

**PAGES
MISSING**

FEATURING—SELLING PICKLING SPICE

CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXX

PUBLICATION OFFICE: TORONTO, AUGUST 13, 1915

No. 33



Gold Standard

Is More Than a Name

It is an absolute guarantee that the contents of any package bearing this well-known label are pure, wholesome and equal in quality to any similar article manufactured.

Wherever you see *Gold Standard* Food Products displayed, you will find a progressive merchant, who places Service and Quality before profit.



The Codville Company, Limited

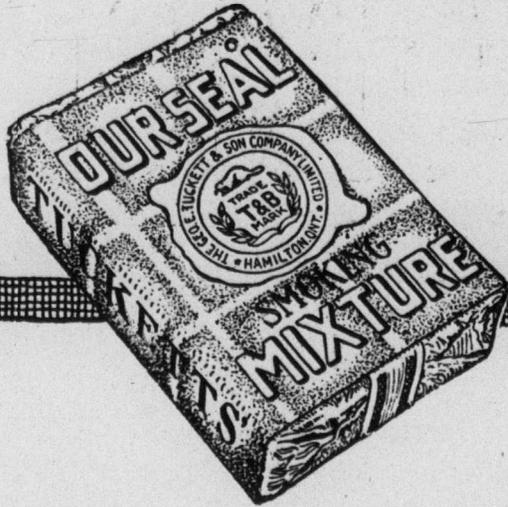
WINNIPEG

Brandon

Moose Jaw

Saskatoon

CANADIAN GROCER



Six Years in Achieving

"OUR SEAL" BLEND

—the young smoker's delight

Six years of experimenting resulted in the new Tuckett blend of tobacco—"Our Seal"—which now has a year or so of wonderful success behind it.

Old and new smokers invariably dub it the "Prince of Tobacco blends" because of its harmoniously fragrant and smooth smoking quality—its rich mellow flavor.

The sale is now big and growing—**Order from your wholesaler.**

TUCKETT LIMITED

HAMILTON

CANADA

Tin Cans

Plain or Decorated

Fibre Cans

All Fibre or with Metal Ends

**Two Completely Equipped
Factories Well Located to
Serve the Canadian Trade**

AMERICAN CAN COMPANY

MONTREAL . . . HAMILTON



These are Lantic Sugar days in every Grocery Store

These are the days when the telephone carries the cheering call, "We're preserving. Send up a 20-lb. bag of Lantic Sugar."

These are the days when every delivery is piled high with cartons and bags, bearing the familiar Red Ball—the sign of pure Cane Sugar of extra quality.

Housewives are delighted with LANTIC SUGAR—with its brilliant sparkle—its even granulation—its matchless purity.

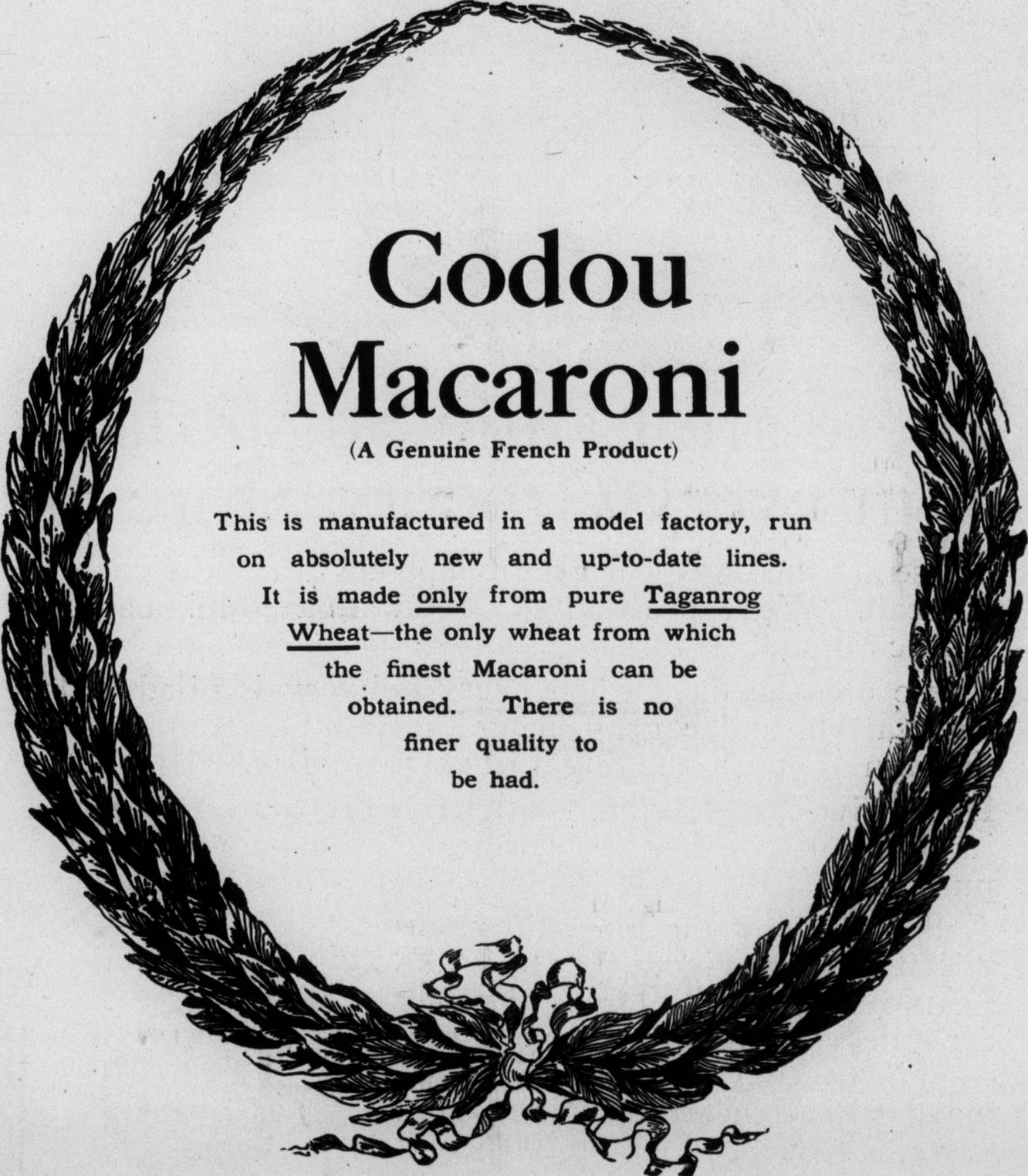
And they know that their Preserves will turn out right, if they use LANTIC SUGAR. This is why they are ordering it for Peaches and Pears—and why they will continue to demand it for all their preserving. Have you plenty of the 10, 20 and 100 pound bags as well as the 2 and 5 pound cartons? Your wholesaler will supply you.

Atlantic Sugar Refineries, Limited
Montreal and St. John



CANADIAN GROCER

6---Gold Medals---6



Codou Macaroni

(A Genuine French Product)

This is manufactured in a model factory, run
on absolutely new and up-to-date lines.

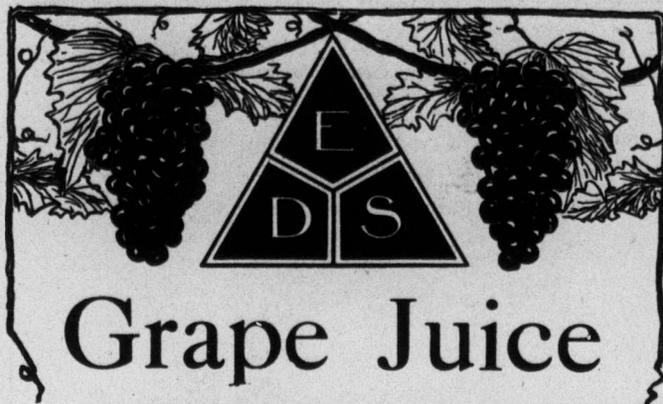
It is made only from pure Taganrog
Wheat—the only wheat from which
the finest Macaroni can be
obtained. There is no
finer quality to
be had.

Arthur P. Tippet & Co.

Agents

Montreal

Toronto



Grape Juice

contains the light refreshing quality of the Sunny South, the solid sustaining quality of the North

It's in fact the child of the finest climate in the world, and the offspring of the most favorable grape-growing soil—the garden of Canada (Winona District).



This high quality grape juice is extracted with the greatest care and under the best conditions in our large, sanitary plant.

It is prepared and bottled to meet the exacting requirements of the most discriminating taste of the Canadian people.

It's Canadian through and through, right from the label to the juice, of purely Canadian origin, developed by Canadian capital, made by Canadian people.

This Fall will see vast quantities sold. How much will you sell? Order your supply now.

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

Agents:

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

SUN-KIST

SEEDLESS RAISINS

REG. U.S. PAT. OFF.

It is really surprising how business on SUN-KIST Seedless Raisins will grow when you give them a chance. They are the most delicious of all raisins—a special, sweet, thin skinned, delicately flavored variety, grown without seeds. No wonder they sell so fast and folks come back for more—they require no seeding—no washing—they are ready for immediate use.

Packed—and backed—by 50 years' experience.

Wholesale distributors in every territory. ASK THEM

Continental Grocery Bags

Let the fame of the name be your guide in buying.

REPUTATION is not always "a bubble"—sometimes it is a very beneficial thing—As witness the reputation (DOMINION WIDE), of the

Continental Grocery Bags

Here are bags whose PRESENT PERFECTION is the cumulative result of constant effort and perfect methods in manufacture. Let this well-won fame decide your choice of Bags, and you will "close the avenue of future regrets."

The Continental Bag & Paper Co., Limited

Manufacturers Ottawa

Branches: MONTREAL and TORONTO
Agencies throughout Canada



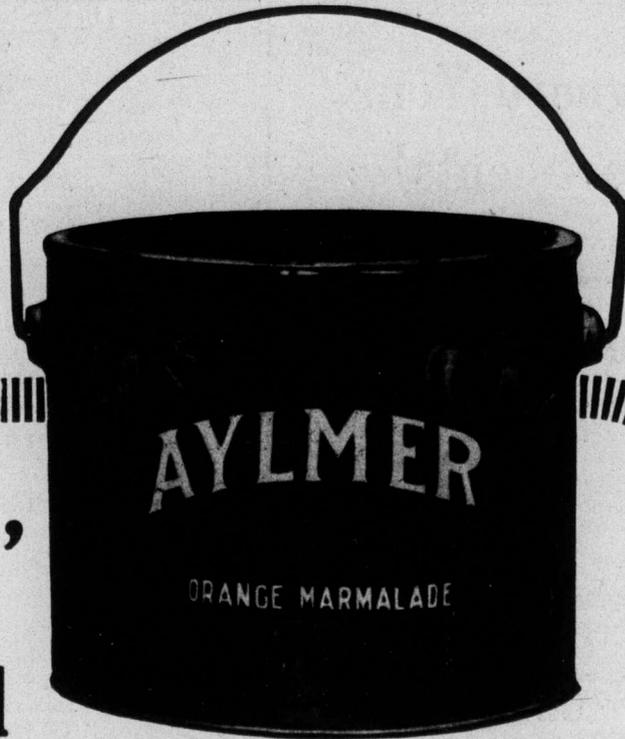
EVERYBODY

from Coast to Coast throughout the Dominion of Canada who reads a newspaper is familiar with this "LITTLE LADY." She is helping sell that stock of chocolate you have on hand in a way that is forceful and attractive.

Prepare to meet an extra demand this year.

The Cowan Company, Limited
TORONTO

Canada has Set
Its Approval
on—



“Aylmer”
JAMS and
ORANGE MARMALADE

Go into almost any small hamlet or large city in the Country—from Erie to Hudson's Bay; from Atlantic to Pacific—there you'll find “Aylmer” Jams.

The popularity of “Aylmer” Jams is not limited by any seas or international boundary line, for heavy shipments are constantly being made to every part of the world, besides being used extensively by the British Navy.

They appreciate its wholesomeness and true-to-nature flavors, its thorough goodness, from beginning to end. And they back up their approval with a steady stream of orders.

If you are not getting your share of this constant, established trade, put in a smart window display now. Get your jobber to supply you the new 1915 pack to-day.

Dominion Cannery, Limited

HAMILTON, ONTARIO

Safeguard Your Investments!

READ

THE FINANCIAL POST



Gives its readers information essential in determining the quality of investments. Provides an up-to-date history of financial and commercial undertakings as a guide to present and prospective investments.

The Investor's Information Bureau is conducted, free of charge, for the benefit of subscribers.

Write for a free sample copy.

The Financial Post of Canada

"The Canadian Newspaper for Investors."

143-153 University Avenue
TORONTO

"When the German Kaiser asked for his last war loan, he had to assure the banks that the war would be over by October?"

"What if it isn't?"

That "automatic financial exhaustion" may bring about the end of the war is the point Agnes C. Laut makes in the course of an article, "Is the end of the war in sight?" in the September issue of MacLean's Magazine. Miss Laut deals with the problems of war finance in masterly fashion. She sees Uncle Sam occupying a position where he can hasten the declaration of peace. She points to a new spirit that is permeating every-

"In spite of an atmosphere so combustible that it needs only a fool with a bomb to blow up international relations—the wave of optimism is felt in the States

"Why?"

"Because finance may give Uncle Sam the whip-hand to compel peace.

"This is only chronicling the facts that have played the cards of destiny into Uncle Sam's hands. Wilson knows these facts and has his personal observers on the ground to signal the exact psychological moment for Uncle Sam to act; and it is because that psychological moment is rising over the blood-red, smoking slaughter ground of Europe like a Star of Hope that a wave of unexplained and unexplainable optimism has run through the financial world . . . For the first time since July 29, 1914, Destiny shows one ray of Hope above the carnage."

It is a powerful article, written in words that grip you with their power and compel conviction. It not only leaves you with a tangible reason for believing that victory will be ours, but it explains to Canadians the real attitude of the United States people and government.

Every Canadian knows the work of Agnes C. Laut. She is now a "head-liner" with such publications as *Saturday Evening Post* and *World's Work*, and is the highest-priced writer of special articles that Canada has produced. Miss Laut is beginning a series of articles for MacLean's which, as she herself puts it, "**will have plenty of dynamite.**" These articles will appear exclusively in

MacLean's Magazine

The MacLean Publishing Co., Limited

143-153 University Avenue ∴ Toronto, Canada

WRITE FOR FREE SAMPLE COPY.



Put Your Selling Ability Behind
These Trade-Building Lines

BORDEN'S MILK PRODUCTS

Here's Purity that establishes firm custom.

Here's Convenience that makes enthusiastic buyers.

Here's Economy that makes extensive sales a certainty.

Here's Value through and through that has made possible the highly satisfactory sales of the past year.

Get your selling ability behind these lines to-day.

Borden Milk Co., Limited

"Leaders of Quality"
MONTREAL

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



It's a "Repeater"

It's easy to fill your shelves with new-fangled cereal foods, but no grocer wants to load up with them until a demand has been created. The best "repeater" among breakfast cereals is

Shredded Wheat

now recognized as the one universal, staple breakfast cereal eaten by youngsters and grown-ups in all climes and in all seasons. The best advertised cereal in the world and hence the best seller, bringing the quickest turn-over and a fair, steady profit all the year 'round.



