

**PAGES  
MISSING**

FEATURING SITUATION IN SUGAR

# CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVIII

PUBLICATION OFFICE: TORONTO, SEPTEMBER 18, 1914

No. 38

## WAR PRICES

Increased cost is the order of things in nearly all food products. This has developed an opportunity for the oyster, which will experience at least no material change in price. While oysters are regarded by many people as a luxury, they are as a matter of fact an economy, and it is up to the retailer to take full advantage of this opportunity.

On a basis of 35c a pint, oysters cost the consumer 25c a pound, and every ounce of it is nutritious and palatable. Compare this fact with the fact that there is a tremendous waste in all manner of flesh and the ordinary fish foods, and we believe you will agree that oysters are not only wholesome and nutritious, but an economical food.

Either "Coast Sealed" or "Sealshipt" oysters stand for more than all other brands combined. We can supply you with either of these and the advantage we had in quality last season, we believe, will be even more pronounced the present season.

To make the most of your opportunity the best stock and service obtainable are necessary. Oysters are not a side line with us. We confine ourselves to oysters and their requisites, viz., paper pails and display cases. We earnestly solicit your enquiries for further particulars.

**CONNECTICUT OYSTER COMPANY**

"Canada's Exclusive Oyster House"

**50 Jarvis Street**

**Toronto, Ont.**



# Retail Clerks' PRIZE CONTEST

Open to all Grocers, Butchers and  
General Retail Clerks in Canada

**T**HIS is one of the most novel and interesting competitions ever offered to Retail Salesmen. The Prizes are substantial, and the conditions of the contest not at all difficult. It is up to you now to be a winner. We offer:—

First Prize	-	-	-	\$100.00
Second Prize	-	-	-	50.00
Third Prize	-	-	-	25.00
Fourth Prize	-	-	-	15.00
and Twenty Prizes each of				5.00

Here is a simple question. Can you answer it better than anyone else?

*“What are the Ten Best Reasons why the Consumer should buy ‘Swift’s Premium Hams and Bacon’?”*

**T**O THE Retail Salesmen who answer this question in the best way we will award the above prizes. What we want from you are ten good, strong, sound, convincing arguments as to why your customers should buy SWIFT’S PREMIUM HAMS and BACON.

Write at once or ask our Salesmen for Application Blank giving full particulars.

Competition closes on 28th Nov., and all answers must be mailed on or before Dec. 5th.

*Names of Prize Winners will be published in this paper in December 18th issue*

**SWIFT CANADIAN COMPANY**

LIMITED

West Toronto, Ontario

# Feeding the Masses

The people must eat—they are buying the most wholesome and economical foods. You can help them economize by selling the high quality

## “Thistle” Brand

Haddies  
Flaked Fish  
Kippered Herring



We have still a good supply on hand and can fill promptly all immediate orders. People enjoy eating the sweet-tasting, ocean-flavored *Thistle Brand* fish, and dealers find them most profitable and easy to handle.

The freshly caught fish are carefully selected, cleaned and packed in a most scientific and sanitary factory. They are put up in  $\frac{1}{2}$  and 1 lb. sanitary, seamless tins—they always open up fresh and tempting.

Particularly during this time of economy dealers can increase their sales and realize a good margin of profit on these quality fish foods.

*Order from your wholesaler.*

**Arthur P. Tippet & Company**

AGENTS

**Montreal, Que.**



The public has learned to like  
**CHASE & SANBORN'S**  
**High-Grade Coffees**

Therefore, it is up to you and us to see that their wants are supplied. That will mean satisfaction to three parties—the customers, you, and ourselves.

**Chase & Sanborn, - Montreal**  
HIGH-GRADE COFFEES

**E. S. & A. ROBINSON, L<sup>TD</sup>. BRISTOL, ENG.**

EXPORT MANUFACTURING STATIONERS,  
COLOR PRINTERS—COLLAPSIBLE CARD-  
BOARD BOX MAKERS.

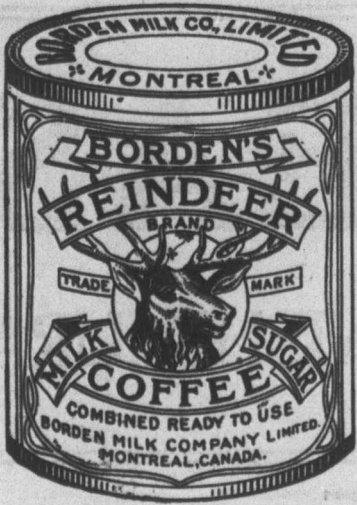
**PAPER BAG MAKERS**

**SPECIALITIES:—**

TEA AND COFFEE BAGS.  
LABELS, LITHOGRAPHED AND EMBOSSED  
SHOWCARDS—CALENDARS.  
OFFSET AND EMBOSSED LETTER-HEADS.  
ENVELOPES OF EVERY DESCRIPTION.  
EVERYTHING IN PAPER AND PRINTING  
FOR *THE MANUFACTURING PACKER.*

*Mail Enquiries for Samples and Quotations, to*

**E. S. & A. Robinson Ltd., Bristol, England**



News *from* The Front  
of the Reindeer Booth  
at the C. N. Exhibition

**75 to 90 Per Cent.**  
of the thousands of people who tasted  
Reindeer Brand Coffee and Cocoa  
placed orders for one or both and

went away with the pleased expression of one who had made an important discovery—one who was satisfied that the discovery was well within her reach, knowing that she could obtain either Reindeer Coffee or Cocoa in her own town and from her own grocer.

Out of the thousands of women at the Canadian National Exhibition who placed orders for tins of Reindeer Coffee or Cocoa there may be dozens, even hundreds from your town—women who are now using these delicious bever-

ages in their homes and who will require more.

**Are you going to supply them?**

We have done our part to set the ball a-rolling for you as well as for ourselves—will you give it a push and cash-in on what promises to be a growing demand?

Order a trial dozen of each.  
Get them on display.



**Borden Milk Co., Limited**  
"Leaders of Quality"  
**MONTREAL**

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





# JAPAN TEAS

## FURUYA & NISHIMURA

No other coffee will give your customers  
so much real satisfaction with so little trouble as



### SYMINGTON'S *Regd Trade Mark* COFFEE ESSENCE

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

THOS. SYMINGTON & CO.,  
Edinburgh and London

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



40  
Cups from  
one bottle



### We are persistently telling your customers about KNOX GELATINE

calling their attention to its CONVENIENCE, showing them how to make DELICIOUS DESSERTS with it, telling them about the EASE OF PREPARATION, and, the BIG QUANTITY of jelly each package makes. This steady advertising makes a steady demand for KNOX GELATINE and you can secure lots of sales if you'll take advantage of it. We'll help you! IT PAYS you to sell KNOX GELATINE,—there's a splendid profit in every package.

CHAS. B. KNOX & CO.  
Johnstown, N.Y.

It MUST be  
**GIPSY**  
— and why

GIPSY is a household word for intense blackness, ease of polish and lasting brilliance. GIPSY and "Satisfaction" are synonymous terms. It must be GIPSY to satisfy your customers and what satisfies them must gratify you.

**GIPSY**  
**Stove Gloss**

Order from your Wholesaler.

HARGREAVES (CANADA,) LIMITED,  
33, Front Street, E. TORONTO.

Western Agents: For Manitoba, Saskatchewan & Alberta: Nicholson & Bain, Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia & Yukon: Creeden & Avery, 117, Arcade Buildings, Vancouver, B.C.

Don't Buy "An Electric Coffee Mill"  
Buy a **COLES GUARANTEED**  
**ELECTRIC MILL**



There's a tremendous difference — as great as there is between an unsigned check and a signed one.

When the name COLES is on your mill you're certain it's "right."

Have you a copy of Catalogue 913C?

26 models of electric machines. Makers of Hand Coffee Mills for twenty-five years.

**COLES MANUFACTURING CO.**

1615 North 23rd St.

PHILA., PA.

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

this is the Jam  
that gets trade  
and holds it

Our prices have not been advanced on account of conditions arising from the war except a few unmanufactured lines requiring considerable quantities of sugar.

The big volume of E.D.S. newspaper, magazine and street car advertising is getting new trade for dealers who handle the high quality E.D.S. Pure Jams and Jellies. The superb deliciousness and 100% purity makes every customer a come-back.



Made only by

**E. D. Smith & Son**  
Limited

WINONA ONTARIO

AGENTS:

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



# We have done our part —will you do yours?

Demonstrated to the hundreds of thousands of visitors at the Canadian National Exhibition, Kellogg's Toasted Corn Flakes have proved their true wholesomeness as a delicious, appetizing breakfast food.



*"The only cereal food sold under the Kellogg name that is made in Canada."*

*Kellogg's*

An entirely Canadian product, made in London by Canadian workmen, this famous cereal has struck the keynote of the Canadian demand.

Your customers were there—they saw and tasted—the demand is started. Will you supply it?

Notwithstanding the enormous advance in all our ingredients, Kellogg's Toasted Corn Flakes will still retail at 10c.

## Battle Creek Toasted Corn Flake Co., Ltd.

LONDON, ONT.

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They enjoy the goodness of

**SIMCOE**

**Baked**

**Beans**

that's why they keep  
on buying.

Sell your customers a case at a  
time, and help them economize  
—you get a larger turnover.

*Dominion Cannery, Ltd.*

*Hamilton, Canada*



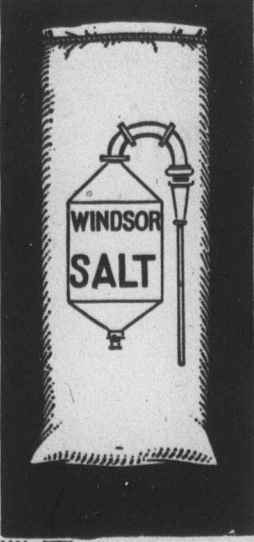
**The Brand**

**of Quality**

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Ninety-nine people out of a hundred in Canada use!

## WINDSOR TABLE SALT

Isn't it better for you to make ninety-nine sales, than only one?

Canadian Salt Co., Limited  
WINDSOR, ONT.

### Your Women Customers

never think of sealing preserves and jellies without thinking of

## Parowax

(Pure Refined Paraffine)


Parowax insures against moldy, spoiled jars. The housewife knows it. She knows that Parowax is the biggest help on wash-day too.



Order your supply of Parowax now. It means a steady, profitable trade, a quick turn-over, well-satisfied customers.

Parowax is put up in 1/4 lb. cakes, packed 4 in a carton; 20, 40 or 100 cartons in a case.

**THE IMPERIAL OIL COMPANY, Limited**

Toronto	Montreal	Winnipeg	Vancouver
Ottawa	Quebec	Calgary	Edmonton
Halifax	St. John	Regina	Saskatoon





## YACHT CLUB SALAD DRESSING

Every year's increasing sales are positive proof that Yacht Club Salad Dressing is the most completely satisfying article of its kind on the market.

The quality of the dressing is supreme, and the bottle with its convenient screw top adds to the consumer's appreciation.

We would like to know just how many Canadian merchants now sell five cases of Yacht Club Salad Dressing in the same length of time they formerly sold one case.

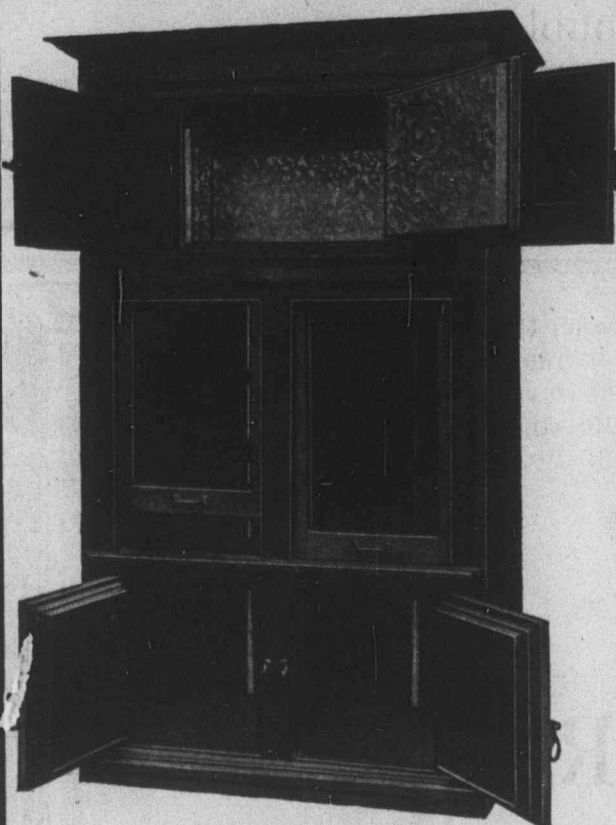
If you have not yet displayed Yacht Club and urged its sale, there's a pleasant and profitable experience awaiting you.

## W. G. Patrick & Co., Ltd.

Montreal Toronto Winnipeg Vancouver

**TILDESLEY & CO., CHICAGO, U.S.A.**

# ARCTIC



The Liberal Air space in the "Arctic" refrigerator gives free circulation to the dry cold air, and produces the maximum cold from the minimum ice consumed.

This is why the "Arctic" ice consumption is almost half that of most refrigerations and the reason why it is so efficient in its refrigeration results.

To-day the "Arctic" stands pre-eminently the proven refrigeration success—the real economizer for the grocer.

All we ask is to be given a choice to prove our claim—you be the judge.

Write for particulars.

**John Hillock & Co., Limited**  
TORONTO

Agents:—Western Ontario: J. H. Galloway & Co., Hamilton.  
Saskatchewan: Western Butchers' Supply Co., Regina, Sask.  
Montreal: W. S. Silcock, 33 St. Nicholas St.

## "SOVEREIGN" SALMON

FINEST BRITISH COLUMBIA

SOCKEYE



QUALITY  
IS OUR FIRST  
CONSIDERATION

PACKED BY  
THE ANGLO BRITISH COLUMBIA PACKING CO. LTD.  
VANCOUVER, B. C.

## "COW BRAND" Baking Soda

*Over Seventy Years the  
Leading Household Requisite*

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

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

Your wholesaler will supply you.

**CHURCH & DWIGHT**

Limited  
Manufacturers MONTREAL





**Tartan**  
**BRAND**  
THE SIGN OF PURITY

You can rely on us to give you Best Service and Best Prices possible during the present unrest and trouble.

**BALFOUR, SMYE & CO.,** Wholesale Grocers **HAMILTON**

'Phones: No. 3595, 3596, 3597, 3598, 748, 462; 1807 Night 'Phone.

**P**UBLIC interest in Sugar has never been keener than it is to-day. Since the war broke out the increased importance of food supplies has led women to give unusual attention to their sugar, and to note and appreciate the exceptional quality, cleanliness and convenience of

*Redpath*

Extra Granulated **SUGAR**  
in 2 lb. and 5 lb. Cartons

Now is the time, by a little extra attention, to get your sugar trade largely on a Carton basis. You'll find the REDPATH Cartons will save you time and trouble—look neater and more attractive in your windows and on your shelves—and prevent waste and loss.

**CANADA SUGAR REFINING CO.**  
MONTREAL Limited



**A store convenience — costs little — gives big service**



THE MCGREGOR PAPER BAG HOLDER.

Holds every size bag from ¼ to 10 lbs. Always ready. Saves time, space and waste of bags. Supply of bags is laid in the top; one by one is secured as required. The most practical bag holder made. You cannot afford to be without one. Write for Prices and detailed particulars.

For sale by all first-class Jobbers or  
**The O. P. McGregor Paper Co., Limited**  
411 Spadina Ave., Toronto

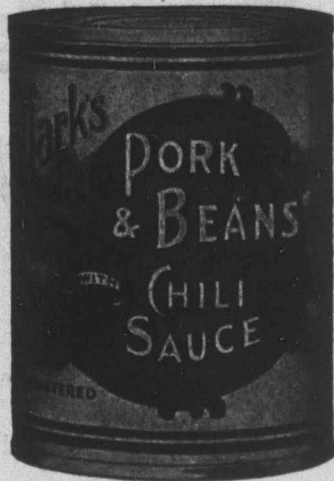
**APPLES**

WE OFFER

1,000 Barrels first-class  
Fall and Winter Apples  
—all from sprayed  
orchards.

**O. E. Robinson & Co.,** INGERSOLL  
ONTARIO

# IN A CLASS BY THEMSELVES



That is  
what we  
claim  
for



## Clark's Pork and Beans

You ask "WHY"?

Because nothing but absolutely the purest and best is used  
in their preparation.

Because they enable you to hand your customer the high-  
class article at a moderate cost.

Because they have by far the largest sale in the Dominion  
of Canada.

**DON'T LAG BEHIND.**

**GET YOUR SHARE OF THE SALES**

**W. CLARK, LIMITED, MONTREAL**



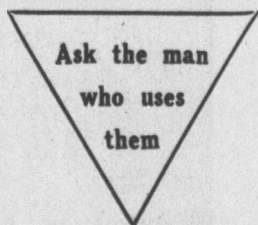
# The Best Proofs

of the PRE-EMINENCE of the

## Continental Grocery Bags

are the bags themselves.

Manufactured for those who use the best.



### The Continental Bag & Paper Company, Limited

Manufacturers OTTAWA

Branches, Montreal and Toronto.  
Agencies throughout Canada.

# Century Salt

Pure,  
even  
crystals

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

**THE DOMINION SALT CO. Limited**  
SARNIA - ONTARIO

## King George's Navy is a winner

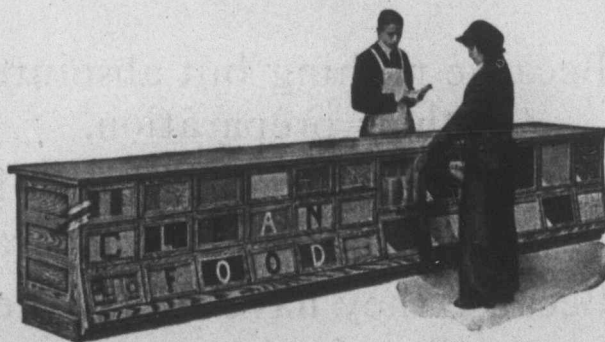
For profit and customer satisfaction dealers will be well advised to stock and push the popular chewing tobacco—King George's Navy. It surpasses all others in quality and flavor. It is delicious, sweet and non-irritating. A winner wherever introduced.

**Rock City Tobacco Co.**  
LIMITED  
QUEBEC, WINNIPEG

## "Sherer's" Grocery Counter

For 20 Years the Leader

and leadership means excellence, but unfortunately it also means *imitators*, and cheap ones at that.



PATENT PENDING

The argument in favor of the Sherer Counter is perfection in adaptability to the grocer's use—perfection in material and perfection in construction.

The Imitator's talk is of the cheapness of his product.

But Quality is worth the price, and the name of "Sherer" on a Counter is a guaranty of Quality.

Full information in our  
free Catalog Number C10

**SHERER-GILLET COMPANY**

Head Office: Chicago, Ill.

Canadian Office and Factory: Guelph, Ont.

# "M.M." Pickle

"Crowns the Feast"

This superlative pickle-relish is rapidly gaining favor with the leading wholesale and retail grocers throughout the Dominion. Improve your trade by stocking it.

**John Burgess & Son, Ltd.**

(Established 1760)

Sauce and Pickle Manufacturers  
LONDON, ENGLAND

Sole Canadian Agents:  
Davidson-Bowles, Limited  
86 Wellington Street West  
TORONTO

Every one of your customers knows the Quaker brand as a mark of quality

All over the world—in every part of the British Empire—in the United Kingdom, India, South Africa—Quaker products are found.

The Quaker figure on your flour would help its sale because in the minds of your customers it would carry a guarantee of quality on every sack.

Why not add Quaker Flour to your stock of other Quaker products?

**Total Flour Capacity**  
**5,000 Barrels Per Day**

*Sold the World Over*



*Made by the Manufacturers of*  
**Quaker Oats, Puffed Wheat,**  
**Puffed Rice, Etc.**

**The Quaker Oats Company Peterborough, Ont., and Saskatoon, Sask.**



# CALIFORNIA DRIED FRUITS

RECEIVED INTO STORE THIS WEEK

## 1 Carload, 1914 Crop, "PRIMUS Brand"

Choice Evaporated Peaches and Apricots  
Faced, 25-lb. boxes.

## 1 Carload, 1914 Pack

Griffin & Skelley, White and Green Asparagus  
2½'s and 1's cans.  
Hawaiian Pineapples, sliced and grated,  
2½'s, 2's and 1's cans.  
Finest quality.

## BLUEBERRIES, Canned, 2's

1,000 Cases, 2 doz. each..... \$1.40 doz.

## SEEDED RAISINS and MUSCATELS

1,000 Cases, G & S, 3 crowns, loose, 50 lbs. ... .08½ lb.  
500 Cases, Choice, 12 oz., 45 packages... .08¼ pk.

GET OUR PRICES ON THE FOLLOWING:

### 1914 CROP

Valencia Raisins,  
Malaga Table Raisins,  
Sultanas, Currants.  
Tarragona Almonds,  
Shelled Almonds,  
Filberts.  
Evaporated Apples.

WE CAN SUPPLY YOUR REQUIREMENTS. WE HAVE THE STOCK  
WE DELIVER THE GOODS. PRICES REASONABLE

Teas, Coffees, Spices (a specialty).

"SATISFACTION" OUR MOTTO

# L. CHAPUT, FILS et CIE, Limitée

WHOLESALE GROCERS AND IMPORTERS

2, 4, 6, 8, 12 and 15 DeBresoles Street - - - MONTREAL

ESTABLISHED IN 1842

# St. Lawrence Sugars

We are glad to advise that we are catching up with our orders and are now making fairly prompt shipments.



## THE TEST OF TIME

For more than forty years, Electric Paste Stove Polish has met every requirement of thousands upon thousands of critical housekeepers.

What more could you ask? Have you tried it yet?



Place your order now, so as to avoid delay, as we are away behind on our orders. Selling agents for Canada are—

D. J. McLeod & Co., Edmonton, Alberta; Orr & MacLain, Winnipeg; E. B. Thompson, Toronto, for Western Ontario; G. C. Warren, Regina, Sask.



Length, 425 feet.

Height, 115 feet.  
Capacity: 200,000 Barrels a year.

Depth, 120 feet.

THE FRONTENAC BREWERIES, the finest, largest and best equipped in Canada

## Frontenac Beer is Selling

Have you a stock? The new 1/2-dozen or full dozen cardboard package enables customer to carry it home under the arm. An idea appreciated both by latter and retailer.

Canada's Largest Brewery wants to do business with you.

THE FRONTENAC BREWERIES LIMITED, MONTREAL



# Manufacturers' Agents and Brokers' Directory

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

**ONTARIO.**

Established 1859.  
**GEO. STANWAY & CO.**  
 TORONTO  
 Representing Phoenix Packing Co., Fresno, Cal., dried fruits. J. H. Todd & Sons, Victoria, B.C., Salmon brands: "Horseshoe," "Tiger," and "Sunflower."

**CHARLES H. COLE**  
 Agent for McVitie & Price, Jas. Pascall, T. W. Beach, Johnston-Baird Co., etc.  
 New Address:  
 33 Front Street East - Toronto  
 Montreal Office: 501 Ruede Bldg.

**MORROW & COMPANY**  
 CEREALS  
 TORONTO, CANADA.  
 Rolled Oats, Oatmeal, Baked Wheat, Split Peas, Pot and Pearl Barley, Graham Flour, Buckwheat Flour, Potato Flour, Wheatlets, Cornmeal, Lentils, Beans and Peas, Domestic and Imported; Sal Soda, etc., etc. Write for prices and samples, cartons and less.

"We are in the market for White Beans, small or large lots. Send samples and prices immediately."  
**W. H. Millman & Sons**  
 Wholesale Grocery Brokers  
 TORONTO

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

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

**HENRI DE LEEUW**  
 28 Front Street E. TORONTO  
 RICE, COFFEE, DRIED FRUITS, SEEDS, CANNED and FRESH FISH, CHEESE, EDAM, STILTON, ROQUEFORT, CONFECTIONERY, ETC.

**WESTERN PROVINCES.**

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

**G. C. WARREN,** REGINA SASK.  
 Importer, Wholesale Broker and Manufacturers' Agent.  
 Trade Established, 15 years. Domestic and Foreign Agencies Solicited  
 Warehouse: 1313 Garnet St.

**LEADLAY LIMITED**  
 Grocery Brokers and Importers  
 WINNIPEG TORONTO CALGARY  
 332 Bannatyne 309 King St. W. 510 Ninth Ave. W.

**W. H. Escott Co.,**  
 LIMITED  
 Wholesale Grocery Brokers and Manufacturers' Agents  
 Commission Merchants  
 WINNIPEG REGINA  
 CALGARY EDMONTON

**Hamblin & Breerton**  
 LIMITED  
 Importers and Manufacturers' Agents. Winnipeg, Calgary, Vancouver.  
 We call on the Jobbing and Retail Trade.

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

**COCKBURN-NOLAN CO.**  
 Limited  
 Importers, Brokers and Commission Merchants  
 Representing Fugaley-Dingman Co., Limited. Canned Foods, Limited.  
 312-314 Ross Avenue, Winnipeg.

**WESTERN PROVINCES—Continued.**

**H. G. SPURGEON**  
 WINNIPEG  
 Wholesale Broker and Manufacturers' Agent  
 Canadian, British and Foreign Agencies Solicited.  
 230 Chambers of Commerce. P.O. Box 1812.

**FRANK H. WILEY**  
 Wholesale Commission Merchant and Grocery Broker  
 757-759 Henry Ave., WINNIPEG

**Ruttan, Alderson & Lound, Ltd.**  
 Successors to RUTTAN & CHIPMAN  
 Commission Brokers  
 WINNIPEG, MAN.

**The Campbell Brokerage Co.**  
 Manufacturers' Agents and Commission Brokers.  
 We have our own warehouse and trackage. Shipments stored and distributed. Can give special attention to a few good agencies.  
 857 Beatty Street, - Vancouver, B.C.

**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.

**PLENDID CONNECTION**  
 Amongst the Jobbers and Retailers. I am open for a few more agencies, and can handle them to advantage. Have You a Line of Candy Gross Goods?  
 The CLAUDE BEAUCHAMP Imports Limited.  
 223 Commissioners St., Montreal.

KINDLY MENTION  
 THIS PAPER WHEN  
 WRITING ADVERTISERS

CANADIAN GROCER

**Agencies Solicited**

For many years have had first-class connection with both retail and wholesale grocery trade.

**J. W. Lapointe**

458 St. Antoine St. Montreal

Phone Main 836.

Room 5.

**H. D. GODARD & CO.**

207 St. James Street,  
Montreal, P.Q.

**BROKERS AND MANUFACTURERS' AGENTS**

We would like two more good Canadian agencies, also one British or foreign.

**Canadian and American Preserved Goods.**

Agency required for the above by responsible firm. Can secure large orders from highest class London Houses. First-class references. British Commercial Agency, 44-46 Scrutton Street, Finsbury, London, England.

**Agencies Required by London House.**

Preserved goods, pulp and paper. Large output absolutely assured. High-class references. Haslam & Co. 91 Worship Street, Finsbury, London, England.

The failure to stock some standard commodity may be the means of a merchant losing trade.

**Mathieu's Nervine Powders**



are recognized everywhere as a specific remedy in all cases of headaches, and they can be recommended by every merchant with perfect safety as an effective remedy. Don't lose trade by allowing your supply to run short.

If you don't know them, try Mathieu's Nervine Powders yourself at our expense as per coupon attached.

For all forms of colds Mathieu's Syrup of Tar and Cod Liver Oil is recognized as a safe and effective cure.

The  
**J. L. MATHIEU CO.**  
Proprietors  
Sherbrooke, P.Q.

Please send regular box of Mathieu's Nervine Powders to the following address:—

Name .....  
With (Name of firm) .....  
Street .....  
City or town .....Prov.....

**THOSE WHO KNOW**

the delicious uses of

**MAPLEINE**

will thank you for supplying them.

**ORDER FROM**  
Frederick E. Robson & Co., 25 Front St. E., Toronto, Ont., Canada,

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**CRESCENT MFG. CO.**  
SEATTLE, WASH.



**OAKLEY'S KNIFE POLISH**

WILLIAMS-ZOHON



JOHN OAKLEY & SONS, LIMITED,  
LONDON, ENGLAND.

**AGENTS:**

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

**TWO CENTS PER WORD**

You can talk across the continent for two cents per word with a WANT AD. in this paper



**For You!!**

Have you investigated our Turkish Delight Proposition?

A few dealers thought there was "nothing to it" until they got prices and samples. Then they started to sell, and have been increasing all along.

Sultana Turkish Delight is really rich, and a profit-winner.

Write

**Oriental Produce Co., Montreal**

**These Figures**

do not represent a sum of money. They stand for one of the quickest selling and most satisfactory smokes on the market.

**7-20-4 CIGARS**

are sure repeaters. Made only from choice leaf—a dandy, enjoyable smoke at a minimum price.

Write to-day—have a smoke at our expense.

**Sherbrooke Cigar Co., Limited**  
SHERBROOKE, P.Q.

7  
-  
20  
-  
4

7  
-  
20  
-  
4



# Still Leading

Although Fraser River Red Sockeye Salmon has advanced considerably, yet our Gazelle Brand is selling at a parity with the actual cost price to us.

## GAZELLE



**The best in the Land**

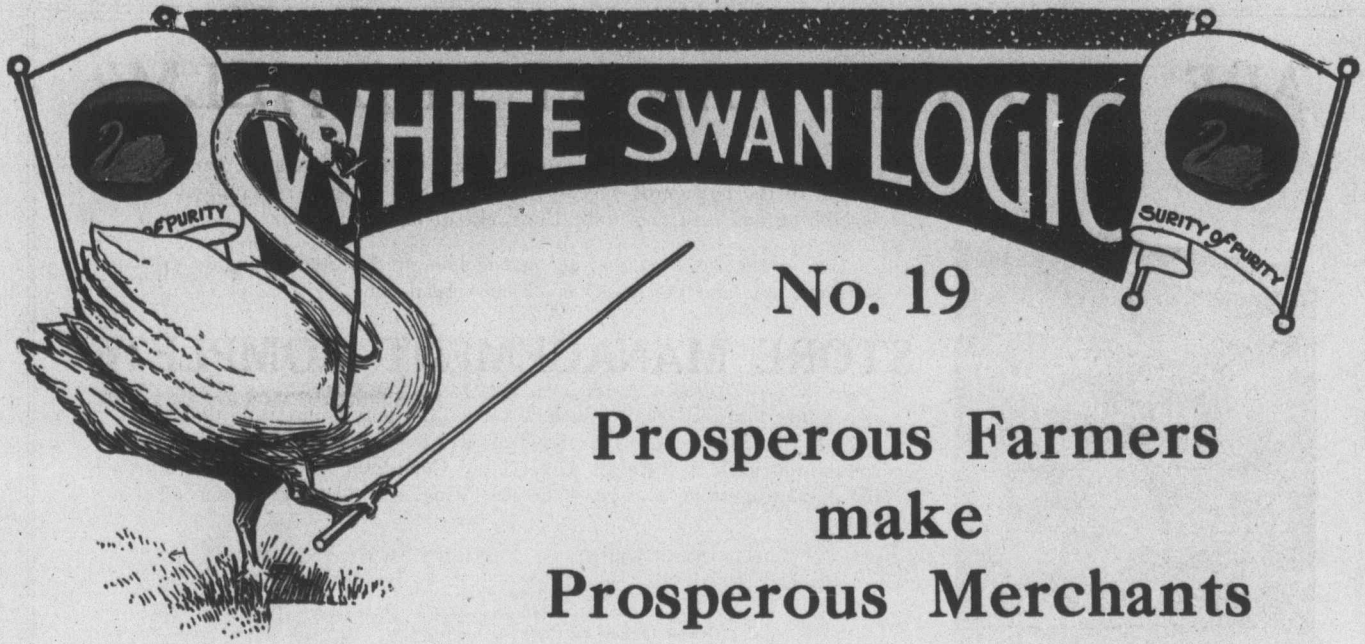
Our price is \$2.25 per dozen.

Terms---Net 30 days f.o.b. Montreal.

In five case lots or over, freight allowed up to 40c. per 100 lbs.

Our present stock is 4000 cases.

**Hudon, Hebert & Co., Limited**  
**MONTREAL**



No. 19

**Prosperous Farmers  
make  
Prosperous Merchants**

If the figures below do not go to prove the prosperity of the Canadian farmer, then figures must lie. Crops generally are good and prices are almost all greatly advanced over last year, and back of all this is a four and a half million dollar increase in exports and not the least—daily announcements of Allies' victories.

**COMPARATIVE FARM PRODUCE PRICES**

	This Week	Last Year
Wheat .....	\$ 1 20 to \$ 1 25	\$ .88 to \$ .90
Oats, bushel, feed .....	57 to 62	38 to 40
Barley, bushel, feed .....	70 to 00	58 to 60
Timothy hay .....	21 00 to 22 00	16 00 to 18 00
Baled timothy, new .....	15 00 to 16 00	13 50 to 14 00
Cattle, good to choice...	8 00 to 9 25	6 00 to 7 05
Hogs, f.o.b. ....	9 50 to 10 00	9 15 to 9 65
Calves .....	5 00 to 11 00	3 50 to 10 00
Yearling lambs, cwt. ....	7 00 to 7 50	6 25 to 6 75
Sheep, ewes, cwt. ....	4 00 to 6 50	2 50 to 5 00
Butter, pound .....	28 to 32	30 to 35
Eggs .....	30 to 35	30 to 35
Potatoes, bushel .....	65 to 75	75 to 85
Apples, basket .....	15 to 40	25 to 35

*With the farmers receiving these big prices, why the scare?*

*These prices are all backed with optimistic war news. Why then be pessimistic?*

Where possible prices are taken from the Farmers' Market retail quotations.—The Toronto Globe.

