins, 4 doz. to case, weight 70 lbs.....	0 36
1 lb. round tins, 4 doz. to case, weight 70 lbs.....	0 34½

ENGLISH BREAKFAST COFFEE.

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 22
1 lb. tins, 2 doz. to case, weight 35 lbs.	0 20

MOJA

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 31
1 lb. tins, 2 doz. to case, weight 35 lbs.	0 30
2 lb. tins, 1 doz. to case, weight 40 lbs.	0 30

PRESENTATION COFFEE.

A Handsome Tumbler in Each Tin.

1 lb. tins, 2 doz. to case, weight 45 lbs., per lb.....	0 27
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FLAVORING EXTRACTS

WHITE SWAN FLAVORING EXTRACTS—ALL FLAVORS.

1 oz. bottles, per doz., weight 3 lbs.	\$ 1 05
2 oz. bottles, per doz., weight 4 lbs.	2 00
2½ oz. bottles, per doz., weight 6 lbs.	2 30
4 oz. bottles, per doz., weight 7 lbs.	3 50
8 oz. bottles, per doz., weight 14 lbs.	6 50
16 oz. bottles, per doz., weight 23 lbs.	12 00
32 oz. bottles, per doz., weight 40 lbs.	22 00
Bulk, per gallon, weight 16 lbs.	10 00

CRESCENT MFG. CO.

CRESCENT MAPLEINE

Per doz.

½ oz. (4 doz. case), weight 9 lbs., retail each 15c....	\$1 35
1 oz. (4 doz. case), weight 14 lbs., retail each 30c....	2 50
2 oz. (3 doz. case), weight 15 lbs., retail each 50c....	4 25
4 oz. (2 doz. case), weight 17 lbs., retail each 90c....	7 50
8 oz. (1 doz. case), weight 17 lbs., retail each \$1.60..	13 25
Pint (1 doz. case), weight 20 lbs., retail each \$3....	24 50
Quart (1 doz. case), weight 53 lbs., retail each \$5.50..	45 00
Half gallons, each, retail each, \$10	7 50
Gallons, each, retail each \$18	14 50

GELATINE

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

W. CLARK, LIMITED, MONTREAL.

Compressed Corned Beef, ¼s, \$2; 1s, \$3.35; 2s, \$6.50; 6s, \$23; 14s, \$60.	
Roast Beef, ¼s, \$2; 1s, \$3.35; 2s, \$6.50; 6s, \$23.	
Bolled Beef, 1s, \$3.35; 2s, \$6.50; 6s, \$23.	
Jellied Veals, ¼s, \$2; 1s, \$3; 2s, \$4.50; 6s, \$21.	
Corned Beef Hash, ¼s, \$1.50; 1s, \$2.50; 2s, \$4.50.	
Beefsteak and Onions, ¼s, \$2; 1s, \$3.35; 2s, \$6.25.	

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.

FOR SALE

FOR SALE—GROCERY BUSINESS, DOING about \$3,500 a year. Clean stock, up-to-date fixtures. Apply Box 148, Canadian Grocer.

FOR SALE—GROCER AND BUTCHER'S business; doing nice trade; all fitted complete. House furniture and all for sale. Reason for selling, going to England. Apply Box 149, Canadian Grocer.

WANTED

GOOD, EXPERIENCED, ENGLISH-SPEAKING clerk wanted, single preferred. Direct communication to Oxford Provision Co., 5593 Sherbrooke St., Montreal.

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

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

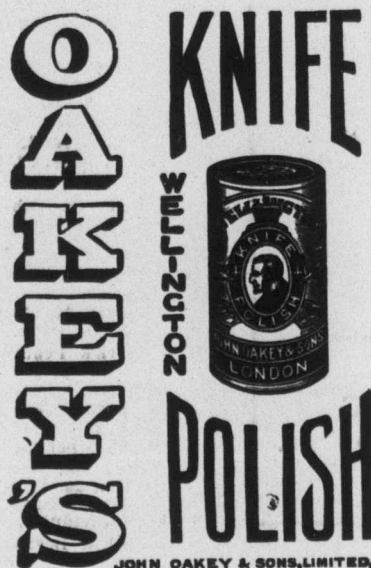
WANTED — POSITION AS TRAVELLING salesman by man with four years' road experience wholesale groceries and long retail experience. Well acquainted north and west of North Bay. Would consider responsible inside position, wholesale or retail. Box 147, Canadian Grocer.

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

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

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

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.

To All Live Business Men

I would like to hear from any merchant or any good, live, responsible man residing in any part of Canada who would be interested in handling the Best Egg Preserver in the world, bar none, which will be manufactured in Chicago, Ill., and Toronto, Canada, in 1917.

Address

R. G. FLEMING
Blackfoot, Idaho.

"TRENT LOCK" EGG FILLERS

For 30 dozen cases.

For one dozen Cartons.

THE TRENT MFG. CO., LIMITED
Trenton, Ontario, Canada

Jenkins & Hardy

Assignees, Chartered Accountants, Estate and Fire Insurance Agents.
15½ Toronto St., Toronto
52 Can. Life Bldg., Mont.

CHIVER'S JAMS—JELLIES—MARMALADE
Are guaranteed absolutely pure and of the highest quality.

Send us your orders.

Agents:

Frank L. Benedict & Co., Montreal

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

60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF

PORT ARTHUR, ONT. MONTREAL, QUE.