76-L

MADE IN CANADA

The Biscuit is packed in odorless spruce wood cases which may be easily sold for 10 or 15 cents, thereby adding to the grocer's profits.

The Canadian Shredded Wheat Co., Limited

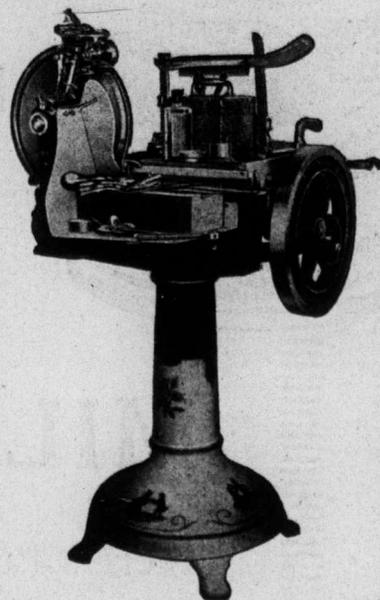
Niagara Falls - Ontario

VAN BERKEL SLICING MACHINE

"Made in the Empire, London, Eng."

Will about pay for it self in the saving of waste which other machines make.

Send for illustrated catalogue giving full particulars.



The W. A. Freeman Company, Ltd.
HAMILTON, CANADA

Furnivall's

FINE FRUIT
PURE JAM

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



Furnivall-New LIMITED

Hamilton, Ontario

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

Forget that "Sifto" is only Salt and Show It in Your Window

and we will venture to say that it will bring more and better business to your store than many another line.

The handsome germ and damp-proof packages of

SIFTO Table Salt

make attractive displays, their contents being scientifically prepared and with the free-running quality will bring big sales and bigger future business.

Try "Sifto" Out
The Dominion Salt Co.
LIMITED
Sarnia, Ont.



GOOD BLUE

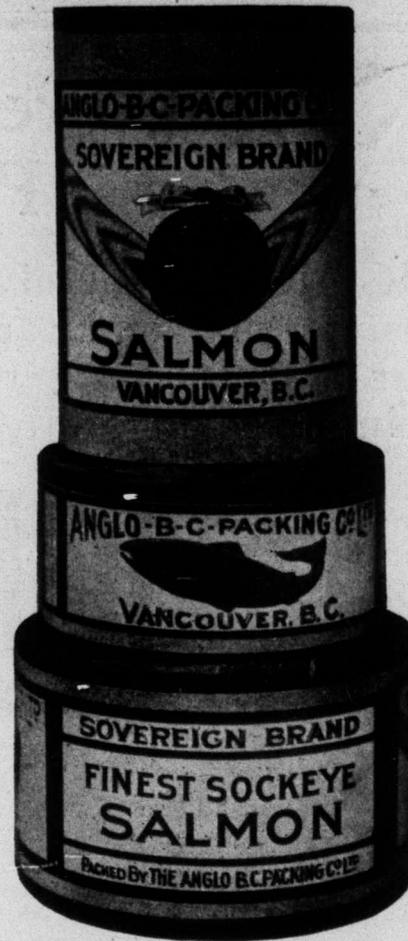
OCEAN BLUE is good Blue and people come again and again for it. It leaves linen white as snow; it leaves your shelves freely; it leaves a living profit.

Order from your Wholesaler.

OCEAN BLUE

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

Western Agents:
For Man., Sask. & Alta.
Nicholson & Balm
Winnipeg,
Regina, Saska-
toon, Calgary and
Edmonton. For
B.C. and Yukon:
Donkin, Cressden
& Avery, 217,
Arcade Buildings
Vancouver, B.C.



Indian Chief Brand CLAMS



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

QUALITY FIRST IS OUR MOTTO.

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

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

Shaw & Ellis, Pocologan, N.B.

AGENTS:

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



Don't Guess

You cannot go on choosing your fancy biscuit stock forever. You must choose the right one some time or quit. CARR'S Biscuits have been chosen by more successful grocers more times than any other make. There must be a reason. *Put in a stock right away.*

CARR & CO. CARLISLE ENGLAND

AGENTS—Wm. H. Dunn, Limited, Montreal; Dunn-Hortop, Limited, Toronto; Hamblin & Brereton, Limited, Winnipeg, Man., and Vancouver, B.C.; T. A. MacNab & Co., St. John's, Newfoundland.

Make Preserving Time Your Profit Time

SUGAR that merely sweetens may pass unnoticed; but sugar that makes a housewife *proud* of her preserves, is sugar that is going to build you staunch good-will and continued good profits.

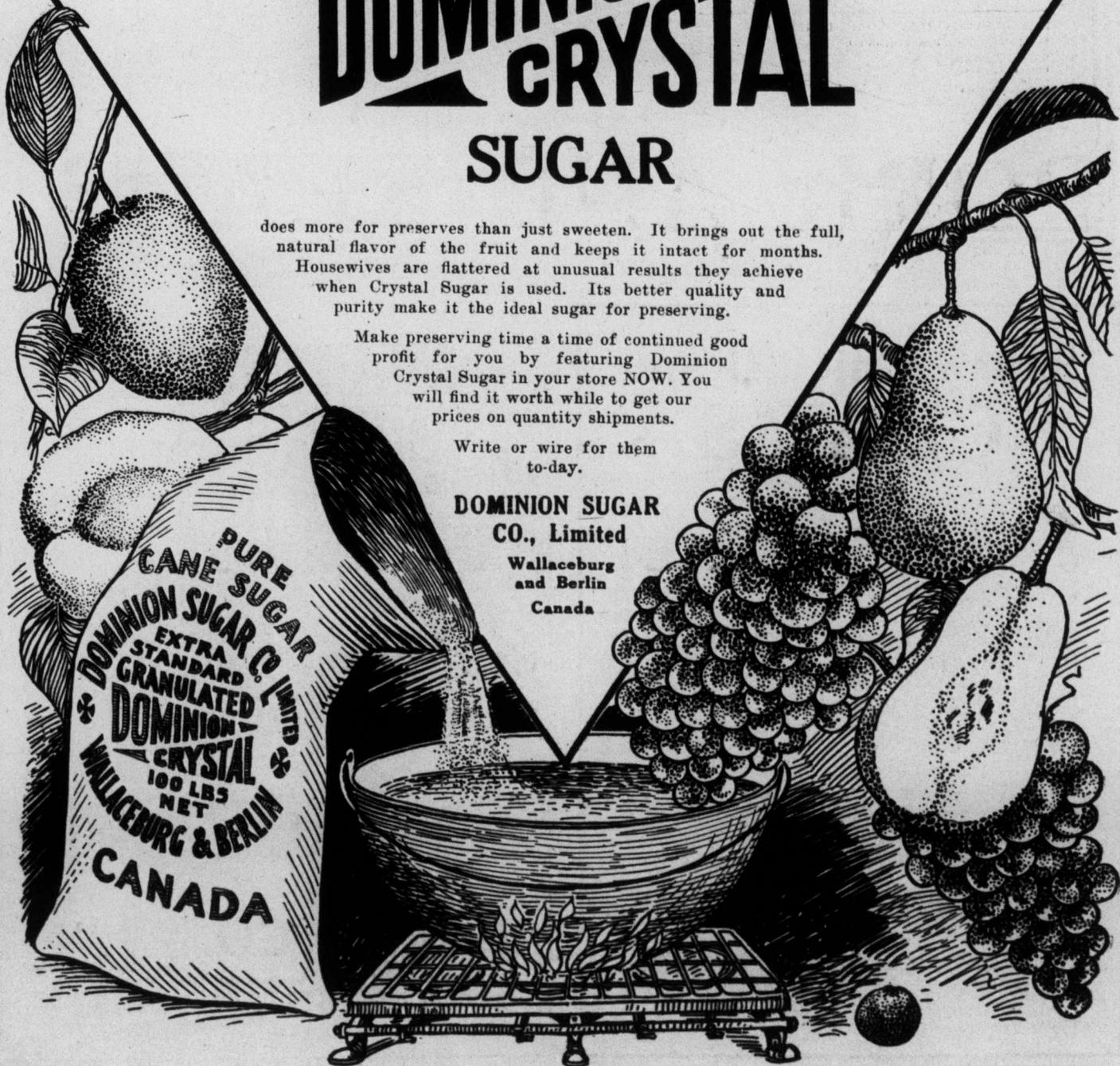
DOMINION CRYSTAL SUGAR

does more for preserves than just sweeten. It brings out the full, natural flavor of the fruit and keeps it intact for months. Housewives are flattered at unusual results they achieve when Crystal Sugar is used. Its better quality and purity make it the ideal sugar for preserving.

Make preserving time a time of continued good profit for you by featuring Dominion Crystal Sugar in your store NOW. You will find it worth while to get our prices on quantity shipments.

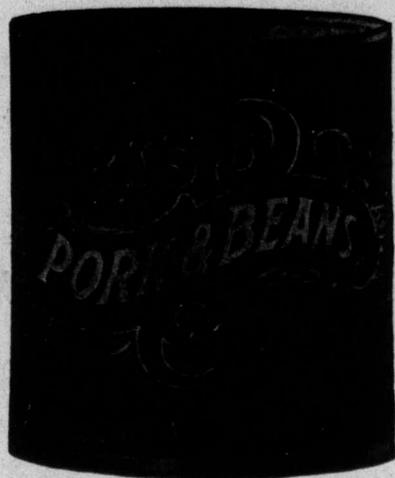
Write or wire for them to-day.

**DOMINION SUGAR
CO., Limited**
Wallaceburg
and Berlin
Canada

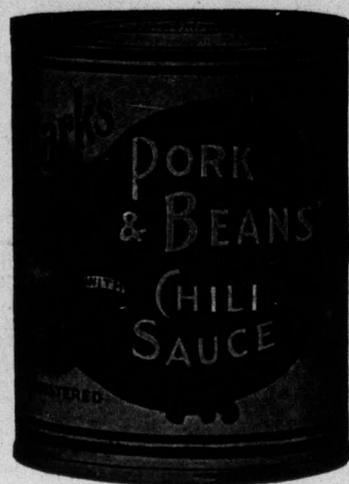


CANADIAN GROCER

CLARK'S



MADE
IN
CANADA



PORK AND BEANS

PLAIN

CHILI

TOMATO SAUCE

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

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

W. CLARK, Limited, Montreal

Clark's

Tartan
BRAND

THE SIGN OF PURITY

Phone Orders at our Expense

Phone Nos.

3595, 3596, 3597, 3598, 4656

House 'Phone No. 1807

Travellers' Holidays
1st-14th August

We thank you for business kindly sent to us this week and appreciate your continued support.

BALFOUR, SMYE & COMPANY
HAMILTON, ONTARIO

NOTE THIS

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

FRUIT BULLETIN

Niagara District Peach Season is now open, and the favorite Yellow St. John about ready. Some excellent white flesh Peaches will also be in. The Plum season is now bringing in many good varieties. Tomatoes also ready.

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

YOU should buy an ELGIN NATIONAL
because



No. 40

It will STEEL-CUT Coffee faster than any other mill of corresponding size.

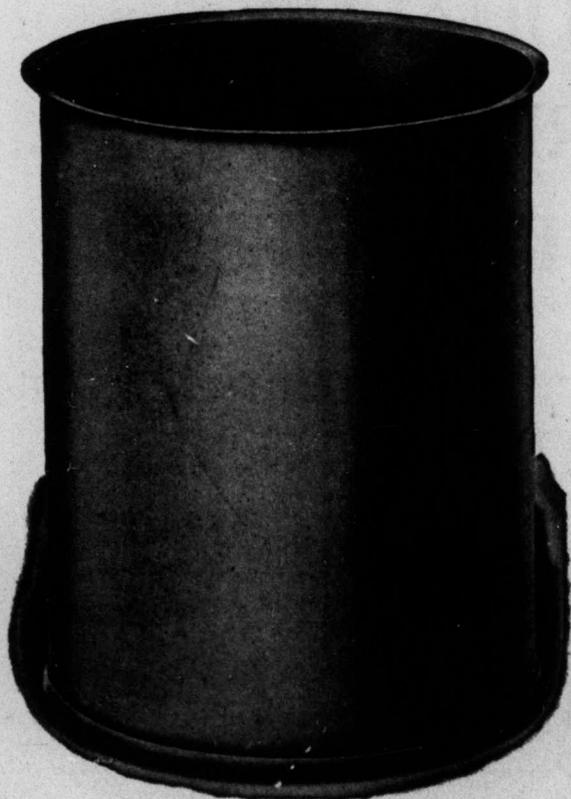
It can be regulated while running to grind the coffee to suit each patron's taste.

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



No. 35

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



Sanitary Cans

"The Can of Quality"

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

Sanitary Can Company

LIMITED

NIAGARA FALLS, ONTARIO

CANADIAN GROCER

The finest Canadian Sugar Syrup
ever put on the market

CRYSTAL DIAMOND SYRUP

In attractively wrapped packages
Just try it

LARGEST MAKERS IN THE WORLD

Tin Foil—all descriptions

Tea Lead—all gauges and sizes

Metal Bottle Capsules—any size,
color or stamping

Collapsible Tubes—plain or colored

ALL BRITISH MADE

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

BETTS & COMPANY, LIMITED

Chief Office:—1 Wharf Road

LONDON N., ENGLAND



QUALITY SPICES

A "down east grocer" tells, in this issue, how he made money by selling a better quality of spices than his competitors. Read that story—it's worth while.

If he can do it so can you—you wouldn't refuse the extra profit. To get it you must put forth the effort to get this business coming your way.

Quality in the goods is one of the factors that "makes customers come back." Quality always counts—it costs more—but is always worth it.

In the case of pickling spice, it will pay you well to sell only the best quality obtainable. It will pay you a better net profit, it will please your customer and there is no come-back. It is good business.

White Swan Pickling Spices are absolutely pure spices, well assorted and clean. Every package is sealed with a Government warranty that protects you.

Our Money-Back Guarantee permits you to return at any time any "White Swan" goods that are not found exactly as represented or which prove unsatisfactory in any way.

We know our goods and want none but satisfied customers.



Pickling Spice Window
Front, 4-oz. pkgs., 4 doz.
to case, 85c per doz.

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

From Mother to Daughter

Shirriff's True Vanilla has been adding to its list of friends for thirty years.

Once used the housewife asks for it again—mothers recommend it to their daughters.

Shirriff's True Vanilla

is fifty per cent. stronger than the Government standard. It is made from the finest Mexican Vanilla beans. Our process brings out the exquisite flavor and bouquet.



It is good business to handle Shirriff's. It is a line that everybody asks for, and it gives a good profit. If you are not already able to supply your customers, write us for full information.

Imperial Extract Co.
Steiner and Matilda Streets
Toronto

They Wonder How We Do It

One of the most common comments on Red Rose Tea by good judges of tea in the wholesale and tea brokers' offices is, "They do not know how we put such splendid quality in at the price."

It is the expert knowledge of combining qualities of different teas, especially those of the Assam district in Northern India, that maintains this splendid quality.



The CANADIAN Open

Cheese Cutter^r and Cabinet Combined

The Canadian

The only cheese cutter on the market which has the cabinet in combination with the cutter. Takes the minimum amount of space. Prevents cheese from drying out and protects it from flies and dust.

A Better Cutter for Less Money

If your Jobber cannot supply you, order direct from us. Do not accept another cutter.