Now size this up for yourself. Even at the first there was no logical reason for a scare — now there is not even the ghost of an excuse. Canada has had the advantage, is having the advantage and will continue to have the advantage. It's a cold-blooded thing to say, and yet it is true that "this, the greatest war the world has ever known, is the very making of our Dominion."

With the farmers prosperous you will find prosperity knocking at your door. Money will get into circulation again, collections will be easy, trade will be brisk.

Now is your time to get busy. Go after new business and hold the old by offering the right goods—goods that will earn for you the good-will of the people — goods that are approved by the Government and labelled with the Government Form of Warranty — *White Swan Goods.*

Write for catalogue.

**WHITE SWAN  
SPICES AND CEREALS, LIMITED  
TORONTO, ONT.**

*Look for White Swan Logic next week*

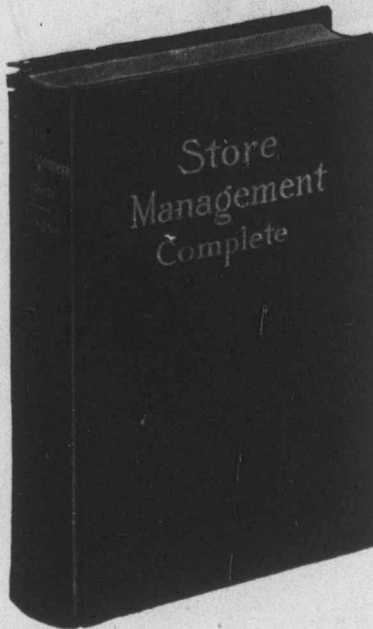




# ARE YOU THE MAN AT THE HELM?

Are you running your ship of business along the shortest and safest course to the harbor of success? Or are you going a roundabout way, scratching and scraping along the rocks of loss and failure.

Get in the right course, be on the lookout for new thoughts, ideas, schemes, etc., and you will have a successful run.



## STORE MANAGEMENT COMPLETE

is a guide that will show you how to get the maximum trade and profit out of your business. This book is written by Frank Farrington (a companion book to "Retail Advertising Complete.") It tells all about the management of a store. The following is a synopsis of one of the chapters:

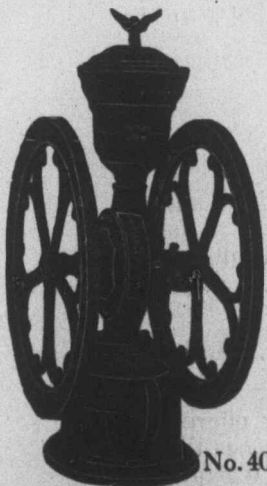
**CHAPTER V.—THE STORE POLICY—**What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivery goods. Substitution. Handling telephone calls. Courtesy. Rebatting railroad fare. Courtesy to customers.

"Store Management—Complete" is bound in cloth, contains 272 pages, 16 full-page illustrations, and 13 chapters. \$1.00 brings this book to you postpaid. Money refunded within 10 days if not satisfactory.

**TECHNICAL BOOK DEPARTMENT  
MacLean Publishing Co.**

143-153 University Avenue

TORONTO



## The Elgin steel-cutting COFFEE MILL

We guarantee the Elgin National Coffee Mill to grind faster than any other mill of a corresponding size. It's fitted with the new style force-feed steel-cutting grinders and a special adjuster. This equipment allows the perfect and instantaneous regulation of the mill and cuts the coffee beans instead of pulverizing them. Our catalog will give you full particulars and show you the various styles we make.

One of our jobbers is right in your territory.

No. 40

HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; McPherson, Glasco & Co.  
TORONTO—Eby, Blain, Ltd.; R. B. Hayhoe & Co.; Minto Bros.  
MONTREAL—The Canadian Fairbanks Co. (and branches); Minto Bros.  
QUEBEC—Minto Bros.  
LONDON—Gorman, Eckert & Co.  
ST. JOHN, N.B.—G. E. Barbour Co.; Dearborn & Co.  
WINNIPEG—Blue Ribbon, Limited (and branches); The Codville Co. (and branches).  
REGINA, SASK.—Campbell, Wilson & Strathdee, Ltd.  
SASKATOON—Campbell, Wilson & Adams, Ltd.  
EDMONTON, ALTA.—The A. MacDonald Co.  
CALGARY—Campbell, Wilson & Horne, Ltd., and P. D. McLaren, Ltd.  
FERNIE, B.C.—The Western Canada Wholesale Company, Ltd.  
VANCOUVER—The W. H. Malkin Co., Ltd.; Wm. Braid & Co.; Kelly, Douglas & Co., Ltd.; Empress Manufacturing Co.

MADE BY **Woodruff & Edwards Co.**  
ELGIN, ILL., U.S.A.

Here are a few of

## McVitie & Price's BISCUITS

established favourites from the Old Country, which every grocer should stock

**DIGESTIVE.**

"The Premier Biscuit of Britain." Finest wholemeal.

**SCOTTISH ABERNETHY.**

The Scottish favourite. Rich cream-filled shortbread biscuit.

**ACADEMY CREAMS.**

Chocolate biscuit filled with cream.

**CREAMY CHOCOLATE.**

The standard Old Country biscuit, delightful flavour.

**OSBORNE.**

Popular Scottish tea biscuit.

**RICH TEA.**

Fine butter flavour.

**SMALL PETIT BEURRE.**

Rich shortcake.

**CORONATION.**

Butterfly shape, cream sandwich, almond flavour.

**BUNTY CREAMS.**

Light short-eating cracker.

**BUTTERETTE.**

Ideal tea or coffee biscuit.

**ROYAL SCOT.**

Recognized Official Agents in the following cities:—  
Halifax, Montreal, Toronto, Winnipeg, Calgary, Edmonton, Lethbridge, Vancouver and Victoria.

# Canned Salmon

We are offering special prices on our new pack "ANCHOR" Brand Salmon, the finest Fraser River Sockeye Salmon, in 1-lb. talls and 1/2's flat.

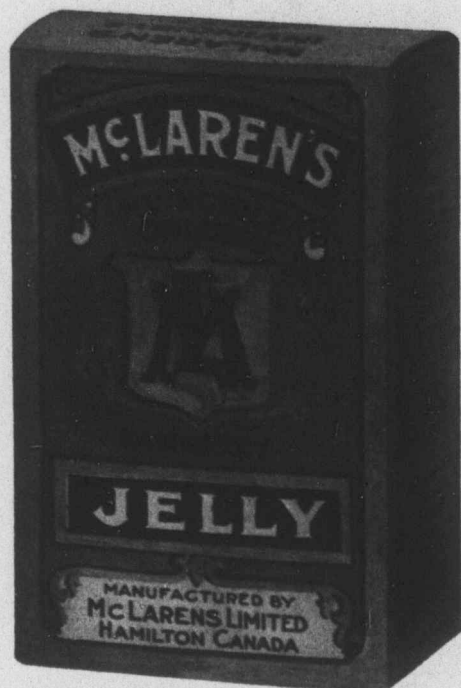
Get our prices before placing your order.

**EBY-BLAIN, LIMITED**

Wholesale Grocers

**TORONTO**





## McLAREN'S Invincible Jelly

*is never touched by human hands  
in manufacture*

Our operators are thoroughly experienced, cleanly, and work under the very best possible factory conditions, and yet we do not allow a hand to come in contact with our products in course of manufacture. From the raw materials everything is handled by the latest machinery, including the packaging, etc. Only the purest and finest quality of materials are used in McLaren's Invincible Powdered Jelly—the best quality of odorless, tasteless, clear gelatine; the best quality pure cane sugar and the juices pressed from the various fruits.

Anticipate a bigger demand than ever and order your winter's stock NOW.

**McLarens Limited**  
HAMILTON, CANADA

## You Need a "Barr"!

The Barr Account Register System saves labor, increases efficiency, makes collections easier, shows the customer's account posted to last purchase—is the most practical Account Register System on the market to-day—has new and exclusive time and labor-saving features not found in other account systems — requires less space and is easier and quicker to operate—is built in floor cabinet and counter cabinet styles for 100 to 1,000 accounts. You need the best—instal the *Barr*.



Counter Cabinet Register—Closed

### Special Notice to Merchants

The Barr Register is a bona-fide Canadian invention, fully protected by valid patents. There never have been any legal proceedings against above patents, notwithstanding all competitors' talk to the contrary. We make this announcement as we understand that some merchants have been imposed upon and induced to buy other Account Registers through such talk. (Signed) Barr Registers, Limited.

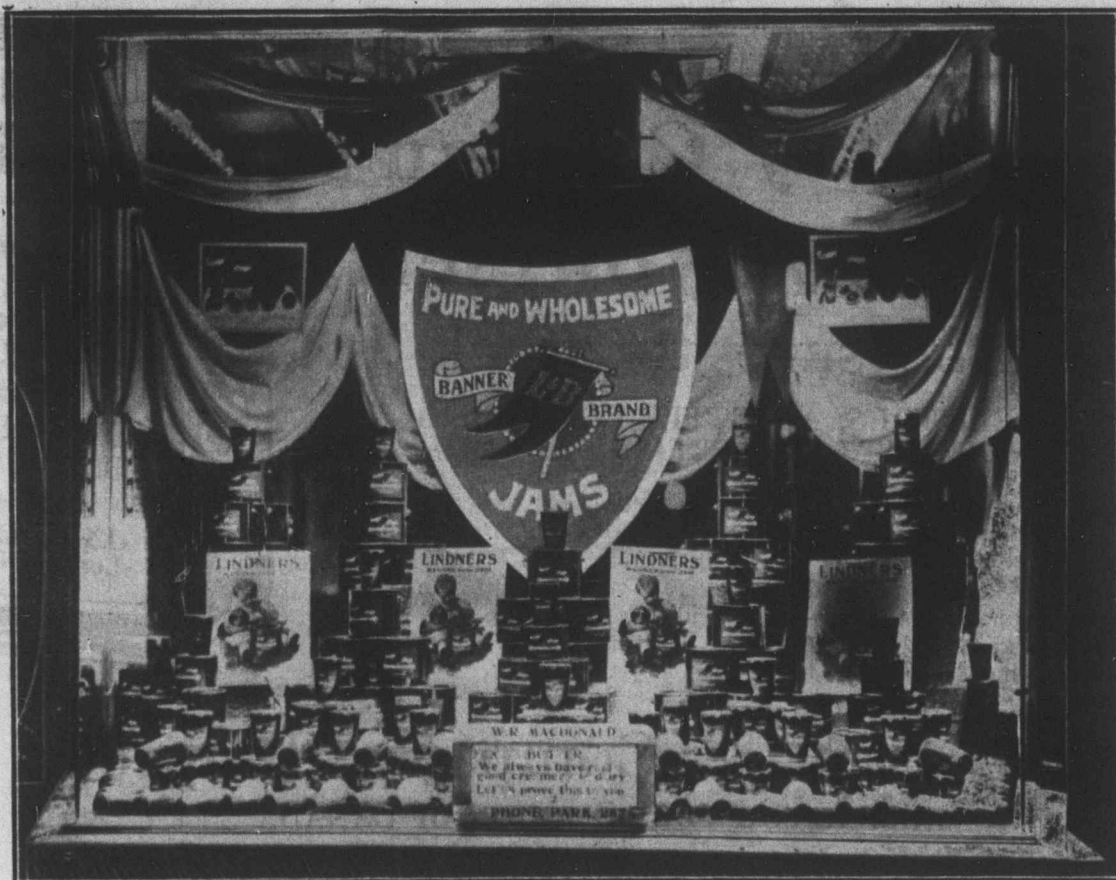
It will put you under no obligation to write to-day, asking for fuller particulars and a demonstration.

### Barr Registers, Limited

Trenton - Ontario

GREAT BRITAIN: Head Office, Dacre House, 5 Arundel St., Strand, London, W.C.

FACTORY: Birmingham, England



A window display of Banner Brand Jam that produced many new sales—a similar display can be set up with little trouble; results make it well worth while.

## Here's What Makes The Sales

The high quality, moderate price and useful tumbler container are some of the sales-producing factors that have created an unprecedented demand for these pure fruit Jams. We have increased our staff and are working night and day to ensure prompt delivery of orders.

The adoption of the new **Anchor Cap** tumbler is just another result of our unswerving policy to give the best possible value for your money. The old style was good, but this style is better—it keeps better, it is absolutely air-tight and sanitary, it looks better and sells better.

### NO ADVANCE IN PRICES

Despite the increased cost due to this improvement and to the big jump in sugar, this new tumbler will retail at 10c. We're even giving you better value than ever before. With these popular-priced pure fruit jams on display, you will enable your customers to economize very materially in the matter of fruits for the Fall and Winter.

Every ounce of Lindners' Banner Brand Jams, Jellies and Marmalades is pure, wholesome and delicious—made of fresh, ripe fruit, apple jelly and cane sugar. That's all.

Banner Brand Jams are also put up in 12-ounce glass jars and No. 2, 4 and 5 gold-lacquered pails—all flavors.



## Lindners Limited

306 Ross Ave.  
WINNIPEG

340 Dufferin St.  
TORONTO

### Representatives:

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



If you try Colman's  
***SAVORA*** yourself,  
you'll be sure to stock it.

A DELICIOUS, APPETITE-WHETTING  
CONDIMENT for MEAT, FISH SALAD, etc.

In introducing "Savora," the new appetizer for meat, fish, soups, etc., we put it purely on its own merits—you and your best customers be the judge and jury.

Send to-day for a trial order—one case if you wish, try it and have your friends try it—then decide. So far, every grocer has stocked "Savora" after giving it a trial. You'll do the same, for it has the taste that pulls.



**Magor, Son & Company, Limited**

AGENTS FOR THE DOMINION OF CANADA

403 St. Paul St., Montreal; 30 Church St., Toronto



This famous yellow package contains the Canadian housewife's best hot weather friend

**BENSON'S  
PREPARED CORN**

She calls on that friend often — and the resultant sale means a good profit and a quick turnover. How's your stock?

**Canada Starch Co., Ltd.**  
Montreal Cardinal Brantford

# CANADIAN GROCER

VOL. XXVIII

SEPTEMBER 18, 1914

No. 38

## The Sugar Situation and Future Molasses

Increases Already Made in Molasses Are a Protection From Unusually Low Prices Which Prevailed—Price of Raw Sugar Would Warrant Greater Advances — Speculation as to Spring Prices in Molasses—Corn Syrup Time.

**T**HERE is much of interest in a study of the sugar and molasses situation at the present time, especially when it is considered that molasses is a product of the same raw material as sugar (cane). As for the future, there is plenty of room for speculation.

The advance which has been made in the price of molasses up to the present time has been 6c on the Montreal market. Let us consider the cane situation. It is figured that 1c per pound advance on sugar represents 7c a gallon advance on molasses. At original ports at the present time there has been an increase of some 3c for raw sugar. On the face of it this would warrant an advance of 21c a gallon for molasses.

The advance which has been made, however, has little bearing on the sugar situation, although both are products of the same original. That is for the time being. The reason is that no molasses is made at this time of year. The Canadian trade had, before the war commenced, supplies sufficient to last through the winter. In fact, the stocks in the hands of the wholesalers and in the hands of the trade throughout the country also were unusually large. The making of molasses will recommence some weeks after the first of the year, and there will be supplies available shortly after. But it is not usual that shipments are made to Montreal after the opening of navigation, unless the country is bare of supplies, and this is not likely to occur in the spring of 1915 in view of the present holdings. There is then no serious fear of a direct effect upon the molasses supply until after the opening of navigation in the spring.

### Reason for the Advance.

Why, then, might be asked, the increase which has been made? The advance is a comparatively small one in

view of the conditions. In the first place, molasses were never cheaper than before the war, and they are not dear to-day; then there is the high cost of sugar, which is an indirect influence, for the reason that the prospects are that the new supply will be at a much higher price, and should the trade buy high and when the war is finished there will be a reaction, and holders of stock will be left to suffer.

Let us consider the prospects for the future. There is a report from makers in Barbadoes that the price of the new crop will be so high that it will come to the Canadian trade at about 55c. Note the contrast with last year when the price was 23c to 25c. The high price is possible if the war should continue, but for the present there is little doubt that the sugar basis upon which this estimate is no doubt made is the result of rabid speculation.

The opinion of J. C. Rose, president of Rose & Lafamme, Montreal, a firm of importers, is that the new price for molasses will not be much higher than at present ruling, possibly 8c above the opening quotations of last year. However, this is an opinion only, for Mr. Rose points out that no one can foretell what the developments may be. He hopes that the situation will be cleared before the spring sufficiently to bring the market back to something like a reasonable basis.

### The Sugar Situation.

In discussing the sugar situation, Mr. Rose points out that the continuance of the European war would have serious effects. The world output of sugar is about 16,000,000 tons, and of this 50 per cent. is made from beets. Nearly all the beets are grown on the other side of the water, the United States only producing about 600,000 tons from this source.

Germany is one of the main producers of sugar beets, having a sugar production of some 2,000,000 tons, and this could be about doubled to represent the total amount, which is in a certain degree in jeopardy on account of the war. To what extent this crop may be damaged is problematical, for it is now about the harvest time. But it is almost a certainty that with a continuance of the war such agriculture as is practised during the coming year in the war countries will be devoted to something more staple as a food than sugar beets.

Against the danger of damage to the European supply is the fact that the consumption of the world will be greatly reduced, so that if the crop is taken off this year there should not be very much danger for the time being. This thought brings something to support the contention of the few in the trade who argue that sugar prices of the present are not warranted, and that speculators have control of the market.

During the week there have been further interesting developments in sugar. In fact, scarcely a week has passed since the outbreak of the war that there has not been an advance in the quotations of one firm or another. The St. Lawrence Refineries have raised prices another 50 cents a hundred, their present quotation on standard granulated being \$6.25 in Montreal and \$6.31 in Toronto. The Acadia Refinery has also advanced prices over a week ago, the price in Toronto now being \$6.71. The Canada Sugar Refinery Co. maintains prices as they were last week at \$5.75 in Montreal and \$5.81 in Toronto. The reason, of course, for the strength in the sugar market is the fact that raws are very high, and the refiners have to pay more for them practically every time they go into the raw market for new supplies.

Sugar in Canada to-day, although



higher than it has been for at least more than twenty years, is much under the quotations existing in the United States. Last week two of the American refiners were quoting refined at \$7.25, and three others at \$7.50. Raws are costing over six cents in the United States, the last advance noted in Willett & Gray's circular bringing the price up to \$6.27 per hundred from \$6.01.

#### Corn Syrup Time.

With butter at 35c a pound—and the

35c being unusually difficult to dig up in the family of moderate means—corn syrup should have a good run this fall. In fact, already the indications are for unusually big business.

"Use syrup on your bread instead of butter" is a pretty good slogan for the fall syrup campaign. It is good food and it is cheap. Compare 35c for the pound of butter and two pounds of syrup for 15c.

Corn syrup will not be affected by the

war only in so far as the price of corn is advanced, and there appears no reason for high prices for corn except in sympathy with other grains. There has been a slight advance made up to the present time, and since then the price of corn has gone even higher; but it has been easier since, and there are no further advances in sight. It should also be taken into consideration that prior to the war the price of syrup had been cheap in contrast to the value of corn.

## What the War is Doing to the Jam Business

Difficulties That Are Hampering Imports—The Embargo, Increased Cost of Transportation, Higher Exchange, and Higher Sugar Among These Difficulties—One Importer Says His Prices Will be Much Higher.

THE situation in the jam, jelly and preserve business still remains interesting. Manufacturers throughout the country are experiencing much activity in keeping up with their orders, and some of them are working overtime. One manufacturer, for instance, told the writer that he had just received an order for 20,000 cases from a source he had never sold before.

For years past the imports of jams, jellies, marmalades, etc., have been on the increase, and last year the grand total reached \$645,540 worth. This year, however, things are greatly changed on account of the war, which resulted in the embargo on foodstuffs at an unexpected and critical time. The new season's pack was just about ready for shipment for delivery September 1, or thereabouts, but the descension of the European struggle upset plans entirely.

#### How Shipments Are Hampered.

As reported in Canadian Grocer in our issue of September 4, it was claimed by several brokers that the embargo had been lifted on various lines, including jams and jellies in glass and stone jars, unsweetened cocoa, and biscuits. Even if this be the case, there are other things that are tending to impede shipments. In the first place, the British Government requires large quantities of jams, and this demand must be filled. Another difficulty is that jams, etc., can only be exported in glass or stone jars, and glass is refined with potash, which comes almost exclusively from Germany. Then, again, transportation facilities are hampered by the movements of troops and by the scarcity of horses and motor vehicles, all of which will tend to delay shipments from factory to waterfront.

Here, again, the war must again be judged guilty for further delays. On the outbreak of hostilities trans-Atlantic

shipments were held up until the bottling of the German fleet could be effected, and it was some two weeks before freight vessels began to venture forth. This caused the accumulation of shipments on the docks, and the delays consequent upon a tie-up of this nature are, of course, annoying. Since then some shipments of goods have been coming, but it is plain to be seen that the freight accumulation will throw all vessels out of their regular schedules. This means delays, and in some cases delays that will be extensive. Once this great mass of freight begins to move across the Atlantic there may be another tie-up in Montreal, and some Canadian brokers are advising that they do not expect their shipments much before Christmas, and certainly not before several weeks.

As has been previously pointed out in Canadian Grocer, freight rates are much higher than before the war, in some cases the rise being more than 50 per cent. Again, there is the higher rate of marine insurance owing to war risks, and the rate of exchange is also higher. These are all factors which a few weeks ago were unthought of, but which are, nevertheless, real at the present time, and they have a great bearing on the jam situation. One Canadian broker states that the jams his firm imports have advanced from 30 to 40 per cent., and he has sent out a circular letter to his customers advising them that their orders would be filled at the advanced prices. The Government war tax has also had a strengthening effect on the price on this line.

#### Retailers Pushing Jams.

One of the most striking features of the retail trade in Toronto during the past week was the large number of retailers who featured jams, jellies and marmalades. A particularly attractive

display was noted in the windows of Michie & Co., which called the attention of their customers to the high quality of the jams made in Canada. Other retailers throughout the city featured jams in both their window and interior displays. The large departmental stores featured them in their advertising, and everybody seemed to be pushing these lines.

The demand this year for jams and preserves should be greater than last year owing to the fact that the housewife is not putting up the usual amount of fruit. Fruit men generally are complaining of the poor demand for fruit this year. The high cost of sugar is playing an important part in curtailing the demand for fruits, but this will work out to the retailers' benefit later on, as it will tend to increase the demand for jams and preserves.

#### USING "TULIP" BREAD.

It is stated that in Holland on account of the scarcity of wheat the Association of Dutch bakers has sanctioned the use of "tulip bread," bread in which one-third of the flour is made from ground tulips.

#### COMPETITION FOR SALESMEN.

The Swift Canadian Company, West Toronto, has instituted a novel contest for retail salesmen in Canada. They offer 24 prizes for the best answers to the question: "What are the ten best reasons why the consumer should buy Swift's Premium Hams and Bacon?" The first prize is the substantial one of \$100, the second \$50, the third \$25, the fourth \$15 and 20 others of \$5 each. The competition closes on November 28.



# Some Opening Salmon Prices Have Been Issued

Forecast of Canadian Grocer a Week Ago Proves Correct so Far  
—One-Pound Sockeye Talls of One Firm Open at \$2.52½ per Dozen—Difficulty in Getting French Macaroni—Short Crop of Pecans.

At the time of writing the opening prices of the British Columbia Packers' Association on salmon have not been handed to the trade, but they are expected daily. They are, in fact, on the press. However, it can be pretty nearly taken for granted that the prices Canadian Grocer quoted a week ago as the probable figures are the ones that have been adopted. In that article 1 lb. talls were quoted at \$2.52½ per dozen to the retail trade, 1 lb. flats at \$2.72½, and ½ lb. flats at \$1.57½ for less than five case lots. How near these prices will come to the actual opening quotations will soon be known.

It is officially announced that the opening prices on "Horseshoe" brand salmon are as follows:—

#### Less Than 5 Cases.

1 lb. talls per dozen .....\$2.52½  
1 lb. flats per dozen ..... 2.72½  
½ lb. flats per dozen ..... 1.57½

#### 5 Cases or More.

1 lb. talls per dozen .....\$2.50  
1 lb. flats per dozen ..... 2.70  
½ lb. flats per dozen ..... 1.55

Opening prices on "Tiger" Brand Cohoes are as follows:—

Talls ..... per dozen, \$1.54  
Halves ..... per dozen, \$1.00

The chances are that the opening prices of the B. C. Packers' Association will be pretty much the same as those of J. H. Todd & Co., as quoted above. Brokers figure that Sockeye salmon that sold a year ago at 20 cents a tin to the consumer will be at least 25 cents this year; that Cohoes will still retail at 15 cents, and that Pinks will be up from 10 cents to 13c or two for a quarter. One manufacturer's agent gives the price of pinks to the retail trade at from \$1.15 to \$1.25 per dozen and Cohoes at \$1.50 to \$1.60.

#### FRENCH MACARONI CUT OFF.

Further evidence of how the war is affecting the imports of French goods has been given Canadian Grocer by a Montreal manufacturers' agent. He is unable to obtain the French line of macaroni or the French soaps for which he is the agent. He is also cut off from manufacturers of tartaric acid and shippers of herbs in the Mediterranean whose headquarters were at Trieste and Marseilles.

#### NO CHANGE HERE.

Among the firms that have not advanced the price of their goods is Rich-

ard Dickeson & Co., Ltd., tea dealers, of London, Eng. A cable to their Canadian agents announces that no change will be made by them under the present conditions.

#### SHORT PECAN NUT CROP.

Authorities on the Texas pecan crop estimate that the yield this year will not be large and claim that prices will rule high. Last year the report was sent out to the effect that the crop in Texas was large, but in the final analysis it was found that there were exports of only 236 cars, whereas a large crop would have means at least 600 cars. This low production last year easily went into consumption so that this year the market is practically bare. In the South Texas territory heavy spring rains destroyed much of the pollen and insects ruined practically all that was left. Reliable reports say that there will be no carloads shipped from there this year. These same reports say that while in the extreme south-west of the State there will be some, yet the outlook is that only about 25 to 40 carloads will be shipped out of the State in 1914.

Pecans also are grown in Oklahoma and Missouri. The estimate of the former's crop is around 25 carloads. Louisiana is expected to produce about 35 carloads. The Missouri crop is uncertain and one or two other States grow them.

One of the most remarkable years of production of pecans, was the year 1912. Texas crop was short about 25 per cent. of a normal crop usually produced. Based on a report from Texas, dealers bought freely, and paid high prices.

To their surprise and dismay the state of Missouri came forward with 175 carloads of pecans, Indiana sent 30 carloads of pecans to market and Southern Illinois shipped 50 carloads.

It is inferred that the high prices paid stimulated the gathering of pecans in these localities and brought to market quantities which the States were never suspected of growing within their boundaries.

The consequence was that all pecan dealers, great and small, in 1912 and 1913 who handled any part of the 1912 crop, lost money heavily on their purchases, which goes to show that the pecan as a producer is very erratic, and

that the product will not do to speculate in.

A large portion of the pecan crop is shelled and several machines for cracking them have been invented, but no machine has so far been made that can extract the meat from the nut after it is cracked so as to preserve its shape and wholeness.

It is taken out of the shell by hand, as human intelligence is required in such work.

Even as smart a nut cracker as a gray squirrel, whose regular business is shelling nuts, could not take the pecans out of the shells in unbroken half sections.

#### WALNUT SITUATION IN CALIFORNIA.

The California Walnut Growers' Association has announced that hereafter all walnuts in bulk will be packed in even 100-lb. packages, net weight.

"France," says the same report, "has placed an embargo on shipments on all foodstuffs. This includes walnuts, of which she is by far the largest exporter. If the war continues throughout the fall, to which indications now point, it will be difficult to secure imported walnuts from any European source in time for holiday requirements. The best Manchurian walnuts are produced in the Shantung province, China. Kiao-Chow is the port of shipment. This port is now being besieged by the Japanese, whose operations are expected to continue for several months. Germans control many of the railroads in Shantung province. It, therefore, is not expected that shipments in quantity will be moved from Shantung province until the blockade of Kiao-Chow is lifted. California must, therefore, be relied upon to furnish practically the entire holiday supply. The California production of walnuts supplies only about 40 per cent. of the average consumption of the United States. A serious scarcity of walnuts can, therefore, be anticipated. Since the outbreak of hostilities in Europe we have been swamped with requests to accept orders 'firm at opening prices, whatever they may be' by jobbers who have been counting on foreign walnuts to fill their requirements and by some of our regular trade which had ordered short."



# CANADIAN GROCER

Established 1886.

Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING CO., LIMITED

John Bayne MacLean - - President

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## SUGAR AT RECORD PRICES

SEPTEMBER OF the year 1911 held the record for the highest prices of sugar in a whole generation. At that time sugar advanced on the Montreal market to \$5.85 cents per hundred, which meant \$5.95 cents in Toronto.

But with the advances recorded during the past week, when one refinery raised the quotation on standard granulated to \$6.25 in Montreal and \$6.31 in Toronto, and another to \$6.65 and \$6.71 in Montreal and Toronto respectively, the prices of 1911 were not only superseded, but the record for the highest price in at least more than 22 years was reached.

The present situation in the sugar market is, however, not based on natural conditions. The European war must be held responsible, as it shut off the United Kingdom from obtaining her supplies of raw sugar-beets from Germany and other continental countries, and compelled her to compete with Canada and the United States in the Cuban and other West Indian raw markets, and to even purchase refined on the United States market. This is the one big reason why sugar has attained the record height of the past quarter of a century.

Nor does the immediate future present much of a possibility of cheaper sugar. Raws in New York to-day are around \$6.25, which is about the price of refined in Canada to-day. That this price for raws will be maintained until November, is the statement of a sugar man, in which case we should see Canadian refined advance as the refiners from time to time go into the market for more raws.

There are just a couple of bearish factors in the situation. One is that growers of sugar cane in the West Indies are likely to turn more of their product, that previously has gone into molasses manufacture, into sugar on account of the attractive prices. Another is the fact that Germany, the big beet factor on the European continent, has a splendid crop, a large part of which may be gathered if Germany is able to keep her foes out of the country a month or so longer. Then should the war terminate shortly, there would likely be considerable sugar available which is not at the present time.

However, sugar men closely in touch with the situation can see only dear sugar for at least a year.

## REASONS FOR OPTIMISM

IN A WIRE to the MacLean Publishing Co., T. A. Crerar, president of the Grain Growers Grain Co.,—a company that handles more wheat in the West than any two or three other companies—says that the yield is found to be better in some districts than was expected, and indications from latest information were for a yield in wheat of from 150,000,000 to 160,000,000 bushels.

With the high prices prevailing, this means that the farmers of the West will get more for their crop this year than last.

News from all over Canada indicates that the farmers have before them a year of unprecedented advantages because of the demand for practically everything they produce. Horses, cattle, hogs, sheep, and all kinds of grain are higher in price than a year ago, and the majority of them are very much beyond last year's figures. While these advantages are being dearly bought by the blood of men engaged in war on the battlefield, nevertheless this has not been brought about by the actions of the farmers of this country.

The fact that the farmers are prospering, taken into consideration with the successful turn in the tide of battle against militarism of Europe, is one great reason why optimism is gradually replacing the feelings of doubt that followed on the heels of the declaration of war. Canadian merchants, both wholesalers and retailers, as well as manufacturers, have a duty to perform in propagating this spirit of optimism.

## WAR AND WEATHER IN GERMANY

WHILE THE REFINERS and the trade in Canada have been concerning themselves since the first outbreak of the war with the sugar situation and the possibilities of the future and while in New York there has been the wildest kind of speculation—and



this speculation has been largely based upon the crop prospects of Europe—Germany, we are evidently asked to believe, has been worrying not about the war in relation to the sugar crop, but with the weather.

The following extract is from the "Centralblatt," Madgeburg, Aug. 21st, and is given as a summary of conditions in Germany:—

"The appearance of the fields continues to improve. In general the weather has favored the development of the beets, both in leaves and roots. The sugar content is also improving. The bringing in of the entire beet crop appears certain and almost all the factories have arranged to operate. Near Madgeburg the campaign is expected to start early, but this does not apply to all sections. **IT DEPENDS MUCH ON THE WEATHER.**"

Such a report is nothing short of an interrogation point in the situation. Is this the further work of the German press agency or have we been too ready to over-estimate the effect of the war?

### CANADIAN GOODS WANTED

THE CANADIAN representative of a firm of exporters and importers in Amsterdam, Holland, writes Canadian Grocer to the effect that there is a good opening in Holland for several lines of food-stuffs manufactured in Canada. This firm wants to get into touch with shippers of all kinds of canned fish, flour, barley, oats, feedstuffs, evaporated apples, canned and dried fruit, paper, pulp-wood and leather.

This inquiry goes to show the great opportunities offered Canadian manufacturers and shippers of foodstuffs and certain other lines. In a time like this, it is, too, the duty of the Canadian manufacturer to do his utmost towards filling the wants of those whose supplies have been cut off by the European hostilities. In doing this he brings good not only to himself, but to scores and hundreds of families that have not been placed in any too pleasant circumstances since the war broke out.