FRESH FISH
FOR NEXT WEEK

Halibut, Cod, Haddock, Trout,
Whitefish

Price
Quality
Service

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

Toronto Butchers' Supply Co. LIMITED

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

49 DUNDAS STREET. - - TORONTO

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.

Keep "Stop-On" Polishes before your customers

You can confidently recommend every "Stop-On" line to give the user the utmost satisfaction. A "Stop-On" shine will retain its brilliancy wonderfully in all weathers and will not rub off on the clothing—something of particular importance to those wearing white shoes.

We manufacture "Stop-On" in Black, Tan, Nut Brown, Ox-Blood and White. Our white shoe dressing is the only permanent white to be had.

Be a "Stop-on" Dealer.



**STRANG
BROS.
WINNIPEG**

Have you tried WETHEY'S ORANGE MARMALADE?

It is making
a hit.

- Cambridge Sausage, 1s, \$3.00; 2s, \$5.50.
- Boneless Pigs' Feet, 1/2s, \$1.75; 1s, \$2.50; 2s, \$5.50.
- Lambs' Tongues, 1/2s.
- Sliced Smoked Beef, tins, 1/2s, \$1.75; 1s, \$2.80; 4s, \$15.50.
- Sliced Smoked Beef, glass, 1/2s, \$1.35; 1/2s, \$1.95; 1s, \$2.95.
- 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, \$1.45.
- Ox Tongues, tins, 1/2s, \$3.00; 1s, \$5.50; 1 1/2s, \$8.25; 2s, \$10.75.
- Ox Tongues, Glass, 1 1/2s, \$10.50; 2s, \$13.00.
- Mincement, 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.
- Plum Pudding, 1s, \$2.30; 2s, \$3.
- Clark's Peanut Butter — Glass Jars, 1/2, 95c; 1/4, \$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, 80c; 2s, \$1.30; 3s, \$1.90; 6s, \$6; 12s, \$8.50; 3s, flat, \$1.70. Individuals, 65c doz.
- Pork & Beans, Tomato Sc. Talls, 1s, 80c; 2s, \$1.30; 3s, \$1.90; 6s, \$6; 12s, \$8.50; 3s, flat, \$1.70; Individuals, 65c doz.
- Pork and Beans, Chill, 1s, 80c; 2s, tall, \$1.30; 3s, flat, \$1.70; individuals, 65c doz.
- Tomato Sauce, 1 1/2s, \$1.10; Chili Sauce, 1 1/2s, \$1.10.
- Pork and Beans, 1 1/2, Chili Sauce, 95c doz.
- Vegetarian Baked Beans, Tomato Sauce, Talls, \$1.25.
- 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; 2s, \$2.35 doz.
- Fluid Beef Cordials, 20 oz. btl., 1 doz. per case, at \$10.00 per doz.
- English Plum Puddings, 1s, \$2.30 doz.; 2s, \$3 doz.

THE N. K. FAIRBANKS CO., LIMITED.

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

Tierces 0 14 1/2
Pails \$2 93

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

All orders received must be shipped within a period of 20 days.

Advance over tierce basis for small packages:

3-lb. tins, 20 to the case, 1c over tierces; 5-lb. tins, 12 to the case, 1/4c over tierces; 10-lb. tins, 6 to the case, 1/4c over tierces; 20-lb. wood pails, 1/2c over tierces; 60-lb. tubs, 1/2c 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,
ca. 5 50
Neptune 7 00
San Rival 8 00

- VICHY LEMONADE**
La Savoureuse, 50 btles,
ca. 8 00

- NATURAL MINERAL WATER**
Evian, Source Cachat, 50
btles, ca. \$9 00

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

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

- JAPAN TEAS**
H. L., ch. 90 lbs., lb. 0 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

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**WHITE SWAN SPICES AND
CEREALS, TORONTO**

- | | | |
|--------------------|-------------------|---------|
| | 5c | 10c |
| | Round Oval lith. | |
| | litho. dredge. | |
| | dredge. 2 1/2 oz. | |
| | Per doz. Per doz. | |
| Allspice | \$0 45 | \$0 90 |
| Arrowroot, 4 oz. | | |
| tins, 85c | ..... |  |
| Cayenne | 0 45 | 0 90 |
| Celery salt | ..... |  |
| Celery pepper | ..... |  |
| Cinnamon | 0 45 | 0 90 |
| " whole, 5c. | | |
| pkgs., window | | |
| front, 45c | ..... |  |
| Cloves | 0 45 | 0 90 |
| Cloves, whole, 5c. | | |
| pkgs., window | | |
| front, 45c | ..... |  |
| Curry powder | ..... |  |
| 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 |

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and also

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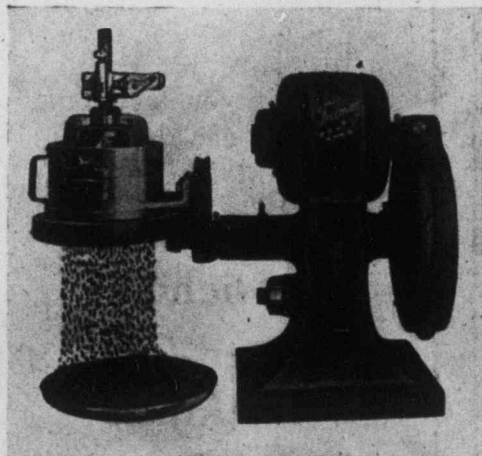
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