Nothing as Good.

The Computing Cheese Cutter Co.

WINDSOR, ONT.

More Than Ever in a Class by Itself

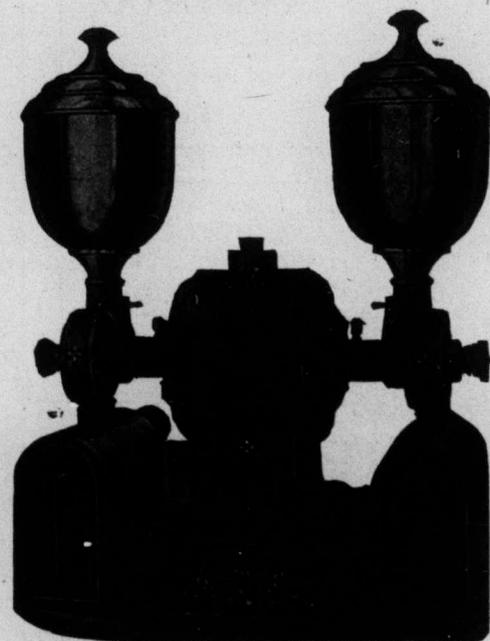
One of our 12 new models.

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

It ranks with the best and meets your price.

26 models of electric machines.

Makers of Hand Coffee Mills for twenty-five years.



COLES MANUFACTURING CO.

1615 North 23rd St.

PHILA., PA.

AGENTS: Chase & 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.

Manufacturers' Agents and Brokers' Directory

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

NOTICE TO MANUFACTURERS of Canadian, American or British Products.

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

THE HARRY HORNE CO.

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

ONTARIO.

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

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

Established 1859
GEO. STANWAY & CO.
TORONTO
Agents for "Horseshoe," "Tiger" and "Sunflower" Salmon. Fred. L. Myers & Son, West Indian products. Pritchard Rice Milling Co., Texan Rices. Alexander Molasses Co., New Orleans Molasses.

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

Prompt Service.

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

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

WESTERN PROVINCES.

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

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

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

W. H. Escott Co.,
LIMITED

Wholesale
Grocery Brokers and
Manufacturers' Agents
Commission Merchants
WINNIPEG REGINA
CALGARY EDMONTON

FRANK H. WILEY

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

NEWFOUNDLAND.

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

QUEBEC.

W. J. McAULEY
Commission Broker

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

ADVERTISING.

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

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

THE IMPORTANCE OF FRESH TEA

The flavor of Tea is contained in an essential oil that decays with age, and, although tea keeps longer when properly protected from the outside air, it deteriorates, more or less, under any circumstances. No dealer should keep any tea in stock for more than six months. After this length of time, the flavor will have greatly depreciated if it is not entirely spoiled. So far as is possible we obviate this by packing "SALADA" in hermetically sealed aluminum packets immediately on arrival from the gardens and then the immense demand leaves little chance of old stocks accumulating. Nevertheless if, for any reason, at any time, any dealer has any "SALADA" more than six months old, on hand, he should return it to us, *freight collect, and we will refund the purchase price in full.* This absolute guarantee is proof of our belief in the importance of fresh tea.

"SALADA"

TORONTO

MONTREAL

PURITY FIRST

When you see PURITY FIRST in connection with "COOK'S GEM" BAKING POWDER you need have no fear recommending it to your customers.

COOK'S GEM BAKING POWDER IS ABSOLUTELY PURE.

COOK'S GEM BAKING POWDER IS MADE IN A CLEAN AND UP-TO-DATE FACTORY. COME AND SEE IT MADE.

COOK'S GEM BAKING POWDER IS MADE IN CANADA BY CANADIANS FOR CANADIANS. ENLIST YOUR ORDER NOW.

COOK'S GEM BAKING POWDER IS GUARANTEED TO GIVE ABSOLUTE SATISFACTION OR MONEY RETURNED.

All wholesale houses should stock it at once, and get quick delivery, as our factory is at its capacity already and business increasing every day.

Manufactured only by

**THE MacLAREN BAKING
POWDER COMPANY, LTD.**

TORONTO

Why waste your profits unnecessarily?



Perhaps you can't check up the losses you've had this past few months through spoilage.

Perhaps you know very little of the dissatisfaction of many of your customers through receiving tainted goods.

But you can judge your loss in profits and good-will by what hundreds of other grocers and butchers have saved with the Eureka Refrigerator. The losses this summer alone might easily have paid for your Eureka. For the Eureka is the surest preventative of spoiled and tainted goods.

End the waste for all time by writing to-day for free copy of the Eureka catalogue.

Eureka Refrigerator Company
31 Brock Ave. Limited TORONTO

Keen's Oxford Blue— *the blue that stands head and shoulders above all competition*

It's the blue in the small
squares with the blue wrapper.



—known the Empire over as the most reliable wash-day requisite for the ensuring of snowy white linens, etc.

Sell Keen's Oxford Blue and ensure yourself continued patronage and your customers perfect satisfaction.

Stock up with and sell Keen's Oxford Blue

MAGOR, SON & CO., Limited

191 St. Paul St. W., MONTREAL

30 Church St., TORONTO

AGENTS FOR THE DOMINION OF CANADA



A Creamy Custard with Peaches or Pears

will be the favorite dessert during August and September. There may be a question as to which fruit is best, but there is no question as to the custard when made of

BENSON'S CORN STARCH

Benson's makes those rich, creamy Custards and delicious Blanc Manges that everybody wants with fruit. You can make many extra sales by suggesting a package of Benson's when your customers are ordering fruit.

CANADIAN GROCER

VOL. XXIX

TORONTO, AUGUST 13, 1915

No. 33

Pickling Spice Sales Increased

Campaign of One Retail Dealer Described—Featured a Spice Containing Maximum Varieties and Emphasized Its High Value for Pickling Purposes—Window Trim of Vegetables and Spice and Special Inside Arrangement.

Written for Canadian Grocer by J. R. MANTLE.

Eighth of The Mantle Series.

I LEARNED more about mixed pickling spices from a pioneer grocer down east than I ever thought was to be discovered. This merchant had evidently given a great deal of thought to spices and must have consulted more than the ordinary sources of information. He had been putting on a campaign on pickling spices when I called at his store, and it was indeed surprising the attention he secured from his customers.

"The average housewife," he told me, "knows very little about pickling spices. She buys some spice and notes that it contains a number of varieties, and that is all there is to it. She never asks herself how many varieties the sample contains, and appears to be rather indifferent when the fact is considered that she is about to do her summer and fall pickling. So I got the staff together a couple of weeks ago and went into this matter of pickling spices fully. Every member of the staff was acquainted with the quality of the spice we were selling. There is, of course, no chance of a dealer selling compound mixed pickling spices, because of the fact that they are sold whole. There is, however, a possibility of him cheapening his sample by using a small number of spices. A real good quality pickling spice contains some 15 or 16 varieties, whereas an ordinary one only contains anywhere from 7 to 8 or 10. You can easily see, therefore, how a merchant can sell a low grade spice if he wants to.

Got Manufacturer's Co-operation.

"We got in touch with the manufacturer from whom we buy the bulk of our spices, etc., and stated that we wanted the very best mixed pickling spice he could provide. We have every confidence in him because of the size of his

business, the reputation he has earned, and our past dealings. He assured us that our request would be met but of

The Spice Makes The Pickle

There are different grades of mixed pickling spice. You can get it with 8 or 10 varieties or you can get it with 15 or 16. Pickling spice can be cheapened and rendered less effective in making your ketchups and pickles by using a number of the cheaper spices and none of the more expensive varieties. These are the ones that give the finished product that delightful flavor that brings it praise from every member of the family and every visitor.

It is because our Mixed Pickling Spice contains the larger number of varieties and because it gives the pickles, ketchups and sauces the flavor you so much desire that we urge you so strongly to use it.

Ask us about it and we shall gladly show you the difference between the line we recommend and an ordinary sample. You will surely be convinced.

The price is — cents per pound.

J. K. BROWN

17 Main St. Phone 77

Suggestion for a spice ad. that should get attention at this time of year.

course that we would have to pay a little more for the sample. There was no objection to this. Once you and your sales staff are fully acquainted with the quality of your spice, you know what you are talking about. It was easy for us to explain to a woman why we were charging a little more than the ordinary price and we even went to the trouble to show on the counter a sample containing all the varieties. We separated these on a small platter so that a customer could count them for herself, and besides this we showed a sample of about half the number which we knew to be frequently sold by others. By calling her attention to the fact that she would no doubt be anxious to make the best possible ketchup and pickles, she would necessarily require the highest possible quality spice she could procure.

"This argument never failed to get the complete approval of the customer. The few extra cents meant very little to her so long as she knew she was getting value for it. To further help to convince a customer, we made a list of all the spices which our mixture contained. This list was written on a neat card and included among others, the following: Allspice or pimento, tumeric, thyme, pepper, paprika, cinnamon, cardamom seeds, cassia, cloves, curry powder, celery seed, coriander, ginger, mace and mustard seeds. That, you will see, makes 15 varieties in all. This was very convincing because it gave the housewife more information about mixed spice than she had ever had before."

Featured a Spice Window.

The window display connected with this campaign was still in and therefore I was given an opportunity to see it, and to describe it here. The floor of the
(Continued on page 39.)

Condition of Canada's Fruit Crops

On the Whole a Fair Harvest is Being Garnered—There Will Likely Be Plenty to Go Round at Reasonable Prices—In Some Districts Prospects Are Better Than Others—Fair Peach Crop But Apples Will Be Light.

ACCORDING to the Fruit Crop Report issued by the Fruit Commissioner's Branch of the Federal Department of Agriculture, rainfall has been excessive in British Columbia and has interfered to some extent with the marketing of small fruits, as well as inducing the development of apple scab. Nevertheless, conditions on the whole have improved since the middle of July.

The apple crop of the Okanagan Valley is estimated at 85 per cent. of the yield of 1914. The Kelowna district will have about 90 per cent. of last year with a lighter average (about 70 per cent.) on old trees. This deficiency will be made up by young orchards of which a good crop is anticipated. The lower Okanagan (Peachland, Summerland and Penticton) promises a slight increase over last year. In the Vernon district apples are being affected quite extensively by the scab, and consequently considerable fruit will not be packed commercially. Kootenay Valley reports are very promising and fair crop will likely be harvested. The scab is fairly general in this section.

Very favorable reports on pears are being received from British Columbia. The latest statement reports a crop about 25 per cent. larger than in 1914 with an estimated production of 35,000 crates.

The total yield of plums in the same Province, according to the report issued, will be about 90 per cent. of last year. There is not a heavy set of fruit, but it is sizing up well, and is of fine quality.

British Columbia peaches and apricots show a considerable increase over last year. In the southern Okanagan there has been much "leaf curl" among Elbertas, which will yield a lighter crop than other varieties. Crowfords reported a full crop for the first time in the history of the Okanagan valley.

Estimates Drop in Nova Scotia.

The most distinct feature in the apple situation so far as the rest of Canada is concerned, is the change which has taken place in the Annapolis valley. It will be remembered that the May report from Nova Scotia indicated a crop approaching two million barrels, and even one month ago this report was sustained. Since then, however, the fruit has dropped heavily. This in conjunction with unfavorable weather, the development of apple scab and the ravages of

the canker worm, have so reduced the total crop that it is now not expected to greatly exceed one million barrels.

The Ontario crop is uniformly light, particularly in Western Ontario and on the later varieties. East of Toronto conditions are fairly satisfactory, and it is particularly noticeable that the crop in this district, while not a heavy one, is reported to be clean and of good quality. Between Toronto and Hamilton the yield will be the lightest produced for several years. In the Niagara district conditions are even less favorable than in June; the present estimate is about 40 per cent. In Eastern Ontario the quality is excellent and the crop is about 50 per cent. normal. The Abbotsford district in Quebec suffered heavily from hail on July 12 and 14. The apple crop on the west side of Yamaska Mountain is reported to be practically ruined for packing and shipping, except in a very small way. This will have a very serious effect on the growers' returns for this season. Less injury was done on the south side of the mountain. Elsewhere in the Province of Quebec the apple situation is slightly more favorable than in June. The fruit is generally clean and of good size, but the yield will not average more than 30 to 40 per cent. of a full crop.

The cherry crop in the Niagara district is practically all harvested. The size and quality have been generally above average, although some of the late varieties were reduced in quality by the cherry worm. In badly infested orchards the fruit was not harvested. Many growers, however, did not destroy this fruit, and its appearance on the market interfered in some instances with the sale of better grades. As a rule, good fruit sold at satisfactory prices, in spite of the fact that the canners handled less than usual. The crop was well distributed, and the market was at no time over stocked.

Grape Crop Fair.

In spite of the severe frost injury to grapes in May the Niagara crop will be about 60 to 75 per cent. of normal. The fruit has set well, is developing rapidly and is of good quality. Concord is a fair crop and Wordens are heavy. Niagara, Lindley and Moore's Early will probably be less than last year. Hail damaged the grapes in a few localities.

The plum crop in Niagara is generally

fair, especially for the Japanese varieties, which in many cases are overloaded. The blue varieties such as Bradshaw, Monarch and Grand Duke, have been thinned out by heavy dropping, but there is still plenty of fruit remaining on the trees. There will also be a plentiful crop between Hamilton and Toronto. The green varieties are rather light.

Peach Yield Promises Well.

The Niagara peach crop is now reaching maturity and shipments have already been made to the large markets. A considerable quantity of the fruit has fallen, but sufficient has been left upon the trees to give a fair crop. The quality and size are good, as the trees are not too heavily loaded. Conditions are not as favorable in orchards that were left unsprayed last year and attacked by leaf curl.

There is a much lower acreage of tomatoes in Ontario this year than usual and the crop will be late in maturing. In spite of the frost the fruit is ripening well and the yield will be good. Heavy rains, however, will have a bad effect if they do not soon let up.

Damage to Raspberries.

Last week the heavy rains had a more or less serious effect on late raspberries. Besides many of them having been knocked off the bushes, the rain penetrated what remained and large numbers of them were left colorless. At the same time it was almost impossible for pickers to get out into the berry patches, particularly after the heavy downpour on Tuesday of last week owing to the soggy character of the ground, except on high land. Reports indicate that growers lost considerable money on raspberries last week. Of course the early berries were plentiful this year and the season nearly over before the worst storms visited the Niagara district.

Mord W. Jones, salesman of the Towle Maple Products Company of St. Paul, Chicago and New York, recently joined the ranks of the benedicts, and the happy couple have gone upon an extended southern and western trip including stops at Dallas, Denver, Seattle and California points. Mrs. Jones was formerly Miss Elizabeth Wagner of Chicago. The ceremony was solemnized at St. Matthew's Church, Chicago, July 17th.

Further Reports Show Good Business

Canadian Dealers Generally Point to Normal Trade During a Year of War—Difficulties Which Appeared on Surface Last August and September Were More Imaginary Than Real—A Normal Future Looked Forward To.

SINCE the article was prepared which appeared in last week's issue containing the views of retailers in different parts of the country on business during the past year, we have heard from a number of others. These contain considerable additional valuable information. They are being reproduced herewith. They continue to show that business during the year has been pretty much up to normal, despite the fact that the British Empire is involved in a great war. They further demonstrate that the fears anticipated by many have not at all been realized in so far as the aggressive trade in Canada is concerned.