SUGAR IS PRETTY sweet these days to the dealer who hasn't very large supplies and who is paying the top price.

DURING THE TIME the public is loading up on tea, sugar and other staples, the grocer should not overlook ordering his winter stocks.

FORTUNATE IS THE dealer who has a large hold-over of salmon this season. Canned salmon will have to sell for at least 25 cents this year.

NEWS FROM OTTAWA infers that the retail trade in many places are charging too much for sugar. It is a safe bet that this will be found the exception rather than the rule.

NOW THAT THE summer season has left us, see that that summer newspaper ad. has been changed.

THE DAILY PRESS will soon have the retail grocer responsible for the European War.

### WISDOM, CONFIDENCE, ACTION

A TITANIC struggle is going on in Europe. We in Canada are not only involved as contestants—our country is vitally affected in many ways because of the international system of commerce and finance in which the business of Canada is a cog. The war has thrown us back on our own resources and we have many lessons to re-learn that our accustomed dependence on other nations has made us forget. We are unused also to thinking of the place of Canada in that inter-dependent, international fabric as other than a supplier of certain commodities, most of which we have in great abundance and to market which does not tax our skill or our resources. But a new day is dawning. Canada has an unprecedented opportunity before her—yea, thrust upon her as a responsibility and a duty; and now this opportunity has come with such tremendous suddenness that we can scarcely realize it and some of us are in danger of mistaking that very opportunity itself for some horrible menace, we know not what. What is it we need to make us realize our opportunity—Canada's opportunity—and to grasp it? It is summed up in three words: Wisdom, Confidence, Action.

Wisdom.—No, we need not be the seventh son of a seventh son to be a modern prophet. We just need wisdom; ordinary common-sense, which, after all, isn't nearly so common or ordinary as we are fond of calling it. True wisdom is based on fact—not fancy. What are the facts? Great Britain, France, Russia, Belgium, Servia, Austria-Hungary and Germany are closely involved in the most gigantic struggle in all history. In most of those countries, scarcely a wheel is turning; scarcely one of all the thousands of factories is producing a dollar's worth of product. Millions of producers have suddenly ceased to produce and instead are consuming and destroying at an abnormal rate. It is the time of harvest, but the war interrupted and the work has been left to the women and the very old and the very young. Instead of being large exporters of supplies to other countries, every one of the countries named and some others have suddenly become importers or prospective importers and without exception their expectations are centered in the North American continent.

Confidence.—If our reasoning is sound then our courage and our confidence must be undaunted. Having caught the significance to Canada of the crying needs of Britain and Continental Europe let us base our confidence on that realization and hold firmly to it. We have no need to substitute "bluff" for confidence nor bravado for courage. We have every reason to hold to and express the genuine—not the false. Let our optimism be inspired by reason and tempered by sobriety, for, with all our thankfulness at our good fortune, we should not forget that it is the outcome of terrible misfortune to others. "War is tragedy—not vaudeville." But we should be traitors if we did not step into the breach and regard our opportunity as our serious duty also.

Action.—Our wisdom, our confidence, must culminate in action or they are empty and useless. What good is the knowledge and what good is the "steam" unless it is applied. Will Canada seize the resources, and start the wheels of industries that will grow out of such development. Men of action, as well as of wisdom and courage, are needed. Captains of finance and industry and every one of us must do as well as dare.





View of Grounds and Lake, Canadian National Exhibition.

## The Canadian National, an Education in Itself

Hundred Years of Peace Between Canada and United States Fittingly Celebrated With Immense Crowds—Many Displays of a High Character With Canada's Provinces Well Represented—Many Improvements Noticed.

**T**ORONTO, Sept. 17—(Staff Correspondence).—The Canadian National, the greatest annual exhibition on the globe, is over for another year. That this wonderful exposition can weather the storm in times of war as well as sail along with a fair wind in times of peace was evidenced by the crowds that thronged the streets and buildings from day to day. Of course the attendance did not come up to last year. This was to be expected. But it did demonstrate the fact that the country still contains many optimistic people and that despite the raging of the giant struggle on the European continent, there is a strong endeavor on the part of thousands to keep the wheels of progress revolving steadily.

This was Peace Year at the Canadian National Exhibition. Some may think this to be a misnomer. But it wasn't. The special name was decided upon a year ago, and at that time the directors could not have foreseen the gigantic struggle that is waging to-day on the other side the Atlantic, and which is destined to result in the overthrow of militarism and bring about real and lasting peace for which the world of business longs. Peace Year was decided as a slogan in honor of the hundred years of

peace that Canada and the United States have enjoyed as neighbors. As such the name was quite appropriate.

From a year ago there were many improvements. New concrete walks, new

asphalt pavements, a handsome live stock building, and new and novel exhibits were to be seen. The exhibits this year surpassed anything of the past. The educational feature in this respect is undoubtedly the greatest asset of the exhibition. From the Atlantic to the Pacific the provinces were represented by their natural products, and above all shone the displays of food-stuffs. In almost every building were to be seen exhibits of the goods that are necessary for the maintenance of life. The importance of these was to be observed everywhere, all of which reflects on the great part the retail grocer plays in the final distribution of these food-stuffs to the consumer.

Among the many interesting exhibits was that of the fish that inhabit Canadian waters in the Great Lakes and the Pacific and Atlantic oceans. The displays of West Indian goods were too, of a highly educative character. In fact the entire exhibition was one that marked well another era of Canadian progress, and if we read the signs of the times aright, there is a great future for this great National Exposition as well as for Canada, whose progress from year to year is mirrored by it.

### WINDOW TRIM SUGGESTIONS.

*Among the exhibits at the Exhibition were many that were particularly interesting and educative to the retail grocery trade. These were those of manufactured goods which the Canadian dealer stocks on his shelves and of equipment that will facilitate the operation of business. A number of these are shown on succeeding pages and every member of the trade has the opportunity to take advantage of them right now. Each display has in it the suggestion for splendid window and interior trims. Experts in display went to the trouble to show the goods at the Canadian National Exhibition to the very best advantage.*

**BORDEN MILK CO.**

**V**ISITORS to the Toronto Exhibition have become familiar with the immaculate booths of the Borden Milk Co., Limited, which are always tastily decorated in white, the logical color for a milk booth. Waitresses in white waists and caps completed a color scheme which has become indelibly associated in the minds of the public with Borden's milk.

During the two weeks there was hardly a minute that their exhibits were not crowded with consumers, eager to hear of the uses and advantages of evaporated and condensed milk. These people were served with a cup of coffee, made delicious with St. Charles Evaporated Milk.

In cases where the demonstrators found ladies who were not regular users, orders were taken, to be sent through their grocer. People who were regular users were told of the different uses evaporated and condensed milk could be put to in the household. Recipe books were given them telling how to make many tasty articles.

Eagle brand condensed milk was particularly interesting to mothers. It was surprising the number of babies who were proudly brought up to the exhibit by mothers, who voluntarily told the demonstrators, and other women who happened to be around the booth, that their children were raised on Eagle brand, and that it was responsible for their happy and good healthy look.

At the Reindeer Coffee Exhibit, results were more than gratifying to the Borden Milk Company. Consumers of all classes seemed interested in condensed coffee and cocoa, on account of the convenience of these articles. The fact that the milk and sugar are already added makes it very handy, because to prepare you just add boiling water. It was surprising the large number of housekeepers who placed orders, but this just goes to show the great possibilities in this line. A great number of people informed the demonstrators that they had been using Reindeer condensed cocoa, as they found it excellent as a chocolate icing, or as a filling for chocolate pie.



*Display of the Borden Milk Co., which attracted the usual crowds of visitors.*



**LIPTON'S TEAS, COFFEES, COCOAS AND JELLIES.**

**T**HE extensive advertising that has been done in Canada in connection with Lipton's products has caused the word "Lipton" to become a household word throughout the Dominion in regard to teas, coffees, cocoas and jellies, as it has been in England for many years.

Thousands of consumers were made better acquainted with their products at the Exhibition this year, Lipton's having an attractive booth in a prominent section of the Manufacturers' Building.

Crowds of visitors to the Exhibition

patronized the booth every day where Lipton's teas, coffees and cocoas were served with fancy biscuits in a dainty manner by a corps of attractive young women. They went away pleased with the superior quality of the beverages served—and more than pleased because Liptons have not raised prices in spite of the fact that other firms have made advances. The maintenance of regular prices under the circumstances is only possible by a sacrifice in profits, and this will be appreciated both by the trade and the consuming public.

Retail grocers will realize that the exhibit will mean a bigger demand for Lipton's goods and that it will be even

more to their advantage to stock and push these lines. Invitations were sent out to every grocer in Ontario to visit the Lipton booth at the Exhibition, and they responded in great numbers. In addition to Toronto grocers, hundreds of Ontario dealers were met, and many words of appreciation were heard on the decision of the Lipton Company not to raise prices on their products.

The dealer who handles Lipton's teas, coffees and cocoas can sell them with confidence. The signature of Thomas J. Lipton is on every package, and it is the policy of Sir Thomas Lipton that each package bearing his name shall be of uniform high quality.



Exhibit of Thos. J. Lipton where thousands of visitors became still better acquainted with Lipton's Teas and other products.



The Appetizing Exhibit of the Swift Canadian Co. in The Dairy Building.

#### SWIFT CANADIAN COMPANY'S FOOD PRODUCT DISPLAY.

THE extent to which the Swift Canadian Company figures in supplying the provision foods of the Dominion was well exemplified by their large, varied and handsome exhibit in the Dairy Building at the Canadian National Exhibition. There were to be found all varieties of most appetising meats and dairy products on which one could wish to lay eyes. Everything that the modern retailer stocks on his provision counter was displayed in its most attractive form; it was a display that never failed to make the mouth water.

If the Swift Canadian Company is well known for one thing more than another it is for the manufacture of their delicious Premium hams and bacon. These are products of the highest quality as every dealer who has sold them can bear evidence. They are known all over the world. Swift's Brookfield butter,

Eggs and Cheese; Silver Leaf Brand Pure Lard, Cotosuet, Brookfield Sausage, and Premium Milk Fed Chickens stand just as high in the estimation of those dealers who know them and are the acme of quality in their respective lines. Other prominent products made by this firm and displayed at the exhibition were their domestic sausage, summer sausage, Premium cooked hams, and jellied meats of all kinds.

This fine exhibit suggested to the retail dealer that there are many profitable lines of cooked meats and specialties that would find ready sale if prominently displayed on the provision counters. The dealer who gives his attention to the trend of the times has already observed the necessity of superior service in the matter of supplying the foodstuffs required in the home. The women of to-day are always on the watch for new, tasty and wholesome foods and the man who caters to their desires is the man who gets the busi-

ness. With such specialties as are manufactured by the Swift Canadian Company, the opportunity of securing a large share of this trade is easily within the dealer's grasp.

The unique display in the Dairy Building of Premium hams and bacon and the other lines above mentioned, was witnessed by thousands of people. Judging from the number of inquiries it seems probable that dealers are overlooking profitable sales in not pushing jellied meats, summer sausage, cooked meats, etc. There is certainly extra business here for the enterprising merchant. Now is the time to get after it.

The plant of the Swift Canadian Company in West Toronto, where these goods are made, is a model in modern equipment, efficiency, skilled experience and cleanliness. All products that leave the factory are government inspected and approved.



**BRANTFORD SCALES, MEAT SLICERS AND CHEESE CUTTERS.**

**A**GATE bearings, no springs, from two to forty pound capacity to suit any business, and made in Canada by Canadians—these are some of the features of the Brantford computing scales shown by the Brantford Computing Scale Co. in the Process Building at the great Canadian National Exhibition. For two weeks the men in charge of this exhibit were kept on the jump explaining to the retailers who were fortunate enough to attend the exhibition the many merits of the various scales, as well as of the new meat-

slicer the company is manufacturing, and their cheese cutter. The result was that a great many more merchants have become users of the high grade store equipment manufactured by the Brantford Computing Scale Co.

The accompanying photograph will show the very attractive display that was presented to those who passed their booth. There is a Brantford scale for every grocer, no matter what his requirements may be. As intimated above, they run all the way from two pounds to forty. They represent the best weighing device that brains and machinery can devise. The value of the computing scale is apparent to every man who has

given his weighing problem any consideration whatever.

The Brantford Computing Scale Co. are also well known as the manufacturers of a splendid meat slicer. But recently they have placed on the market an improved new slicer that has already created a fine impression among those who have seen it in operation. This new slicer cuts bacon or cooked meats any thickness, but the feature of it is an attachment that cuts the bacon or other meats to the last slice.

The Toronto office of this company is at 482 College street, and is in charge of Thomas Ferguson, who was also in charge of the fine exhibit at the big fair.



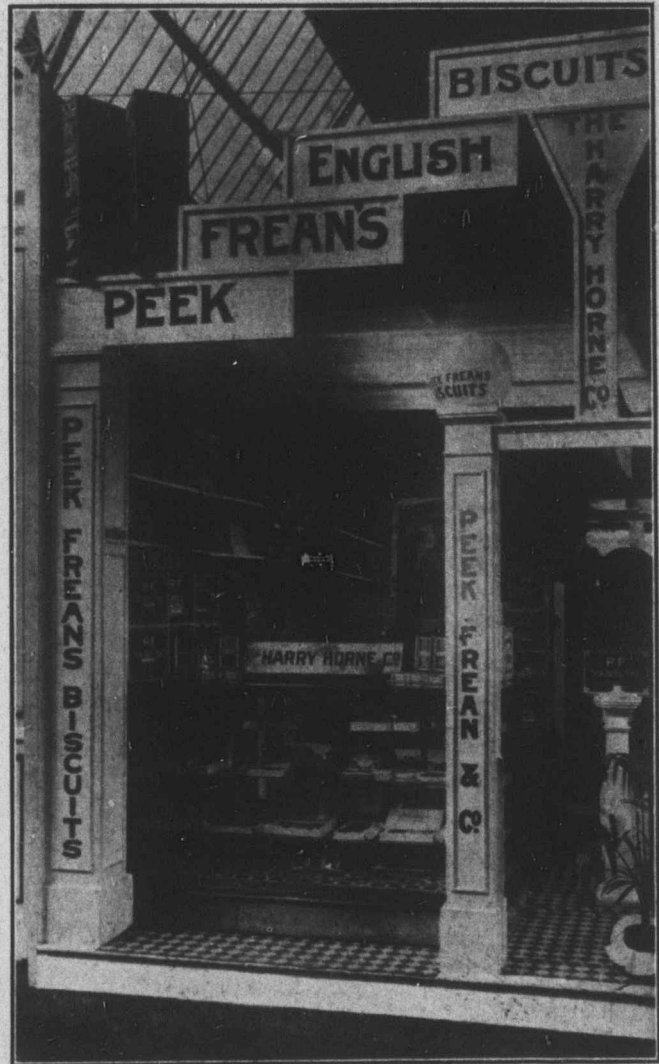
*How Brantford Computing Scales, Meat Slicers and Cheese Cutters were shown at the Exhibition.*

**PEEK FREAN'S BISCUITS**

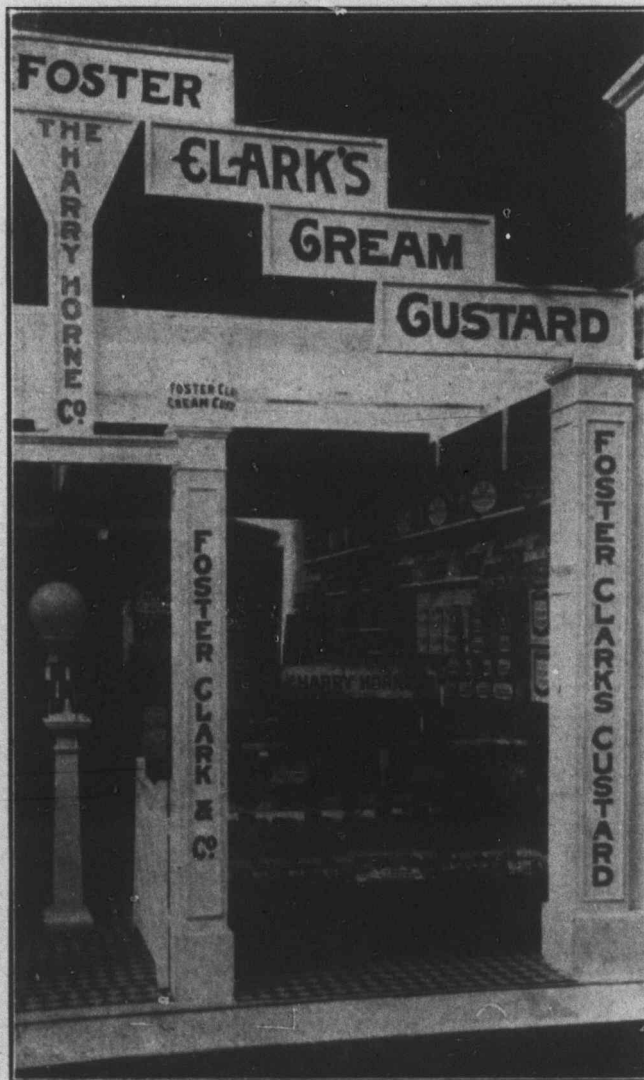
FOR the third year in succession The Harry Horne Co. displayed the high quality products of the great biscuit house of Peek Frean & Co., Limited, of London, Eng., at the Canadian National Exhibition. This year the publicity campaign was carried out on a greater scale than ever, and a host of visitors became more familiar with their fine quality and flavor. In fact no less than 10,000 individual tasting samples in envelopes were given away, and a most liberal supply of advertising booklets distributed. These contained actual photographs of recent introductions of biscuits made on this market by the famous British firm of Peek Frean.

The purity and excellence of Peek Frean's biscuits are such that the retail grocer who stocks and displays them is assured that this exhibition publicity will mean orders and repeat orders. The company have a most modern factory in the world's metropolis where everything is synonymous with purity and cleanliness. Every biscuit that comes from this great factory is guaranteed to be unexcelled in purity and Peek Frean's biscuits can absolutely be depended upon always. There are no finer biscuits made.

The Harry Horne Co., the Canadian agents, are located at 309 King St. West, Toronto, and all information may be secured from them.



*The attractive exhibit of Peek Frean's Biscuits.*



*The exhibit where Foster Clark's Cream Custard was displayed.*

**FOSTER CLARK'S CREAM CUSTARD.**

DAY after day crowds of people thronged the front of the exhibit of FOSTER CLARK'S CREAM CUSTARD. It was one of the real busy booths in the Manufacturers' Building, and no less than 3,000 souvenir tins of this world-famed custard were given away, all to possible buyers of this most delicious dessert.

For four years the Harry Horne Co., Canadian agents for Foster Clark, have displayed this cream custard and other high-class lines of this well-known firm. FOSTER CLARK'S CREAM CUSTARD has therefore been introduced to thousands and thousands of the best women buyers in the Dominion of Canada. The opportunity presents itself to the retail grocer to take advantage of this publicity. A display of FOSTER CLARK'S CREAM CUSTARD in the window or on the counter will remind the customers who have been shown its deliciousness at the greatest annual exhibition on the globe, that here is a dessert bound to give satisfaction to every member of the family.

For further particulars the trade should get into communication with the Harry Horne Co., 309 King St. West, Toronto.



### COWAN'S PERFECTION COCOA AND CHOCOLATE.

When the war broke out, the Cowan Company made an announcement that Cowan's Perfection Cocoa prices were not to be advanced between then and Christmas, and also stated their intention of keeping their huge factory running full blast with men employed at full pay. This too, in face of the fact of higher prices for raw materials.

At the Canadian National Exhibition this fact was recalled by hundreds of visitors who were loud in their praise of the patriotic action of this large concern. The exhibit this year was one of

the busiest in the Manufacturers' Building. A staff of energetic sales ladies and salesmen were kept on the move from morning until night for the full two weeks demonstrating the superior qualities of Cowan's Perfection Cocoa and making this product still better known throughout Canada.

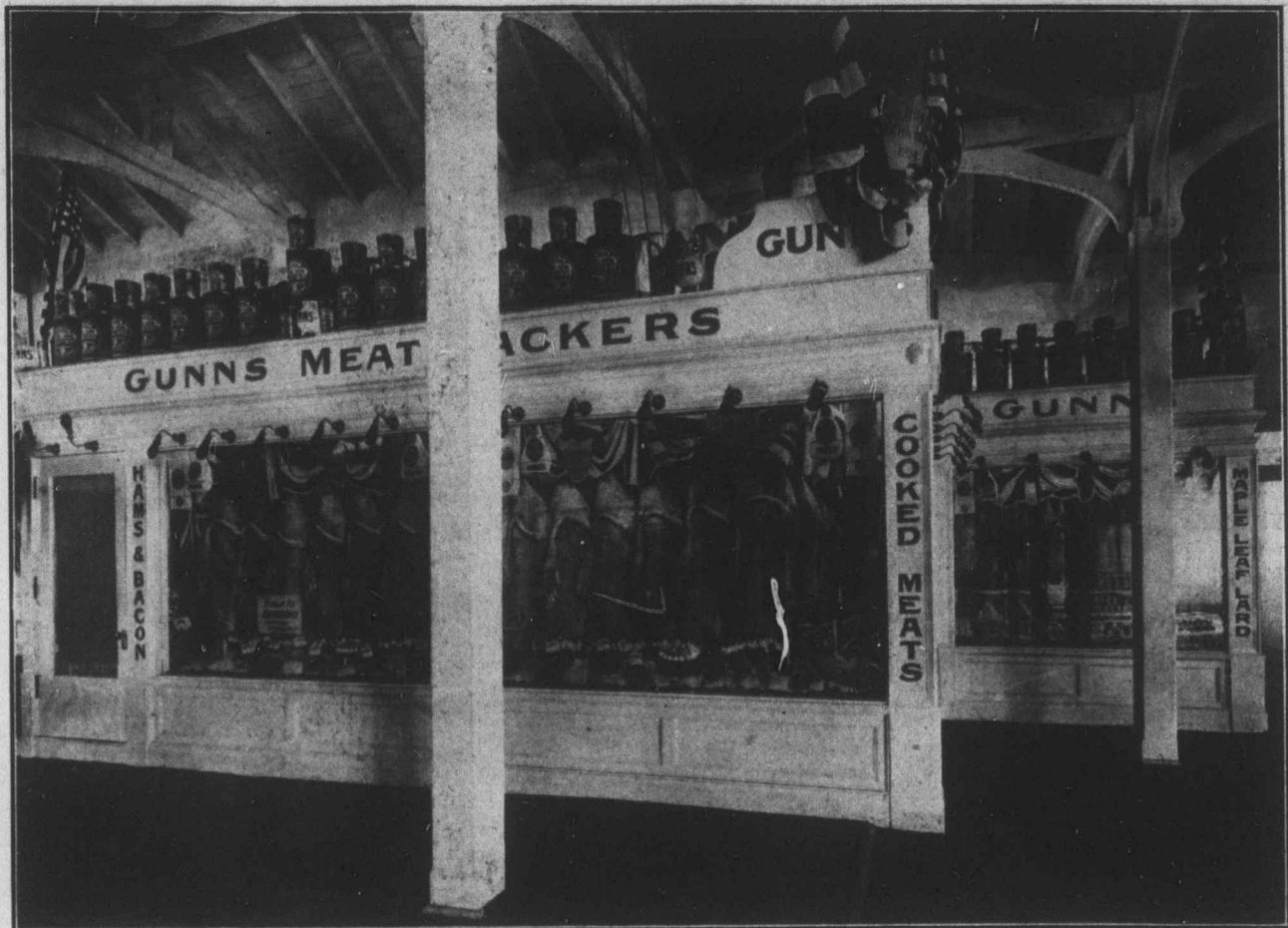
Not only were the grown-ups interested in Perfection Cocoa, Maple Buds and the other Cowan products, but the children as well. Souvenirs were given away with boxes of chocolate and tins of cocoa which delighted the youngsters, and no matter where one went on the grounds, he was greeted with the whist-

ling and the whirling of the miniature bird-cage, and the name Cowan. All this publicity is going to mean extra sales for the grocer who gets behind the Cowan goods by displaying them prominently on the counters, windows and shelves.

An evidence of the popularity of the products of the Cowan Co., lies in the fact that despite the decrease in attendance this year, considerably more business was done than a year ago. The Cowan Co. also say that despite their largely increased factory facilities they are even now behind in orders in nearly all lines.



Attractive Exhibit of Cowan's Cocos and Chocolate which attracted thousands of visitors.



*Exhibit of Gunns Limited, in the Dairy Building where their many quality lines were shown.*

#### **GUNNS' QUALITY PRODUCTS.**

**G**UNNS Limited, play such an important part in the foodstuff distribution of the industrial life of Canada, that it was only natural to look for their exhibit as usual at the Canadian National Exhibition. Their display in the Dairy Building, as the photograph shows, was an unusually attractive one, and thousands stopped to take a glance at their choice products and to inquire which store nearest home carried these lines. Special prominence was given to the following:—

Maple Leaf Hams and Bacon, cured under their special processes;

Maple Leaf Brand and Gunns' Quality Brand Kettle Rendered Lard;

Cooked, Jellied Meats, Sausage, etc.;

Butter, Eggs and Cheese, of which Gunns' marked eggs in attractive cartons is the prominent feature.

Quality First is the motto of the company, as in all departments, and accordingly buying and storing warehouses are distributed throughout the Provinces, thus eliminating unnecessary handling and delay in marketing.

The company's demonstration in the Industrial Building of EASIFIRST SHORTENING was particularly successful, and this most economical, healthful and purest of vegetable products is rapidly becoming an article of daily household use. The housewife appreciates the real merits of EASIFIRST SHORTENING, and realizes that not only can it be purchased for considerably less money, but finds that it will go one-third further than either butter or lard in her home-made pastry. Gunns, Limited, are the pioneer manufacturers in Canada of Vegetable Shortening.

In addition to the general packing house lines the company gives special attention to featuring a number of specialties such as Sliced Bacon and Dried Beef in Glass Jars, Special Pork Sausage in cartons, Canned Meats, etc.

There was also a most interesting exhibit of Gunns' Poultry Food and Fertilizers outside the Machinery Hall. Here, poultry raisers, market gardeners and farmers from all parts of Canada found a most practical display and one that brought forth a host of inquiries. Every retail dealer should get further information on these lines.

The splendid displays and publicity work at the great Exposition show how Gunns, Limited, is co-operating with the retail grocer in the sale of their quality products. The man who gets behind them can make no mistake.



**"NUGGET" POLISHES.**

It is no idle boast on the part of the Nugget Polish Company that they brighten and whiten the shoes of the whole civilized world. The waterproof qualities of their polishes as demonstrated at their stand in the Industrial Building, proved beyond doubt that it is the best polish on the Canadian market. In addition to being waterproof, it renders the leather soft and pliable, and gives a brilliant shine.

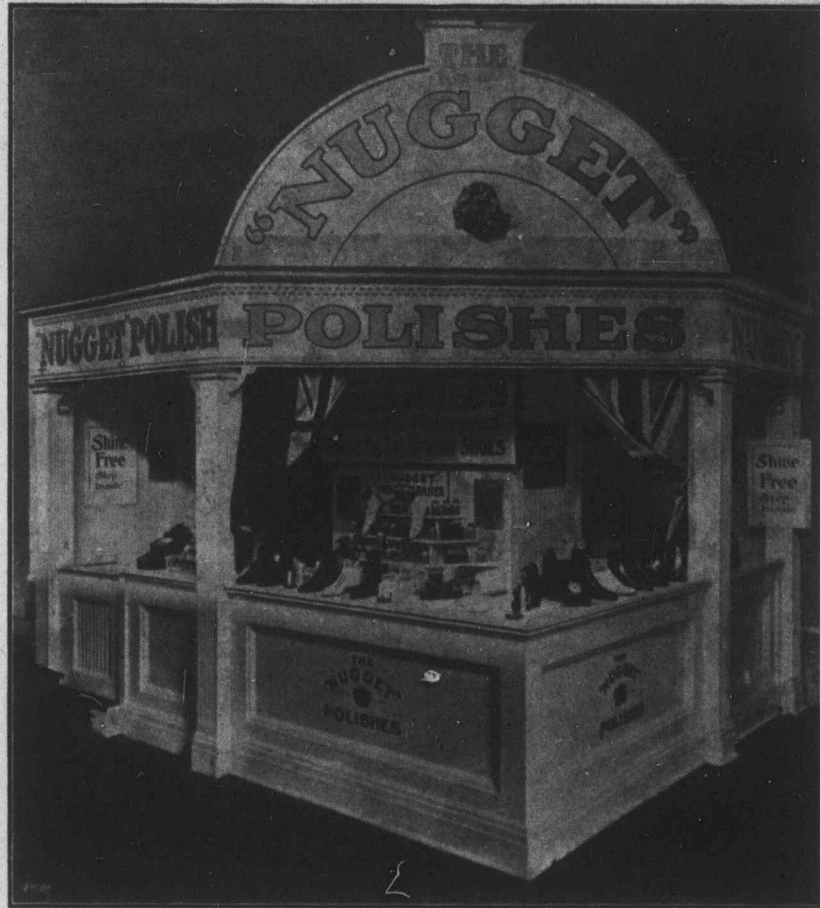
The policy of the Nugget Polish Co. all along has been to give as much as they can for what they get, instead of getting as much as they can for what they give.

The purpose of the exhibit was to make "Nugget" familiarly known among your customers.

You are going to reap the benefits of the publicity we have given.

Stock "Nugget" now, hand it out when "polish" is asked for and get your share of the repeat orders.

The Exhibition Stand was in charge of Mr. J. Harris, A. C. I. S., the company's Canadian manager. There were also in attendance Mr. L. R. Howard, assistant manager, Mr. T. W. Hart, the Company's representative in the West, Mr. F. B. Bollard, and Mr. C. Jeeves. At the "Nugget" booth the public were given free shines, and had their polish demonstrated on their own footwear.



Display Booth of the Nugget Polish Co.

## More Money for Western Farmers

Costing Them Less to Harvest and Thresh the Grain and Prices Are Better—In Neighborhood of Saskatoon There is Estimated to Be 500,000 More Hogs This Year Than Last—No Need for Pessimism.

Saskatoon, Sask., Sept. 10.—To the east of this city around Young, Watrous and Nokomis grain is turning out fair, not as heavy as last season, but on the whole farmers will likely make more money.

It is costing them much less to harvest and thresh this year than during previous years.

Last year they were paying an average of \$3 and \$3.50 for harvesting and threshing, while this season wages are from \$2 to \$2.75, and very much less is required. On the other hand they are realizing nearly double for their grain. Although the crop failure has been serious in several large areas and there will be considerable hardship on the part of many farmers and business people, yet on the whole it will not be nearly so badly felt as it would had the same thing happened a year ago. In some of the dry sections there will be at least a

half crop while in those more favored the yield is good. Some places there has been damage from frost, but this too has not caused the loss it has other seasons. The reason of this is that owing to the hot weather the crop was too far advanced when the frost came to seriously injure it. The chief injury will be the reducing of the grade where it prevailed.

Another factor that must be borne in mind is that the country is not so wholly dependent upon the grain yield as it was a few years ago. Although the West cannot by any means be called a mixed farming country, and especially Saskatchewan, as that province is not by nature so adapted to it as to grain raising, yet there has been a considerable change there also in the past two years.

It is estimated that in the country tributary to Saskatoon there are this year 500,000 hogs more than there were a year

ago. These candidates for the pork barrel will probably bring into the country or save from going out in the neighborhood of \$5,000,000.

Taking all these facts into consideration, there is no need for pessimism or despair on the part of the business community generally through the West and merchants are beginning to realize the situation.

### DEPARTMENT STORE FOUND GUILTY

On Tuesday of last week the Grand Jury brought in a true bill on the three charges laid against the T. C. Watkins Company, Limited, of Hamilton, Ont., proprietors of the departmental store known as "The Right House," for violation of section 14 of the Gold and Silver Marking Act, in their advertisement of watches and silverware.

When the matter came before the Court of General Sessions held in Hamilton on Friday, they pleaded guilty and were fined \$75 on the three charges.

The charge was laid and the prosecution was conducted by W. J. Ryan, Dominion Inspector of the Gold and Silver Marking Act, under instructions from the Department of Trade and Commerce at Ottawa.



## Mediterranean Fruits Only ½c. lb. More

Shipments Now Coming Forward of Raisins and Currants, on Which Increased Freight, Insurance and Exchange Will be Trifling Compared With Some Advances Made When War Broke Out.

Montreal, Sept. 17.—(Special).—The bulk of the excitement has died out of the grocery trade. To-day things are going along in about the same old way, with the exception that in some cases there is a reaction and light buying. So far as supplies are concerned, there does not seem to be any need to fear so long as the German navy is kept bottled up and is not allowed out to ravage the world marine.

In the trade it is found to-day that orders are being taken for many kinds of imported goods. Assurance, as strong as assurance can be made under the circumstances, is given that goods will come forward from practically all foreign countries, and while prices are not being given in some instances until the goods arrive, when estimates are made it is found that the increases are not so very radical as first price increases would indicate.

Many English goods are expected to come as usual in a short time, but of course there will be advances to cover the additional freight charges and insurance. For instance, English jams are quoted at 12½c up for pounds, and 25½c for two pounds. A steamer will leave the Mediterranean this month for Montreal. Shipments of nuts from Spain have already been received on this side, coming by way of Liverpool. And as an outstanding feature of the improvement of the situation is the statement of a Montreal wholesaler that he has this week received invoices from Vichy for goods which have been shipped since the opening of the war, whereas a few weeks ago there was word that it was impossible to do business. Therefore with the German navy out of the picture there is little to fear except in the indefinite future, and then not much.

### Some Goods Hard To Get.

The exception to the rule is with regard to the goods which we have been receiving from the countries now forming the theatre in which the great drama of the nations is being played. This particularly hits the trade in canned goods from France and Belgium.

There is a serious feature to the situation but not one of wide import. Such lines as cream tartar, mustard, extracts, herbs, etc., which come from Europe alone, are practically in a famine state and the prices are up accordingly. But after all these are not staples.

The steamer of the Donaldson line

which is to bring to Canada the supply of raisins, currant and nuts from the Mediterranean as well as other fruits which come from the countries bordering on that great sea, is to sail this month. Shipments are being booked, covered by full war risks, and on them is being paid an increased freight rate all the way from 20 to 50 per cent.

The increases in the freight, insurance and exchange are very material,

but not so much as might be considered. One of the big Canadian importers of these lines informs Canadian Grocer that currants will go to the trade at practically the same price as a year ago for the reason that the purchase price has been enough below the former market to make up the difference in transportation and other war expenses. Raisins will go to the trade about a cent above the market of a year ago, but half of this increase is due to the fact that raisins are commanding a higher price on account of the crop conditions.

The increase in the exchange and the additional war insurance amounts to about ¼c lb. on raisins and the additional freight charge is about another ¼c. Half a cent a pound increase is not so very great under the circumstances.

## Seven Thousand at Sarnia Grocers' Outing

Eleventh Annual Picnic a Splendid Success — Small Army Chases The Greasy Pig — Races Keenly Contested.

SARNIA, Ont., Sept. 16.—(Special).—The grocers of Sarnia are proud of the results of their 11th annual picnic. And well they might be. At Lake Huron Park where the outing was held some 7,000 people assembled. An exceedingly lengthy list of sports was contested, including a football contest, a mammoth baby show and a chase after the greasy pig. His lordship, the "hawg" was put on his mettle, for no less than 708 individuals, including 32 sprinters of the feminine sex went in pursuit of him. This fact alone demonstrates the enthusiasm that pervaded the vast throng on the big day.

That the Sarnia Grocers' picnic is conducted on an unusually large scale and in accordance with the trend of the events of the day, is attested by the fact that an ambulance brigade was on the grounds to look after the injured. Thanks, however, to the business-like methods of the men in charge there were only one or two minor casualties principally attributable to the throng of human beings that swayed across the grounds from time to time.

The grocers are particularly proud of the baby show. There were no less than 77 entries and they claim this constitutes a record in baby contests in so far as Ontario grocers' picnics are concerned.

The races included many competitions for grocers and clerks. One of the most important was the 100 yards dash for the dealers themselves. This was won by J. Langan, with R. Kirby a close second, and W. C. Palmer, S. C. Williams and Thos. Laughlin among the

also-rans. Wm. Gettings romped home a winner in the travelers' race, followed by F. Richards, W. J. Crockard and Wm. Western. Among the other contests were the following:—

Grocery clerks under 21—Ed. Ferguson, Ewart McMann, Leslie Smith, Jack Graham.

Grocery clerks over 21—Geo. Palmer, Wm. Campbell, Robt. Wade, Wm. Watt.

Grocery Drivers, single—J. Graham, Fred Galbraith, Frank Hamilton, L. Smith.

Grocery Drivers, married—Grant Van Valdeveer, W. A. McDonald, Wm. Watt, J. Phillips.

In the tug-of-war between the grocers and clerks the latter showed up their employers in two minutes.

Retail grocers in Winnipeg and many grocery travelers will learn with the deepest regret of the sudden death of William Richard Murdoch, who for nine years has been one of the city travelers for Jobin Marrin. Mr. Murdoch, who was only thirty-one years of age, was taken ill some two weeks ago. It was not thought anything serious was the matter, but he passed away very suddenly at his home, 167 Vaughan Street, last week. Mr. Murdoch was always ready to do a good turn for a grocer or for one of his fellow-travelers. In the nine years he has been working in Winnipeg he has gained the esteem of everyone with whom he came in contact, and he will be greatly missed. The remains were taken to Mille Roche, Ont., for interment, Arthur P. Call, of Jobin Marrin, going along to make arrangements.



## CURRENT NEWS OF THE WEEK

### Quebec and Maritime Provinces.

William T. Nelson, a grocer, of Fairville, N.B., this week solved a puzzle which had been mystifying him for some time. His store had been entered on several occasions and goods taken. One night last week he lay in wait, and was successful in capturing the thief in the act of helping himself. He has not been troubled since with thieving.

There are many Canadian business men who have relatives at the front in the European war doing battle for their country. Among them is A. P. Tippett, of Montreal. Mr. Tippett has two nephews in the war—one of them, Arthur G. Tippett, being Lieutenant-Commander on his Majesty's ship "Commonwealth," and another, Alex. A. Tippett, is in the army. He has also about eight cousins on the firing line, one of whom has already lost his life.

The Exhibition Association of St. John, N.B., were criticized severely when they announced their decision some time ago to continue their conduct of the big fall fair, which they had planned before the outbreak of the war. It was held this week and turned out very successfully. The reason for its being held while most of the others in the Maritime Provinces were canceled was that local business men on its executive desired to show that they had confidence in the city and province despite the war, and the returns have been most satisfactory.

### Ontario.

D. S. Whaley has purchased the grocery business of R. B. Gill in St. Mary's, Ont.

Jno. Dandeno has opened a grocery store and bakery on Cooper Street, Hespeler, Ont.

St. Thomas grocers and butchers will continue the Wednesday half holiday throughout September.

Reid & Thomson, general merchants, Bancroft, Ont., have moved into premises on Bridge Street.

William Neilson, Limited, Toronto, have presented the Government with 65,000 bars of chocolate.

C. F. Bishop & Son, Port Arthur, Ont., grocers, have moved their business from Third Avenue to Argyle Street.

The Welland Co-operative Society, Ltd., of Welland, Ont., opened its store on Saturday last at 255 East Main St.

Blinn & Hudgell, grocers, Dundas St., London, Ont., have dissolved partnership, R. E. Blinn continuing under the name Blinn Bros.

George Miller, grocer, Ottaway Ave., London, Ont., has moved his stock a few blocks away, and has opened up on Wellington Street.

The Canadian Salt Co., Windsor, Ont., has given a car load of salt to the Government for the Canadian troops going to Europe.

W. H. Millman, Toronto, with his two sons, Adrian R. and Ormond B., are East for a week's holiday, taking in Ottawa, Montreal, Quebec and Valcartier.

Messrs. Bowman and Loggie, of Holbrook's, Limited, Toronto, are on a business trip in the United States among some of the company's offices there.

Mr. Hamilton, of the Sterling Leather Dressing Co., Ltd., now located at Sault Ste. Marie, but formerly of Toronto, was in Toronto for the week on business.

The Board of Trade of Walkerville, Ont., has adopted the following slogan: "What we have we hold. So keep the wheels going, the crops growing, and keep the dollar at home."

Congratulations are due R. Davies, retail grocer on Homewood Avenue, Toronto, on taking the first prize red ribbon at the Canadian National Exhibition for the best grocer's delivery horse and outfit.

G. H. Rennie, who has been connected with the wholesale grocery house of T. Kinneer & Co., has been appointed salesmanager for Warren Bros. & Co., Limited, and assumed his new duties this week.

A meeting was held in London, Ont., recently by a number of the merchants for the purpose of taking steps towards the formation of a Retail Merchants' Association. Organizer Maher, of the provincial organization, was present and outlined the objects of the association. Wilfred Brown was chosen secretary for the time being. Another meeting will take place at an early date.

### Western Canada.

The B. C. Manufacturers' Association held their annual meeting in Vancouver.

Fire recently destroyed several business houses in Midale, Sask., among those sustaining losses being J. V. Flury

and A. Wedin & Co., general merchants.

Campbell, Wilson & Strathdee, wholesale grocers, Regina, Sask., have moved into their new warehouse on the corner of Scarth Street and Dewdney Avenue.

A Medicine Hat judge has by a recent decision quashed the Early Closing By-law there. The reasons given were certain defects in the petition circulated and the published notice.

The first carload of goods that reached Prince Rupert, B.C., over the new G.T.P. line contained condensed milk consigned to G. W. Nickerson, the representative of the Aylmer Condensed Milk Co.

The Canadian Credit Men's Association, Winnipeg, held a meeting on Tuesday night. R. R. Wilson, of Campbell Bros. & Wilson, was in the chair. The meeting was called for the purpose of discussing the trade situation in view of the war.

### PETITION AGAINST BUSINESS TAX.

The annual meeting of the Hespeler, Ont., branch of the Retail Merchants' Association of Canada was held recently. T. Stager, president, occupied the chair.

B. W. Ziemann, of Preston, president of the R. M. A., and W. C. Miller, organizing secretary from Toronto, addressed the meeting, and explained the numerous legislative matters in which the association had been engaged during the year. Mr. Ziemann pointed out the unfair criticism that was being leveled at the retailer during the present war crisis.

A deputation of this branch will wait on the local council and request the introduction of a transient traders' by-law. W. C. Miller at the close of his address presented a petition to the merchants, asking Sir James Whitney to reduce the business tax of the retail merchants, pointing out that 30 per cent. of the assessed value of the premises was out of proportion to the business done and to what the retail rate should be.

The following were elected officers for 1914:—President, A. J. Stager; first vice-president, A. Beattie; second vice-president, R. Walker; secretary-treasurer, J. Darwin; executive, R. W. McCreary, A. Hagniar, W. H. Black.



# The Time to Conduct a Loyalty Campaign

Newspaper Advertising Can Now Be Made Very Effective  
—Ad Suggestions Offered—A Check to The Mail Order Houses—  
How to Obtain the Loyalty Emblems.

A **SPLENDID** opportunity has been afforded the retail trade to make use of the presence of the war by featuring in their newspaper advertising space ads that smack of the war flavor. At the present time the average Canadian housewife is very much interested in the foodstuff situation, and any war news a dealer can work into his copy will be read by a great many women.

Herewith are a couple of newspaper advertising suggestions that should appeal to the merchant who is looking for something that will get and hold the attention of the housewife. They have been written by an ad writer who makes advertising his business, and while one or two changes might suggest themselves to the grocer, they can very well be used to advantage at the present time.

There is another motive behind these advertisements besides the supplying of good copy, attractively set, for use in your local papers. Did you notice the emblem that appears in each advertisement?—that little flag containing the words, "Be loyal to your own community." Therein is an idea that, if properly applied, will invigorate and rouse the spirit of loyalty in your community—loyalty to your home town and to you as one of its merchants. There are three principal reasons why we believe this "Loyalty" campaign can be successfully operated and

on the strength of which we would urge merchants in the small cities and towns to take it up immediately.

First.—The assiduous competition of

mail order houses demands aggressive action. They are the worst enemy of the retailers and consequently of your community and the public generally. Everything that can be done should be done, with a view to effectively offsetting this competition. Can you enthrone your customers to see what they can accomplish if they will cooperate with you?

Second. — The occasion is a particularly propitious one. Loyalty to flag and country is uppermost in the public mind—so much so that unless held in check it is in danger of excluding all other considerations. The campaign suggested lends itself very readily to this prevalent spirit. Your challenge does not jar on the public mind — it just breaks in naturally. The use of the flag design was decided upon with this end in view.

Third. — The words used, "Be loyal to your own community," is now a most popular slogan all over the country by reason of the work being done by the newspapers.

Electros of the small emblem will be supplied to readers of Canadian Grocer at cost price, 15 cents each, post paid. Cash must accompany order. If larger cuts are desired these can be obtained also at prices in proportion.

In regard to mail order house trade, it should be remembered that the supposition that the townspeople really want to send away for their goods is dead wrong. They write the mail order

## Making War on Dirt

Housewives armed with some of these high-quality, dirt-eliminating, germ-killing cleaners can make their charge on fall housecleaning a decisive victory. Cleaning day battles are quickly won with a big saving of time and labor. Look over this list carefully, supply yourself with good ammunition, and the siege will be of short duration.

**WASHQUICK SOAP** saves rubbing in washing and scrubbing. A big bar for 5c

**BLANK'S LYE** for cleaning sinks, drains, etc., a powerful disinfectant. Large and small tins, 10c and 5c

**SWEEPING POWDER**—a sanitary, dustless sweeping compound; brightens carpets, saves dusting. Jumbo size tin .....25c

**AMMONIA POWDER** in boxes, for softening hard

water, makes dish washing easy ..... 5c and 10c

**CLEANSER POWDER** for cleaning bath-tubs, pans and kitchen utensils of all kinds. Convenient sifter cans ..... 10c

**SILVER POLISH** — produces a quick, lasting shine—does not scratch—use it on your best silverware. Round cakes ..... 10c

**BROOMS AND BRUSHES.** We carry a full line of high quality brooms and brushes at all prices.

Use the telephone or send the children.  
We guarantee satisfaction or refund your money.

### John Brown & Son

Quality Grocers

PHONE 695

PETERBORO, ONT.





# War Means Economy

**S**CARCITY OF MONEY is one of the first effects of war. Fortunately we in Canada are in no danger of feeling the "pinch" of hard times to any great extent, but we do feel instinctively and rightly that we must get good value for every dollar expended and confine our food requirements very largely to the realm of necessities. The following list of staples has been carefully compiled with a view to conveying valuable suggestions to the citizens of Orillia. The prices are consistent with our usual quality standards.

- |  |  |
|--|--|
| Sugar, best quality, \$6 per cwt.                      | Canned Peas, per tin.....                              |
| Rice, a most nutritious food,<br>10 lbs. for ..... 80c | Canned Corn, per tin ....                              |
| Flour, A1 Brand, per cwt..                             | Pork and Beans, small or large<br>tins .....           |
| Macaroni, no better nourish-<br>ing food, per lb.....  | Breakfast Bacon, sliced any<br>thickness, per lb. .... |
| Rolled Oats, the Scotchman's<br>breakfast .....        | Cooked Ham for luncheon,<br>per lb. ....               |
| Canned Salmon, a meal for<br>the family, per tin.....  | Tomato Catsup, fine for cold<br>meat, per bottle ..... |
| Canned Tomatoes, per tin.                              |  |

"The  
Better  
Grocery"



Clean  
Delivery  
Service

## WILSON & HOLMES

TELEPHONE 276

PERTH AVENUE at Maple Street, ORILLIA, ONT.

houses because these concerns get after their business so energetically by newspaper and catalogue advertising. They tell them all about the goods they are likely to require, and they create demand for others.

If every dealer would start a well-planned advertising campaign along these lines, without of course actually advertising the catalogue houses by mentioning them in a way that would cause sympathy, the public would respond. The public will "shop where it is invited to shop." If the retail dealer in the small city or town can make that invitation sufficiently strong and convincing he is bound to take the business right from under the nose of the far-off mail order house.

### EASINESS IN CANNED LOBSTER MARKET.

The war and the problem of transportation between Canadian Atlantic ports and Europe are the big factors in the canned lobster situation. Whether in this country the market will hold its footing or whether there will be an ac-

cumulation of stocks which cannot be taken to the Old Country and which may be sacrificed on this side of the water remains to be seen. Up to the present time there has been no change in prices and developments are being awaited with interest. It will be a question for European buyers to decide

whether to hold for the market for which their purchases were intended or whether they had better get what they can here.

The canned lobster situation is a peculiar one. In Canada at the present time the bulk of the lobster business is done in "live" goods. In Ontario and the provinces east, live lobsters can be supplied in a satisfactory condition and have replaced the boiled and canned lines.

For a limited eastern trade and for the Western trade, purchases of canned lobster are made, but for the most part the canned business is export and it is this fact that makes the situation a peculiar one at the present time when there is so much uncertainty about the conditions in Europe.

Orders for lobster are placed well beforehand. For the most part the pack is made in plain tins, but for the Canadian trade labels are placed on the cans. Foreign importers have their own labels, and these are placed on the cans on their arrival.

The orders which have been placed by Canadian firms would be sufficient to supply the normal trade of this country until April or May. Therefore, the whole situation depends upon the buyers for the export trade. They will have to decide whether they will wait the chance to get their goods to the markets intended, or whether they had better sacrifice all or part in this country.

If the war continues there is a possibility that there will be considerable quantities of lobster on the market which may mean that Canadians will become better acquainted with the article and force down prices.

An address on "Salesmanship and Advertising" was given at the last meeting of the Retail Merchants' Association of Trancona, Man., by Mr. Marshall, credit manager of the A. McDonald Co., of Winnipeg.

### FRUIT CHEAP IN ENGLAND.

London, Eng., Sept. 10—(Special to Canadian Grocer).—The result of the War on the Continent of Europe is the glutting of the British market with fruits of various descriptions. This is due to the diverting of cargoes intended for German and other ports which are inaccessible.

The banana trade is particularly active and the Jamaica variety is being sold by brokers at the price of 3 cents a dozen and hawkers are doing a brisk trade with this fruit at 3 and 4 bananas for 2 cents.

The fruit in this country has yielded a particularly good crop and plums, apples, pears, etc., are being sold at ridiculously low figures.

Lines usually retailed by grocers, such as bacon, flour, butter, eggs, etc., have their prices controlled by the Government who quote a maximum figure from day to day above which these lines must not be sold.

The embargo on the export of confectionery lines has been removed, and altogether the "War prices" prevailing are nothing out of the ordinary, and so far as fruit is concerned, very much in favor of the consumer.



# Some Sugars Up Another 50c.; Situation Clearer

Apart from Sugar Market, Which Continues Strong, Grocery Conditions Are Gradually Clearing—Mediterranean Fruits and Nuts Now Generally Expected—War Scare on the Wane.

Publication Office, Toronto, Sept. 17, 1914.

**N**OW that it is pretty much all over there is a feeling of wonder in the trade as to what it was all about. Conditions have reverted to the normal and if anything they are a little more quiet than usual at this time of year—and September is never a very active month with the wholesale grocers. So completely has the war scare been dispelled that there does not now even appear to be any reason why it should have started. Working around in a circle, the wholesaler blames the retailer; the retailer the public; the public the newspapers, and so on; people bought largely because the prices were advancing and the prices advanced because of the demand of the people.

The fear that Canada would not be able to import foreign food-stuffs, has little foundation now that the British Fleet has taken control of the world avenues of commerce. There is practically nothing important that is out of the market at present, so to speak, but French and Belgium lines which are canned goods for the most part, and there is no reason why Canada cannot more than take care of her own needs in these lines. There will be some goods that will not be available, but they do not come under the head of staples. For the future there are some clouds of uncertainty, but these are too far ahead to have much influence on the present situation.

The feature of the week has been another advance of 50c in sugar by the St. Lawrence and Acadia refineries, while the Canada Refinery has held to the level of a week ago. The situation is very uncertain and liable to change hourly. Demand is still strong and supplies are being carefully distributed. Price of raw would warrant further changes in an upward direction and higher prices are to be expected. There is, however, not the feverish demand of a few weeks ago.

In grocery lines in general there is a slightly downward tendency in the prices, particularly with regard to the imported goods, delivery of which is now being taken for granted.

Flour and cereals continue very firm and are likely to continue so while the war lasts. Produce and provisions are very high and the business in Canada is dull, prices being maintained by the export influence and the fact that receipts are short.

Demand for fruits is not active. Canadian basket fruits are coming more plentifully, but are holding their prices. Apples are expected to be cheap in the early season, as buyers are slow to contract. Lemons have again receded, and are quoted at \$4, which is about half the war scare price.

Tea market has eased further on receipt of further supplies and a weak demand. Situation as to future is uncertain as regards Indians and Ceylons, but there is no difficulty with regard to Japans which are little above the old figures.

It was intimated in our last issue that opening prices of canned salmon would be higher than a year ago by about 57 cents a dozen on 1-lb. talls and 65 cents on 1-lb. flats. While the official opening prices have not actually been given out by the British Columbia Packers' Association, yet it can be almost taken for granted that we have pretty nearly hit the mark. These prices are sure to be issued towards the end of the week and they will be available for next week's issue. It looks as if 1-lb. talls would sell at least for 25 cents to the consumer this year, as against 20 cents a year ago.

## QUEBEC MARKETS.

Montreal, Sept. 17.—Demand has receded to the normal and even a little further, and the lull is particularly noticeable—although expected—coming af-

ter the exciting times of the first few weeks after the war outbreak. The war news is all encouraging. Shipping routes are clear and foreign goods are coming. Domestic staples hold their prices on

account of the export demand, but for foreign goods the market is a little weaker, if anything, and there are readjustments of prices in the downward direction. City business has fallen off in particular, but there is still a fair volume passing to the country, and things are expected to continue so, for the farmers are getting high prices for their produce. Demand generally is for staple lines, and there is a particularly good sale for canned goods, which now come in the cheap food list more emphatically than ever. For imported lines the demand is falling off.

## Markets in Brief

### QUEBEC MARKETS.

#### FLOUR AND CEREALS—

Wheat very firm.  
Speculators rule the situation.  
Cereals and feeds continue high.

#### FISH AND OYSTERS—

Short supplies from the east.  
Oyster business is slow.  
Ember days mean good business.

#### FRUITS AND VEGETABLES—

Lemons down again about \$1.  
Canadian basket fruits firm.  
New varieties of apples in.  
Prices of vegetables fluctuate.

#### PRODUCE AND PROVISIONS—

Business is very quiet.  
Prices maintain high position.  
Receipts of butter and eggs are light.

#### GENERAL GROCERIES—

Sugar advanced another 50c.  
General tendency of prices downward.  
Foreign fruits will come as usual.

### ONTARIO MARKETS.

#### FRUIT AND VEGETABLES—

Lemons slightly stronger.  
Valencia oranges scarcer.  
American peaches keep market down.  
Canadian peaches scarce.  
Plums up 15-20c basket.  
Sweet potatoes down to \$1.25.  
Gherkins up to \$1-\$1.25.  
Tomatoes not ripening well.

#### PRODUCE AND PROVISIONS—

Egg market firm.  
Cheese  $\frac{1}{2}$  to 1c easier.  
Honey cheaper; Quebec crop big.  
Poultry prices declining.

#### FISH AND OYSTERS—

Hallibut supply runs out.  
Cod used as substitute.  
Smoked fish in demand.  
Oysters continue to improve.

#### FLOUR AND CEREALS—

Wheat market weaker.  
Decline in flour possible.  
Bran \$1 ton cheaper.

#### GENERAL MARKETS—

New tea supplies here.  
New raisin prices expected.  
Currants shipped from Greece.  
Acadia and St. Lawrence sugars up 50c cwt.  
Beans slightly easier.



# CANADIAN GROCER

**SUGAR.**—Situation is very unsettled. The feature of the week is a further advance of half a cent a pound made by St. Lawrence Refinery, which brings their basis up to \$6.25. Canada Refineries are holding to level of a week ago, but there is nothing to indicate how long this may last. Canadian Grocer was informed that there might be a change any hour, although there was nothing to give indication of higher prices for the immediate future. The market is very strong, and the whole tendency is upward. The trade is asked to look for higher prices, which are even now warranted by price of raw. Refiners for most part have cleared up their old orders, and are working from hand to mouth, but they are holding their deliveries down to about half amounts, and are taking every precaution to evade anything like round orders which might indicate a desire to speculate. Travelers are given their allotments for the month, according to their territory, and deliveries are made on this basis.

	Canada.	St. Law.
Extra Granulated Sugars—	Per 100 lbs.	
100 lb. bags	5 75	6 25
20 lb. bags	5 85	6 35
2 and 5-lb. cartons	6 05	6 55
Second grade, in 100 lb. bags	5 60	6 20
Yellow Sugars—		
No. 3	5 70	6 20
No. 2	5 80	6 30
No. 1	5 35	5 85
Extra Ground Sugars—		
Barrels	6 15	6 65
50 lb. boxes	6 45	6 95
20 lb. boxes	6 55	7 05
Powdered Sugars—		
Barrels	6 15	6 65
50 lb. boxes	6 35	6 85
25 lb. boxes	6 35	6 85
Paris Lump—		
100 lb. boxes	6 50	7 00
50 lb. boxes	6 70	7 20
25 lb. boxes	6 80	7 30
Crystal Diamonds—		
Barrels	6 55	7 05
100 lb. boxes	6 70	7 20
50 lb. boxes	6 80	7 30
Cartons and half cartons	7 65	.....
Crystal Dominoes, cartons	7 75	.....

**DRIED FRUITS.**—Orders are being taken as usual for Mediterranean fruits, and it is not anticipated that there will be any difficulty with regard to consignments of raisins, currants, etc., from the gulf, as a steamer has been chartered to sail this month. Prices at present are not definite, but it is expected that raisins will be about a cent higher than a year ago, and that currants will be about the same. Dates and figs are expected to come through in due course, but there are no definite quotations as yet. Prunes are on about the same level, but situation is inclined to be easier. There has been somewhat of a slump in dried apples, which evidently has been the result of some of the wholesalers finishing the season with heavy stocks; 8½c is the new quotation.

EVAPORATED FRUITS.	Per lb.
Apples, 50-lb. boxes	0 08½ 0 09½
Nectarines, choice	0 11
Peaches, choice	0 08 0 09½
Pears, choice	0 14 0 15
Apricots	0 15 0 20

DRIED FRUITS.	
Candied Peels—	
Citron	0 16 0 20
Lemon	0 10½ 0 14½
Orange	0 11½ 0 15½
Currants—	
Amalfas, loose	0 07 0 11
Amalfas, 1-lb. pkgs.	0 08½ 0 12½
Fillatras, fine, loose	0 07 0 11

Dates—	
Dromedary, package stock, per pkg.	0 10 0 13½
Fards, choicest	0 11 0 14½
Hallowee, loose	0 05½ 0 06
Hallowee, 1-lb. pkgs.	0 07½ 0 09½
Figs—	
Finest, 6 crown, about 12 lbs.	0 13 0 13½
Same fruit, 5 and 4 crown, 1 and 2 cents less.	
Prunes—	
40 to 50, in 25-lb. boxes, faced	0 12½ 0 13
50 to 60, in 25-lb. boxes, faced	0 11½ 0 12
70 to 80, in 25-lb. boxes, faced	0 10 0 10½
80 to 90, in 25-lb. boxes, faced	0 09½ 0 10
95 to 100, in 25-lb. boxes, faced	0 06 0 06½
90 to 70, in 25-lb. boxes, faced	0 10½ 0 11
Raisins—	
Malaga table, box of 22 lbs., according to quality	5 00 6 60
Muscatsels, loose, 3 crown, lb.	0 14 0 15
Sultana, loose	0 14 0 15
Lower grades Sultana, 1 lb. pkgs.	0 15 0 18
Valencia, new	0 06 0 06½
Seeded, fancy	0 10½ 0 11
Seeded, choice	0 10
Prices quoted on all lines of fruits are liable to be shaded for quantities, according to the state of market.	

**RICE.**—Market continues strong, with a good volume of business. Rice, despite advance made with declaration of war, is comparatively good value, and has found a big demand.

Rangoon Rices—	Per cwt.
Rangoon "B"	3 75
"C.C."	3 65
India bright	3 90
Lustre	4 00
Fancy Rices—	Per cwt.
Polished	5 20
Pearl	5 60
Imperial Glace	5 90
Sparkle	6 10
Crystal	6 10
Snow	6 30
Ice drips	6 45
Carolina head	8 10

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

Imported Patna—	Per lb.
Bags, 224 lbs.	0 86½ 0 07½
Half bags, 112 lbs.	0 86½ 0 06½
Quarter bags, 56 lbs.	0 86½ 0 06½
Velvet head Carolina	0 10 0 11
Sago, brown	0 06 0 06½

**MOLASSES.**—Situation is without change, and price is firm, with continued strength in sugar market. Demand is rather slow owing to heavy stocks held by retailers generally. Corn syrup is beginning to move freely for the fall business, and the situation is firm on the strength of corn.

Barbadoes Molasses—	Island of Montreal.	
	Fancy.	Choice.
Punchoons	.36	.36
Barrels	.41	.39
Half barrels	.43	.42

For outside territories prices range about 3c lower per gallon than for delivery, Island of Montreal. Closed lots of 20 punchoons or its equivalent in barrels or half barrels, to one buyer, may be sold at "open prices." No discounts will be given.

Corn Syrups—	
Barrels, per lb., 3½c; ¼ bbls., 4c; ½ bbls.	0 04½
Pails, 32½ lbs., \$1.95; 25 lbs.	1 40
Cases, 2 lb. tins, 2 doz. in case	2 65
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
Maple Syrups—	
Pure, per 8½ lb. tin	0 75
Pure, in 15 gal. kegs, 8c per lb., or per gal.	1 00
Maple sugar, pure, per lb.	0 10 0 11

**COFFEE.**—Situation is without material change, and there is a fair business passing for season. There is nothing of much significance on the horizon in this department.

Coffee, Roasted—	
Bogotas	0 30 0 34
Gantemala	0 25 0 32
Jamaica	0 25 0 29
Java	0 34 0 39
Mariacabo	0 29 0 31
Mexican	0 30 0 34
Mocha	0 32 0 36
Rio	0 23 0 25
Santos	0 27 0 29
Chicoory, per lb.	0 12 0 15

**NUTS.**—Demand for nuts continues weak, and there have been some readjustments in prices in a downward direction. From present outlook there does not appear to be much fear with regard to replenishing supplies, and the

fact that this department comes under the head of luxuries will have a tendency to weaken the demand while the war conditions last.

Shelled walnuts, per lb.	0 50 0 52
Shelled almonds, 28-lb. boxes, per lb.	0 52 0 54
Finest filberts	0 15 0 16
Pecans—	
3 crown	0 17 0 18
Large	0 18 0 20
Giants	0 20 0 21
Almonds	0 20 0 21
Walnuts, Grenoble	0 16 0 27
Brazils, new	0 14 0 16
Peanuts, No. 1, 1½c; No. 2	0 11
Peanuts, No. 3, 9½c; No. 4	0 09

**SPICES.**—Spice situation has changed but little, and there is very fair business, for the pickling season is now on. Prices are somewhat weaker except for cream of tartar, mustard, herbs, etc., from Europe, for which the charges are very high. Cream of tartar is selling at 60c, and there is practically a famine.

	5 and 10-lb. boxes.	¼-lb. pkgs. dozen.	¼-lb. tins. dozen.
Allspice	0 15-0 18	0 60-0 70	0 70-0 80
Cassia	0 22-0 25	0 72-0 90	0 80-0 90
Cayenne pepper	0 30-0 35	1 02-1 15	1 10-1 25
Cloves	0 35-0 40	1 15-1 30	1 25-1 40
Cream tartar	0 55-0 60	1 35-1 60	.....
Ginger, Cochín	0 21-0 23	.....	.....
Ginger, Jamaica	0 25-0 30	0 90-1 05	.....
Mace	0 85-1 10	.....	.....
Nutmegs	0 30-0 35	1 02-1 22	1 10-1 25
Pepper, black	0 23-0 25	0 80-0 90	0 90-1 00
Pepper, white	0 31-0 32	1 05-1 10	1 10-1 20
Pastry spice	0 25-0 32	0 85-1 10	0 95-1 15
Pickling spice	0 20-0 25	0 75-0 90	0 80-0 95
Turmeric	0 20-0 22	.....	.....

Lower prices for pails, boxes or ballers when delivery can be secured.  
Cardamom seed, per lb., bulk 2 00 2 50  
Caraway—  
Canadian 0 12  
Dutch 0 20  
Cinnamon, Ceylon, lb. 0 60  
Mustard seed, bulk 0 18 0 22  
Celery seed, bulk 0 35 0 45  
Cayenne chillies 0 25 0 30  
Shredded cocconut, in pails 0 20 0 25

**DRIED VEGETABLES.**—There is a weakness for beans and some of the other lines just at the moment, which is not due to any solid reason, but that there appears to be more competition in the trade and a desire to draw business with some real attractive bait.

Beans—	
Hand picked, per bush	3 70
Canadian, white, per bush	3 80
Yellow, per bush	3 85
Yellow eyes, per bush	4 35
Lima, per lb.	0 10
Peas, per bush	3 40
Peas, Imperial green, per bush	3 50
Barley, pot, per bag	3 50
Barley, pearl	5 00

**TEA.**—Situation is easing up somewhat, not so much from any material improvement in the outlook, but rather it seems from the falling off in demand following what now looks to have been considerable of a war scare. Price increases in bulk business are 3c to 5c for Ceylons and Indians and even less for Japans, as shipments of the latter are now arriving freely. Just what the situation regarding Indians and Ceylons may be at present is rather uncertain. Shipments are coming forward but it is reported that nothing is being loaded at present and definite advices are hard to get owing to the high cable charges at present in vogue.

## ONTARIO MARKETS.

Toronto, Sept. 17.—Stocks of a few lines are being replenished from the Old Country, which should ease the market considerably, though in many cases only those contracts are being filled which



## CANADIAN GROCER

were made before the war. In many cases stocks in London are low, and supplies from that source cannot be secured either through transportation or financial difficulties. The prices of imported jams and marmalade, what with higher price of sugar and various other costs, is 15 to 20 per cent. higher, and in some cases still more, than it was. Candied peels are being shipped at an advance of \$1.25 to \$2.50 per cwt. in London. Confectionery generally has advanced about \$3 in London.