WEST END GROCERY, VICTORIA, B.C.—"With us business has fully come up to our expectations at the beginning of August, 1914, and since Jan. 1 of this year, the total business done has been about the same as a year ago. Collections, however, might be a little better."

JENKINS GROCERY, CALGARY, ALTA.—"Business with us has exceeded our expectations at the beginning of August, 1914, and we think we all took too pessimistic a view at that time. Since January 1, business has been fair and collections have been rather better than we expected during a year of war. Probably this was due to the fact that we handled our new business more carefully and kept the old in hand all the time. Prospects for a good crop are splendid and if we only get a little more sunshine, farmers will have best crops in their history in this district. (Since this was written reports from the west indicate warm weather throughout the Prairie Provinces.) We think so far as the future is concerned there will be a tendency to shorten credits considerably which will eventually be the best thing for the trade that could possibly happen."

R. H. WILLIAMS & CO., REGINA, SASK.—"The crop prospects are good in this district and this will have a tendency to improve business this fall. In the future we think there will be a greater tendency to be more careful in buying and in curtailing credits. This is what we have aimed to do during the past year and so far as our cash trade has been concerned there has been practically no change."

THE ALBERTA GROCERY, CALGARY, ALTA.—"Our business in 1914 was about equal to that of the previous year and therefore it came up to our

expectations. This year so far, trade has been a little less than the corresponding period of last year, yet if we get a little more sunshine and warm weather the crops should be pretty fair in this district which would mean good trade. We have altogether too much rain and this has left the crop in some danger of being caught by frost later on."

BRANDON GROCERY CO., BRANDON, MAN.—"During the past year business has been up to our expectations and even more so. The first half of this year showed an increase in our business over the last half of last year. Collections have been better. Crops here will be a good average and it is safe to state that the harvest will stimulate business and collections. We are pleased with future prospects, particularly on staple lines."

J. A. McKENZIE, FORT WILLIAM, ONT.—"We have not experienced much trouble during the past year in so far as collections are concerned, and as the crop prospects are good, the reaping of the western crops should stimulate business in our city for a considerable time. We believe that care will have to be

exercised in the extension of credit in the future and no doubt any falling off in business during the past year in many stores has been due to this care in regard to credit applicants."

T. B. CRAMP, ORILLIA, ONT.—"Business with us during the past year has far exceeded our expectations. It was even better than during 1913. So far this year trade has been about the same as the corresponding period of last but I cannot say definitely as books have not yet been balanced. Collections have been better than we anticipated and this may be due to the fact that there is not so much credit given. Crops are exceptionally good and results from this must certainly be beneficial. We expect business as usual for the future."

JAS. KELLEY & Co., KINGSTON, ONT.—"While so far this year business may have been slightly less than the corresponding period of last, during the year of war it has certainly been up to our expectations. Collections have been better than we anticipated and with crop prospects splendid any feeling that we were in for a big depression will be dissipated. They will have a strong tendency to inspire confidence in the future. We have been very careful in so far as giving credit to new applicants is concerned and we have therefore had little trouble in this regard. In so far as the future is concerned we think it will be normal with nothing to complain of particularly."

R. HEYLAND, DRESDEN, ONT.—"We have to report that business this year so far has been much the same as last, and collections during the year have been just as good as I anticipated. With the crop prospects good they should have a good effect on business. We see nothing in the future but normal trade."

EGAN BROS., ST. THOMAS, ONT.—"Business has come up to our anticipations during the past year, and since January 1 this year it has shown an increase over same period of last. Collections have been normal, and the good crops in the country generally should help considerably. The future looks normal to us."

FRED LINT, ATTERCLIFFE STA., ONT.—"With us business during the past year has come up to our expectations. While people this year have been a little more careful in regard to spend-

COD FISHING GOOD OFF NEWFOUNDLAND.

BOWRING BROS., ST. JOHN, N.F.L.D.—"With us business during the year has come up to expectations, and while we may not have done quite as much business the first half of this year as last, yet considering all things we think we have done remarkably well. In so far as collections are concerned ours are much the same as during other years. Our chief industry is fish (cod) which is showing up very well and with good prices in view business ought to be good during the months of October and November. We believe, however, if present prices continue many people will be inclined to curtail their purchases, especially in fancy groceries. In so far as collections are concerned we anticipate having no trouble in the future."

ing their money, yet collections have been as good as I expected, and with crop prospects good, business should, I think, pick up after harvest time and during the autumn months. Some sections suffered from hail to the south and east, but generally the outlook is good."

J. A. GILLESPIE, AYLNER, ONT.—
"So far this year business with us has shown about a 10 per cent. gain, and during a year of war it has certainly come up to our expectations. Collections have been the same as in normal times, and with crop prospects good—although recent heavy rains may affect the quality and retard harvesting in some districts—we do not expect any material change from normal times in the future. We are governed largely by local conditions and the prosperity of the farmers in this community."

The Fish Season in Nova Scotia.

E. C. BOWERS CO., LTD., WESTPORT, N.S.—"There has not been much difference between our trade so far this year—and the corresponding period of last, and during the year our business has easily come up to expectations. Collections have been better than anticipated, but they might be a little better in comparison to the first part of last year. Fish do not seem to be as plentiful as last year and prices are a little lower, with sale somewhat higher. Nevertheless, business will go on as usual. There may, however, be a slight shading in our business this year as compared to last. Our opinion is that the season will be nearly as good as an average one, but little behind 1914, as that was a little above the average in so far as fishing was concerned in our locality. Our fishing here is altogether done by motor boat. Oil for running same is a trifle cheaper, so that will help some in a community that uses from 25 to 30 barrels per week."

KIRK BROS., YARMOUTH, N.S.—
"Since the war started business with us has been better than we anticipated. While during the first part of this year business has shown a very small decrease in comparison to last, yet collections have been exceptionally good, and we look forward to good steady business, with collections normal in the future."

GILBERT BENT & SON, ST. JOHN, N.B.—"Our business during the past year has come up to our expectations at the beginning of August, 1914. Since Jan. 1st, this year, our turnover has shown an increase signifying a better business. Collections, too, have been much better, and with crop prospects good, although they are a little late on account of cool weather, business will keep fairly steady, with perhaps a shading in the matter of collections."

Business Can Always Be Had.

SHAW & ELLIS, POCOLOGAN, N.B.—"We do a canning business and run a general store. As to the effect of the war on the sale of the products of our canning factory, we have not noticed it to any great extent. We have sold more goods every month during the present year than in the corresponding months of the previous year. The increase has not been as great as we would have liked, and no doubt would have had under normal conditions; still there has been an increase. The turnover in our store up until the last of July is easily one-half more than during

the same time last year, and collections are fairly good. We believe that business can most nearly always be had if you go after it in a determined way."

A. C. FRASER & CO., STELLARTON, N.S.—"We had a much better year than we expected when war broke out. Since January 1st this year business has been somewhat better than the corresponding period of last. Collections, too, have been better than we anticipated, and as the crop prospects are good, we look to good business in the future. In this district a number of industries are manufacturing shells and business collections are good."

Can You Answer This?

General Merchant in District Where Farmers Have Organized to Buy Direct Wants to Know Best Course to Pursue—Who Has Overcome the Difficulty?

Editor Canadian Grocer.—I have been cogitating for many moons upon ways and means to increase my business, as we are losing a good deal of our legitimate trade because of granges or farmers' clubs. While these plans have not yet been fully thought out, they had reached a stage which, I think, should lead to some degree of success. However, I have just read your editorial of July 30 about co-operative stores, and have stopped to think, and meantime to write you.

First, let me outline conditions as they have existed in this part of the country for two or three years. An organizer from the city established three granges, some three or four years since, within a radius of six or seven miles. These have been getting grass seeds, corn, twine, sugar, flour, etc., in large quantities at cost price, and in one case at less than cost. Needless to say, this has reduced the turnover of myself and others by a few thousands, and I am looking for a remedy.

I would like to do a straight retail business under recognized rules, and retain the respect of the legitimate trade, and not be considered a price-cutter, but I cannot shut my eye nor my pocket book to the fact that several thousand dollars worth of goods are being distributed around me at minimum prices.

I have tried retaliation—for instance, refusing a farmer a ball of twine he was short because he bought his supply from the grange—but, of course, he got it at the next store, and I got his ill-will; so fighting them in that way is no use.

Another hardship—one merchant in a nearby town sold the local farmers' clubs about 200 bags of sugar, a year

ago, at \$4.25 (\$4.42, less car rate 12 cents, less 1 per cent.), figuring that he made a profit of the car rate on the balance of car, which was less than he could buy in smaller quantities. This happened just before the advance last summer, and the farmers made a good deal of capital out of it.

Among my plans I was to attend some grange meetings and make an offer to supply these goods in quantities, on a basis of 5 or 7½ per cent. to cover my time, postage, clerical work, etc. I would have no rent, insurance, freight, depreciation, or bad debts, the farmers doing their own teaming and, I presume, using railway sheds, scales, etc.

I had reached this stage of planning when I read your article, "Must Decide Co-operative Stores," and am now hesitating. Can you give me light?

Yours faithfully,
GENERAL MERCHANT.

Editorial Note.—The letter from the above merchant indicates a trouble which is being experienced by many general merchants throughout the country. Of late, farmers have been more or less organizing clubs for the purpose of buying a lot of their goods direct. In olden times the Grangers tried this, but gave it up shortly after, principally owing to the fact that so many complaints were made. Buyers became dissatisfied with some of the goods they had purchased "sight unseen." It may be that the same thing may happen again, and one particular instance is known to the writer where in a certain district in Ontario this holds true. Farmers had been buying their coal oil, binder twine, etc., direct through their club, and there have been so many complaints.
(Continued on page 37.)

Imported Sardines To Be High

Catch Reported Fair But Difficulties of Transport, Insurance and War Tax Have Combined to Boost Prices—Summer Catch in Norway at Its Height — Prices Estimated at From \$1 to \$1.50 Per Case Higher.

NOTWITHSTANDING the fair supply of sardines in Norway, the price of them on the Canadian market is high. There is no danger connected with the catching of fish in Norway, and would not likely be if that country were at war, nevertheless prices in Canada will probably rule from \$1 to \$1.50 higher than they were last year at this time, and the prospects are that they will go still higher if the present conditions prevail. A shipment of the new summer catch is due to arrive, but owing to the uncertainty in reference to the freight rates, it is difficult to name an actual import cost at the moment. The winter-caught fish laid down at their price appears to have put them out of the running for the 10c line. The first-class Norwegian sardines are three shillings and six pence higher than the prices paid in 1913, due almost entirely to the advanced freight rates, extra war risk insurance and the additional 7½ per cent. war tax duty.

French sardine fishing commenced in July, but as the yield has been poor for several years past, an abundant supply is not looked forward to. The genuine French quarters of the Albert type cannot be imported and delivered to the retailers at less than 20c, with a very narrow margin of profit to both the importer and wholesaler. Fishing for this grade has just commenced and reports so far are unfavorable, so it is unlikely that any reduction in price will take place.

English fishing last year was greatly restricted owing to war conditions, with the result that the amount packed was small and thousands of cases ordered by Canadian buyers had to be cancelled for want of goods. However, as the price of contract had been fixed on small basis before these conditions were known, the actual cost of such quantities as were shipped to Canada was quite reasonable. Owing to the increased restrictions of the British Admiralty and the loss of vessels engaged in the fishing through the action of German submarines, there is no possibility of any important catch this year and there is a probability that there will be little or no pack whatever. At present, English sardines for reasons already stated, are only fractionally higher than prices existing last year.

There is good authority to state that no Scotch sardines will be received on the Continent unless an extremely high

price is paid. Fishermen in Scotland will not take many chances on the dangerous fishing waters along the coasts.

An importer of Norwegian sardines reviews the situation as follows:

"Our information so far is somewhat meagre as to the actual conditions prevailing in Norway. As regards prices, the present quotations are from 2 to 4 shillings higher than they were last year. Freight rates also have advanced considerably and war insurance and the war tax, of course, increased the cost relatively more. We estimate that all these charges have increased the value of Norwegian sardines by \$1 to \$1.50 a case, varying with the f.o.b. cost.

"The summer catch is just about at its height at present, and it is impossible to predict what the catch will be. We do not think that Norway being drawn into the war should affect the pack very much, but of course it all depends on what side Norway would take as to whether the goods would be available for Great Britain and Canada. So far as we know the sentiment in Norway is in favor of the Allies, but of course we have no official information on the subject. The great difficulty at the present time is the irregularity of sailings and the possibility of steamers being submerged, particularly between Norway and Great Britain."

Their Seventeenth Birthday

Big Celebration of Regina Trading Co.—Birthday Cake Divided Among Their Customers—A Bit of History.

THE Regina Trading Co., Regina, Sask., last week celebrated its seventeenth birthday in an elaborate fashion. A large room was arranged on the second floor to accommodate their friends who have patronized the store during the past 17 years. Everyone was invited to visit them on this occasion.

An immense birthday cake, the largest ever baked in Regina, weighing over one hundred pounds, was made for the occasion. A cup of tea and a piece of this birthday cake was given free to everyone who visited the store during the day.

To the first 500 who entered the store during the morning before 12 o'clock a beautiful silver patriotic spoon was given. An orchestra was in attendance all day.

It is interesting to note the history of the company. The original charter was taken out on June 7, 1898, by G. Michaelis as president and treasurer; J. F. Bole, vice-president; John Dawson, secretary and general manager, and A. Gibbons and F. Gentner, directors.

The store was opened for business on August 3, 1898, in a little one-storey stone building, 50 x 70 feet, on the corner of Hamilton and South Railway Streets, with a complete general stock and a staff of eight in all. One delivery wagon, drawn by "Barney," the old favorite, who still stands in the com-

pany's stables and even yet able to make a special delivery.

The business has grown gradually; the payroll increased from 8 to 138; the delivery from 1 to 12 wagons and 2 autos; the building from a one-storey, 50 x 70, to a two-storey and basement, 175 x 175.

In 1906 the company inaugurated the cash system of doing business.

On January 28, 1899, A. Gibbons was appointed secretary to succeed John Dawson, and on July 1, 1899, J. M. Young was appointed managing director of the company, which position he retained until February 7, 1903, when J. F. Bole accepted the position of managing director. On April 23, 1910, the company purchased the interest of G. Michaelis, and J. F. Bole was elected to the presidency and A. Gibbons, vice-president, which positions they still hold.

On June 21, 1915, A. F. Little received the appointment of managing director to succeed J. F. Bole, who is now government commissioner.

Congratulations are in order to the firm with a clean record of seventeen years of successful business in Regina. It is a firm that has been loyal to the city's interests, shared its successes and its stringencies and has lately given its president to undertake a heavy work for the province.

CANADIAN GROCER

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THE MACLEAN PUBLISHING COMPANY
LIMITED.