Among other delayed lines which are now arriving from Europe or are on the way are tea, some fresh supplies of which are now in wholesalers' hands; coffee, stocks of which were low; various lines of dried fruits, nuts and rice.

Arcadia and St. Lawrence sugars advanced 50c per cwt. each this week, owing to the high cost of raw sugar, which they have been compelled to buy to cope with the heavy demand. Flour was expected to decline this week owing to a very weak wheat market. Latest advices, however, indicate a strengthening of this market, which will delay this change. The oat market is similarly affected.

**SUGAR.**—An advance of 50c in both St. Lawrence and Acadia sugars occurred this week, due to the high price of raw. Acadia before the war was quoted \$4.40. The advance of 50c this week brought the price up to \$6.71. At the recent advance, St. Lawrence becomes \$6.31 for extra standard granulated. This company state that by their endeavor to keep the trade supplied, they have found themselves in the market for raw earlier than they otherwise would have been. The recent advance corresponds with the higher price they have been compelled to pay for raws. Redpath sugar is unchanged, but another advance would not be surprising. High prices are predicted for at least a year or two, as crops in France and Belgium have been destroyed.

The two prices quoted below for extra standard granulated are for Redpath's and St. Lawrence respectively.

Extra Granulated Sugars, Montreal Refined—per 100 lbs.	
100 lb. bags	5 81 6 31
20 lb. bags	6 41
10 lb. bags	6 46
2 and 5 lb. cartons	6 59
Second grade granulated, 100-lb. bags	6 60
Nova Scotia refined, 100-lb. bags	6 60
Extra Ground Sugars—	
Barrels	6 60
50 lb. boxes	5 21
25 lb. boxes	6 41
Powdered Sugars—	
Barrels	6 51
50 lb. boxes	6 71
25 lb. boxes	6 91
Crystal Diamonds—	
Barrels	6 95
100 lb. boxes	6 85
50 lb. boxes	6 95
Paris Lump—	
100 lb. boxes	6 85
50 lb. boxes	6 95
25 lb. boxes	7 11
Cartons (20 to case)	8 51
Cartons (50 to case)	8 51
Crystal Dominoes, cartons	9 11
Yellow Sugars—	
No. 1	5 41
Barrels granulated and yellow may be had at 8c per cwt. above bag prices.	

**TEAS.**—Fair supplies of tea are arriv-

ing from London. It will be a week or more before supplies arrive at New York direct, though a shipment which started on its way before war was declared, is expected in Boston inside of two weeks. The primary market is a shade easier, but this is eaten up by high freights and insurance. Advices from Japan state that the third crop, owing to exceedingly hot weather without rain, is coming in slowly, and supply will not be large. Cable advices have since reported a terrific storm, which completely upset business. It has been resumed for better grades, which are difficult to secure, and will likely advance. Lower grades are being supplied at an advance of 2c.

**DRIED FRUITS.**—Prices on new seeded raisins have not yet been published, but are expected any day. The association has been endeavoring to get a proper idea of world prices, and were interrupted by threatened war with Turkey. A local firm of brokers have succeeded in shipping 2,200 boxes of new Sultanas from Smyrna, to arrive early October. They believe these will be about the only new Sultanas in Canada for some time. Figs continue difficult to ship, and from present appearances will not be on this market for Christmas. Comadre figs can be brought through London, and a good supply is expected. Steamers with new currants have sailed from Greece, and are expected here about the middle of October. Prices are slightly higher. Peels are being shipped at an advanced price.

Apples, evaporated, per lb.	0 10½	0 11
Apricots—		
Standard, 25 lb. boxes	0 11½	
Choice, 25 lb. boxes	0 11½	
Candied Peels—		
Lemon	0 12	0 15
Orange	0 12	0 15
Citron	0 18	0 20
Currants—		
Filiatras, per lb.	0 09	0 09½
Amalas, choicest, per lb.	0 09½	0 09½
Patras, per lb.	0 10	
Vostizzas, choice	0 11½	
Vostizzas, shade dried	0 13	0 13½
Cleaned, ¼ cent more.		
Dates—		
Faris, choicest, 12-lb. boxes	0 09	0 09½
Faris, choicest, 60-lb. boxes	0 09½	0 09
Package dates	0 07½	0 09
Halloweens	0 06	0 06½
Prunes—		
30-40s, California, 25 lb. boxes	0 13½	0 14½
40-50s, 25 lb. boxes	0 13½	0 13½
50-50s, 25 lb. boxes	0 12	0 12½
60-70s, 50 lb. boxes	0 10	0 10½
70-80s, 50 lb. boxes	0 09½	0 10
80-90s, 50 lb. boxes	0 09	0 09½
90-100s, 50 lb. boxes	0 07½	0 08
25-lb. boxes ¼ cent more.		
Peaches—		
Standard, 50-lb. boxes	0 05½	
25-lb. boxes ¼ cent more.		
Raisins—		
Sultana, choice, new	0 10	0 11
Sultana, fancy, new	0 12	0 14
Valencia	0 09	0 09½
Seeded, fancy, 1 lb. packets	0 09½	0 09½
Seeded, choice, 1 lb. packets	0 09½	0 09½
Seeded, choice, 12 oz.	0 08½	0 08½
Seedless, 12 oz., packets	0 10½	0 11
Seedless, 16 oz. packets	0 10	

**COFFEE.**—Prices are expected to ease up, as supplies are being offered for sale more freely. Javas and Mochas will remain high owing to difficulty in shipping through Suez Canal. Wholesalers' stocks are low, but are being rapidly replenished.

Coffee, Roasted—		
Bogotas	0 25	0 27
Guatemala	0 25	0 28
Jamaica	0 24	0 25

Java	0 28	0 30
Maricao	0 25	0 27
Mexican	0 25	0 27
Mocha	0 30	0 32
Rio	0 22	0 23
Santos	0 22	0 23
Chicoory, per lb.	0 10	0 12

**SPICES.**—The market is more active, with free buying, of peppers especially. Prices have not changed much, though advances are expected with broader demands for those now scarce on spot. Cloves are very scarce both here and in Europe. Cream of tartar has more than doubled in price, and is hard to find.

Spices—	Compound, per lb.	Pure, per lb.
Allspices, ground	0 12	0 18
Allspices, whole	0 17	0 17
Cinnamon, whole	0 21	0 26
Cinnamon, ground	0 21	0 26
Cinnamon, Batavia	0 18-0 19	0 25-0 30
Cloves, whole	0 29-0 33	0 29-0 33
Cloves, ground	0 21-0 28	0 31-0 33
Cream of tartar	0 25-0 35	0 80
Curry powder	0 27	0 27
Ginger, Cochín	0 14-0 17	0 20-0 23
Ginger, Jamaica, ground	0 17-0 20	0 24-0 27
Ginger, Jamaica, whole	0 24-0 27	0 24-0 27
Ginger, African, ground	0 18	0 18
Mace	0 80-1 06	0 80-1 06
Nutmegs, brown, 64s, 52c;		
80s, 42c; 100s	0 27	0 27
Nutmegs, ground, bulk, 4fc;		
1 lb. tins	0 67	0 67
Pastry spice	0 27	0 27
Peppers, black, ground	0 12-0 16	0 19-0 22
Peppers, black, whole	0 20-0 22	0 20-0 22
Peppers, white, ground	0 19-0 27	0 33-0 37
Peppers, white, whole	0 31-0 33	0 31-0 33
Pickling spice	0 17	0 17
Turmeric	0 20-0 28	0 20-0 28

**RICE AND TAPIOCA.**—Supplies of tapioca are now on the way here. Spot stocks are said to be low, and bringing high prices. Higher markets are not unlikely, as London supplies are short and shipping is difficult. Supplies of rice are coming from London, but appear to be only to fill contracts made when war broke out.

Rice—		
Rangoon, per lb.	0 03½	0 04½
Rangoon, fancy, per lb.	0 04½	0 05½
Patna, per lb.	0 08	0 07½
Japan, per lb.	0 06½	0 06
Java, per lb.	0 07	0 08½
Carolina, per lb.	0 11	0 12½
Sago—		
Brown, per lb.	0 06	0 06½
White, per lb.	0 06	0 06
Tapioca—		
Bullet, double goat	0 10½	0 10½
Medium pearl	0 07	0 07½
Seed pearl	0 07	0 07½
Flake	0 10½	0 10½

**BEANS.**—The bean market is a little easier owing, it is said, to better outlook for the armies of the allies. New crop will be late in harvest, and as large a crop as last year is not looked for. Peas are stronger, due to very small crop.

Beans—		Per bushel.
Canadian primes	3 75	4 80
Lima, per lb.	0 08	0 10
Peas, blue, Canadian, per bush.	3 00	3 25
Peas, whole, white, per bush.	3 00	3 25

**NUTS.**—Early shipment of Grenoble walnuts from France is impossible. Prices are lower than those previously advised. Marbots are less difficult to ship, though difficult to finance. The forecast on these is 20 per cent. lower than the price formerly quoted. Shelled walnuts are being shipped. The price is not lower, but may be lower later on. Tarragona almonds and Barcelona filberts are coming through. Shelled almonds will probably come from Malaga, where the price is a little higher than from Tarragona, although chances of getting supplies through quickly are better from the former place. Little dif-



## CANADIAN GROCER

difficulty will be experienced in securing supplies of Sicily filberts.

In shell—		Per lb.
Almonds, Tarragona	0 17½	0 18
Brazils, medium, new	0 10½	0 11
Brazils, large, washed, new	0 12½	0 13
Chestnuts, peck	1 75	1 90
Filberts, Sicily, new	0 14	0 15
Peanuts, Jumbos, roasted	0 12½	0 13½
Peanuts, hand-picked, roasted	0 10½	0 11
Peanuts, fancy, roasted	0 09½	0 10
Pecans	0 17	0 18
Walnuts, Grenoble	0 17½	0 18
Walnuts, Bordeaux	0 18	0 19
Walnuts, Marbots	0 19	0 20
Shelled—		Per lb.
Almonds	0 60	0 60
Filberts	0 27	0 27
Peanuts	0 10½	0 11½
Pecans	0 56	0 60
Walnuts	0 60	0 60

**SYRUPS.**—Owing to the price of tin and other conditions, it is believed that the price of American molasses in tins will be raised at an early date. Prices of corn syrup are the same. The demand has been poor, but should improve as the weather gets colder.

Syrups—		Per case.
2 lb. tins, 2 doz. in case	2 65	3 00
5 lb. tins, 1 doz. in case	2 90	3 00
10 lb. tins, ½ doz. in case	2 90	3 00
20 lb. tins, ¼ doz. in case	2 85	3 00
Barrels, per lb.	0 04	0 04
Half barrels, lb.	0 04½	0 04½
Quarter barrels, lb.	1 95	1 95
Pails, 38½ lbs. each	1 40	1 40
Pails, 25 lbs. each	1 40	1 40
Molasses, per gallon—		Per case.
New Orleans, barrels	0 28	0 28
New Orleans, half-barrels	0 28	0 30
West Indies, barrels	0 24	0 26
West Indies, half barrels	0 28	0 28
Barbados, fancy, barrels	0 45	0 45
Barbados, fancy, half barrels	0 47	0 51
Maple Syrup—Compound—		Per case.
Gallons, 6 to case	4 40	4 80
¼ gals., 12 to case	4 70	5 40
½ gals., 24 to case	4 70	5 40
Pints, 24 to case	2 50	3 00
Maple Syrup—Pure—		Per case.
5 gallon cans, 1 to case	6 45	6 60
Gallons, 6 to case	6 65	6 80
¼ gallons, 12 to case	6 85	7 25
Quarts, 24 to case, in glass	7 00	7 25
Pints, 24 to case	4 00	5 00
Maple Sugar—		Per case.
Pure, per lb.	0 12½	0 12½
Maple Cream Sugar—		Per case.
24 twin bars	1 80	1 80
48 and 60 twin bars	3 00	4 80
Maple butter, lb. tins, dozen	1 80	1 80

### CANNED GOODS.

Montreal.—Canned goods are moving freely and they should continue to do, as they represent cheap food under existing conditions. Dealers are generally satisfied with schedule of the canners and express the opinion that there is evidently no desire to take advantage of the fact that foreign canned goods are practically out of market for time being.

### MANITOBA MARKETS.

Winnipeg, Sept. 17.—Though the rain, which has fallen quite generally during past few days, has done something to set back harvesting, there are yet many districts—notably that about Brandon—where a large percentage of the crop has already been threshed. This has put money into circulation, with the result that collections from these districts have improved very materially. Collections, as was pointed out a fortnight ago, are being put on a much stricter basis than existed before the commencement of hostilities. Thirty days is now the extreme limit offered by the wholesalers, more-over they are regulating the buying of

the dealers to a considerable extent. There seems no doubt, however, that the retailers appreciate the necessity for such action. Certainly they are getting their accounts with the wholesalers in a much improved condition.

**SUGAR.**—Last week a general advance of 50c per cwt. was struck. Some refiners had already raised their prices to this further extent, but on Tuesday the two large Montreal concerns came to the one level, the basis being \$6.20 per cwt. Later on in the week the St. Lawrence refiners made another 50c advance. There seems absolutely no doubt, moreover, that a further advance is to be expected in the others at least and that this will come in the very near future. It is expected the prices will go another cent higher at least.

One of the most serious features here is that even at these high prices great difficulty is experienced in getting supplies. Instead of three or four cars, refiners will send one car for Winnipeg orders, the natural result being that wholesalers are exceedingly short. As the sea-sick boy remarked: "Everything is going out and nothing coming in." For this reason wholesalers have to refuse filling the large orders which the big grocers are anxious to place, with the view of protecting themselves against future advances.

Sugar, Eastern—		Per cwt. in sacks.
Extra standard granulated	6 80	6 80
Extra ground or icing	6 70	6 70
Powdered	6 60	6 60
Lumps, hard	7 15	7 15
Montreal yellow	6 80	6 80
Sugar, Western Ontario—		Per cwt. in sacks.
Sacks, per 100 lbs.	7 10	7 10
Barrels, per cwt.	6 05	6 05
Halves, 50 lbs., per cwt.	6 10	6 10
Bales, 20 lbs., per cwt.	6 15	6 15
Powdered, barrels	6 75	6 75
Powdered, 50s	6 40	6 40
Powdered, 25s	6 75	6 75
Icing, barrels	6 70	6 70
Icing, 50s	6 95	6 95
Icing, 25s	7 10	7 10
Icing, pails	7 00	7 00
Cut loaf, barrels	6 80	6 80
Cut loaf, 50s	7 05	7 05
Cut loaf, 25s	7 30	7 30
B. C. Cane Syrups—		Per case.
2-lb. tins, 2 doz. to case, per case	3 60	3 60
5-lb. tins, 1 doz. to case, per case	4 00	4 00
10-lb. tins, ½ doz. to case, per case	3 75	3 75
20-lb. tins, 3 tins to case, per case	3 70	3 70
(These prices prevail in Winnipeg, Calgary, Regina, Moose Jaw and Lethbridge. For Edmonton and Saskatoon they are 5c case higher.)		
Molasses—		Per gal.
Barbados	0 53	0 53
New Orleans	0 34	0 34
Maple Syrups—		Per case.
Imperial quarts, case, 2 doz.	5 40	5 40
Imperial ½ gals., 1 doz.	5 65	5 65
New, pure, ¼ gal., case	9 00	9 00
New, pure, ½ gal., quarts, case 2 doz.	9 70	9 70
New, pure, quart bottles, case 2 doz.	9 75	9 75

**DRIED FRUITS.**—Currants are becoming scarce on the Winnipeg market, prices being erratic and high. It is, however, expected that the present standard of prices will obtain for some time. Apricots remain at the lower figure struck last week. There is no changes in peaches, which are plentiful. It has become practically certain that new figs will be received from Turkey and Smyrna, with costs but little higher than those fixed last year. This is one of the few favorable turns of the market. The higher cost will only be suf-

ficient to offset the increased freight and insurance rates.

Another hopeful indication is in connection with evaporated apples. There seems every possibility that these will likely be quoted for last of October delivery, Winnipeg, at about 7¼c. Contrary to recent expectations, it is now believed that some Valencia raisins will reach this market at about the usual season.

Apples, evaporated, new, 25s	0 11½
Apricots, choice, 25's	0 14½
Apricots, choice, 10's	0 15½
Apricots, standard, 25's	0 13
Currants—	
Dry clean	0 08½
Washed	0 09½
1 lb. package	0 09
2 lb. package	0 18
Vostizzas, 1 lb.	0 12
Dates—	
Hallowi, loose, per lb.	0 06½
Hallowi, 1 lb. pkgs.	0 07¼
Fard dates, 12-lb. boxes	1 10
Peaches—	
Standard, 25-lb. boxes	0 06½
Choice, 25-lb. boxes	0 07¼
Choice, 10-lb. boxes	0 08½
Extra choice, 25-lb. boxes	0 08½
Prunes, in 25-lb. boxes—	
90 to 100	0 08½
80 to 90	0 09
70 to 80	0 11
60 to 70	0 12
50 to 60	0 13
40 to 50	0 13½
Raisins, Valencia—	
Extra select Valencias, 25's, box	2 15
Raisins, Sultan—	
California	0 09½
Smyrnas	0 08
Raisins, Muscatel—	
3 crown, loose, 50's	0 09½
3 crown, loose, 25's	0 09
Choice, seeded, lb.	0 09½
Extra fancy seeded, lb.	0 09½
Raisins, Australian—	
Lexias, 50-lb. boxes	0 09½
12-oz. packages, fancy	0 07½
12-oz. packages, choice	0 07½

**TEAS AND COFFEES.**—Here the tea market remains steady, steps having been taken by some of the tea houses, which resulted in the price of all lines being held on about the levels which were general before the war. Coffees are tending rather toward weakness than strength, the fall on the primary market having a little more than offset the higher charges for transportation and for insurance, which the European trouble has necessitated. Rio No. 5 green is now being quoted in Winnipeg at 16c.

Coffee—	
Rio, No. 5, green	0 16 0 17
Rio, roasted	0 20½ 0 21½
Santos, green, No. 4	0 20½ 0 21½
Santos, roasted	0 28½ 0 29½
Chicory, per lb.	0 08 0 08

Teas—	
Japan—	
Extra fine, basket, fired	0 45
Fancy	0 35 0 39
Choicest	0 33 0 36
Choice or medium	0 29 0 33
Common	0 24 0 27
India and Ceylon—	
Broken Orange Pekoe	0 32 0 44
Pekoe	0 30 0 34
Pekoe Souchong	0 27 0 30
Souchong	0 25 0 27
China—	
Common Mong	0 21 0 22
Good Pakium	0 28 0 30
Keemum	0 53

**BEANS.**—This is another line where the wholesalers continue to face an inability to get new supplies. The old supplies have been greatly reduced, and large orders do not seem to be particularly wanted. There has been a slight advance in prices locally, Austrian hand picks now being quoted at \$3.60 and Canadian hand picks at \$3.50. Barley and peas continue steady in price.



# CANADIAN GROCER

<b>Beans—</b>	
Austrian, hand picked .....	\$3 80
Canadian, hand picked .....	3 50
3 lbs. picker .....	3 35
<b>Barley—</b>	
Pot, per sack, 98 lbs. ....	3 60
Pearl, per sack, 98 lbs. ....	5 00
<b>Peas—</b>	
Split peas, sack, 98 lbs. ....	3 30
Whole peas, bushel .....	2 25

**RICE AND TAPIOCA.**—The tendency in rice and tapioca is upwards. Prices have not been advanced as yet. It is fully expected that this upward movement will come before the end of Sept. Sago may also be expected to be put upon a higher level.

<b>Rice and Tapioca—</b>	
No. 1 Japan, per lb. ....	0 05%
No. 2 Japan, per lb. ....	0 04%
Siam, per lb. ....	0 04%
Patna, per lb. ....	0 06%
Carolina, per lb. ....	0 05%
Sago, pearl, per lb. ....	0 05%
Tapioca, pearl, per lb. ....	0 05%

## WINNIPEG.

**PROVISIONS.**—A further tendency upwards is noted in this market. Generally business is exceedingly good and collections are reported to be in better state than at the same time year ago. In cured meats there has been no change in price whatever, but lards are up 1/2c a lb. on the base. This advance is due to the larger demand, and to the fact that production is not as great as seems to be required.

<b>Cured Meats—</b>	
Hams, per lb. ....	0 22
Shoulders, per lb. ....	0 15
Bacon, per lb. ....	0 25
Long clear, lb. S., per lb. ....	0 14
Less pork, bbl. ....	28 00
<b>Lard—</b>	
Tierces .....	0 11%
Tubs, 60s .....	7 05
Pails, 20s .....	2 42
Cases, 5s .....	2 37
Cases, 3s .....	7 05

**BUTTER.**—Little change is noted here. The recent advances have not been followed by any continued upward movement. It is very likely, however, that a further advance will be struck before the end of the month.

<b>Butter—</b>	
Creamery, Manitoba .....	0 29
Dairy .....	0 19
Cooking .....	0 12

**CHEESE.**—A weakening tendency has evidenced itself here. While prices have not been altered as yet, the strong tone which was brought about by European buying after the declaration of war, and the expectation of still larger European buying, has abated. It is difficult to tell the future of this market, but present indications point to a slight decline.

<b>Cheese—</b>	
New, large .....	0 16%
New twins .....	0 17

**EGGS.**—Current receipts have improved a great deal in quality, and extra lots are now quoted at 21c or 1c up from last week.

Eggs, Extra First .....	0 21
Checks .....	0 12
Extra in Cartons .....	0 25

**GREEN FRUITS.**—The week sees a number of new lines on the market in good quantities. Crab apples are now being freely sold, also pears. Eating apples too are quite plentiful, being quoted from \$4 to \$4.25. Ontario grapes

are also to be had, the prevailing price being 40c per basket. For California Tokays, which are now on general sale, the price is \$3.

Washington apples have been reduced in price to \$1.50 and California lemons are now quoted at \$8.50. The drop in lemons it appears is more due to the fact that the cooler weather has resulted in a smaller demand, than to any great increase of the supply. Peaches have dropped 20c to 90c. This is also true of B.C. plums. Grape fruit is practically off the market for the time being.

The volume of business being done cannot be said to be as large as is usual at this time of year.

<b>Apples—</b>	
Washington .....	1 50
Apples, Bbls. ....	4 00
Crab Apples .....	1 35
Bananas, lb. ....	0 04 1/2
<b>Lemons—</b>	
California .....	8 50
Messina .....	8 00
<b>Oranges—</b>	
California Valencia's .....	4 00
Peaches, Fresh California .....	0 40
Plums, Fresh B.C. ....	0 30
Pears .....	2 75
Grapes, Ontario, Basket .....	0 40
Cal. Tokays .....	3 00

## SASKATCHEWAN MARKETS.

Regina, Sask., Sept. 16.—(Special).—It is estimated that considerably over one-third of the wheat crop of this Province is now threshed. While it has been a little showery and cooler weather prevailed last week, a change for the better has taken place and with continued favorable weather threshing should be pretty well completed by end of September. Sizing up the crop as a whole, wheat is showing up a little better than it was at first estimated, the prospect being that it will average thirteen bushels to the acre.

Markets appear quieter this week. The butter and egg market is quiet, while cheese shows an advance of one cent, this commodity now being quoted at from 17 7/8 to 18 cents. It may ease off later on. Sugar is now up to \$7.07. Collections are reported to be pretty fair.

<b>Produce and Provisions—</b>	
Butter, creamery, per lb. ....	0 28
Butter, dairy, No. 1 .....	0 21
Cheese, per lb. ....	0 17%
Eggs, fresh, per doz. ....	7 50
Lard, 5's, per case .....	7 45
Lard, 10's, per case .....	7 40
Lard, 20's, each .....	2 50

<b>General—</b>	
Beans, Ontario, per bushel .....	3 65
Coffee, whole roasted, Rio .....	0 22
Cream of tartar, lb. ....	0 52
Cocoanut, lb. ....	0 30 1/2
Evap. apples, 50's .....	0 12 1/2
Potatoes, new, per bushel .....	1 75
Rollled oats, 20's, 52c; 40's, \$1.00; 80's .....	3 10
Rollled oats, ball of 80 lbs. ....	3 45
Flour, 98's .....	4 50
Sugar, standard, gran., per cwt. ....	7 07
Sugar, yellow, per cwt. ....	6 67
Walnuts, shelled, 54c; almonds .....	0 53

<b>Canned Goods—</b>	
Apples, gals., case, \$1.61-\$1.91, doz. ....	3 82
Broken beans, 2's .....	2 60
Corn, standard, per 2 dozen .....	2 21
Peas, standard, per 2 dozen .....	2 00
Plums, Lombard .....	2 10
Peaches .....	3 16
Strawberries and raspberries .....	4 71
Tomatoes, standard, per dozen .....	2 65
<b>Salmon—</b>	
Sockeye, 1's, 4 doz. case .....	9 85
Sockeye, 1/2's .....	12 35
Cohoos, 1's .....	6 00

Humpbacks, 1's .....	4 80
<b>Fruits—</b>	
Lemons .....	12 00
Oranges .....	4 00
<b>Dried Fruits—</b>	
Currants, per lb. ....	0 11 1/2

## ALBERTA MARKETS.

(By wire.)

Edmonton, Alta., Sept. 17.—There were snow and sleet storms in Edmonton and district on Tuesday and crops may suffer a little, but harvest is well under way with excellent reports. Unfavorable weather has caused some delay.

Austrian beans are off market. Rolled oats are firmer, supplies not being able to keep pace with demand. Sugar is very uncertain but firmer. Prunes are firmer. New crop peas are dearer than year ago. Opening prices on salmon higher. Cheese has increased to 17c. Evaporated apples at 11 to 11 1/2c. Lemons are much lower, at \$8 to \$9.

<b>Produce and Provisions—</b>	
Butter, creamery, per lb. ....	0 28
Butter, dairy, No. 1, 21c; No. 2. ....	0 17
Cheese, per lb. ....	0 16 1/2
Lard, pure, 5's, per case .....	7 60
Lard, pure, 10's, per case .....	7 45
Lard, pure, 20's, each .....	2 43

<b>General—</b>	
Beans, Ontario, per bushel .....	3 15
Beans, Austrian .....	3 35
Coffee, whole roasted, Rio .....	0 18 1/2
Evaporated apples, 50's .....	0 11
Potatoes, new, per bushel .....	0 45
Rollled oats, 20's .....	0 45
Rollled oats, ball .....	3 40
Flour, 98's, \$3.55-\$3.65; rolled oats, 80's .....	2 50
Rice, per cwt. ....	4 50
Sugar, standard, gran., per cwt. ....	7 30
Sugar, yellow, per cwt. ....	6 65
<b>Canned Goods—</b>	
Apples, gals., case .....	1 85
Corn, standard, per two dozen .....	2 15
Peas, standard, 2 dozen .....	2 20
Plums, Lombard .....	3 15
Peaches .....	0 73
Strawberries, \$1.50; raspberries .....	3 90
Tomatoes, standard, per dozen .....	2 45
Salmon, sockeye, 4 doz. talls, case, 1s .....	9 50
Cohoos, 1's, \$7.25; humpbacks, 1's. ....	4 50
<b>Fruits—</b>	
Lemons .....	8 00
	9 00

## NEW BRUNSWICK MARKETS.

(By wire.)

St. John, Sept. 17.—Markets for most part are firm, but there is a more natural tone gradually taking place in different staples. Collections are improving. It had been generally thought that dried fruits might be higher but it is not now expected. Valencia layers may be a little scarce but arrivals are soon looked for, as a steamer is now ready to sail. Citron peel is higher but California stocks are not affected. Onions are greatly lower, having dropped from \$4.50 cwt. to \$2.25 in three weeks. Barrel beef has advanced, and market is steady. Pork and pork products are firmer, American being higher at \$31.50 and \$33.50. Ordinary cornmeal is easier at \$2.05. Pure lard is a shade lower. There is a good crop of potatoes in N. B.

<b>Produce and Provisions—</b>	
Bacon, breakfast, per lb. ....	0 20
Bacon, roll, per lb. ....	0 17
Beef, barrel .....	28 25
Beef, corned, 1 lb. ....	3 15
Pork, American clear, per bbl. ....	31 50
Pork, domestic, per bbl. ....	31 00
Butter, dairy, per lb. ....	0 22
Butter, creamery, per lb. ....	0 23
Cheese, new, lb. ....	0 15 1/2
Eggs .....	0 26
Lard, compound, per lb. ....	0 11 1/2
Lard, pure, per lb. ....	0 14 1/2



# Wheat Declining and Flour Situation Easier

If Drop in Wheat Continues Cheaper Flour is Likely—Speculators Figuring on Length of the War—Rolled Oats Advances Checked By Decline in Oats—Mill Feeds Fairly Firm.

## MONTREAL.

MONTREAL.—The flour market remains fairly firm on the ruling prices of wheat and the demand continues fair for domestic business while considerable is being done in the way of export. There is considerable discussion of the matter of price now that the air has cleared somewhat. The present price is governed naturally by the position of wheat and there is a difference of opinion as to the strength of the attitude of the bulls and the bears. On the one hand there is the argument that present wheat prices are warranted by the war situation and on the other hand it is claimed that prices are merely the result of the speculation in the grain pit and that they are not likely to continue. Flour will naturally remain firm on the present wheat basis but there may be a reduction if the bears get into the market. Mills are working to capacity and will continue to do so indefinitely. Export business is not altogether satisfactory as to transport arrangements or as to price but it is on a workable basis and so long as it is there will be no let-up in the grinding.

Manitoba Wheat Flour—	Per bbl.
First patents	6 70
Second patents	6 30
Strong bakers	6 00
Flour in cotton sacks, 10 cents per barrel more.	

Winter Wheat Flour—	Small lots.	Car lots.
Fancy patents	6 35	6 00
90 per cent.	6 00	5 70
Straight roller	5 80	5 50
Blended flour	5 35	5 05

CEREALS.—There is no change in the prices for cereals. Situation is firm although there has been some falling off in demand.

Commeal—	Per 95-lb. sack.
Kiln dried	2 45
Softer grades	2 30

Rolled Oats—	90's in jute.
Small lots	3 12½
25 bags or more	3 02½
Rolled oats in cotton sacks, 5 cents more.	

Oatmeal—fine, standard and granulated, 10 per cent. over rolled oats in 90s, in jute.	100-lb. bbls.
Small lots	3 50
Hominy, per 95-lb. sack	2 70

MILL FEEDS.—Situation for mill feeds continues firm and in fact there is even a stronger demand noted despite the fact that mills are working to full capacity. In the face of prices demand is abnormally active.

Mill Feeds—	Car lots, per ton
Bran	25 00
Shorts	27 00
Middlings	29 00
Wheat moulee	30 00
Feed flour	35 00
Mixed chop, ton	38 00
Crushed oats, ton	36 00
Barley, pot. 95 lbs.	3 00
Oats, chop, ton	36 00
Barley chop, ton	36 00

## TORONTO.

FLOUR.—The wheat market has been declining rapidly, and cheaper flour is

looked for by many. Receipts of wheat have been heavy from the West for the past two weeks, farmers being anxious to avail themselves of the high prices being offered. This, coupled with the fact that news from the seat of war is more favorable, has caused the wheat market to drop 10c per bushel since the top of the market was reached. In Winnipeg the decline was 14c. If the wheat market continues to decline, flour will certainly decline too at a corresponding rate. Winter grade fancy patents and straight roller advanced 20c late last week, but this is likely to disappear in the predicted decline if the wheat situation continues its downward tendency.

Manitoba Wheat Flour—	Small lots.	Car lots.
First patent	6 30	6 00
Second patent	6 30	6 10
Strong bakers	6 10	5 90
Flour in cotton sacks, 10c per bbl. more.		

Winter Wheat Flour—	Small lots.	Car lots.
Fancy patents	5 80	5 30
90 per cent.	5 10	4 90
Straight roller	5 00	4 80
Blended flour	5 35	4 95

CEREALS.—The market is steady with very little local demand. The oat market is declining as fast almost as wheat, and many think that recent advances do not appear to have been warranted.

Barley, pearl, 95 lbs.	5 00
Buckwheat grits, 95 lbs.	5 50
Corn flour, 95 lbs.	2 50
Cornmeal, yellow, 95 lbs.	2 65
Graham flour, 95 lbs.	3 00
Hominy, granulated, 95 lbs.	3 00
Hominy, pearl, 95 lbs.	3 00
Oatmeal, standard, 95 lbs.	3 65
Oatmeal, granulated, 95 lbs.	3 65
Peas, Canadian, boiling, bush.	3 00
Peas, split, 95 lbs.	5 00
Rolled oats, 90-lb. bags	3 50
Rolled wheat, 100-lb. bbl.	3 80
Rye flour, 95 lbs.	3 00
Wheatlets, 95 lbs.	4 00
Whole wheat flour, 95 lbs.	4 00

MILL FEEDS.—Bran can be bought \$1 per ton cheaper than last week, but shorts are keeping up pretty well. The demand is not quite so strong as it was.

Mill Feeds—	Mixed cars, per ton
Bran	25 00
Shorts	27 00
Middlings	29 00
Wheat moulee	30 00
Feed flour	35 00
Feed flour, per bag	1 00

## WINNIPEG.

FLOUR AND CEREALS.—A good deal of doubt as to the future of this market is evident. Some millers seem to think that higher prices are absolutely certain to come. Others are holding the view that they nor anybody else can tell what the future is going to bring. One thing is certain, however, and this is that no further advances have been struck during past week.

Though the rain which was quite general, has set back harvesting to some ex-

tent, yet there has been a good deal of grain marketed. It is feared by some that the rain will have damaged this grain to some extent, but fortunately a larger number of farmers than ever before have stacked their sheaves this year, and where this is done there is little fear of deterioration.

Of course the future of flour depends to a great extent upon operations on the Grain exchange, and no one seems certain what is going to happen there. This much information is available, however, namely the belief of many veterans of the exchange, that if the war lasts after the first of the year flour, rolled oats, oatmeal, etc., are bound to go much higher. There are some of these veterans who are firm in their opinion that the war will be over before December 31st next. Nevertheless, it would seem that the chance of flour declining in price is exceedingly small, and that every indication pointing towards a continuance of the war makes further advances almost sure.

Manitoba Wheat Flour—	Per bbl.
First patents	6 40
Second patents	6 00
Strong bakers	5 10

Cereals—	Per 95 lbs.
Rolled oats, per 90 lbs.	2 80
Oatmeal, fine, standard and gran'd, 95 lbs	2 80

## MOTORS MAKE DEAR TEA.

Pearson's Weekly, a London, Eng., paper, has the following to say on tea: Tea, all except China, has gone up in price from twopence to fourpence a pound since this time last year. The finest Indian has gone up fourpence, ordinary Indian and Ceylon teas twopence a pound.

The reason, curious as it may seem, is the fact that more and more people are buying motor cars every year.

Brisk selling in the motor world means a growing demand for rubber for wheel tires. This led in the time of the rubber boom to a sharp rise in the price of rubber. It so happens that rubber and tea are two crops that require exactly the same conditions of soil and climate, with the result that ever since the beginning of the rubber boom more and more tea planters have dropped tea for rubber. The effect of the shorter supplies of tea is just beginning to be felt in the present rise of price.

So that is why our tea is dear. If your tea merchant is not rising his price he is giving you poorer quality for your money. The cost of your cup of tea is going to rise further too.



# Cranberry and Sweet Potato Seasons are On

Former Selling at \$7.50 Barrel in Montreal—Lemons Lower, With End of War Scare—Canadian Peaches Not at all Plentiful, and High Prices Are Maintained—Tomatoes Not Ripening Properly.

## MONTREAL.

**FRUIT.**—During week Canadian basket fruit has been coming into market more freely but generally speaking prices have remained firm, and this has been particularly true of peaches. The demand is not strong and in this respect unseasonable weather has been added to the general conditions. St. Lawrence and Wolf River apples are now in the market and Duchess are dropping off. The apple crop is reported to be generally good and the prices should be cheap, especially early in the season, for the reason that dealers are very slow about taking contracts this fall. Cranberries have also been added to the list at \$7.50 the barrel. There is again a substantial reduction noted in the price of lemons this week, and the quotation is now down to \$4. In addition to the fact that supplies are coming freely through New York, there is the fact that the hot weather is about over and the demand is falling off.

<b>Apples—</b>	
Dutchess, No. 1	3 00
Dutchess, No. 2	2 50
Wealthies, No. 1	3 00
St. Lawrence, No. 1	3 50
Wolf River	3 00
Dutchess, bbl.	2 50
Bananas, crate	2 00
Cranberries, bbl.	7 50
Grapefruit, 54-64-80-96 size, case	3 50
Grapes, Cal., box	2 50
Grapes, Can., small basket	0 27
Lemons, Messina—	
Extra fancy, 300 size	4 00
Limes, small boxes	1 25
<b>Oranges—</b>	
California, late Valencia, 176-200-216-250	3 50
California, 126-150 size, box	3 50
California, 5-box lots	3 25
California cantaloupes, per crate of about 45	4 50
Watermelons, each	0 50
Peaches, per box	1 40
Plums, per crate	1 50
Plums, Canadian, basket	0 50
Peaches, Canadian, basket	1 00
Pears, basket	0 60
Pears, Cal., box	3 25
Pears, Tokay, box	2 75

**VEGETABLES.**—There have been big supplies of the later vegetables coming into the market with such new arrivals as carrots and turnips by the bag. The market here is subject to sudden fluctuations as there is no control of the supplies on the open market and of late heavy arrivals, coupled with weakness of demand has led to a drug and close prices to close sales. There have been sales of potatoes, for example, down to as low as a cent a lb., or 75c by the bag, and corn has been picked up as low as 12½c, but these have been unusual instances.

Beans, wax, basket, Canadian	0 75
Beans, green, basket, Canadian	0 75
Beans, native, bushel, 17-20 lbs.	1 50
New beets, doz.	0 75
Cabbage, per dozen	0 40
Corn, dozen	0 50
Carrots, new, doz.	0 15
Cauliflower, native, doz.	0 40
Cucumbers, dozen	1 00
Celery, bunch	0 25
Fig plant, per dozen	1 00
Lettuce, head, per doz.	2 50

Curly lettuce, per box, 3 to 4 doz.	0 50
Mushrooms, basket, 4 lbs.	1 50
<b>Onions—</b>	
Spanish, per case	3 25
Spanish, crates	1 25
New Egyptian, per lb.	0 05½
Native, per doz. bunches	0 75
Red, 100-lb. bags	2 25
Parsnips, new, per doz. bunches	3 00
Parsley, Canadian, per doz. bunches	0 50
Peas, native, bushel, 17-20 lbs.	1 00
Peppers, green, ¾ qt. basket	0 75
<b>Potatoes—</b>	
Montreal, new, bag	1 00
Montreal, new, barrel	2 75
Potatoes, new, sweet, Jersey, hpr.	2 50
Rhubarb, dozen	0 15
Spinach, Montreal, in boxes	0 50
Sour grass, per box	1 00
Turnips, Quebec, bag	1 00
Turnips, Canadian, bag	1 00
Tomatoes, Ontario, basket	0 50
Tomatoes, Montreal, box	0 60
Quebec, box	2 25

## TORONTO.

**FRUIT.**—Canadian grapes are coming in a little more freely, but are still a bit scarce. Prices are the same. Plums, which sold as low as 35c last week, are bringing 60c to-day. Mostly Lombards are coming in, quality only fair; have seen larger ones. Lombards and green-gages selling 50-60c. Bartlett pears are quoted 50-70c, but first class fruit sells for 80c. A few Clapp's Favorite 40-50c. Flemish Beauties bring 40c if good. Expect easier market when keepers arrive this week, selling 20-30c. Cantaloupes, quality poor, selling as low as 20c; better stuff 30-40c 11-qt. baskets. Few Canadian peaches this year, except from Leamington which are nearly done. Extra fancy heaped up leno baskets bring \$1.25-\$1.40, but are scarce. Market was so stiff on account of boxes and bushels coming in from States. Elbertas in boxes from Colorado selling at \$1. Late Valencia oranges sold \$3-\$3.25; getting scarce and will bring \$3.50 this week. Lemon market a little stiffer—300 in case \$5-\$6.50. Apples still plentiful, Duchess 25-30c, crab 20-25c, common apples 15-20c.

<b>Apples—</b>	
Canadian, basket	0 15
Crab, basket	0 30
Dutchess	0 25
Bananas, per bunch	1 50
<b>Cantaloupes—</b>	
Canadian, 11-qt. basket	0 15
Bushel basket	0 50
Cocanuts, sack	3 75
<b>Grapes—</b>	
Moore's Early, 6-qt. bkts.	0 25
Malagas, case	2 00
<b>Oranges—</b>	
California, late Valencia	3 00
Lemons, Verdilla	5 00
Limes, per 100	1 25
Plums, Lombard, basket	0 35
<b>Pears—</b>	
Bartlett's, basket	0 50
Clapp's Favorite	0 40
Flemish Beauties, basket	0 40
Keefe's, basket	0 20
Peaches, Can., extra fancy	1 25
Peaches, Colorado, box	1 00

**VEGETABLES.**—Sweet potatoes arriving in bbls, \$1.75; will soon drop to \$1.25, probably this week. Carrots and beets 75c bag; slow sale, and few receipts. Bigger receipts would break market to 50c. New potatoes, Delaware

from N.B., arrive freely—85-90c. 85c is low. A few baskets of green beans, but are practically off market. So many cabbage on street, shippers not encouraged—sold as low as \$1 per case. Slicing cucumbers 20c; medium pickling sizes, 35-75c; gherkins are scarce; jumped from 75c to \$1-\$1.25. Common corn 6-8c; evergreen 8-12c. Corn market higher, but will ease off when more arrives. Spanish onions in large crates poor quality, and temporarily off market. Green peppers 40-50c; red peppers scarce, owing to pickling season, 75c-\$1, but will drop. Tomatoes are not ripening properly, and supply is light owing to low prices. Prices are higher this week; poor quality 15-17c, good quality 20-25c. Turnips in bags worth 50c bag. Pickling onions just in, No. 2 large to No. 1 small, 11-qt. baskets, 50c-\$1.50. Prices are down this year. Celery receipts good; No. 1 30-35c, No. 2 50-60c.

Beets, Canadian, bag	0 75
Beans, Canadian, basket	0 25
Cabbage, Canadian, case	1 00
Carrots, bag	0 75
<b>Cucumbers—</b>	
Slicing	0 20
Medium pickling sizes	0 35
Gherkins	1 00
Celery, doz.	0 35
Corn, per doz.	0 06
Mushrooms, per lb.	0 60
<b>Onions—</b>	
Spanish, big crate	3 50
Can., 75-lb. bags	1 50
Green peppers, basket	0 40
Red peppers	0 75
Potatoes, Canadian, per bag	0 85
Parsley, basket, 11-qt.	0 30
Tomatoes, Canadian, basket	0 20
Turnips, bag	0 50
Sweet potatoes, hamper	1 75

## WINNIPEG.

**VEGETABLES.**—The only price change of importance which has been struck during the week has been in connection with Ontario tomatoes, which are now quoted at 40c in place of the 50 to 60c asked last week. The big volume of vegetables now being sold is coming from local gardeners. There seems good reason to believe that this supply of local vegetables will increase next year. While the present conditions are undoubtedly working some harm, they are yet tending to make holders of outside land realize that this should really be used for market gardens until the natural growth of the city makes it necessary for houses. There has already been a movement to put these subdivisions under cultivation, and it seems quite certain that good supplies of green stuffs will come from these even as early as next year.

Head lettuce, Minnesota, hampers	3 50
Head lettuce, Cal., crate	4 50
<b>Onions—</b>	
Cal., 100-lb. sacks	2 25
Parsley, per doz. bunches	0 40
New potatoes, per bush.	1 20
Tomatoes, Ont., basket	0 40



# Quebec Ember Days Help the Sale of Fish

Dog Fish on Atlantic Coast Interfering With Catches of Fish—  
Firmer Market Looked For in Eastern Fish — Good Quality  
Oysters With Prices Reasonable.

## MONTREAL.

**FISH AND OYSTERS.**—A good turnover was effected this week in fish lines in general on account of the Ember days which were responsible for three fish days — Wednesday, Friday and Saturday. In the fresh fish lines the supplies are only fair, particularly supplies which are drawn from the east or Atlantic coast. The usual pest of dogfish is interfering quite extensively with the fishing operations. Lake fish and Western coast fish will be in fair supply and at normal prices although a small advance is looked for in all eastern varieties. In pickled and salted lines the demand is more stable. A few lots of salmon, herring and codfish have been despatched from the sea to consuming centres. The dried codfish market is rather quiet owing to the export trade being in a precarious condition. Sacrifices may have to be made later. The general condition of the fish trade is pretty good. Prospects for the coming season are not of the brightest; a good turnover is expected, but the prices to be realized will be only fair.

The bulk and shell oyster trade is rather slow and for this the comparatively warm weather at present is partly the cause. Lobsters and all kinds of shell fish are slow and the supply is limited.

## TORONTO.

**FISH AND OYSTERS.**—Oysters continue to improve, and quality is much better than was expected. Stock will be nice throughout the season. Prices are unchanged, being \$1.65 to \$2.10 for open stock, and \$8.50 for shell stock. The war has had no effect on the price of oysters, and there is a tendency on the part of the public to substitute them for more expensive foods.

There is a shortage of halibut just when the demand is heavy. It should, however, be plentiful in a few days. Consumers have been taking cod instead but very little frozen stock. Regular lines selling are halibut, trout, and whitefish. Smoked fish is beginning to go better now that the cold weather is near. Supply of whitefish is rather short. Trout supply only medium; heavy run on trout expected in two weeks. Ciscoc herrings are coming in, and being smoked, selling \$1.80.

## FRESH FISH.

	Montreal	Toronto
Halibut, fancy, express, per lb.	0 11	0 12
Haddock, fancy, express, lb.	0 08	0 07
Steak cod, fancy, express, lb.	0 07	0 08

Market cod, per lb.	0 05	0 05
Flounders, fancy, express, lb.	0 07	0 08
Gaspe salmon, per lb.	0 17	0 18
E. C. salmon	0 15	0 15
Chilled salmon	0 15	0 15
Buck shad, fancy, express, each	0 30	0 30
Roe shad, fancy, express, each	0 60	0 80
Dressed bullheads, per lb.	0 10	0 10
Brook trout, per lb.	0 30	0 30
Whitefish, per lb.	0 12	0 12
Lake trout, per lb.	0 12	0 12
Bluefish, per lb.	0 12	0 12
Herrings, per 100 count	1 50	1 75
Herring	0 07	0 07
Dore, per lb.	0 12	0 12
Mackerel, per lb.	0 10	0 10
Swordfish	0 11	0 12
Striped bass, per lb.	0 15	0 15
Pike, per lb.	0 08	0 08
Perch, per lb.	0 05	0 07
Sea bass, lb.	0 08	0 08
Carp	0 08	0 08
Eels	0 08	0 10

## SMOKED FISH.

	Montreal	Toronto
Haddies, per lb.	.09	.08
Haddies, 15-lb. and 30-lb. boxes, lb.	.07 1/2	.08
Haddies, fillets, per lb.	.11	.12
Haddies, Niobe, boneless, per lb.	.10	.10
Herring, Ciscoc	1.80	1.80
St. John blasters, 100 in box	1.20	1.20
Yarmouth blasters, 60 in box	1.20	1.20
Smoked herrings, medium, box	.16	.16
Smoked boneless herrings, 10-lb. box	1.20	1.20
Kipperd herrings, selected, 60 in box	1.20	1.25
Smoked salmon, per lb.	.25	.23
Kipperd herrings, ordinary, 60 in box	1.10	1.20
Ciscoc herrings, basket of 15 lbs.	1.75	1.80
Smoked eels	.12	.10
Smoked halibut	.20	.20

## FROZEN FISH—SEA FISH.

	Montreal	Toronto
Salmon—		
Gaspe, large, per lb.	.12	.13
Red, steel heads, per lb.	.12-13	.12-13
Red, sockeyes, per lb.	.10-11	.11
Red, Cohoes or silvers, lb.	.10	.11
Pale, qualla, dressed, per lb.	.07-.07 1/2	.06 1/2
Pale, qualla, dressed, per lb.	.07-.07 1/2	.06 1/2-.09
Halibut, white western, large and medium, per lb.	.07 1/2-.08	.09
Halibut, eastern chicken and medium, per lb.	.09	.09
Mackerel, bloater, per lb.	.07-.08	.09
Haddock, medium and large, lb.	.05 1/2-.06	.07-.08
Market codfish, per lb.	.05-.05 1/2	.07-.08
Steak codfish, per lb.	.06 1/2-.07	.09
Canadian soles, per lb.	.08	.08
Blue fish, per lb.	.16-17	.15

## FROZEN—LAKE AND RIVER.

White fish, large, per lb.	.10-11	.10-11
White fish, small tullibees, per lb.	.06 1/2-.07	.06 1/2
Lake trout, large and medium, lb.	.11-12	.12
Dore, dress or round, lb.	.08-10	.08-10
Pike, dressed and headless, lb.	.06 1/2-.07	.06
Pike, round, per lb.	.06-.06 1/2	.07-.08

## PICKLED FISH.

Salmon, Labrador, bbls., 200 lbs.	15 00	14 00
Salmon, Labrador, half bbls., 100 lbs.	8 00	8 00
Salmon, Labrador, tierces, 300 lb.	21 00	21 00
Salmon, B.C., bbls.	15 00	14 00
Sea trout, Baffin's Bay, bbls., 200 lb.	12 00	12 00
Sea trout, Labrador, bbls., 200 lb.	11 50	11 50
Sea trout, Labrador, half bbls., 200 lb.	6 50	6 50
Mackerel, N.S., bbls., 200 lb.	12 00	12 00
Mackerel, N.S., half bbls., 100 lb.	7 00	7 00
Mackerel, N.S., rails, 70 lb.	6 75	6 75
Herrings, Labrador, bbls.	6 00	6 00
Herrings, Labrador, half bbls.	3 50	3 50
Herrings, Nova Scotia, bbls.	6 00	6 00
Herrings, Nova Scotia, half bbls.	3 25	3 25
Lake trout, half bbls.	8 00	8 00
Quebec sardines, bbls.	5 00	5 00
Quebec sardines, half bbls.	2 75	2 75
Tongues and soums, per lb.	0 19	0 19
Scotch herrings, imported, half bbls.	8 00	8 00
Holland herrings, imp'ted milkers, hf bbls	7 00	7 00
Holland herrings, imp'ted milkers, kegs	0 85	0 85
Holland herrings, mixed, half bbls.	7 00	7 00
Holland herrings, mixed, kegs	0 75	0 65
Lochfyne herrings, box	1 35	1 35

## DRIED AND PREPARED FISH.

Dried codfish, medium and small, 100 lb.	7 50	7 50
Dried hake, medium and large, 100 lb.	7 00	7 00
Dried pollock, medium and large, 100 lbs.	7 00	7 00
Dressed or skinless codfish, 100-lb. case.	8 25	7 00
Boneless codfish, 2-lb. blocks, 20-lb. box, per lb.	0 08	0 08
Boneless codfish, 2-lb. blocks, 20-lb. box, per lb.	0 07	0 07
Boneless codfish, strins, 30-lb. boxes.	0 10	0 10
Shredded codfish, 12-lb. boxes, 24 cartons, 1/4-lb. each, a box	1 80	1 80
Boneless codfish, in 2-lb. and 3-lb. boxes	0 15	0 15

## BULK OYSTERS, CLAMS, ETC.

Standards, solid meats, gal.	1 80	1 80
Standards, ordinary, gal.	1 50	1 50
Selects, per gal.	2 00	2 00
Best clams, imp. gallon	1 50	1 50
Best scallops, imp. gallon	2 00	2 00
Best prawns, imp. gallon	2 00	2 00

Best shrimps, imp. gallon	2 25	2 25
Sealed, best standards, quart cans, each	0 35	0 35
Sealed, best select, quart cans, each	0 45	0 45

## OYSTERS, CLAMS, MUSSELS AND SHELL FISH.

CRUSTACEANS, ETC.		
Oysters, per gal.	1 65	2 10
Cape Cod shell oysters, per bbl.	12 00	12 00
Malpeque, shell oysters, selected J.A.P., per bbl.	10 00	10 00
Malpeque, shell oysters, C.C.I., bbl.	12 00	12 00
Clams, per bbl.	7 00	7 00
Mussels, per bbl.	6 00	6 00
Live lobsters, medium and large, lb.	0 25	0 25
Boiled lobsters, medium and large, lb.	0 16	0 16
Soft shelled crabs, doz.	0 08	0 08
Winkles, bush.	0 08	0 08
Little Necks, per 100	0 08	0 08

## St. JOHN, N.B.

**FISH.**—The general grimness of the meat market has lent added interest to the wares of the fish dealer and good business is reported. Stocks have been fairly plentiful and prices well up to the standard. Dealers here do not see any reason why there should be any great advance in fish prices because of the war. The home market has been pretty well supplied lately because of good catches, and the fact that shipping to the West Indies has been curtailed by bills of exchange not being negotiable here. Sardines are particularly high, being quoted at from \$16 to \$24 a hoghead. The supply of stock at the packing factories was quite exhausted some days ago, but is better now, with vessels buying from the men right at the weirs, and paying prices three and four times as high as they had been not so long ago.

## TEA PRICES.

The following prices were quoted on Melagama and Minto tea, after the quotations in the proprietary articles had been printed:

	Wholesale	Retail
Red Label, 1 lb. or 1/2	.29	.35
Green Label 1s, 1/2 or 1/4	.32	.40
Blue Label 1s, 1/2 or 1/4	.37	.50
Yellow Label 1s, 1/2 or 1/4	.42	.60
Purple Label, 1/4 only	.55	.80
Gold Label, 1/4 only	.70	1.00

A good crop of cranberries is anticipated this year in the Cape Cod district. The total yield is estimated at 625,000 barrels, as against 568,000 last year. Prices are expected to rule easy.

One result of the difficulty in getting tea is shown by the fact that the Salada Tea Co. is for the present out of stock of green tea, and will likely be for about a month. This was due to the seizure of the s.s. "Schneefels," on which this firm had a considerable quantity.



# Strength Receding from the Provision Market

Hogs Easier and Meats Follow Suit—Cheese Market Also Easing Off, But Butter and Eggs Are Steady—Honey Buyers Holding Off—Cheap Poultry Predicted for This Season.

## MONTREAL.

**PROVISIONS.**—Throughout produce and provision market business is quiet, according to reports received from local dealers. This, of course, refers particularly to city, where there has been a falling off in demand for supplies owing to general conditions and the desire on part of many for cheap foods. Throughout the list the prices are holding firm on the advances which have been made since the opening of the war, but demand is very weak. The price list for hams, bacon, lard, etc., remains without change.

	Per lb.
<b>Hams—</b>	
Medium, per lb.	0 19 0 20
Large, per lb.	0 18½ 0 19
<b>Backs—</b>	
Plain, bone in	0 24
Light, per lb.	0 22
Boneless	0 26
Peameal	0 27
<b>Bacon—</b>	
Breakfast, per lb.	0 18 0 19
Roll	0 17
Shoulders, bone in	0 15
Shoulders, boneless	0 16½
<b>Cooked Meats—</b>	
Hams, boiled, per lb.	0 29
Hams, roast, per lb.	0 29
Shoulders, boiled	0 27
Shoulders, roasted	0 28
<b>Dry Salt Meats—</b>	
Long clear bacon, 50-70 lbs.	0 15½
Long clear bacon, 80-100 lbs.	0 14½
Flanks, bone in, not smoked	0 15½
<b>Barrelled Pork—</b>	
Heavy short cut mess	0 32
Heavy short cut clear	0 32
Clear fat pork	31 00
Clear pork	30 00
<b>Lard, Pure—</b>	
Tierces, 50 lbs. net	0 13¾
Tubs, 50 lbs. net	0 14¼
Boxes, 50 lbs. net	0 14
Pails, wood, 20 lbs. gross	0 14¼
Pails, tin, 20 lbs. gross	0 13¾
Cases, 10-lb. tins, 60 in case	0 14¼
Cases, 5 and 5-lb. tins, 60 in case	0 14¼
Bricks, 1 lb., each	0 15
<b>Lard, Compound—</b>	
Tierces, 37½ lbs. net	0 10¾
Tubs, 50 lbs. net	0 11
Boxes, 50 lbs. net	0 11
Pails, wood, 20 lbs. net	0 11¼
Pails, tin, 20 lbs. gross	0 11¼
Cases, 10-lb. tins, 60 in case	0 12
Cases, 5 and 5-lb. tins, 60 in case	0 12
Bricks, 1 lb., each	0 13
<b>Hogs—</b>	
Dressed, abattoir killed	14 00 14 50

**BUTTER.**—Butter continues firm at higher level, although local business is far from brisk. Prices are too high for export, and even for shipping to British Columbia, where there is a good demand. The reason for these conditions is undoubtedly the fact that the receipts to the present time have been smaller than last year by a material figure, and the outlook is that the non-productive season will arrive with comparatively small stocks in storage.

**CHEESE.**—It does not seem likely that cheese will be able to maintain its present high level, although the prices are at present reported as firm. From export standpoint situation is not satisfactory, and prices are comparatively low on the other side. The strong fea-

ture of the market is the fact that receipts are some 40,000 boxes behind a year ago and over 200,000 boxes behind 1912.

**CHEESE.**—New make ..... 0 16 0 16½  
Old specials, per lb. .... 0 18  
Stilton ..... 0 18

**EGGS.**—Situation is firm, and there is even an advance of 1c noted for selects. Receipts are coming more slowly than a year ago, and the demand seems to be strong in comparison.

<b>Eggs, case lots—</b>	
New laid	0 32
Selects	0 30
No. 1s	0 26
Splits	0 20 0 22

**HONEY.**—There is practically no change in the honey situation, and there is not a strong demand even for the new crop, which is being largely handled in combs in the retail trade at the present time.

	White Clover	Buckwheat
	per lb.	per lb.
<b>Honey—</b>		
Barrels	0 11½	0 08
Tins, 50 lbs.	0 12	0 09
Tins, 20 lbs.	0 12½	0 10
Tins, 5 and 10 lbs.	0 12½	0 10
Comb, 13-14 oz. section	0 19-0 20	0 15-0 16

**POULTRY.**—The demand for poultry continues weak, and the low prices which are the direct result are not encouraging strong shipments. The feature of the poultry business during the week was the demand in the Jewish trade for large live fowl.

	Live.	Dressed.
<b>Fresh Stock—</b>		
Broilers, per lb.	0 12-0 15	0 15-0 20
Ducks, milk fed	0 12-0 13	0 14-0 15
Fowl	0 13-0 15	0 16-0 18
Geese	0 15-0 16	0 15-0 16
Turkeys, spring	.....	0 23
Turkeys, old Tom	0 14-0 15	0 18-0 20
Milk fed chickens, lb.	0 14-0 16	0 19-0 20
Milk fed broilers, lb.	0 15-0 18	0 20-0 22

## TORONTO.

**PROVISIONS.**—The lard market is easier, but only very slightly. A healthy trade is being done in meats, but it looks as though some declines will come before long.

<b>Hams—</b>	
Light, per lb.	0 20 0 20½
Medium, per lb.	0 20 0 20½
Large, per lb.	0 18 0 19
<b>Backs—</b>	
Backs, per lb.	0 24 0 25
Boneless, per lb.	0 25 0 26
Pea meal, per lb.	0 25 0 26
<b>Bacon—</b>	
Breakfast, per lb.	0 20½ 0 21
Roll, per lb.	0 15½ 0 16
Shoulders, per lb.	0 14½ 0 15
Pickled meats—less than smoked.	
<b>Dry Salt Meats—</b>	
Long clear bacon, light	0 14½ 0 15
<b>Cooked Meats—</b>	
Hams, boiled, per lb.	0 28½ 0 29
Hams, roast, per lb.	0 27 0 28
Shoulders, boiled, per lb.	0 23 0 24
Shoulders, roast, per lb.	0 23 0 24
<b>Barrelled Pork—</b>	
Heavy mess pork, per bbl.	28 00 28 00
Short cut, per bbl.	30 00 32 00
<b>Lard, Pure—</b>	
Tierces, 400 lbs., per lb.	0 12¾ 0 13¼
Tubs, 60 lbs.	0 13 0 13¼
Pails, .....	0 13¾ 0 13¾
Tins, 3 and 5 lbs., per lb.	0 13¾ 0 14¼
Bricks, 1 lb., per lb.	0 14¼ 0 15¼
<b>Lard, Compound—</b>	
Tierces, 400 lbs., per lb.	0 09¾ 0 10¼

Tubs, 50 lbs., per lb.	0 10	0 10½
Pails, 20 lbs., per lb.	0 10½	0 11
<b>Hogs—</b>		
F.O.B., live, per cwt., off car	9 45	
Live, fed and watered, per cwt.	9 50	
Dressed, per cwt.	14 50	

**BUTTER.**—There is a good steady market for butter, and it is firm at the recent advance. No important change in price is anticipated for some weeks. The importation of butter from New Zealand later in the year would have a decided effect on the market. For the present it is expected to remain firm.

<b>Butter—</b>	
Creamery prints, fresh made	0 30 0 31
Separator prints	0 27 0 29
Dairy prints, choice	0 26 0 27
Dairy, solids	0 22 0 24
Bakers	0 18 0 20

**CHEESE.**—The cheese market is ½c to 1c weaker, attributed to the fact that ships cannot be secured at Montreal for export. An easy market should continue, as it will be difficult to ship for a couple of weeks. Another reason attributed for the decline is that there was no bona fide cause for the big advance when the Quebec Government made a present of cheese to the Imperial Government two weeks ago. Quotations this week are: Large, 15¾-16c; twins, 16-16¼c.

<b>Cheese—</b>	
Old, large	0 17 0 17½
Old, twins	0 17½ 0 17½
New, large	0 15½ 0 15
New, twins	0 16 0 16½

**EGGS.**—Eggs are 2c dozen off in the States, and no demand from British Columbia, and yet the Toronto market holds up. This can be attributed to the fact that receipts are falling off owing to the cold weather. There is no shortage, however, and prices are about the same as last week. Some dealers are asking higher prices—30-32c for strictly new-laid; 28-29c for selects, and 26-27c for straights.

	Per dozen.
<b>Eggs, case lots—</b>	
Strictly new laid in cartons	0 29 0 31
Selects	0 27 0 29
Straights	0 25 0 28
Trade eggs	0 20 0 21

**POULTRY.**—Next Monday is the Jewish New Year Day, for which there will be a big demand for poultry. Old hens will be good enough this week, but next week roosters will be in big demand. We shall likely see an easier poultry market this year; feed is scarce, and the farmer will not carry his stock over. Spring chickens dropped 2c lb. this week, and they will be down to 10c before long. Poultry will be about the cheapest thing on the market this year.

	Live.	Dressed.
<b>Fresh Stock—</b>		
Fowl	0 12 0 14	
Spring chicken, lb.	0 12 0 14	
Turkeys, young	0 15 0 18	
Turkeys, old Tom	0 13 0 15	
Ducklings	0 12 0 14	



Despite the high prices prevailing, the Demand and Consumption of

# CANNED LOBSTERS

in the Dominion of Canada are increasing annually. The volume of pack is smaller.—Customers insist more and more for reliable brands.

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## Owing to the War

it is expected that next season some of the best qualities hitherto exported to Germany and other Continental Markets will be available for the Canadian Trade.

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## To Secure Uniformity of Quality

and render this branch of the Grocery business satisfactory to both Wholesaler and Retailer, all BUYERS—catering for high-class trade—will do well to handle

# “ENCORE BRAND”

A Standard quality in the Export trade for 35 years

The Product of the Largest Lobster Shippers and Packers  
in the World

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A big demand for all classes of Canned Foods is anticipated this Winter. Your stock will not be complete without Canned Lobsters. Ask your Wholesale Grocer for “ENCORE” BRAND.

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# WAR NOTICE

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The pulse of every Britisher beats with pride at the magnificent devotion of the Canadian people to the Motherland in this crisis.

Being closely allied to the Canadian people by our business operations throughout the Dominion, we are going to bear ourselves the entire increase in ocean freight rates as well as the War Risk premium on the transportation of our products from England, in order that the increased cost which these charges would entail would not fall upon the shoulders of the buyers or consumers of our products in Canada.

We are, therefore, able to announce that there will be no increase in our selling prices to the wholesale or retail trades due to these causes.

## **HOLBROOKS LIMITED**

### **of Birmingham, England**

**Sauces, Pickles, Vinegar, Custard Powder, Etc.**

**Selling Branches at Toronto, Montreal, Vancouver**



Your word of honor is given your customers when they ask you point blank if you can recommend a certain article. Why not always sell, and stock, only extracts that you know to be absolutely pure, of full and uniform strength, proven by 44 years of use by Canadian housewives?



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The trained salesman is practically independent. Scores of business houses seek his services.

It should, therefore, be the aim of every young man to qualify himself for a higher position. He can accomplish this in his spare time, just as hundreds have done.

No work so quickly develops poise, self-reliance, ease, ability to grasp situations, instinct to meet the demands of the moment, and the capacity to meet men of their own level, as representing MACLEAN'S.

This work puts you in touch with the prominent men of each town, a connection of inestimable value. We require representatives in nearly every town and center of population in Canada. You can make from \$5 to \$10 per week in addition to your regular salary. We give you a practical training that is worth consideration.

Write us to-day for particulars.

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143 University Ave. --- Toronto, Ont.

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### BAKING POWDER.

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

5c Tins, 4 doz. to case, weight 10 lbs. ....	\$0 40
4 oz. Tins, 4 doz. to case, weight 20 lbs. ....	65
6 oz. Tins, 4 doz. to case, weight 25 lbs. ....	90
8 oz. Tins, 4 doz. to case, weight 35 lbs. ....	1 30
12 oz. Tins, 4 doz. to case, weight 48 lbs. ....	1 60
16 oz. Tins, 4 doz. to case, weight 70 lbs. ....	2 25
3 lb. Tins, 2 doz. to case, weight 85 lbs. ....	5 00
5 lb. Tins, 1 doz. to case, weight 80 lbs. ....	9 50

#### COOK'S FRIEND BAKING POWDER.

In Cartons—	
No. 1 (25c size), 4 doz. ....	\$ 2 25
No. 1 (25c size), 2 doz. ....	2 25
No. 2 (10c size), 6 doz. ....	0 80
No. 2 (10c size), 3 doz. ....	0 80
No. 3 (5c size), 4 doz. ....	0 45
In Tin Boxes—	
No. 13, 1-lb., 2 doz. ....	3 00
No. 14, 8-oz., 3 doz. ....	1 75
No. 15, 4-oz., 4 doz. ....	1 10
No. 16, 2½ lbs. ....	7 75
No. 17, 5 lbs. ....	14 00

#### ROYAL BAKING POWDER

Sizes	Per doz.
Royal—Dime .....	\$ 0 95
" ¼-lb. ....	1 40
" 6-oz. ....	1 95
" ¾-lb. ....	2 55
" 12-oz. ....	3 55
" 1-lb. ....	4 90
" 3-lb. ....	13 60
" 5-lb. ....	22 35

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

#### FOREST CITY BAKING POWDER.

6-oz. tins .....	\$ 0 75
12-oz. tins .....	1 25
16-oz. tins .....	1 75

#### BLUE.

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

#### COUPON BOOKS—ALLISON'S.

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

#### UN-NUMBERED.

100 books and over, each	0 03½
500 books to 1,000 books.	0 03
For numbering cover and each coupon, extra per book, ½ cent.	