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

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See the Dealer's Side

THE importance of careful picking and handling of fruit is dealt with at some length in the latest bulletin issued by the Fruit Branch of the Department of Agriculture of Ontario. In discussing this matter it deals with the overhead costs of the retail grocer and as selling expense is always an important topic for the retailer this part of the discussion is reproduced herewith:—

"One of the problems which confronts the fruit-growers of the present day is the placing of their fruit at a fair profit to themselves but, if possible, at a lower price to the consumers. Much has been said and written about eliminating the middleman in this connection, but to adequately dispose of the tremendous amount of fruit grown the middleman is, and probably always will be, necessary. Since that is the case, we, as fruit-growers, should work *with* and not *against* the wholesale and retail fruit dealers. For while it is undoubtedly true that excessive profits are often made out of fruit by some middlemen, yet the retail merchants at least claim that, contrary to public belief, they are not making any fortune out of handling fruit. A prominent Toronto grocer estimates from his actual experience that the overhead expenses of running his store average 15 per cent. Thus, if he buys a basket of fruit at \$1.00 and sells at \$1.15 he is just breaking even and making no profit at all.

"This 15 per cent. is general overhead expenses. In the case of fruit and other perishable goods there is always the additional expense of waste from decay, etc., to be added, estimated to amount to 10 per cent. in the case of tender fruits.

This shows that the fruit-growers and public in general are being educated to the fact that it costs something to do business these days. A few years ago if a fruit-grower heard that a retail dealer was getting 15c on a basket of fruit he would want to raise his price and try to get a portion of this 15c

himself. To-day things are changed, and no doubt a splendid influence in this regard was the address delivered last year before fruit and vegetable men by a Toronto grocer—D. W. Clark. It is evidently Mr. Clark who is quoted in the above. The writer of the above paragraph makes a little error when he figures the cost of doing business on the invoice cost of the goods. Otherwise the article was apparently written after some thought.

Uncertainty of Olive Oil

SPECULATION runs high as to the future trading of Italian olive oil on the local market. The present market is completely upset and it is difficult to say whether more favorable condition will prevail till after the war. Toronto importers who placed orders in the hands of Italian packers some eight months ago are now receiving word to the effect that they are being shipped. Previous to Italy's declaration of war Italian packers had been purchasing tins from Germany, and owing to the poor labor conditions in Italy considerable time was required to supply the tins and make shipments after she entered the war.

On May 27th an Italian Royal Decree was passed exonerating all liabilities on shipments. It is practically an impossibility to even estimate a price for future selling of olive oil owing to uncertain market conditions. It is anticipated that the market price will be extremely high resultant from reasons already mentioned accompanied with the extra war tax duty and special war risk insurance.

Canadian Cheese the Favorite

CANADIAN cheese is far in advance in so far as the importations of cheese into the United Kingdom is concerned. The next country to Canada is New Zealand, and New Zealand exports to the United Kingdom and only about half the quantity that Canada sends.

For the past year Canadian imports into the

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United Kingdom have shown an increase of 1,429 tons, whereas New Zealand has declined by 1,341 ton and Australia by 19 tons. According to the Trade Commissioner at Manchester, Eng., prices have advanced to record figures, undoubtedly due to the active and steady demand which has been caused by the fact that cheese has been made a daily ration in the new army raised in the United Kingdom. At the end of May this strong support was removed and the market quickly fell back, so that the season finished with a dropping tendency in the values of all descriptions.

The review of the situation in Great Britain shows that Canadian cheese has passed through most of the difficulties in manufacture and trouble arising from lack of cold storage at present being experienced by New Zealand and Australia, and has so firmly established itself in the good opinion of consumers in the country that criticism is now uncalled for. Statistics show that the average price of Canadian cheese during the past five years has been 69s. 8d., as compared to 68s. 5d. per hundred on New Zealand cheese.

The following figures on importations of Colonial cheese for the past years will prove interesting:

	Australia	Canada	New Zealand	Total British
1911	617	76,457	20,256	97,330
1912	93	72,690	24,993	97,775
1913	238	66,424	29,489	96,151
1914	1,077	60,763	33,856	95,686
1915	1,048	62,192	32,515	95,755

Hog Products to Britain Increase

It is pointed out by the Canadian Trade Commissioner, located at Leeds, England, that one of the noticeable features of the imports into the United Kingdom since the beginning of the present year has been the large increase reported in shipments of farm products from Canada and United States. Of course this increase is attributable to a large extent to the present situation of the international supply and demand which has been brought about by the war. Apart from the large contracts that have been placed by the British and French Governments for supplies of hog products for army consumption which in themselves have greatly benefited the sales of the leading packers, the war has contributed in other ways to increasing the exports of Canadian and United States products to this country. In the first place no shipments of Siberian bacon are available and the Dutch supplies are now almost exclusively finding their way to Germany. Considerable shipments of Danish hog products are also being shipped to the same country. Another cause which is restricting production in Denmark is the scarcity of feeding stuffs.

Still another reason for the increased shipments from North America is that in view of the difficulties in shipping to enemy countries exporters are now sending forward more liberal supplies to the United Kingdom for consumption.

A table supplied giving statistics for the importation of hog products from North America shows that for the first six months of the present year imports of bacon and ham from Canada were as follows: Bacon, 464,763 cwt. as compared to 137,107 cwt. in the corresponding period of 1914, and 132,130 cwt. in 1913. For the first six months of the present year the importation of ham into the United Kingdom from Canada were 61,161 cwt., as compared with 32,082 cwt. last year and 47,415 cwt. in 1913.

From this it will be seen that Canada is sending to the United Kingdom a great deal more bacon and ham than last year. Figures also show that United States is sending a lot more compared with the last two or three years, whereas Denmark and other countries are running behind considerably. This year during the first six months, for instance, Denmark shipped to the United Kingdom 1,225,044 cwt., as compared with 1,335,007 cwt. in 1914. Whereas Canada as yet is a long way behind in third place as far as exports of hog products to Great Britain are concerned, yet the present involved conditions in Europe have given this export trade a considerable boost. This is one of the conditions that is keeping the hog market up to its present height.

Story of a Quality Sale.

QUALITY is gradually conquering the grocery trade of Canada. Merchants who have been basing their purchases on a question of price, regardless of what is in the goods, are gradually getting a change of heart.

The representative of a large manufacturing house dealing in spices, extracts, coffee, etc., relates a story which bears out this contention remarkably well. "Some time ago I made a trip down East to see if I could not interest certain large buyers of products in our line in our own particular goods. I recall one particular instance. This dealer was a large buyer. Previously he had been purchasing little if any of our lines and it was chiefly in the hope of interesting him that I made the trip. I found him an ardent believer in buying in the cheapest market. He asked me to quote him a price on a certain line of extract which we guaranteed to be absolutely pure. I gave him the price. 'Why,' he said, 'I have been buying that article for some \$9 or \$10 a gross less.' When I quoted him the price of alcohol and brought it down to the basis of a gross of the extract he readily saw that he could not possibly be getting an extract which was absolutely pure. It required but a few minutes longer to convince him that when such an article was sold to his customer there would be entire satisfaction. Repeat orders were bound to follow and there would be no complaint. At the same time such an article would last much longer because it required less of it to do the work. When I further impressed him with the fact that every one of our goods put up under our brand conformed absolutely with the Government regulations and in many cases exceeded them and went into many other details, I had no difficulty in making a sale. You can tell just how he was convinced when I say that he ordered on that occasion no less than \$1,000 worth of goods and since that time we have secured further orders from him."

This is just one instance to show that the trade is rapidly coming to recognize quality in goods before price. Merchants who have made big successes in their various lines are not those who have built business on price.

Editorial Note

ONE YEAR AGO, chaos reigned and the whole trade looked to the future with a feeling of extreme uncertainty. With the completion of a year of war conditions the grocery trade is looking forward to the future with increasing confidence.

Work of Dominion Board R. M. A.

Annual Meeting Takes Place at Which Many Important National Matters Are Dealt With—
Secretary E. M. Trowern Will Devote His Entire Time to Federal Problems in
Future—Western Men Present.

MONTREAL, Aug. 11.—(Special). —The Tenth Annual Convention of the Dominion Board of The Retail Merchants' Association of Canada, incorporated, was held recently at the rooms of the Quebec Provincial Board, 80 St. Denis street, Montreal.

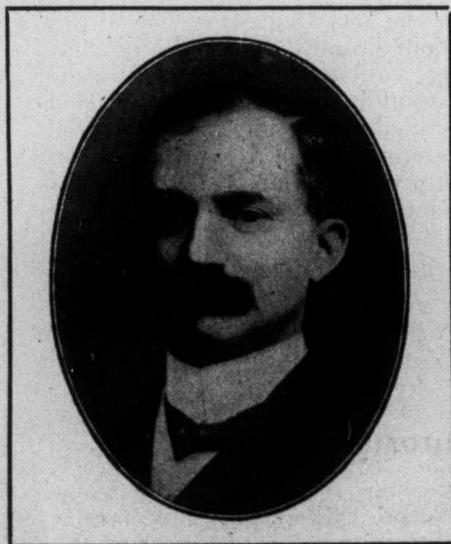
The opening session took place on Wednesday at 11 o'clock. President B. W. Ziemann occupied the chair and welcomed the delegates who represented the various Provinces throughout the Dominion. The secretary, E. M. Trowern, read the minutes of the last meeting, which were received and adopted.

The report of the secretary was then read, which showed that the Provinces of New Brunswick and Prince Edward Island had been added to the Board since the last convention. The membership was also increased, making it the largest in the history of the Association.

The legislative work that had been accomplished during the year was laid before the meeting, which showed that a great deal of time had been given for the purpose of protecting the interests of the retail trade throughout Canada.

A resolution expressing the grief of the members in the loss by death of the 1st vice-president, U. G. Boivin of Montreal, was unanimously carried, and recorded on the minutes.

J. A. Beaudry of Montreal, treasurer, presented his report for the year, which showed a balance on hand to the credit of the Board, with no liabilities outstanding.



E. M. TROWERN,

Who will henceforth devote his entire energies to work of Dominion Board, R.M.A.

Several very important resolutions came before the meeting for their consideration, which will be acted upon by the Executive, at once.

Among others, the question of the Government placing a special war tax on patent medicines which are sold by retail druggists and general merchants, and exempting other classes even from custom duties on goods entering into Canada and which are made in Canada, was warmly debated and the Board considered that the matter could not have been properly presented to the Government or such discrimination would not have taken place. It is their intention to confer with the Government on this subject.

Adulterated Goods.

Another important resolution dealt with the question of prosecuting the retailer who had goods in his possession which were adulterated and which were guaranteed by the manufacturer. This will also be taken up by the Executive.

Made-in-Canada Goods.

The injury done to staple goods made in Canada and which are sold by a large number of retailers, and used by some "cut rate" advertisers as decoys to attract customers and then make up their loss of profit on these goods, or other goods that are imported or are not advertised, came in for considerable discussion, and will be taken up with the manufacturers.

Coupons and Voting Contests.

Coupons in packages and voting contest tickets also received considerable attention and legislation will be asked for to protect the public against what the convention considered a system of bribery.

Shortage of Goods in Delivery by Railway and Express Companies.

This subject brought out many complaints and the executive were requested to ask the members to report all such cases to the Association.

Trade Mark Goods.

The necessity felt by the merchants of having the retail price of all trade mark goods made a part of the conditions of registration, was also adopted.

Standard Sizes for Strawberry Boxes.

All berries sold in boxes, sold by weight, as well as selling all fruit and

vegetables by weight, was fully considered and the executive will take this matter up with the Dominion Government.

False Advertising.

Action was also ordered to be taken against any firm who falsely advertised any article so as to make it appear different to what it was, or any plan offering goods at low rates which plan was deceptive and misleading.

Co-operative Societies.

A resolution was also passed requesting the Government to place the same restrictions on Co-operative Society Companies who solicit their capital stock from the public as is applied to all friendly or insurance companies.

Buying Goods in Car-load Lots.

The plan adopted by some consumers of buying goods in carload lots and dividing them amongst themselves, was shown to be detrimental both to the interests of the merchant as well as of the consumer.

Trade Marks on Proprietary Articles.

It was the unanimous decision of the convention that the retail price attached to a trade marked article should be included as part of the conditions and stipulations of protection, the same as the other features of the article.

Wholesalers and Manufacturers Selling Direct to Consumer.

This subject was considered very fully and several remedies were proposed. It



J. L. S. HUTCHINSON, Saskatoon, Sask.,

A Saskatchewan official who has been made a Vice-President of the Dominion Board.

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F. E. RAYMOND, Saskatoon, Sask.,
Who was present at Dominion Board meeting
in Montreal. He is secretary of the
Saskatchewan Branch.

was pointed out that it was such an old subject and one almost worn threadbare that the remedy to be applied now must be lasting and effective, and it was left with the incoming executive to deal with at once.

Competition From Mail Carriers.

It was the unanimous opinion of the convention that mail carriers who are employed by the Government on salary and rural routes should not be allowed to carry parcels and receive pay for the same in competition with those who are employed by the merchants.

Prosecuting Those Giving Short Weight.

The following resolution was unanimously carried: "That whereas, no proper provision is now made either by Provincial or by Dominion Government, to prosecute those giving short weights and measures throughout Canada, that the executive be requested to prepare a memorandum and present it to the officers of the various Provincial Boards, with the view of presenting the same to the Dominion Government, when it meets with the approval of all concerned."

The Necessity of the Retailer in the Community.

"Whereas considerable discussion is constantly taking place with regard to the question of abolishing the middleman who is commonly referred to as the retailer, or the one who stands between the producer and the consumer, and whereas a false impression has been left on the public mind, partly created through the publication of some newspaper articles published by persons who have no knowledge of the great retail problem, we are of the opinion that newspaper articles and literature should be prepared and

presented to the public in such a manner that this false impression should be removed, and we therefore request the executive to prepare a report on this subject and submit the same to the members of this Board at an early date."—Carried.

Treatment by Commission Agents.

"That this convention recommend that if any member of our Association receives what he considers to be unfair treatment from any commission agent, manufacturer or wholesaler, doing business in Canada or elsewhere, that the same be submitted to this Board, so that the complaint can be investigated, and action taken thereon if deemed advisable."—Carried.

Stamping Milk Cans.

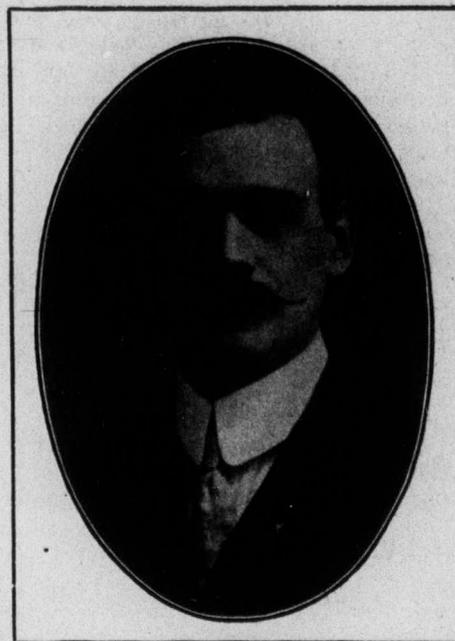
"That this meeting places itself on record as being opposed to having the Dominion Government mark the quantity of milk that cans contain, on the can, as we believe that measures should not be used for the purpose of delivery."—Carried.

Inconsistency of Labor Unions.

"That this convention desires to call the attention of its members to the fact that labor unions are constantly demanding fair wages and proper terms of employment for themselves, and yet at the same time they are making every effort to injure the retail trade by recommending their members to invest their money in co-operative societies, which

E. M. Trowern, who has been Dominion and Ontario Provincial Secretary of the Retail Merchants' Association of Canada for a number of years, will henceforth give his entire time and work to Dominion matters only. The work that devolved upon him in the former dual capacity has grown to such an extent that the Dominion Board at its annual meeting in Montreal decided to relieve him of the pressure of Ontario affairs. He will now represent the entire Dominion, and will devote his time chiefly to important legislative matters. The Dominion Board will bear all expenses in connection with his work.