#### CEREALS.

##### WHITE SWAN.

Biscuit Flour (Self-rising), 2 doz. to case, weight 70 lbs. ....	\$2 88
Buckwheat Flour (Self-rising), 3 doz. to case, weight 70 lbs. ....	3 00

#### Pancake Flour (Self-rising).

3 doz. to case, weight 70 lbs. ....	3 00
Breakfast Food, 2 doz. to case, weight 85 lbs. ....	3 30
King's Food, 2 doz. to case, weight 95 lbs. ....	5 20
Wheat Kernels, 2 doz. to case, weight 65 lbs. ....	3 30
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 30

#### DOMINION CANNERS.

Aylmer Jams. Per doz.	
Strawberry, 1912 pack ...	\$2 15
Raspberry, red, heavy syrup .....	2 15
Black Currant .....	2 00
Red Currant .....	1 85
Peaches, white, heavy syrup .....	1 50
Pear, Bart., heavy syrup	1 77½

#### Jellies.

Red Currant .....	2 00
Black Currant .....	2 20
Crabapple .....	1 65
Raspberry and red currant	2 00
Raspberry and gooseberry	2 00
Plum jam .....	1 55
Green Gage plum, stoneless	1 55
Gooseberry .....	1 85
Grape .....	1 55

#### Marmalade

Orange Jelly .....	1 55
Green fig .....	2 25
Lemon .....	1 00
Pineapple .....	2 00
Ginger .....	2 20

#### Pure Preserves—Bulk

	5 lbs. 7 lbs.
Strawberry .....	0 69 0 95
Black currant .....	0 69 0 93
Raspberry .....	0 69 0 95

14's and 30's per lb. Freight allowed up to 25c per 100 lbs.

Strawberry .....	0 69 0 95
Black currant .....	0 13
Raspberry .....	0 13

#### COCOA AND CHOCOLATE.

##### THE COWAN CO., LTD.

##### Cocoa—

Perfection, 1-lb. tins, doz. ....	4 50
Perfection, ½-lb. tins, doz. ....	2 40
Perfection, ¼-lb. tins, doz. ....	1 25
Perfection, 10c size, doz. ....	0 90
Perfection, 5-lb. tins, per lb. ....	0 35
Soluble bulk, No. 1, lb. ....	0 20
Soluble, bulk, No. 2, lb. ....	0 18
London Pearl, per lb. ....	0 22

Special quotations for Cocoa in barrels, kegs, etc.

##### (Unsweetened Chocolate).

Supreme chocolate, ½'s, 12-lb. boxes, per lb. ....	0 35
Perfection chocolate, 20c size, 2 doz. in box, doz. ....	1 80
Perfection chocolate, 10c size, 2 and 4 doz in box, per doz. ....	0 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 35



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Did it ever occur to you that you can make more money selling Malcolm's lines of Condensed Milk and Condensed Coffee than any other line on the market? Malcolm's lines of Milk and Coffee are making new and satisfied customers every day. For quality and deliciousness they are unsurpassed. Our Condensed Coffee, with milk and sugar added ready for use, is a seller from the start. No other brand can equal it for flavor.

**PRICES:**

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

Order them from your wholesaler or direct from the factory. Delivered in 5-case lots to any point in Ontario or East of Halifax. We will prepay freight up to 50c. per 100 lbs.

**Malcolm's Condensing Co.**

St. George, Ontario





# CAN-O-WAX

*a household necessity*

A pure refined paraffine wax, sweet and clean. A very profitable seller during the preserving season.

Can-O-Wax makes an absolutely air-tight seal for Jelly, Canned Fruits, Catsups, Sauces, etc., in jars, bottles or glasses. The long, round sticks insure convenience and economy.

For laundry use it is indispensable, makes clothes white (no bleaching), will not injure the finest fabric. Costs little, saves much.

Let us send you a sample tin. Sold through the wholesale trade.

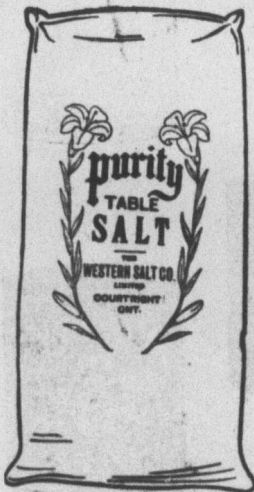


## CANADIAN OIL COMPANIES, Ltd.

Toronto, Ont.; Winnipeg, Man.;  
Montreal, Que.; St. John, N.B.;  
Halifax, N. S.; Regina, Sask.;  
Calgary, Alta.; Nelson, B.C.

# The Seasoner That Sells All Seasons

Purity Salt is a line that gives entire satisfaction throughout the year to both dealer and consumer. PURITY SALT is rightly named because it consists exclusively of fine, dry, even crystals free from all foreign substances.



It is pure—that is why the women think so highly of it. Good profits assured. Insist on getting Purity when next ordering.

The  
**Western Salt  
Co., Limited**  
COURTRIGHT,  
ONTARIO

Diamond, 8's, 6 and 12-lb. boxes .....	0 20	Gold Seal Brand, each 4 doz. ....	5 25
Diamond, 6's and 7's, 6 and 12-lb. boxes .....	0 25	Mayflower Brand, each 4 doz. ....	5 25
Diamond, 1/4's, 6 and 12-lb. boxes .....	0 26	Furly Brand, each 4 doz. ....	5 25
Iceings for Cake—		Challenge Brand, each 4 doz. ....	4 50
Chocolate, white, pink, lemon, orange, maple, almond, coconut, cream, in 1/2-lb. packages, 2 doz. in box, per doz. ....	0 90	Clover Brand, each 4 doz. ....	4 50
Chocolate Confections Per lb.		Evaporated (Unsweetened)—	
Maple buds, 5-lb. boxes..	0 37	St. Charles Brand, small, each 4 doz. ....	2 00
Milk medallions, 5-lb. boxes .....	0 37	Peerless Brand, small, each 4 doz. ....	2 00
Chocolate wafers, No. 1, 5-lb. boxes .....	0 31	St. Charles Brand, Family, each 4 doz. ....	3 30
Chocolate wafers, No. 2, 5-lb. boxes .....	0 26	Peerless Brand, Family, each 4 doz. ....	3 90
Nonpareil wafers, No. 1, 5-lb. boxes .....	0 31	Jersey Brand, Family, each 4 doz. ....	3 90
Nonpareil wafers, No. 2, 5-lb. boxes .....	0 28	St. Charles Brand, tall, each, 4 doz. ....	4 50
Chocolate ginger, 5-lb. boxes .....	0 31	Peerless Brand, tall, each, 4 doz. ....	4 50
Milk chocolate wafers, 5-lb. boxes .....	0 37	Jersey Brand, tall, each, 4 doz. ....	4 50
Coffee drops, 5-lb. boxes..	0 37	St. Charles Brand, Hotel, each, 2 doz. ....	4 25
Lunch bars, 5-lb. boxes..	0 37	Peerless Brand, Hotel, each, 2 doz. ....	4 25
Milk chocolate, 5c bundles, 3 doz. in box, per box ..	1 36	Jersey Brand, Hotel, each, 2 doz. ....	4 25
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box ..	0 85	St. Charles Brand, gallons, each 1/2 doz. ....	4 75
Nut milk chocolate, 1/2's, 6-lb. boxes, lb. ....	0 37	"Reindeer" Coffee and Milk, "large," each, 2 doz. ....	4 80
Nut milk chocolate, 1/4's, 6-lb. boxes, lb. ....	0 37	"Reindeer" Coffee and Milk, "small," each, 4 doz. ....	5 50
Nut milk chocolate, 5c bars, 24 bars, per box .....	0 85	"Regal" Coffee and Milk, each, 2 doz. ....	4 50
Almond nut bars, 4 bars per box .....	0 85	"Reindeer" Cocoa and Milk, each, 2 doz. ....	4 80

### EPP'S.

Agents—F. E. Robson & Co., Toronto; Forbes & Nadeau, Montreal; J. W. Gorham & Co., Halifax, N.S.; Buchanan & Gordon, Winnipeg.  
In 1/4, 1/2, and 1-lb. tins, 14-lb. boxes, per lb. .... 0 35  
10c tins, 3 doz. in box, doz. 0 90

### JOHN P. MOTT & CO'S.

G. J. Estabrook, St. John, N. B.; J. A. Taylor, Montreal; P. O.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Persse, Calgary, Alta.; Johnson & Yockney, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

Elite, 10c size (for cooking) doz. ....	0 90
Mott's breakfast cocoa, 2-doz. 10c size, per doz. ....	0 85
Nut milk bars, 2 dozen in box .....	0 80
Nut milk breakfast cocoa, 1/4's and 1/2's .....	0 36
Nut milk, No. 1 chocolate..	0 30
Nut milk Navy chocolate, 1/2's .....	0 26
Nut milk Vanilla sticks, per gr. ....	1 00
Nut milk Diamond chocolate, 1/2's .....	0 24
Nut milk plain choice chocolate liquors .....	20 30
Nut milk sweet chocolate coatings .....	0 20

### WALTER BAKER & CO., LTD.

Premium No. 1, chocolate, 1/4 and 1/2-lb. cakes, 34c lb.; Breakfast cocoa, 1-5, 1/4, 1/2, 1 and 5-lb. tins., 39c. lb.; German's sweet chocolate, 1/4 and 1/2-lb. cakes, 6-lb. boxes, 24c lb.; Caracas sweet chocolate, 1/4 and 1/2-lb. cakes, 6-lb. boxes, 32c lb.; Cinqueme sweet chocolate, 1-5-lb. cakes, 6-lb. boxes, 21c lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked cocoa, 1/4-lb. pkgs., 6-lb. bags, 31c lb.; Caracas tablets, 5c cartons, 40 cartons to box, \$1.25 per box; Caracas tablets, 5c cartons, 20 tons to box, 65c.

The above quotations are f.o.b. Montreal.

### CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.  
East of Fort William, Ont.  
Preserved— Per case.  
Eagle Brand, each 4 doz. ... \$ 6 00  
Reindeer Brand, each 4 doz. .... 6 00  
Silver Cow Brand, each 4 doz. .... 5 40

### MINTO BROS.

MELAGAMA BLEND.  
Ground or bean— W.S.P. R.P.  
1 and 1/2 .....
 0 25 | 0 30 || 1 and 1/4 ..... | 0 32 | 0 40 |
1 and 1/2 .....	0 37	0 38
Packed in 30's and 50-lb. case.		
Terms—Net 30 days prepaid.		

### WHITE SWAN SPICES AND CEREALS, LTD.

### ENGLISH BREAKFAST COFFEE

1/2 lb. Tins, 2 doz. to case, weight 22 lbs. ....	\$0 22
1 lb. Tins, 2 doz. to case, weight 40 lbs. ....	20
1 lb. Tins, 2 doz. to case, weight 35 lbs. ....	30
1 lb. Tins, 4 doz. to case, weight 80 lbs. ....	38

1/2 lb. Tins, 2 doz. to case, weight 22 lbs. ....	\$0 32
1 lb. Tins, 2 doz. to case, weight 40 lbs. ....	30
2 lb. Tins, 1 doz. to case, weight 40 lbs. ....	30

### PRESENTATION COFFEE

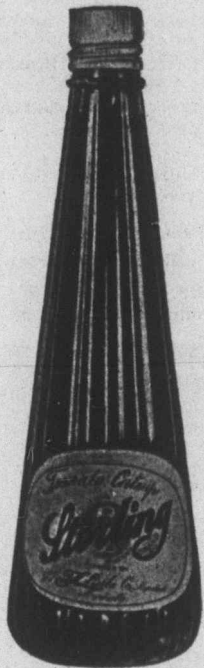
A Handsome Tumbler in Each Tin.  
1 lb. Tins, 2 doz. to case, per lb. .... 27c.  
Shipping weight, 50 lbs. per case.

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

1 oz. bottles, per doz., weight 3 lbs. ....	\$1 15
2 oz. bottles, per doz., weight, 4 lbs. ....	2 20
2 1/2 oz. bottles, per doz., weight 6 lbs. ....	2 50
4 oz. bottles, per doz., weight 7 lbs. ....	4 00
8 oz. bottles, per doz., weight 14 lbs. ....	7 50
16 oz. bottles, per doz., weight 28 lbs. ....	14 40
32 oz. bottles, per doz., weight 40 lbs. ....	28 80
Bulk, per gallon, weight 16 lbs. ....	10 00

### CRESCENT MFG. CO.

Mapeleine— Per doz.  
2-oz. bottles (retail at 50c) 4 50  
4-oz. bottles (retail at 90c) 6 80  
8-oz. bottles (retail at \$1.50) ..... 12 50  
16-oz. bottle (retail at \$3) 24 00  
Gal. bottles (retail at \$30) 15 00



10 oz. Sweet Mixed

*Canada's largest Pickle  
Factory is sending you  
new buyers—are you  
ready to supply their  
requirements?*

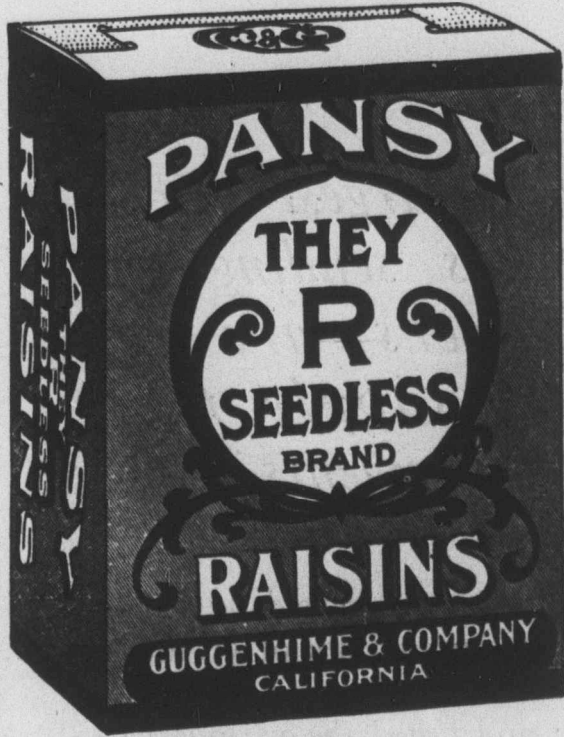
For two full weeks we gave daily demonstrations to the multitudes of visitors at the Canadian National Exhibition. The people saw and tasted the various varieties of the high-grade "Sterling" Brand delicacies—pickles, catsups, jams, etc.

They were convinced of the superior qualities and deliciousness of these lines, and they are coming to you for them. The good profit and steady sales make it well worth your while to stock and display "Sterling" Brand Products.

**The T. A. Lytle Co., Ltd.**  
Sterling Road, Toronto



Ask Your Wholesaler  
for this package



## Select Ontario Apples

All Standard Winter Varieties — Car Lots

Selected fruit from the richest apple-growing belt in Ontario—best transportation facilities—easy access to refrigerator cars—ship to all parts of the Dominion.

**EGGS!** Inquire re prices, etc. Also ask for quotations on all grades of fresh and storage eggs.

**The H. M. Hambidge Co.**  
Wholesale Apple and Egg Merchants  
AYLMER, ONTARIO

Note: Arrangements made for enclosures of pears, produce, canned goods, etc., when desired.

**GELATINE.**

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

**CLARK'S PORK AND BEANS IN TOMATO SAUCE.**

Per doz.  
No. 1, 4 doz. in case ..... 0 60  
No. 2, 2 doz. in case ..... 0 85  
No. 3, flats, 2 doz. in case 1 15  
No. 3, tins, 2 doz. in case 1 35  
No. 6, 1 doz. in case ..... 4 00  
No. 12, ½ doz. in case ..... 6 50

**EBY-BLAIN, LIMITED, TORONTO. ANCHOR BRAND.**

Ammonia Powder—  
"Anchor" Per case.  
50 cases, 6 doz. .... \$ 2 40  
10 cases, 3 doz. .... 2 40  
5 case lots, freight pre-paid, Ontario points .. 2 25

Baking Powder—  
"Anchor" Per doz.  
4 oz. tins, cases 4 doz. .... 0 67½  
6 oz. tins, cases 4 doz. .... 0 90  
8 oz. tins, cases 3 doz. .... 1 20  
12 oz. tins, cases 3 doz. .... 1 65  
16 oz. tins, cases 2 doz. .... 2 00  
2½ lb. tins, cases 1 doz. .... 4 50  
5-lb. tins, cases 1 doz. .... 8 40

Chocolate—Unsweetened—  
"Anchor"  
10c cakes, boxes 2 doz. .... 0 90  
Cocoa—"Anchor" Per doz.  
10c tins, cases 4 doz. .... 0 90

Per lb.  
¼s, tins, cases 4 doz. .... 0 36  
½s, tins, cases 2 doz. .... 0 35  
1s, tins, cases 1 doz. .... 0 35

Coffee—"Anchor" Per lb.  
1 lb. tins, whole or ground, cs., 30 lb. .... 0 33  
2 lb. tins, whole or ground, cs., 30 lb. .... 0 32

Cream of Tartar—  
"Anchor" Per doz.  
10c pkgs., boxes, 4 doz. .... 0 95  
¼ lb. pkgs., boxes 4 doz. .... 2 10  
½ lb. screw top tins, boxes 4 doz. .... 2 40  
1 lb. screw top tins, boxes 2 doz. .... 4 40

Custard Powders—"Anchor"  
10c pkgs., cases 3 doz. .... 0 90

Flavoring Extracts—"Anchor"  
10c bottle ..... 1 00  
2½ oz. bottle ..... 2 00  
4 oz. bottle ..... 3 50  
8 oz. bottle ..... 6 50  
16 oz. bottle ..... 12 00  
32 oz. bottle ..... 24 00  
64 oz. bottle ..... 48 00

Flour—Potato—"Anchor" Per doz.  
Cases 2 doz. .... 1 20

Irings, Prepared—"Anchor"  
10c pkgs., cases 3 doz. .... 0 90  
Mustard, D.S.F.—"Anchor"  
5c tins, boxes 4 doz. .... 0 45  
10c tins, boxes 4 doz. .... 0 90

Per lb.  
¼s, tins, boxes 12 lbs. .... 0 38  
½s, tins, boxes 12 lbs. .... 0 37  
1s, tins, boxes 12 lbs. .... 0 36

Rice, Special Grain—"Anchor." Per doz.  
Cases 2 and 4 dozen .... 0 90

"Anchor" Brand Per case.  
Shaker Table Salt, free running, cases 2 doz., case... 1 60

"GOLD MEDAL" COFFEE.  
Whole or Ground— Per lb.  
¼ lb. tins, cases 30 lbs. 0 34  
1 lb. tins, cases 30 lbs. 0 33  
2 lb. tins, cases 30 lbs. 0 32

"GOLD MEDAL" ROLLED WHITE OATS.  
Per case.  
25c pkgs., cases 12 pkgs. .... 2 40

"KING" NAPHTHA BORAX WASHING COMPOUND.  
5c pkgs., cases 50s ..... 1 90  
5c pkgs., cases 100s ..... 3 75  
10c pkgs., cases 3 doz. .... 3 50

**"KOLONA" CEYLON TEA.**  
Per lb.

30c black, green or mixed, ½ and 1 lb. pkgs. .... 0 25  
40c black, green or mixed, ½ and 1 lb. pkgs. .... 0 30  
50c black, green or mixed 0 35  
60c black, green or mixed 0 42  
80c black, green or mixed 0 55

Per doz.  
"Meat of Wheat" Breakfast Food, cases 2 doz. .... 1 45  
"Wheat - Os" Breakfast Food, cases 2 doz. .... 1 45  
"Piccaninny" pancake and buckwheat ..... 1 00

**LAPORTE, MARTIN, LIMITED.**  
Montreal Agencies.

**BASIN DE VICHY WATERS.**  
L'Admirable, 50 qts., case. 5 00

**VICHY LEMONADES.**  
Efficace ..... 5 50  
Neptune ..... 6 00  
San Rival ..... 7 00  
La Savoureuse, Cork—  
50 qts., case ..... 7 50  
100 pts., case ..... 9 00

**CASTILE SOAP.**  
"Le Soleil," 72 p.c. Olive Oil.  
Cs. 25 11-lb. bars, lb. .... 0 08½  
Cs. 200 3¼-lb. pieces, cs 4 25  
Cs. 12 3-lb. bars, lb. .... 6 00½  
Cs. 50 ¼-lb. pieces, cs. .... 4 00  
Cs. 50 1-lb. sq. pieces, cs. 4 75  
Cs. 50 1-lb. long pieces, cs 4 75  
Cs. 200 200 grs. pieces, cs. 7 75  
Cs. 010 300 grs. pieces, cs. 6 00  
Cs. 200 300 grs. pieces, cs. 12 00

**ALIMENTARY FASTES.**  
BLANC & FILS.  
Macaroni, Vermicelli, Animals, Small Pastes, etc.  
Box, 25 lbs., 1 lb. .... 0 06  
Box, 25 lbs., loose ..... 0 07  
Imported Peas "Soleil."

Per case  
Sur Extra Fins, 40 Falcons, cs. .... \$10 00  
Sur Extra Fins, 100 ½ cs. 15 50  
Extra Fins, 50 1 kilo, cs. 14 50  
Extra Fins, 100 ½ kilo, cs. 15 00  
Tres Fins, 100 ½ kilo, cs. 13 50  
Fins, 100 ¼ kilo, cs. .... 11 50  
Ml Fins, 100 ¼ kilo, cs. .... 11 00  
Moyens, No. 1, 100 ¼ kilo, cs. .... 10 00  
Moyens, No. 2, 100 ¼ kilo, cs. .... 9 50  
Moyens, No. 3, 100 ¼ kilo, cs. .... 9 00

**MINERVA PURE OLIVE OIL.**  
Case—  
12 litres ..... \$8 00  
12 quarts ..... 6 00  
24 pints ..... 6 50  
24 ½ pints ..... 4 25

Tins—  
5 gals., 2s ..... 2 00  
2 gals., 6s ..... 2 05  
1 gal., 10s ..... 2 10  
20s, ¼ gal. .... 2 60

**CANNED HADDIES**  
"THISTLE" BRAND.  
A. P. TIPPET & CO., Agents  
Cases, 4 doz. each, flats, per case ..... \$5 44  
Cases, 4 doz. each, ovals, per case ..... 5 40

**INFANTS' FOOD.**  
Robinson's patent barley, ½ lb. tins, \$1.25; 1-lb. tins, \$2.25; Robinson's patent groats, ½-lb. tins, \$1.25; 1-lb. tins, \$2.25.

This space has been secured by  
**GRIFFIN & SKELLEY**

SAN FRANCISCO

Packers of California Food Products. Watch it. It will be interesting to every retail grocer.

CANADIAN REPRESENTATIVES:

HALIFAX - GRANT, OXLEY & CO.  
MONTREAL - A. P. TIPPET & CO.  
TORONTO - W. G. A. LAMBE & CO.

WINNIPEG, SASKATOON, CALGARY  
REGINA, EDMONTON  
MASON & HICKEY

# R. H. C.

Rideau Hall Coffee is most highly commended, it's the coffee customers like. Being put up in sanitary tins it is easy to display and sell—all the deliciousness of the freshly roasted coffee bean is fully retained. Your customers will enjoy this quality coffee—there's overflow value in every cup.

Your wholesaler will supply you.

**GORMAN, ECKERT & CO., Ltd.**  
LONDON Western Selling Agents ONTARIO  
MASON & HICKEY WINNIPEG



# BOLOGNA

All meats are high-priced and must be so as long as present conditions prevail. There is one line, however, that has not advanced in price and furnishes a good food at a reasonable price. Bolognas are made out of good, fresh beef trimmings and are very cheap in comparison with other foods. If you have not sold them, try them now.

MADE UNDER GOVERNMENT  
INSPECTION

**F. W. Fearman Co., Ltd.**  
HAMILTON, ONT.

# TWO CENTS PER WORD

You can talk across the continent for two cents per word with a Want Ad. in this paper.



You can offer "King Oscar" Sardines to your most fastidious patrons and ensure customer satisfaction. They are of the highest quality and uniform size, prepared and packed under most sanitary conditions.

# King Oscar

Brand

# Sardines

are packed in the finest olive oil in solderless cans. Canadian people know these widely advertised sardines as the "Sardines that make Stavanger famous." Take advantage of our widespread advertising and introduce the real sardines of quality in your town.

They will help you win. Ask your wholesaler.

CANADIAN AGENTS

**J. W. Bickle & Greening**

(J. A. Henderson)

HAMILTON, ONTARIO

# CRANBERRIES

Finest Cape Cods

\$7.00 Bbl.

This price is low. Should warrant liberal sales. Can be retailed 10c. qt.

**Tokay Grapes**  
**Colorado Peaches**  
**Sweet Potatoes**

**WHITE & CO., Ltd., Toronto**

**BOAR'S HEAD LARD COMPOUND.**

N. K. FAIRBANK CO., LTD.  
Tierces ..... 0 10¼  
Tubs, 60 lbs. .... 0 10¼  
Pails, 20 lbs. .... 0 10¼  
Tins, 20 lbs. .... 0 10¼  
Cases, 3 lbs., 20 to case... 0 11¼  
Cases, 5 lbs., 12 to case... 0 11¼  
Cases, 10 lbs., 6 to case... 0 11

F. O. B. Montreal.

**MUSTARD.**

COLMAN'S OR KEEN'S.

Per doz. tins  
D. S. F., ¼-lb. .... \$1 40  
D. S. F., ½-lb. .... 2 50  
D. S. F., 1-lb. .... 5 00  
F. D., ¼-lb. .... 0 85  
F. D., ½-lb. .... 1 45  
Per jar.  
Durham, 4-lb. jar ..... 0 75  
Durham, 1-lb. jar ..... 0 25

**VERMICELLI AND MACARONI**

C. H. CATELLI CO., LIMITED.

Hirondelle Brand.

Prices for Quebec.

1 lb. pkgs. loose.  
Vermicelli, Macaroni, Spaghettil, Macaroni (short cut), Animals, Stars, Alphabets, Small Paste Assorted, 30 lbs., cases... 7 6½  
Egg noodles, case 10 lbs., loose; cases 60 pkgs., ½ lb. each ..... 7½ 7  
Marguerite Brand.  
Same assortment as above 6½ 0  
Catelli Brand.

Vermicelli, Macaroni, Spaghettil, 30 lbs. (loose).... 5½  
30 lb. cases, 1 lb. pkgs. .... 5½

Terms, Net 30 days.

Ontario.

L'ETOILE (STAR) BRAND.

Freight Prepaid.

1 lb. pkg., 25 cases or more .07½  
1 lb. pkg., less than 25 case lots ..... .07½  
5 lb. box, loose, per lb... .05½  
10 lb. box, loose, per lb... .05½  
21 lb., loose, long, per box 1.50

Terms, net 30 days.

**WHITE SWAN LYE**

Single Cases, 4 doz. .... \$3 40  
3 case lots, 4 doz. .... 3 30  
5 case lots, 4 doz. .... 3 20  
Shipping weight 50 lbs. per case.

**JELLY POWDERS.**

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz. .... \$ 0.90  
List Price.

**JELL-O.**

Assorted case, contains 2 doz 1 50  
Straight.  
Lemon, contains 2 doz..... 1 80  
Orange, contains 2 doz..... 1 80  
Strawberry, contains 2 doz. 1 80  
Chocolate, contains 2 doz... 1 50  
Cherry, contains 2 doz..... 1 50  
Peach, contains 2 doz..... 1 80  
Weight, 8 lbs. to case, Freight rate, 2nd class.

JELL-O ICE CREAM POWDER.

Assorted case, contains 2 doz 2 50  
Straight.  
Chocolate contains 2 doz... 2 50  
Vanilla contains 2 doz.... 2 50  
Strawberry contains 2 doz. 2 50  
Lemon contains 2 doz..... 2 50  
Unflavored contains 2 doz. 2 50  
Weight 11 lbs. to case. Freight rate, 2nd class.

**SOAP AND WASHING POWDERS.**

SNAP HAND CLEANER.

3 dozen to box ..... 3 60  
6 dozen to box ..... 7 20  
30 days.

RICHARDS' PURE SOAP.

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

Richards' Quick Naptha Soap.

GENUINE. Packed 100 bars to case.

FELS NAPTHA.

Prices—Ontario and Quebec:  
Less than 5 cases ..... \$5 90  
Five cases or more ..... 4 95

**STARCH.**

THE CANADA STARCH CO., LTD., EDWARDSBURG

BRANDS and

BRANTFORD BRANDS

Boxes. Cents.

Laundry Starches—

40 lbs., Canada Laundry... .06¼  
40 lbs., Boxes Canada white gloss, 1 lb. pkg. .... .06¼  
48 lbs. No. 1 white or blue, 4 lb. cartons ..... .07¼  
48 lbs., No. 1 white or blue, 3 lb. cartons ..... .07¼  
100 lbs., kegs No. 1 white .06¼  
200 lbs., bbls., No. 1 white .06¼  
20 lbs., Edwardsburg silver gloss, 1 lb. chrome pkgs. .07¼  
48 lbs. silver gloss, in 6-lb. tin canisters ..... .08¼  
36 lbs., silver gloss 6-lb. draw lid boxes ..... .08¼  
100 lbs., kegs, silver gloss, large crystals ..... .07¼  
28 lbs., Benson's Satin, 1-lb. cartons, chrome label ... .07¼  
40 lbs., Benson's Enamel (cold water) per case ... 3 00  
20 lbs. Benson's Enamel (cold water), per case ... 1 50  
Celluloid—boxes containing 45 cartons, per case .... 3 60

Culinary Starch.

40 lbs. W. T. Benson & Co.'s prepared corn ..... .07¼  
40 lbs. Canada pure corn starch ..... .06¼  
(120-lb. boxes ¼c higher.)  
Casco Potato Flour, 20-lb. boxes, per lb. .... .10

BRANTFORD STARCH.

Ontario and Quebec.

Laundry Starches—

Canada Laundry—  
Boxes about 40 lbs. .... 60

Acme Gloss Starch—

1-lb. cartons, boxes of 40 lbs. .... .06¼  
First Quality White Laundry—  
3-lb. canisters, cs. of 48 lbs. .07  
Barrels, 200 lbs. .... .06¼  
Kegs, 100 lbs. .... .06¼  
Lily White Gloss—

1-lb. fancy cartons cases 30 lbs. .... .07¼  
8 in case ..... .07¼

6-lb. toy trunks, lock and key, 6-lb. toy drum, with drumsticks, 8 in case ... .08

Kegs extra large crystals, 100 lbs. .... .07  
Canadian Electric Starch—

Boxes, containing 40 fancy pkgs., per case ..... 3 00  
Celluloid Starch—

Boxes containing 45 cartons, per case ..... 3 60  
Culinary Starches—

Challenge Prepared Corn—  
1-lb. pkts., boxes of 40 lbs. .06  
Brantford Prepared Corn—

1-lb. pkts., boxes of 40 lbs. .07¼  
"Crystal Maize" Corn Starch—

1-lb. pkts., boxes of 40 lbs. .07¼  
(20-lb. boxes ¼c higher than 40's.)

## The Tea Situation

**A**LMOST immediately with the outbreak of the war some tea firms increased their prices, but Richard Dickeson & Co. have all along declined to advance their prices, and by cable they advise their Hamilton Agents that they will not alter the price or the quality of their Tea as long as they can receive support.

Their action is not without considerable hardship to themselves, in view of the increased cost of Tea at the Gardens—shortage of supplies—and the difficulty of shipping with the risks on the High Seas,—and many other justifications for raising the price.

Their attitude must surely commend itself to all dealers.

**DICKESON'S TEA**  
 "The Beverage of the Old Country"

**D**ICKESON'S Tea has already scored huge successes in Canada—Now is the time to stock up with this favourite Old Country Beverage.

Write to any of the following Canadian agents:

**TORONTO**  
 Frederick E. Robson & Co.

**HAMILTON**  
 C. G. Walker & Co.

**OTTAWA**  
 H. N. Bate & Sons, Ltd.

**WINDSOR**  
 G. Clair Bliss, Detroit, Mich.

**ST. JOHN, N.B.**  
 E. T. Sturdee.

**QUEBEC**  
 A. Francois Turcotte.

**WINNIPEG**  
 W. Lloyd Lock & Co.

**AMHERST, N.S.**  
 Morrison's, Ltd.

## A Big Battle Won!

Many housewives have learned the short-cut way of winning the washday battle. **WONDERFUL SOAP** is their most effective weapon—its powerful cleansing qualities play havoc with the enemy—dirt. It makes linens clean and white.

A regular seller at a worthwhile profit.

**Guelph Soap Co.**

Guelph, Ontario



## Fretz Brand Catsup

*—an attractively priced,  
 absolutely pure, fine  
 quality tomato catsup*

**NO PRESERVATIVES OR COLORING**

Right from most productive gardens of Canada come the fresh, sun-ripened tomatoes that go into Fretz Brand Catsup. Not an ounce of preservative or coloring is used in the preparation and the most rigid care is taken to ensure the absolute purity and high quality.

Drop a card to-day, asking for prices.

**Fretz Limited**  
 HAMILTON, ONT.

Agents

Amos B. Gordon Co., Toronto, Ont.,  
 General Sales Agents.  
 A. A. Adams, Agent for Hamilton,  
 Ont.





# Keeping up sales

is a problem with dealers who do not stock standard pack goods. Why not keep up your sales by handling the high quality, satisfaction-giving Brunswick Brand Sea Foods? Fish is a very desirable food in all seasons—so easily digested, and healthful.

## Brunswick Brand

has set the standard in fish foods.

Fish freshly caught in the famous Passamaquoddy Bay are scientifically packed a few moments after leaving the water.

They are steady sellers and allow a good profit.

Look over this list and fill in your stock to-day:

- |                       |                   |
|-----------------------|-------------------|
| 1/4 Oil Sardines.     | Kipped Herring    |
| 3/8 Mustard Sardines. | Herring in Tomato |
| Finnan Haddies        | Clams [Sauce]     |
| (oval and round tins) | Scallops          |

## Connors Bros., Limited

Black's Harbor, N.B.



### OCEAN MILLS, MONTREAL.

Chinese starch, 16 oz. pack., 4 doz. per case, \$4; Ocean Corn Starch, 16 oz. pack., 4 doz. per case, \$3.60; King Corn Starch, 16 oz. pack., 4 doz. per case, \$3.12; Ocean Blanc Mange, all flavors, 8 oz. pack., 4 doz. per case, \$4; Ocean Borax, 8 oz. pack., 4 doz. per case, \$1.80; Ocean Baking Soda, 8-oz. package, 120 packages, per case, \$3; Ocean Baking Soda, 16 oz. pack., 60 pack. per case, \$3; Ocean Baking Powder, 1 lb. pack., 3 doz. per case, \$6.75; Ocean Baking Powder, 8 oz. pack., 5 doz. per case, \$6.50; Ocean Baking Powder, 4 oz. pack., 4 doz. per case, \$3; Ocean Baking Powder, 3 oz. pack., 4 doz. per case, \$1.60; Ocean Baking Powder, 5 lbs. tin, 10 tins per case, \$7.50; Chinese Washing Powder, 8 oz., 120 pack., per case, \$4.25; retail at 5c per doz., 45c; Ocean Extracts, all flavors, 2 oz., 6 doz. per case, \$6; Ocean Mustard (French Mustard, quart size), 2 doz. per case, \$4.80; Ocean Mustard (French Mustard), pint size, 2 doz. per case, \$4; Ocean Liquid Blue, pint bottles, 2 doz. per case, \$1.80; Petrolatum, 2 oz. jars, 12 doz. per case, \$5.40; Petrolatum, 5 oz. jars, 6 doz. per case, \$5.40; Ocean Cough Syrup, 8 oz. bottle, 3 doz., per case, \$7.20.

### SOUPS—CONCENTRATED

#### CHATEAU BRAND.

Vegetable, Mutton Broth, Mulligatawny, Chicken, Ox Tail, Pea, Scotch Broth, Julienne, Mock Turtle, Vermicelli, Consomme, Tomato.

No. 1's, 95c per dozen.  
Individuals, 45c per dozen.  
Packed 4 dozen in a case.

### COW BRAND BAKING SODA.

In boxes only.

Packed as follows:

5c packages (96) ..... \$3 20  
1 lb. packages (60) ..... 3 20  
1/2 lb. packages (120) ..... 3 40  
1 lb. 30 } Packages, Mixed. 3 30  
1/2 lb. 60 }

### SYRUP.

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

2-lb. tins, 2 doz. in case... \$2 65  
5-lb. tins, 1 doz. in case... 3 00  
10-lb. tins, 1/2 doz. in case.. 2 90  
20-lb. tins, 1/4 doz. in case. 2 85  
Barrels, 700 lbs. .... 3 1/2  
Half barrels, 350 lbs. .... 4  
Quarter barrels, 175 lbs. .... 4 1/2  
Pails, 35 1/2 lbs. .... 1 95  
Pails, 25 lbs. each ..... 1 40

### LILY WHITE CORN SYRUP.

2-lb. tins, 2 doz. in case... 3 00  
5-lb. tins, 1 doz. in case... 3 35  
10-lb. tins, 1/2 doz. in case.. 3 25  
20-lb. tins, 1/4 doz. in case.. 3 20  
(5, 10 and 20-lb. tins have wire handles.)

### BEAVER BRAND CORN AND MAPLE SYRUP.

Quart tins (wine measure),  
2 doz. in case, per case.. 4 70

### MOLASSES.

#### THE DOMINION MOLASSES COMPANY, LTD.

#### Gingerbread Brand.

2s, Tins, 2 doz. to case.  
Quebec, per case ..... \$1 35  
Ontario, per case ..... 1 50  
Manitoba, per case ..... 2 30  
Saskatchewan, per case ... 2 00  
Alberta, per case ..... 2 70  
British Columbia, per case. 2 40

### DOMOLCO BRAND.

2s, Tins, 2 doz. to case.

Quebec and Ontario, per case 2 95  
Manitoba, per case ..... 3 40  
Saskatchewan, per case ... 3 65  
Alberta, per case ..... 3 75  
British Columbia, per case. 3 55

### SAUCES.

#### PATERSON'S WORCESTER SAUCE.

1/2-pint bottles 3 and 6 doz.  
cases, doz. .... 0 90  
Pint bottles, 3 doz. cases,  
doz. .... 1 75

#### H. P.

H. P. Sauce— Per doz.  
Cases of 3 dozen .. 1 90  
H. P. Pickles—  
Cases of 2 doz. pints ... 3 25  
Cases of 3 doz. 1/4-pints.. 2 20

### STOVE POLISH.

#### JAMES DOME BLACK LEAD.

2a size, gross ..... 2 50  
6a size, gross ..... 2 40

### NUGGET POLISHES.

Polish, Black and Tan .... Doz. 0 85  
Metal Outfits, Black and Tan 3 65  
Card Outfits, Black and Tan 3 25  
Creams and White Cleanser 1 15

### TEAS.

#### THE SALADA TEA CO.

East of Winnipeg.

Wholesale.

Blue Label, 1s, 1/2s, 1/4s,  
and 3/8s ..... 35 45  
Red Label, 1s and 1/2s... 41 55  
Gold Label, 1/2s ..... 49 65  
Red-Gold Label, 1/2s .... 55 80

Green Teas temporarily  
withdrawn.

Prices subject to change with-  
out notice.

### ORANGE MARMALADE.

#### "BANNER BRAND" PURE FRUIT PRODUCTS. JAMS AND JELLIES.

2's ..... \$2 25  
4's ..... 0 35  
5's ..... 0 42  
7's ..... 0 60  
30's, wood ..... 0 08  
12-oz. glass jar ..... 1 20  
Tumbler, glass ..... 1 15

### MARMALADE.

2's, per doz. .... \$2 30  
4's, per pall ..... 0 40  
5's, per pall ..... 0 45  
7's, per pall ..... 0 65  
30's, wood, lb. .... 0 08 1/2  
12-oz. glass jar, doz. .... 1 20  
Tumbler, glass, doz. .... 1 15  
Prices subject to change without  
notice.

### MELAGAMA AND MINTO TEA. MINTO BROS., LIMITED.

45 Front St. East.

We pack in 60 and 100-lb. cases.  
All delivered prices.

Wholesale Retail

Green Label, 1s, 1/2  
or 1/4 ..... 30 40  
Blue Label, 1s, 1/2  
or 1/4 ..... 35 50  
Yellow Label, 1s, 1/2  
or 1/4 ..... 40 60  
Purple Label, 1/4  
only ..... 55 80  
Gold Label 1/4 only .70 1.00

### YEAST.

White Swan Yeast Cakes,  
per case, 3 doz. 5c pkgs.. 1 15

# UPTON'S KETCHUP

is steadily making friends for itself.

A friend made is always retained—because it is absolutely the best value on the market.

Write us for prices or ask your jobber.

**THE T. UPTON CO.**

Limited

Factory at Hamilton,

Sales Dept. at St. Catharines.

# GRAPES

From now until the end of the season we are in a position to give you the best deal on Grapes. If you want fifty baskets, a carload, or ten carloads, let us quote you prices F.O.B. cars at Stoney Creek. All our Grapes are fresh cut every day and are from the best vineyards only. This assures you of fresh fruit at all times.

Write or phone us for prices.

THE HOUSE OF QUALITY

**Hugh Walker & Son**

Established 1861

Guelph

and

North Bay



is the ideal chocolate for cooking and drinking purposes. Is especially suitable for icing cakes, making fudge, etc. Your customers want and should be given only the best—MOTT'S.

Retails at 10 Cents per Cake.

**JOHN P. MOTT & CO.**

MANUFACTURERS

HALIFAX, NOVA SCOTIA

## Hot Weather Special

on

# Brooms

only while they last.

4 String, No. 100, \$3.00 line at \$2.40

4 " " 200, \$3.20 " \$2.60

4 " " 300, \$3.60 " \$3.00

Regular goods.

**Walter Woods & Co.**

Hamilton



## Olive Economy!

Customers know that they get more in quantity and quality in every bottle of **D. W. C. Spanish Olives**. They are big sellers all the time.

A trial order will prove.

### ROWAT & CO.

Glasgow - Scotland

**CANADIAN DISTRIBUTORS**

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



BUY  
**STARBRAND**  
Cotton Clothes Lines  
AND  
Cotton Twine

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

For Sale by All Wholesale Dealers  
SEE THAT YOU GET THEM

## BLACK JACK

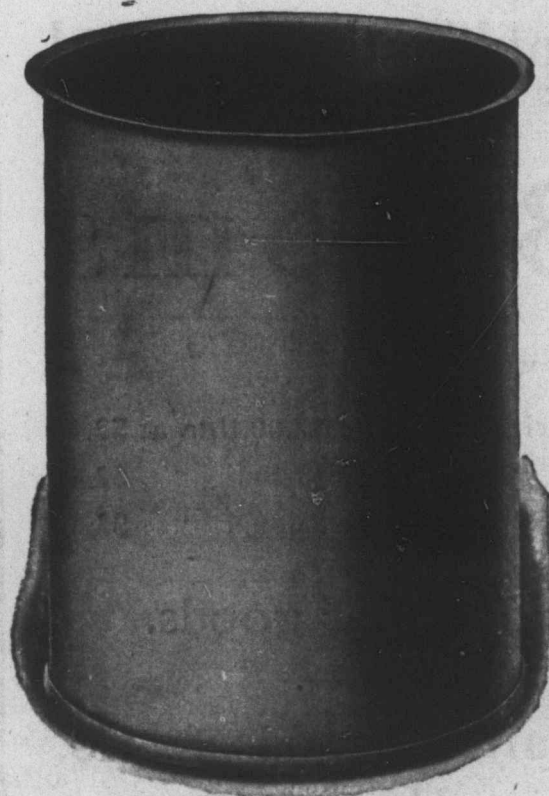
**QUICK  
CLEAN  
HANDY**

½-lb. tins—  
3 doz. in case



**TRY IT**

**SOLD BY  
ALL  
JOBBER**



# Sanitary Cans

*"The Can of Quality"*

Baked Beans,  
Soups,  
Meats and Milk.

**Sanitary Can Company**  
LIMITED

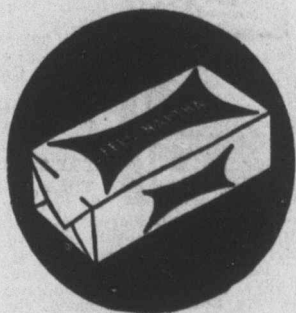
NIAGARA FALLS, ONTARIO

## You can grow

bigger than your business, and make your business grow bigger too. One way is to courteously recommend the goods of quality you sell.

Fels-Naptha soap, for instance—will do all the makers claim for it: and do it well.

Are your women customers all so informed?



Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

# Apples

We will pack

## 10,000

## barrels

of the celebrated Georgian Bay Apples this Fall. Place your orders early.

## LEMON BROS.

Owen Sound, Ontario

Don't  
forget

## "Aurora"

The best brand of

## Valencias

### J. J. McCabe

AGENT

TORONTO, ONT.



## Georgian Bay Apples

Famous the World over for keeping and for quality. Our Beaver Brand the best of these. We are packing and carefully grading this year. Our stock is fine this year. Can quote Fall and Winter in boxes and barrels. Quality never better and prices reasonable.

Winter stock, good per cent. of Spies, also good per cent. No. 1. Carlots our specialty. Write for prices.

Can also quote Crab Apples and Pears.

Beaver Brand Evaporated Apples. We can quote in large or small quantities. Where once tried, they are repeaters and sell themselves. Buy the best and sell more. Enquiries cheerfully answered.

## ELLIS BROS.

Meaford, Ont. Box 130

Phone 79, Evap. 177, Residence 175

*Fresh meat sausages  
are very wholesome  
and economical*

Now is the time to order a regular supply of the high quality

## Schnieder's Country Pork, Weiner and Bologna Sausages

There's quality and deliciousness in every ounce. Nothing like them for boosting provision sales and profits.

"Twelve Varieties"

### J. M. SCHNEIDER & SONS LIMITED

Berlin, Ontario



# Buyers' Guide

Write us for New Price List of  
**WINDSOR SALT**

**TORONTO SALT WORKS**  
TORONTO, ONT. GEO. J. CLIFF, Manager

A want ad. in this paper will  
bring replies from all  
parts of Canada.

**COMTE'S**

Satisfaction and profits with every sale.  
We want more agents. Write

**Augustin Comte & Co.,**  
Limited, P. O. Box 763, MONTREAL  
**COFFEES**

**SUCHARD'S COCOA**

The Highest Quality  
Most Reasonably Priced  
"Quality" Cocoa.  
On Sale Anywhere.

**FRANK L. BENEDICT & CO.**  
Agents Montreal

**WRITE TO**

10 Garfield Chambers, Belfast, Ireland,  
for Sample Copy of the

**Irish Grocer, Drug, Provision  
and General Trades' Journal**

If you are interested in Irish trade.

**GRATTAN & CO., LIMITED**  
ESTD. 1825

The Original Makers of  
**BELFAST GINGER ALE**

Agents in Western Canada  
**EMERSON, BAMFORD CO.**  
242 Cambie Street VANCOUVER, B.C.

## HOLLAND RUSK

The most delicious, nourishing food you can offer your  
customers, and it means a liberal profit to you. Order a  
case from jobber to-day.

**HOLLAND RUSK COMPANY**  
HOLLAND, MICH.



**SWEET CIDER**  
and WINTER APPLES

Write for quotations to  
Lakebourne Farms Limited  
Brighton, Northumberland Co., Ont.

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

THEY ARE GOOD  
OLD STAND-BYS

## Baker's Cocoa and Chocolate



Registered  
Trade-Mark

are always in  
demand, sell  
easily and are  
thoroughly re-  
liable. You  
have no selling  
troubles with  
them.

Trade-mark on every  
genuine package

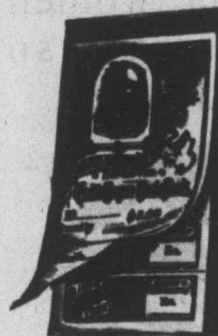
MADE ONLY BY

**Walter Baker & Co., Limited**

Established 1870  
Montreal, Can.      Dorchester, Mass.

20th Century Retailing DEMANDS the  
use of

## ALLISON COUPON BOOKS



You can't get  
a way from  
credit business  
without driving  
away trade. And  
if you don't use  
Allison Coupon  
Books you are  
bound to lose  
some money on  
credit accounts.  
Allison Coupon  
Books make  
credit business  
"good as gold."

HERE'S HOW  
THEY WORK:

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

For Sale Everywhere by Jobbers.

**ALLISON COUPON COMPANY**

Indianapolis, Indiana, U.S.A.

## Shop Where You Are Invited

The firms who advertise are the firms who invite your patronage, and are most deserving of it. A product that is persistently advertised to the critical dealer is a product that can be relied upon to give satisfaction, for the maker behind that product must be confident that it will earn your approval; otherwise, he would not dream of holding it up for your and your customers' criticism.

# Talk across Canada for two cents a word

## WHAT DO YOU WANT TO BUY OR SELL?

A Show Case, Cheese Cutter, Coffee Mill, a Meat Slicer, a Business? Whatever your wants may be, always use this page. It is only through Canadian Grocer's Condensed Ad. Page that the fullest publicity can be given, because "Canadian Grocer" goes into the hands and is read from cover to cover by every progressive Grocer from the Atlantic to the Pacific.

*Try it out.*

### CLASSIFIED ADVERTISING

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

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

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

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

#### COLLECTIONS

COLLECTIONS—ACCOUNTS AND CLAIMS of every nature collected everywhere. Send for free booklet C and forms. Commercial Collection Co., 77 Victoria St., Toronto, Ont.

#### MISCELLANEOUS

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

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

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott-Fisher, Ltd., Room 134, Stair Building, Toronto.

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

FIRE INSURANCE INSURE IN THE Hartford. Agencies everywhere in Canada.

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

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

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

#### WANTED

WANTED — EXPERIENCED GROCERY clerk wishes position. Handy with sign brush and experienced in window dressing, etc. Can show excellent recommends, or can give good references. Apply, stating wages, etc., to Box 61, Canadian Grocer, Toronto. 115

WANTED—A RELIABLE, AMBITIOUS MAN in every town, to look after the circulation of magazines. Work very remunerative. MacLean Publishing Company, 143-153 University Ave., Toronto, Ont. t.f.

ENERGETIC SALESMAN, AGE ABOUT 40, wanted. Must have grocery connection between Montreal and Quebec. White Swan Spices & Cereals, Pearl St., Toronto, Ont. tf

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—A POSITION IN GROCERY AS clerk or manager. Am now manager of Grocery Dept. of Best Grocery Store in the Boundary. Address, C. J. Allen, Greenwood, B.C. Can.

WANTED BY YOUNG MARRIED MAN position as grocery clerk or manager, excellent references. Write Box 62, Canadian Grocer, Toronto. (t)

#### FOR SALE

GROCERY STORE FOR SALE — EXCELLENT proposition. Stock and fixtures about \$3,500. Turnover \$13,000 to \$14,000 yearly. Will sell property with business or rent. Illness reason of selling. Good buy for quick sale. Box 59, Canadian Grocer, Toronto.

FOR SALE — CASH REGISTER, SINGLE drawer. Best condition. At half cost. Apply E. A. Stahl, Berlin. 4914

GENERAL STORE AND MEAT MARKET—phone central, in connection. On Calgary and McLeod branch C.P.R. Stock \$5,500.00, turnover \$1,500.00 per month. Living rooms above store. Reply to Box 57, Canadian Grocer Toronto.

FOR SALE—AN ADVERTISEMENT UNDER this heading would be seen by practically every progressive grocer in the Dominion. This means that it will be read by the very man who is in need of such a coffee mill, cash register, cheese cutter, showcase, etc., that may be standing idle in your store, and which could be turned into money by an outlay of just two cents a word. See our rates above and send your ad. along to-day.

#### AGENCIES WANTED

MONTREAL JOBBING FIRM SEEK agency for Canadian independent canners. Good references. Box 60, Canadian Grocer, Toronto. 119

AGENCY WANTED FOR VANCOUVER AND District by an A.I. man. What have you got? Write "Agent", 250 Dunsmuir St., Vancouver, B.C. (259)

### Are You Interested?

In Buying a Business,  
In Selling a Business,  
In Engaging a Clerk,  
In Securing a Position,  
In Securing a Partner,  
In Disposing of Second-hand Fixtures,

Then you should use Canadian Grocer's Classified Ad. Columns.

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

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

No Other Paper Reaches All These Men.

#### RATES:

(payable in advance)

2c per word, first insertion.  
1c per word, subsequent insertions.  
5c extra per insertion when replies are to be addressed c/o Canadian Grocer.

**Canadian Grocer**  
143-153 University Ave., Toronto

### THE "WANT AD."

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.



# WAGSTAFFE'S JAMS

*for Canada's Troops*

The Best is none too good  
for the Soldiers who are  
fighting for our liberty.



*at Valcartier*

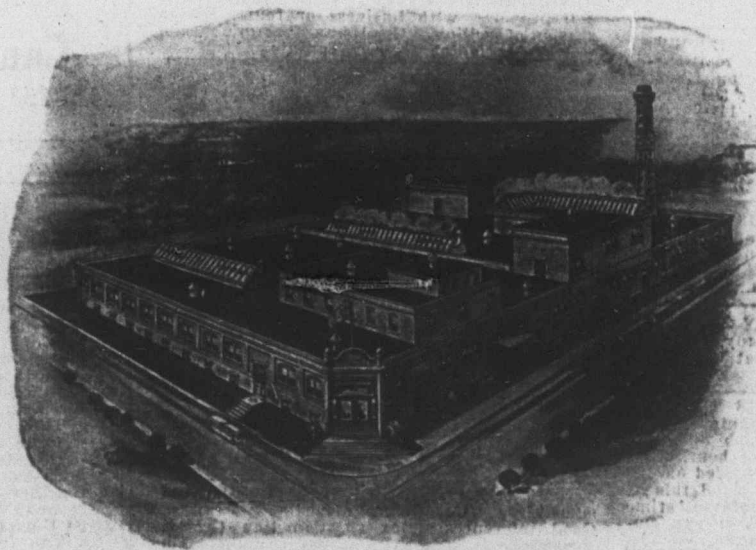
It is estimated  
the British Government is buying over one million pounds  
per week, for the army. Pure Jams are very sustaining in  
the arduous duties of the Soldiers. **WAGSTAFFE'S PURE JAMS.**

## Wagstaffes Limited

PURE FRUIT PRESERVERS

Hamilton

Canada



THE MOST UP-TO-DATE FRUIT PRESERVING PLANT IN CANADA

INDEX TO ADVERTISERS

<b>A</b>		Lemon Bros. .... 67	
Allison Coupon Co. .... 68		Lindners, Ltd. .... 25	
Anglo-B.C. Packing Co. .... 9		Lytle & Co. .... 24	
Anchor Cap & Closure Co. .... 20			
<b>B</b>		<b>M</b>	
Bayle, Geo. A. .... 23		Mason & Hickey .. 61	
Battle Creek Toasted Corn Flakes Co. .... 6		MacNab, T. A., & Co. .... 16	
Baker & Co. .... 68		McCabe, J. J. .... 67	
Balfour-Smye & Co. .... 10		McGregor Paper Co. .... 10	
Barr Register .... 22		McLarens Limited .. 22	
Beauchamp, Claude .... 16		Magor, Son & Co. .... 26	
Benedict, F. L. .... 68		McVitie & Price .. 20	
Bickle & Greening .... 62		Malcolm & Son, John .... 57	
Borden Milk Co. .... 3		Mathieu & Co., J. L. .... 17	
British Commercial Agency .. 17		Millman, W. H., & Sons .. 16	
Burgess & Co. .... 13		Minto Bros. .... 23	
<b>C</b>		Morrow & Co. .... 16	
Campbell Brokerage Co. .... 16		Mott, John P., & Co. .... 65	
Canada Starch Co. .... 26			
Canadian Salt Co. .... 8		<b>N</b>	
Canada Sugar Co. .... 10		Nickel Plate Stove Polish .. 66	
Canadian Oil Co. .... 58		Nicholson & Bain .... 57	
Chaput, Fils & Cie .... 14			
Chase & Sanborn .... 2		<b>O</b>	
Church & Dwight .... 9		Oakey & Sons, John .... 17	
Clark, Ltd., W. .... 11		Oriental Produce Co. .... 17	
Classified Condensed Ads. .... 69			
Cockburn, Nolan & Co. .... 16		<b>P</b>	
Coles Mfg. Co. .... 16		Patrick & Co., W. G. ... S and 16	
Coles, Charles H. .... 16		Pennock, H. P., Co., Ltd. .... 16	
Commercial Collection Co. .... 69			
Comte & Co. .... 68		<b>Q</b>	
Connors Bros. .... 64		Quaker Oats Co. .... 13	
Connecticut Oyster Co. .... Front Cover			
Continental Bag & Paper Co. 12		<b>R</b>	
Crescent Mfg. Co. .... 17		Robinson & Co. .... 10	
<b>D</b>		Robinson, E. S. & A. .... 2	
Dickeson Tea Co. .... 23		Robert Simpson Co. .... 54	
Diamond, John .... 15		Rock City Tobacco Co. .... 12	
Dominion Cannery, Ltd. .... 7		Rowat & Co. .... 66	
Dominion Molasses .Back Cover		Rose & Laflamme .... 60	
Dominion Salt Co. .... 12		Ruttan, Alderson & Lound, Ltd. .... 16	
<b>E</b>		<b>S</b>	
Eby Blain .... 21		St. Lawrence Sugar Refining Co. .... 15	
Eckhardt, H. P., & Co. .... 24		Sanitary Can Co. .... 66	
Ellis Bros. .... 67		Schneider & Son .... 67	
Emerson, Bamford & Co. .... 68		Sherbrooke Cigar Co. .... 17	
Eureka Refrigerator Co. .... 23		Sherer-Gillett Co. .... 12	
Escott & Co., W. H. .... 16		Smith & Son, E. D. .... 3	
<b>F</b>		Spurgeon, H. G. .... 16	
Fearman, F. W., Co. .... 61		Stanway & Co. .... 16	
Fels Co. .... 67		Symington & Co. .... 4	
Fretz, Limited .... 63		Swift Canadian Co. .... Inside Front Cover	
Fronfenac Breweries .... 15			
Furuya & Nishimura .... 4		<b>T</b>	
<b>G</b>		Tildesley & Co. .... 8	
Godard & Co. .... 17		Tippet, Arthur P., & Co. .... 1	
Gorman, Eckert & Co. .... 61		Tucketts, Limited .... Inside Back Cover	
Guelph Soap Co. .... 63		Toronto Salt Works .... 68	
Griffin & Skelley .... 61			
<b>H</b>		<b>U</b>	
Hamblin, Brereton Co. .... 16		Upton & Co. .... 65	
Hambidge Co. .... 60			
Hamilton Cotton Co. .... 66		<b>W</b>	
Hargreaves (Canada), Ltd. .... 5		Wagstaffe, Ltd. .... 70	
Haslam & Co. .... 17		Walker, Hugh, & Son .... 65	
Hillock & Co., John .... 9		Warren, G. C. .... 16	
Holbrooks, Limited .... 55		Watson & Truesdale .... 16	
Holland Rusk Co. .... 68		Wellington Mills .... 17	
Hudon, Hebert & Cie .... 18		Western Salt Co. .... 58	
<b>I</b>		White & Co. .... 62	
Imperial Oil Co. .... 8		White Swan Spices & Cereals, Ltd. .... 19	
Irish Grocer .... 68		Whittemore Bros. .... Inside Back Cover	
<b>J</b>		Wiley, F. H. .... 16	
Jonas & Co. .... 56		Woods & Co., Walter .... 65	
<b>K</b>		Woodruff & Edwards .... 20	
Knox & Co. .... 4			
<b>L</b>			
Lakebourne Farms, Ltd., Co. 68			
Lambe & Co., W. G. A. .... 16			
Lapointe Co. .... 17			
Laporte, Martin & Co. .... 71			
Leadlay, Ltd. .... 16			
Leeuw, Henri de .... 16			

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We offer, subject if unsold, our French Mineral Waters, at exceptionally low prices. The quality is equal, if not superior to other Brands selling at a much higher price.

Source Admirable, 50 bottles .....	\$6.00 c/s
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Natural Alcaline Table Water from Evian Source "Cachat". The Purest in the World.  
\$9.00 per case of 50 bottles.

## FRENCH ALIMENTARY PASTES

Blanc Fils. Valence sur Rhone  
We have a complete line:  
Macaroni, Vermicelli, Spaghetti,  
Noodles and Egg Paste.

## EXTRA GOOD QUALITY

Cases of 25 lbs., 8c lb.

## CIGARS

We have bought a large quantity at a very low price, and offer them to the trade at 25% cheaper than they could be bought from the Manufacturer.

Get our conditions and prices because they are selling rapidly. Each quality is *the* Quality.

**Laporte, Martin, Limitee**

568 St. Paul St., Montreal



## How to Succeed

**R**ULES ARE NOTHING. Success isn't a matter of rules. It's something inside a man, something that belongs to his nature and character. If a man has it, he will succeed. If he hasn't, all the copy book headings in the world won't give it to him.

The things that bring success are the things that belong to character. To succeed you must mould the character aright. There is nothing influences character so much as companionship. Make companions of weak people and you become weak, make companions of strong people and you become strong.

Successful men influence us sub-consciously. They are just a little more exact, a little more industrious, a little more enthusiastic . . . in a word, a little more alive.

We talk with them and become like them. They are our best educators because they educate character.—*Pitman's Magazine of Business Education.*

Did Merchants seek to develop the initiative and executive, suggested in these few lines, their business would never cease growing. Let expansion be everyone's motto, being certain, however, that it is sound expansion, i.e., the result of actual mental and physical efforts, (be certain to eliminate everything of a speculative or chance character, for such distract from real sound efforts.) The exercise of honest efforts, with the addition of a happy, patient and courteous manner, will compel things to "come one's way," in a manner which nothing on earth can prevent.

# Our Seal TUCKETT'S SMOKING Tobacco



If fond of a good pipe yourself  
smoke "OUR SEAL" Tobacco

This is the supreme result of six years' experimenting in the blending of tobacco leaves to produce an article that is both mild and satisfying—a rich, mellow tobacco, with a pleasing delicate flavor and fragrance, made from the properly grown and ripened leaves of the finest Virginia plants.

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Get it from your wholesaler.

**TUCKETT LIMITED, Hamilton, Ontario**

Finest  
Quality

## Whittemore's Shoe Polishes

Largest  
Variety

The Oldest and Largest Manufacturer of Shoe Dressings in the World



### "GILT EDGE"

The only black dressing for ladies' and children's shoes that positively contains OIL. Softens and preserves. Imparts a beautiful black lustre. LARGEST QUANTITY. FINEST QUALITY. Its use saves time, labor and brushes, as it shines without brushing. Sponge in every bottle, so Always Ready for Use.

Also for gent's kid, kangaroo, etc.

25c size.



### "ROYAL GLOSS"

For Ladies' and Children's Black Shoes

Restores the color and lustre to all faded or worn black shoes, softens and preserves the leather. Apply with sponge attached to cork.

Always Ready for Use. Shines Without Brushing.

10c size.

## A TRIAL WILL CONVINCING YOU

If you will only place a trial order at once with your jobber's salesman and then make a counter or showcase display of these shoe polishes, you will at once be convinced that it is the easiest thing in the world to make sales.

The name **Whittemore** stands for more than shoe polish; it stands for quality first and then quantity.

### "Elite Black Combination"

The ONLY polish endorsed by the manufacturers of Box Calf leathers.

Contains oil and positively nourishes and preserves leather and makes it wear longer. Blacks and polishes. Cover remover attached to each box.

10c and 25c sizes.



### "Oil Paste"

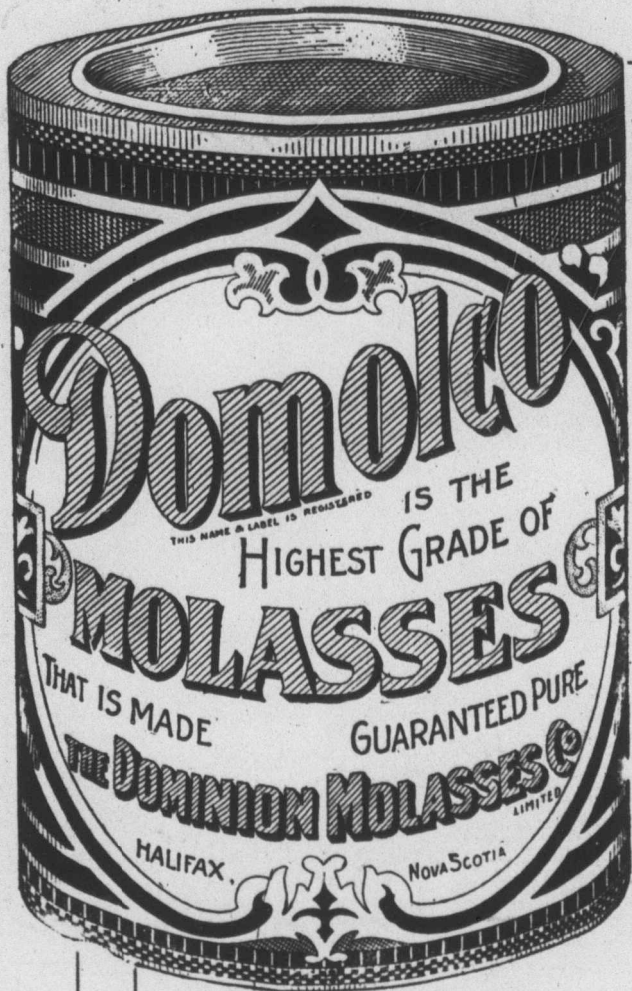
For ALL kinds of Black Shoes.

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**Domolco  
Molasses**

is superior for table use to any molasses in the Dominion

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This molasses is put up in sanitary Lever Top Tins attractively labelled—all sizes.

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HALIFAX, N.S.

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