At a meeting of the Ontario Board on Monday last, W. C. Miller was appointed to succeed him as Provincial Secretary. Mr. Miller has been assistant secretary for the past year or so, and is therefore familiar with the work. It is believed by those who follow association matters that this will result in giving a better service to Association members in every province. Mr. Trowern will have much more time to devote to the large Dominion-wide problems which have been and are very pressing, and Mr. Miller will give all his energies to the conduct of Ontario affairs.



W. C. MILLER,
Appointed Ontario Provincial Secretary of
the Retail Merchants' Association.

system has proven in Canada to be unfortunate and unprofitable."—Carried.

Commission of Enquiry.

"That this convention desires to express its approval of the action of the Dominion Government in appointing a "Commission of Enquiry," which will take stock of Canada's resources, facilities and financial and other conditions, with a view to arriving at a proper solution of the large problems which confront our Dominion, including those of transportation, production and distribution, in which the members of this association, from the Atlantic to the Pacific, are most vitally concerned."—Carried.

Among the other important matters taken up by the convention, perhaps the most important one was the unanimous decision to have the secretary of the Dominion Board, E. M. Trowern, give his entire time to Dominion matters.

Separate offices were provided, with proper equipment, so that the work being done in each Provincial Board can be kept in touch with, and all the assistance that is required can be given.

The following officers were elected for the coming year:—

President—B. W. Ziemann, Preston, Ont.

First Vice—J. O. Gureau, Montreal, Que.

Second Vice—J. L. S. Hutchinson, Saskatoon, Sask.

Treasurer—J. A. Beaudry, Montreal, Que.

Secretary—E. M. Trowern, Toronto, Ont.

Auditor—J. G. Watson, Montreal, Que.

Votes of thanks were tendered to the retiring officers.

In expressing his views on the work

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dealt with by the convention, one delegate, when asked if he enjoyed his trip, stated: "I had no time. They opened their meetings early in the morning and closed them about eleven o'clock at night, and I never worked harder in my life."

It was one continual grind from the opening to the close, and if any member is not prepared for close application he had better not become a delegate on the Dominion Board—it is certainly a real business institution.

New Ontario Secretary.

Toronto, Aug. 12—(Special).—Following the decision of the convention of the Dominion Board to have the secretary, E. M. Trowern, give his entire time to the work of that board, an executive meeting of the Ontario Provincial Board was held in the Association Rooms, corner of Yonge and College Streets, on Monday, August 9th, 1915, at which Mr. Trowern explained his position, and the need for giving his whole time to Dominion work. He tendered his resignation as secretary, which was reluctantly accepted by the board, who expressed themselves in the highest terms for the excellent manner in which he had devoted himself to the work of the association during the past eighteen years. Following his resignation, he recommended that W. C. Miller, who has been assistant secretary of the board, be elected secretary, which was done. Congratulations are being tendered to Mr. Miller, and the trade will wish him every success in his new position.

The offices of the Dominion Board are in the same building, and this combination should be of great assistance to the newly-elected officers of the province.

MAY SWEEP THEIR SIDEWALKS ANY TIME.

Grocers Win Out Against a City By-Law—Have Their Tea in Packages on the Market.

Toronto, August 12th (Special).—The Grocers' Section of the Retail Merchants' Association, Toronto Branch, have won quite a victory in regard to the by-law regulating sidewalk sweeping. Sometime ago Canadian Grocer reported how a retailer in the west end of the city was summoned to appear in court for sweeping some peanut shells off the sidewalk after 8 o'clock in the morning. The by-law stated that it was illegal to sweep the sidewalk in any event after that time of day. The question was fought out in the police court. E. M. Trowern, Dominion Secretary of the Association representing the retailers. The result was no conviction.

Since that time the Association has

followed up the matter and at a recent meeting a committee was delegated to wait upon the mayor and board of control in reference to it. At Monday night last at the regular meeting of the Grocers' Section, Robt. Dowson, chairman of this committee reported the interview. After explaining the situation the board saw the retailers' contention and the mayor drawing his pen through that part of the by-law in reference to the time when sidewalks must be swept, stated that the grocers could sweep their sidewalks when they liked and as often as they liked as long as they sprinkled it first.

The remainder of the evening was taken up principally in dealing with the various lines that the Retail Merchants' Association, through the Grocers' section, is placing on the market for members. Sometime it was pointed out that they had gotten out their own brand of soap with an R.M.A. label and the other day their tea in packages was placed on the market. Samples of the various grades of tea were on display. W. J. Nichol, who has had charge of this work reported on the matter. There are five different labels—brown, blue, red, gold and green. In half pound packages, these will retail at 35c. 40c. 45c. 50c. and 60c. per pound respectively.

The third line of goods which the Toronto Grocers, Section are getting out is extracts. Mr. Nichol reported that these were now ready. There was also some talk of the grocers getting out a cleanser under the R.M.A. label.

Chairman Neil Carmichael, presided.

SUGAR PROPOSALS NOT YET COMPLETED.

In last week's issue, reference was made to the fact that sugar refiners and wholesale grocers were discussing a question in regard to the rebate on sugar from refiner to wholesaler for his work in distributing it to the retailer. Ontario wholesalers met in Toronto a week ago Saturday to discuss the question and on Thursday of last week, after Canadian Grocer had gone to press, met the refiners in Montreal. No definite conclusions have yet been arrived at. Various proposals were advanced and it may be that modifications of both the wholesalers and refiners requests will be finally decided upon. In the meantime the matter stands open until Sept. 1st. The four eastern refiners—The Canada Sugar Refining Co., The St. Lawrence Sugar Refineries, The Atlantic Refineries and The Acadia Sugar Refining Co. are all interested in the proposed changes. Until this question has been definitely arranged the sugar market in so far as Canada is concerned will be in an unsettled condition.

RULINGS IN REGARD TO STAMPS.

The Retail Grocers' Association of Ottawa, Ont., are performing good work in getting definite rulings from the Finance Department of the Federal Government in regard to what patent and proprietary goods must be stamped. At the last meeting of the Association the secretary, N. Hurteau, was instructed to communicate with the department for rulings on such lines as Bovril, Oxo Cubes, Vaseline, and Seidlitz Powders.

The following reply was received from the department:—

"Dear Sir:—With regard to vaseline, this article I am advised, is named in either one or both of the pharmacopoeias as officinal and in consequence is not subject to the tax. It does not follow, however, that vaseline preparations are not subject to the provisions of section 14 of the Special War Revenue Act. In order to determine the matter in the case of any particular preparation, you would have to submit a sample of the preparation and of the advertisements or literature used in connection with the sale thereof.

"As to bovril-cordial and oxo cubes, please submit samples, with the advertisements and literature used in connection with the sale.

"As to seidlitz powders and aromatic and tasteless castor oil, I am of the opinion that these articles are not patent or proprietary medicines within the meaning of the definition. If, however, either of them is sold, for example, as Jones' seidlitz powders or Jones' aromatic castor oil, and the advertisements connected with the sale claim that Jones' seidlitz powders or Jones' castor oil is a remedy or specific for a particular disease, the answer would probably be otherwise. In all such cases, please submit sample of article, together with the advertisements, labels and literature under which the article is sold. A ruling will then be given."

H. T. ROSS.

Assistant Deputy Minister
of Finance.

Mr. Hurteau has since submitted the samples asked for.

WANTS INFORMATION ON SLOW PAYS.

Editor Canadian Grocer:

As you ask for an expression of opinion, I will say that I consider there is one need felt by the retail trade which overshadows all others, and that is the need for a credit rating of would-be customers.

Bad accounts are the ruin of the careless man, and the careful dealer refuses lots of business which would be profitable because he has no reliable guide as to their intentions or ability to pay.

SECOND CROP JAPANS DEARER

Taking the trade as a whole, I think the loss from this source is greater than from all others; therefore, you would be doing the greatest service by persistently advocating the adoption of some feasible plan.

Hamilton, Ont. ALEX. MANN.

Editorial Note.—The Retail Merchants' Association of Canada have recently issued a book on delinquent debtors throughout the country for the use of members. This book contains a list of thousands of names of slow pays sent in by members of the association, and should be a very valuable book to have on hand in every retail store where credit applicants have to be dealt with. Those desiring further information should write to the head office of the Retail Merchant's Association, corner College and Yonge Streets, Toronto.

VARIETY OF GRAPE ON RAISIN PACKAGE.

An act compelling the marking of the name or variety of grapes contained in raisin packages, is one of the recently passed laws in the United States, which was introduced in the Assembly as Bill No. 1304. This act takes effect on September 1, 1916, thus enabling raisin packers to use up the labels and cartons that they may have on hand. Following is the act in full:

Section 1. It shall be unlawful for any person, firm or corporation to sell, offer for sale, expose for sale, or have in his possession with intent to sell, any box, package or carton containing seeded raisins, which box, package or carton shall have indicated thereon the fact that the same does contain raisins, unless it shall in addition to such indication have plainly and conspicuously marked thereon the variety of grape from which the raisins contained in such box, package or carton are manufactured or produced.

Section 2. Any person who shall violate any of the provisions of this act shall be guilty of a misdemeanour, and upon conviction shall be punished by a fine of not more than two hundred dollars, or by imprisonment in the county jail for not more than sixty days, or by both such fine and imprisonment.

Section 3. This act shall take effect September 1, 1916.

The year 1915 will be a record-breaker for trade, "if the Lord is willing and nothing busts." But records don't come unless you go after them. They don't grow behind the office stove or in the calamity columns of the newspapers.

A LARGE Toronto wholesaler of tea is in receipt of a circular from a tea shipper in Japan dealing with Japan tea shipments between May 6 and June 26 of this year, and with general information on the tea situation there. "The first crop," says the report, which was written on July 10th, "has now all been marketed, and the quantity settled was about the same as last year. Prices as a rule were slightly higher, but cup quality was a little better. The market is now well supplied with second crop tea, indications pointing to fully as large a crop as in 1914. Owing to the general opinion prevailing that medium and lower grades will be mostly sought after, the teas show a tendency on the part of the producer to bring them on the market with as little expense as possible put into the first preparation. Thus the leaf is not as well rolled as last year. This is most noticeable in basket-fired teas, and at the moment desirable basket-fired are scarce. The second crop is ruling firm on a slightly higher level than last year and owing to higher freight rates and a sharp advance in exchange, tea will cost in America about 5 per cent. over last year."

In the table accompanying this report is shown the tea exports for the season of 1914 and 1915 up to June 26, with comparisons for the same period during the past four years. This shows that the total shipments to the North American continent up to June 26th amounted to 7,629,740 lbs. During the same period last year the shipments were 9,179,876 lbs. The year previous they were 8,307,329 lbs., while for the same period during the year of 1912 and 1913 they were 8,436,243, and the year previous to that again 10,033,332. This shows that up to the date mentioned shipments this season have been less by more than a million and a half pounds compared to the season of 1914 and 1915. In fact, they have never been less during the past four years.

A comparative table of total exports from all Japan is also given on this circular. In the last season—that is, the 1914-15 one—the exports to America were 33,784,000 lbs. It remains to be seen how close to this figure will come the total exports to America during the present season.

Separate figures are given for export to Canada. Up to the 26th of June they amounted to 214,630 lbs., as compared with 152,560 lbs. the last season, and 402,368 lbs. during the season of 1913-14. In 1912 and 1913, however, ship-

ments to Canada during the same period amounted to only 184,175 lbs.

These figures should prove exceedingly interesting to anyone following closely the tea markets of the world.

Indian Tea Estimates.

Further evidence that the Indian primary tea market is quite firm is given by a large tea buyer, who states that about the middle of July he was offered a certain grade of tea for a certain price. On July 15th, a few days later, the same grade was quoted a quarter of a cent above the minimum and a quarter of a cent below the maximum. Later, on July 20, the same tea was a quarter of a cent above the price on July 15. His cables from Calcutta also showed that on June 19 it was estimated that the crops would be 8,000,000 lbs. in excess of last season. A month later cable showed this had dropped to an excess of only 4,000,000 lbs., while at the end of July the report was that there was no excess whatever on account of flood. The estimates, he declares, were made by the Indian Tea Growers' Association, a co-operative body which receives reports from different States all the time, and, therefore, the source is a reputable one. "In my opinion," he said, "it would not be at all unlikely to see tea go up 2 or 3 cents higher. You must remember that the British army is using approximately 1,000,000 pounds per week. In many instances the men who are fighting in this army are receiving more pay than if they were at home, so that their wives and families have more money to spend. It is, therefore, not at all improbable that the family at home is using much less, if any, tea even if the husband or another member of the family is away. This would, therefore, mean that this 1,000,000 lbs. that the British army is drinking every week is practically extra."

This tea merchant points out that the commonest China tea which can now be bought at around 21c, was formerly quoted at from 8 to 10 cents. Teas that are now from 25 to 26 cents, and which have been for weeks, could be purchased a year ago for about 14 cents. This tea man cited the above instances to show the strength of the market and to present his opinion that there was no cheaper tea in sight at the present time.

Slater Bros., grocer, Vancouver, B.C., sustained a fire loss recently.



CURRENT NEWS OF WEEK



Quebec and Maritime Provinces.

The Ideal Canning Co., Ltd., St. Dorothee, Que., is incorporated.

T. Macrae, of T. Macrae & Co., Cookshire, Que., is back again at business, having recovered from a very severe wound received in the hunting woods last fall.

The first annual outing of the Almy's Limited, of Montreal, was held at Lavaltrie. About 700 persons attended. Sport competitions which were held proved a huge success.

Roy M. Wyman has joined the selling staff of the E. W. Gillett Co., and will cover Prince Edward Island and Nova Scotia with the exception of Cape Breton.

R. R. Rankine, Maritime Province representative of the Walker Bin and Store Fixture Co., Limited, Berlin, Ont., has joined the 45th Battalion and is now in training at Valcartier. During his absence at the front, the company's interests will be looked after in that district by C. H. Good. Mr. Rankine has been with the company for ten years. The trade will wish him a speedy and safe return home.

Ontario.

James Cummings, of Listowel, Ont. will in the future reside in Wingham, Ont. He has purchased a grocery concern there and will commence business shortly.

The death occurred last week of W. A. Lockhart in his 65th year. For the past sixteen years he has been connected with E. F. Mason and Company, retail grocers, Peterboro, Ont.

The co-partnership existing between W. J. Dagenais and Hector P. Poisson, grocers, North Cobalt, Ont., has been dissolved by mutual consent and the business will hereafter be conducted by Mr. Poisson.

The last publication of the Ontario Gazette gives notice of the incorporation of the Northern Grocery Co., Limited, of Fort Frances with a capital of \$100,000.

Bradford and Johnston, have taken over the grocery, flour, feed and crockery stock, of the Rat Portage Store, Rainy River, Ont., formerly owned by W. J. McCart.

J. Carr, one of the selling staff of Hazel and Dawson, grocers and butchers, Hamilton, Ont., has joined the

colors. He was presented with a handsome safety razor outfit by his fellow employes and a cash present from the firm.

E. McKinney, manager of the Aylmer Condensed Milk Company, left on a business trip to Vancouver, B.C., and other points of interest to the company.

E. F. Mason, a Peterborough, Ont. grocer has offered a machine gun to the second battalion, through the officers.

Albert Hammond has sold his grocery and confectionery business in Campbellford, Ont., to J. A. Jeffs and has purchased the grocery, china and crockery business of E. G. Bailey, Stirling, Ont.

A number of grocery firms in Guelph, Ont., are making moves to other premises. Benson Bros. are going to a new store on Quebec street and their premises will be occupied by Jackson & Son, who will be followed by Hood and Benallick.

The plant of the St. Thomas Packing Company, St. Thomas, Ont., was badly damaged by fire at noon Tuesday, the smoke house, sausage room and warehouse being totally destroyed, along with their contents. The large cold-storage plant, with 600,000 pounds of fish and large quantities of meats, was saved after hard work. The loss is covered by insurance.

Western Canada.

The Saskatoon Retail Merchants' Association held a "field day" at the Saskatoon Exhibition grounds, on July 29. A good sized crowd attended and an enjoyable day was realized by all.

William Geodge Hewlett, of Westbank, B.C., succumbed after a lingering illness recently. For the past four or five years he operated a grocery store and held the position of postmaster in that locality.

At a recent meeting of the Saskatoon Retail Merchants Association it was decided to free clerks for the harvest season. This association too, claims to be the first of its kind in Canada to attempt to raise money for the purchase of machine guns.

The W. H. Malkin Company, Limited, wholesale grocers of Vancouver, B.C., are having plans prepared for the installation of machinery for the manufacturing of their food products, many of which, in the past, have been packed

outside that province. This firm has been established on the coast for the past 20 years.

Practically every class of merchant in North Vancouver, B.C., was represented at a conference with the city council recently, when the proposal to raise the freight rates on the ferries was discussed. The merchants to a man protested against any change being made at this time. Their contention was that it would have a detrimental effect to the city from an increased cost of living standpoint. Many of the business men admitted that at the present time they would not feel the increase to any great extent, but in case times became better and business increased the added cost by reason of increased freight rates would be from 50 to 100 per cent.

F. E. Raymond, secretary of the Retail Merchants' Association, Saskatchewan Branch, accompanied by J. L. S. Hutchinson, a hardware dealer in Saskatoon and one of the prominent officials of the provincial association, were in Toronto during the week and called on Tuesday at the Toronto office of Canadian Grocer. Messrs. Raymond and Hutchinson were in Montreal attending the Dominion Board meeting of the R. M. A., and later spent some time in the Maritime Provinces. They visited the Toronto office of the Association and left on Wednesday for home via Chicago, St. Paul and Winnipeg, intending to spend a day in each of these cities.

NO DIFFERENCE.

A darkey running a ferry across the Alabama River was accosted by a poor white stranger, who wanted to cross, but hadn't the wherewithal.

"It doan't cost yo' but three cents ter cross," insisted Pete.

"I know, but I hain't got three cents."

"I done tell yo' what," was Pete's reply. "A man what's not got three cents am jes' as well off on dis side ob de river as on de odder!"—Exchange.

A PAPER WORTH HAVING.

MacLean Publishing Co.:
Dear Sirs,—Enclosed find two dollars, amount for Canadian Grocer. The paper is worth having in every way. Wish you success.

E. J. DRAKE,
Guelph, Ont., Aug., 1915.

Some Exporting on Canned Peas and Corn

This Represents a New Order of Things — Market is Perceptably Firmer — Currant Prices Going Up; Also Dried Apricots—Filberts Will Be Cheaper—Sugar Unsettled Owing to Negotiations Between Refiners and Wholesalers—Some Damage to Bean Crops.

Office of Publication, Toronto, Aug. 12, 1915.

FOR some months now the flour trade has been much disorganized and disturbed by the question of awkward freight rates. This has not been improved any by advance of a nickel for shipments for August and of ten cents for shipments of September and October. Uncertainty regarding freights is making selling for overseas accounts rather precarious. For shipments sold now there is no way of determining what the freight rate shall be when they are shipped, supposing they are not shipped until after October. In addition to this, the rate of exchange is also an important factor affecting the flour man. For instance, if a broker sells at present on a basis of \$4.70, he is quite liable to receive less than that when payment is due. There seems to be no way of determining this and as we say, the two questions are disturbing. In a way though export business is active as far as bids are concerned, it does not seem to result in a great deal of business inasmuch as the bids for the most part are below the market prices. There seems to be a general disposition, however, both in England and in this country, to hold off buying, that is so far as wheat is concerned, because millers are reluctant to purchase new grain now if they think they can purchase still cheaper when the bumper crop is realized in the Canadian West. Moreover, cash wheat is exceedingly scarce. Meanwhile, cash Manitoba wheat is up a cent at \$1.39 as we write. Flour men are anxiously looking for a favorable change in the flour situation, which cannot be expected to materialize until the new wheat comes along.

Dairy butter is up a cent this week in some markets and this is not altogether surprising. There is a good stiff demand over the cable, chiefly on account of the fact that the international situation in dairy products is not so good. Germany is buying as much as ever it can and supplies from Denmark into England are short, while France is not so well stocked for herself, much less in a position to export over the channel. As pointed out last week, there has been a great deal of cream going to the cheese factories and this has possibly been detrimental to the making of butter. At any rate there is a stiffness in the market at present and we should not be surprised to see prices slightly higher than they are now. Cheese on the other hand is lower if anything, although in Toronto no actual price changes are noticed this week, but in Montreal cheese is now down as low as 14c. It is amusing to look back at the very high levels which obtained three months ago and certainly few of us then expected to see cheese go as low as this.

QUEBEC MARKETS.

Montreal, Aug. 12.—With the holiday period in full swing, trade is inclined to be quiet. However, this province, especially in the country and rural districts, has been exceptionally good right along. The people seem to have plenty of money both for necessities of life and for pleasure. The business done by the railways in this province is splendid. There is considerable building going on in smaller cities like Three Rivers.

Interest of the trade has been centred more or less this week in conferences between the wholesalers and refiners on the one hand, and the wholesalers and canners on the other. In both cases the object was to come to an understanding

regarding discounts and quotations. The cane refiners desire to drop their quotations in order more effectively to cope with competition.

The object of the meeting with the canners was to decide on prices for the new pack, and other more important matters. No decision was arrived at, but already the market, as was expected, is showing signs of strengthening, evidence of which is seen in higher quotations announced by a leading wholesale house this week.

The situation as regards maple sugar continues acute. Stocks recently shipped across the line have certainly removed any surplus from this country. Wholesalers are being cleaned out at prices

Markets in Brief

QUEBEC MARKETS.

FLOUR AND CEREALS—
Stronger wheat market.
Flour continues quiet.
Big demand for all feeds.
Moulée only feed plentiful.
Rolled oats market quiet.

PRODUCE AND PROVISIONS—
Decline in live broilers.
Easier tendency to lard.
Easier butter market.
Cheese declines several cents.
Egg receipts falling off.

FRUIT AND VEGETABLES—
Decline in blueberries.
California grapes arrive.
Advance in Messina lemons.
Vegetable marrows \$1 dozen.
Potato market strengthens.
Big decline in tomatoes.

FISH AND OYSTERS—
Pickled salmon begin to move.
Dogfish affect haddock supply.
Halibut arrives well from west.
Lake trout getting scarce.
Dore prices rather high.

GENERAL GROCERIES—
Maple sugar continues scarce.
Cheap Japans are firmer.
Canned goods advanced 5c dozen.
Higher quotations for beans.
Sultanas open 6c higher.
Cream of tartar jumps to 50c.
Evaporated apples to soar.

ONTARIO MARKETS.

FLOUR AND CEREALS—
Scattered demand from England.
Mill feeds strong.
Flour difficulties.
Freight rates higher.

PRODUCE AND PROVISIONS—
Cooked meats strong.
Butter prices up.
No change in eggs.
Cheese situation easy.
Good supply of honey.

FISH AND OYSTERS—
Trout prices advance.
Salmon quotations up.
No change in sea stuff.
Fairly good summer business.

FRUITS AND VEGETABLES—
Raspberries poor quality.
Cucumbers quite plentiful.
Peaches selling well.
Cantaloupes in demand.
Marrow now on market.
Lettuce a glut.
Potatoes easier.
Plum supplies increasing.

GENERAL GROCERIES—
Trade awaits rice crop.
Stiffness in currants.
Apricots have advanced.
Lower prices on filberts.
Cream of tartar up.
Tea prices firmer again.

they never anticipated, most of their stocks going to the States. Wholesalers here, who have sold their stocks, find themselves unable to buy anywhere.

Higher prices for jams are expected this year on account of the high cost of sugar. It is estimated that prices will be 5 per cent. higher. An advance is announced on pharmaceutical castor oil of 2c lb., quotations now being 14c lb. by bbl., and \$1.60 per gallon.

CANADIAN GROCER

SUGAR.—A weakness developed in this market over the week, sales of Cubas being made in New York as low as 3½c; later it strengthened, and further sales were made at 3⅝c, while 3¾c was being asked. Naturally, during this period there was little business in refined going on, buying being only hand-to-mouth. Quietness was accentuated by the fact that travellers in the West were on their holidays. Refiners are hoping that things will improve in the near future.

Wholesalers from Ontario, Quebec and the Maritimes met all the Eastern refiners in Montreal last week to consider a discount suggestion in order more effectively to meet competition. The refiners, while willing to do this, are anxious that the wholesalers should bear their share by agreeing to a reduction in rebate. In other words, they met with the object of readjusting the agreement between refiners and the wholesalers.

No decision was arrived at. In the meantime, the refiners are considering the matter on the one hand, and the trade on the other. There may shortly be another meeting. A committee, composed of the following, will meet the refiners: Fred T. Smye, Hamilton; Hugh Blain, Toronto; H. C. Beckett, Hamilton; William Ince, Toronto; Archibald Miller, Quebec; Z. Hebert, Montreal; M. H. Dwyer, Halifax, and F. B. Schofield, St. John, N.B.

Extra Granulated Sugars—	Per 100 lbs.
100 lb. bags	6 65
20 lb. bags	6 75
2 and 5-lb. cartons	6 95
Yellow Sugars—	
No. 3	6 50
No. 1	6 25
Extra Ground Sugars—	
Barrels	7 05
50 lb. boxes	7 25
25 lb. boxes	7 45
Powdered Sugars—	
Barrels	6 85
50 lb. boxes	7 05
25 lb. boxes	7 25
Paris Lump—	
100 lb. boxes	7 40
50 lb. boxes	7 50
25 lb. boxes	7 70
Crystal Diamonds—	
Barrels	7 30
100 lb. boxes	7 40
50 lb. boxes	7 50
25 lb. boxes	7 70
Cartons and half cartons	8 05
Crystal Dominoes, cartons	8 15

TEAS.—It is beginning to look as if 20c Japan tea will be about the cheapest available that is any good, and the tendency is to buy teas at top prices. An excellent Japanese authority, writing to local representative from Kobe under July 14 date, says: "Second crop teas are arriving on this market in fair quantities, and, although the cup quality is good, we consider the leaf of coarser make than last year, and in consequence the styles in general do not make up as well. This is largely due to the cold weather which has prevailed until a week ago, and the over-picking of the first crop."

A local wholesale house advises the trade that the Japan crop will be a large one, yet at high prices. The first crop

has been all marketed, and the quantity settled was about the same as last year. The cup quality is better. Desirable basket-fired teas at the moment are scarce.

Another local house states that they were unable to secure supplies of new crop Japan teas at their prices. In most cases their standards could not be matched for less than 2c advance on last year's prices, showing that within the last two or three weeks Japans, especially cheaper grades, have taken a strong position.

DRIED FRUITS.—Opening prices on Greek Sultanas are 6c higher than they were a year ago; there can be no question that Turkish product will be higher, for obvious reasons. There is a good demand in Quebec Province for seeded raisins in packages, loose muscatels, and for Valencias, which are going to be high. Spot stocks are practically nil, and the crop is estimated at 10,000 tons, compared with 20,000 tons last year. Future prices on selected Valencias are 9-9¼c, when Californias are selling for ½-¾c less. Prunes are strong for spot. Peaches on the coast have advanced ½c, and apricots 1c on account of export demand.

EVAPORATED FRUITS.	Per lb.
Apples, choice winter, 25-lb. boxes	0 09
Apricots	0 15½
Nectarines, choice	0 11½
Peaches, choice	0 10
Pears, choice	0 13½
Apples, choice winter, 50-lb. boxes	0 08½

DRIED FRUITS	Per lb.
Candied Peel—	
Citron	0 20
Lemon	0 15½
Orange	0 15½
Currents—	
Amaliss, loose	0 07½
Amaliss, 1-lb. pkgs.	0 08
Filiatras, fine, loose, new	0 07½
Filiatras, packages, new	0 08
Vostizans, loose	0 08½
Dates—	
Dromedary, package stock, per pkg.	0 09
Farda, choicest	0 12½
Hallowee, loose	0 06
Hallowee, 1-lb. pkgs.	0 07
Figs—	
3 crown, 12 lb. boxes, fancy, layer, lb.	0 12
7 crown, 12 lb. boxes, fancy, layer, lb.	0 12
8 crown, 12 lb. boxes, fancy, layer, lb.	0 11½
1 lb. glove boxes, each	0 12
Prunes—	
30 to 40, in 25-lb. boxes, faced	0 14
40 to 50, in 25-lb. boxes, faced	0 13
50 to 60, in 25-lb. boxes, faced	0 12
60 to 70, in 25-lb. boxes, faced	0 11
70 to 80, in 25-lb. boxes, faced	0 10
80 to 90, in 25-lb. boxes, faced	0 09½
90 to 100, in 25-lb. boxes, faced	0 09
Raisins—	
Malaga, table box of 22 lbs., 3-crown cluster, \$2.00; 5-crown cluster	3 00
Muscateles, loose, 3 crown, lb.	0 09
Sultans, loose	0 10
Sultans, 1-lb. packages	0 12½
Cal. seedless, 15 oz.	0 09
Seedless, 12 oz.	0 08½
Fancy seeded, 12 oz.	0 09
Choice seeded, 15 oz.	0 12½

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

NUTS.—Prices on shelled almonds are expected to be from five to six shillings lower than they were a year ago. Shelled walnuts will be high on account of the shortage of labor. Peanuts are quiet again. Brazils are still high, with limited demand.

Almonds, Tara	0 15½
Grenobles, new	0 15½
Marbots, new	0 12
Shelled walnuts, new, per lb.	0 32
Shelled almonds, 25-lb. boxes, per lb.	0 24
Sicily filberts	0 12
Filberts, shelled	0 24
Pecans, large	0 18
Brazils, new	0 17
Peanuts, No. 1, French	0 07
Peanuts, No. 1, Spanish	0 06½ (12½ lbs.)

MOLASSES.—The supply available is entirely too small for the demand. Holders claim they can get almost any price they like. Sales are being made at 53c, but it is believed 60c is not out of the question. A local dealer was offered 300 puncheons at a high figure, wired acceptance, but before his message reached the Island, it was sold. One of the largest dealers is down to 50 puncheons—a week's supply; there is more coming in, but much of this is already sold.

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

For outside territories prices range about 3c lower.

Carload lots of 20 puncheons 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., 3¼c; ¼ bbls., 4c; ¼ bbls.	0 04¼
Pails, 3¾ 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—

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

SPICES.—Whole pimento was advanced to 12-15c this week. Cream of tartar jumped to 50c lb. for loose, and 57c in small tins—an advance of 5c lb. Market is irregular, with prices in primary market little changed, except on celery seed, sage and laurel leaves, the first two of which have moved violently upward. The Greek Government has prohibited the exportation of sage and laurel leaves. Many dealers in America are dependent on this source.

	5 and 10-lb. boxes.	¼-lb. pkgs. dozen.	¼-lb. tins.
Allspice	—0 16	—0 69	—0 23
Cassia	—0 22	—0 89	—0 29
Cayenne pepper	—0 28	—	—0 35
Cloves	—0 28	—1 05	—0 35
Cream tartar—45-55c.			
Ginger, Cochín	—0 22	—	—0 29
Ginger, Jamaica	—0 33	1 00—1 15	—0 31
Mace	—0 30	—	—1 00
Nutmegs	—0 40	—	—0 75
Pepper, black	—0 22	0 90—1 00	—0 29
Pepper, white	—0 30	1 15—1 20	—0 37
Pastry spice	—0 22	0 95—1 20	—0 29
Pickling spice	0 14—0 16	—	—
Turmeric	0 21—0 23	—	—

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

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

RICE.—Wholesalers have dropped their price on velvet head Carolina to 9-10c—a decline of ¾c. Apart from this there are no changes. There is a good demand from wholesalers, and big sales of Canadian ground product are being made at rather low figures.

Rangoon Rice—	Per cwt.
Rangoon, "B"	3 80
"C.C."	3 80
India bright	4 00
Lustre	4 10
Fancy Rice—	Per cwt.
Imperial Glace	5 20
Sparkle	5 30
Crystal	5 00
Ice drips	5 30
Snow	5 25
Polished	4 10
Pearl	4 00
Mandarin, Patna	4 30
Java Onyx	7 00

Prices are per 100 lbs., packed in bags (200 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.).

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Imported Patna.	Per lb.
Bags, 224 lbs.	0 05½
Half bags, 112 lbs.	0 05½
Quarter bags, 56 lbs.	0 05½
Velvet head Carolina	0 09 0 10
Sago, brown	0 06½ 0 07
Tapioca—	
Pearl, lb.	0 07 0 07½
Seed, lb.	0 07 0 07½

COFFEE.—There is a good sale for Santos on this market at comparatively low figures. A readjustment of things in Brazil is expected to result in higher prices.

DRIED VEGETABLES.—One wholesaler advanced his price on 3-lb. pickers this week to \$3.75 per bushel, on the ground that supplies were difficult to obtain. Other houses are quoting \$3.40-3.45 for 3-lb. pickers, \$3.50-3.55 for 2-lb. pickers, and \$3.65-3.75 for 1-lb. pickers. Stocks of peas are practically exhausted. Sales of buggy peas are being made today, which buyers would not look at a month ago; they are the only ones available.

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

CANNED GOODS.

Montreal.—Representatives of the wholesale trade from Quebec, Ontario, and the Maritime Provinces held a conference with representatives of the holding company here last week, and the situation was thoroughly thrashed out. No decision was arrived at with respect to selling prices for the coming year, and other meetings will take place in the near future, when it will be decided what course is proper to follow, so that everyone's interests may be protected within a reasonable measure.

The above is an official statement of what has taken place so far. It means that there is still an open market, and that an agreement between the canners and wholesalers has not yet been brought to a successful conclusion. The canners are looking for an agreement covering a longer period than ever before. One of the wholesalers will make the following suggestion at the next meeting of the canners and the trade: That the best thing for the canners would be for them to sell f.o.b. factory this year, and each guild arrange selling conditions in its own district.

The following committee will confer with the canners: Armand Chaput and Z. Hebert, Montreal; Thomas Kinnear, F. M. Sloan and W. G. Lumbers, Toronto; A. E. Provost, Ottawa, and representatives of the trade in London and Hamilton.

The canners have control of about 98 per cent. of the pack since the formation of the holding company, and the majority of the trade feel confident that an agreement will be arrived at. The holding company have already advanced

prices on spot goods—75c on corn and peas, and 82½c tomatoes f.o.b. factory net.

The effect of the holding company is also seen on quotations in Montreal. One large house announced a 5c advance on a number of lines to take effect on Monday of this week. Their quotations now are as follows: Tomatoes, 92½-95c; corn, 85-87½c; stringless beans, 85-87½c; standard peas, 85-87½c, and early June peas, 87½-90c. When it is considered that less than two months ago tomatoes were quoted at 80c, it will be seen that a marked strengthening of the market has taken place since then; in fact, within the last three or four weeks. It would not be surprising if prices went even higher than those quoted above within a short time.

New prices on canned salmon are not yet available. The feeling in the trade is that Sockeyes will be high, but that other lines will be somewhere on the same basis as a year ago.

Prospects are for higher prices on evaporated apples. The apple crop is expected to be unusually poor this year.

ONTARIO MARKETS.

Toronto, Aug. 12.—Summer trade is in full swing now, such as it is, and July was a fair month with the trade. The protraction of really seasonable weather however undoubtedly held back much of the animation usually felt in summer lines, and trade might have been better. Summer drinks have been a rather poor department this year; just why, it is hard to say.

The improvement in canned stuffs is now extensive. The trade is alive to the fact that present prices are comparatively low and that therefore the present is a good time to buy. Not only is this true because the domestic demand will force prices up, but also on account of the fact of heavy exports to Britain of peas and corn, in addition to tomatoes. Corn has never been exported before; they do not eat it in England, but evidently the Canadians over there are popularizing it.

Tea has again firmed up and cables from all primary markets reported a decided stiffening. With regard to the Indian sales, our market report shows that no great excess over last year has yet been attained, despite heavy general tea buying.

SUGAR.—The recent declines in New York on refined have been recovered to some extent this week; in fact about twenty-five per cent., according to wires dated yesterday. The pressure on refiners to sell has been relieved and that, together with improved demand, has ensured this much ground regained. But the situation is still not as strong as it was three weeks ago.

Locally the market is fairly firm, although prices are still pretty well kept down by competition, as has been the case for some time. Demand is fair to middling; there are no price changes to report. The questions between the cane refiners and wholesalers is somewhat unsettling the situation.

Extra Granulated Sugars, Montreal Refined—per 100 lbs.	
100 lb. bags	6 71
20 lb. bags	6 81
10 lb. bags	6 86
2 and 5-lb. cartons	7 00
Nova Scotia refined, 100-lb. bags	6 61
New Brunswick refined, 100-lb. bags	6 71
Extra Ground Sugars—	
Barrels	7 11
25 lb. boxes	7 29
Powdered Sugars—	
Barrels	6 91
25 lb. boxes	7 31
Crystal Diamonds—	
Barrels	7 26
100 lb. boxes	7 29
50 lb. boxes	7 06
Cartons (20 to case)	8 11
Cartons (50 to case)	8 61
Crystal Dominoes, cartons	8 11
Paris Lumps—	
100 lb. boxes	7 46
50 lb. boxes	7 56
25 lb. boxes	7 76
Yellow Sugars—	
No. 1	6 31
Barrels granulated and yellow may be had at 5c per cwt. above bag prices.	

TEA.—Recent cables from both London and Colombo report a strong market. Common teas, it is affirmed, are firm again at Colombo. London reports common teas and fine alike firm. The latter are said to be scarce. Of course the season of the year would naturally infer a dearth of fine teas, inasmuch as the new teas do not arrive for four or five weeks yet. Quality is still declining and in the opinion of several tea men the easing off tendency remarked two or three weeks ago was very largely due to poorer quality. That is more or less immaterial now because the weakness was of the flash-in-the-pan variety. Both markets are quite firm again. There is nothing ahead in the way of price changes at this writing.

In a circular from a London house the amount of tea exported from Calcutta to all countries is seen to be only a trifle ahead of last year, the figures being: this year 31,689, and last year, 31,623. A foot-note says, however, that these figures will be considerably enhanced when teas ordered are gotten through to Russia. Russian buying is still heavy.

DRIED FRUIT.—Currants, as noted last week, are firm and the tendency is still more decided. It is said that English biscuit manufacturers are buying very heavily in the primary markets. Moreover, the demand here, on the part of the wholesale trade, is greater than that of last year. Primary markets show really stiff advances and we may—unless the situation suddenly weakens—look for higher prices. There is a good deal of heavy buying going on in prunes for futures and levels are firm. Apricots have advanced. There has been a very heavy tonnage of apricots shipped recently and in consequence prices on dried stuff, owing to a big demand, are

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firm and high. Buying on seeded and seedless raisins holds off because the trade expects the new price schedule on or about the fifteenth. It will be fairly stiff, wholesalers judge. The Valencia crop was bad, and though the California yield is good there will be materially increased demand for it. Sultanas, because of Turkey's position as a belligerent nation, will be a minus quantity this year. Peaches and peels show no change. Demand for former is brisk at ruling prices.

Apricots—			
Standard, 25 lb. boxes	0 13 1/4	0 15	
Choice, 25 lb. boxes	0 15	0 15 1/4	
Apples, evaporated, per lb.	0 08	0 08 1/2	
Candied Peels—			
Lemon	0 13	0 14	
Orange	0 13	0 14	
Citron	0 19	0 23	
Currants—			
Filiatas, per lb.	0 08	0 08 1/4	
Amalas, choicest, per lb.	0 08 1/4	0 08 3/4	
Patras, per lb.	0 08 1/4	0 09	
Vostizza, choicest	0 10	0 10 1/4	
Cleaned, 1/2 cent more.			
Dates—			
Fards, choicest, 12-lb. boxes	0 09 1/4	0 10	
Fards, choicest, 60-lb. boxes	0 09	0 09 1/4	
Package dates	0 06	0 06 1/4	
Halloween	0 07 1/4	0 07 3/4	
Prunes—			
30-40s, California, 25 lb. boxes	0 14 1/4	0 15	
40-50s, 25 lb. boxes	0 12 1/2	0 13 1/4	
50-60s, 25 lb. boxes	0 12	0 12 1/2	
60-70s, 50 lb. boxes	0 10 1/4	0 11 1/4	
70-80s, 50 lb. boxes	0 09	0 09 1/4	
80-90s, 50 lb. boxes	0 08	0 09	
90-100s, 50 lb. boxes	0 07 1/4	0 08	
25 lb. boxes, 1/4c more.			
Peaches—			
Choice, 50 lb. boxes	0 07	0 07 1/4	
25 lb. boxes, 1/4c more.			
Raisins—			
Valencia	0 11	0 11 1/4	
Seeded, fancy, 1 lb. packets		0 10 1/4	
Seeded, choice, 1 lb. packets	0 09 1/4	0 10 1/4	
Seeded, choicest, 12 oz.		0 08	
Seedless, 16 oz. packets	0 11 1/4	0 12	
Seedless, 12 oz. packets		0 10	

SPICES.—Cream of tartar is way out of sight. Difficulties alike in sufficiency of supplies and their securing—particularly the latter—are responsible, and we quote anywhere from 50 to 60 cents. Peppers are firming up again; the shortage of crops combined with poor facilities in shipping may lead to higher prices before very long. Freights are becoming a problem all round. Orders have been placed, but such supplies as come forward are eagerly snapped up without being more, very often, than a drop in the bucket, not so much because there aren't supplies to get as because the getting is difficult. Sage is still scarce. Seeds show no price changes, though the market is stiffening rapidly.

Spices—	Compound, per lb.	Pure, per lb.
Allspices, ground	0 10	0 16
Allspices, whole		0 15
Cassia, whole		0 21—0 32
Cassia, ground	0 14—0 16	0 22—0 30
Cinnamon, Batavia		0 27—0 35
Cloves, whole		0 28—0 45
Clives, ground	0 18—0 22	0 28—0 35
Cream of tartar	0 25—0 35	0 50—0 60
Curry powder		0 30—0 35
Ginger, Cochin	0 15—0 17	0 18—0 22
Ginger, Jamaica, ground	0 18—0 21	0 23—0 28
Ginger, Jamaica, whole		0 25—0 30
Ginger, African, ground	0 14—0 18	
Mace		0 30—0 40
Nutmegs, brown, 64s, 52c; 80s, 62c; 100s		0 40—0 50
Nutmegs, ground, bulk, 45c; 1 lb. tins		0 22—0 25
Pastry spice		0 14—0 18
Peppers, black, ground	0 14—0 18	0 19—0 24
Peppers, black, whole	0 19—0 24	0 30—0 35
Peppers, white, ground	0 19—0 24	0 35—0 38
Peppers, white, whole		0 35—0 37
Pickling spice		0 18—0 20
Turmeric		0 18—0 20

NUTS.—Prices on filberts for future have been named and they are a little lower than usual, for which—in this

time of high prices—the Saints be praised! Tarragona almond prices should be lower too. There has been a very good crop this year. Demand for shelled almonds is brisker. Walnuts and almonds in shell show no change.

In Shell—		Per lb.
Almonds, Tarragona	0 17 1/4	0 18
Brasilis, medium, new	0 13	0 15
Brasilis, large, washed	0 17	0 18
Chestnuts, peck	1 75	2 00
Filberts, Sicily, new	0 13	0 14
Peanuts, Jumbos, roasted	0 12 1/4	0 13 1/4
Peanuts, hand-picked, roasted	0 11	0 11 1/4
Peanuts, fancy, roasted	0 09	0 10
Pecans	0 17	0 18
Walnuts, Grenoble		0 15
Walnuts, Bordeaux	0 11	0 12
Walnuts, Marbots	0 13	0 14
Shelled—		
Almonds	0 38	0 40
Filberts	0 13	0 15
Peanuts	0 11	0 11 1/4
Pecans	0 55	0 60
Walnuts	0 38	0 40

BEANS.—There seems to be little doubt that the heavy rains of the past few days have damaged the crop to some extent, though luckily the rain ceased a day or two ago. There is a brisk demand at present for spot stocks with no alteration in price, although the market has a firm tone.

RICE.—The situation shows no material change. There is a light movement, just enough to satisfy needs, but the trade awaits the new crop which promises to be large and would logically infer lower levels. Thus, activity will be delayed for some weeks yet.

Rice—		
Rangoon "B." per cwt.	4 00	4 00
Rangoon, per cwt.	4 00	4 00
Rangoon, fancy, per cwt.	5 00	5 00
Patna, fancy	0 07 1/4	0 09

Tapioca—		
Pearl, per lb.	0 07	0 07 1/4
Seed, per lb.	0 07	0 07 1/4
Sago, brown, per lb.		0 06 1/4

COFFEE.—Futures were firmer in the primary market and the market generally has taken on a firmer tone, although the large increase in visible supply might have been expected to be a check to any bull feeling. Trade here is dull and buying only hand to mouth.

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

TORONTO.

CANNED GOODS.—There is a firmer feeling with advancing prices. Retailers are exhibiting a strong demand at present; they recognize the present low levels and the presumption is that these will not last. Heavy shipments have been made to Europe recently. These have not been of tomatoes alone. Peas and corn have been called for in large quantities and such export will tend towards a stiffening of prices.

VANCOUVER MARKETS.

By Wire.

Vancouver, Aug. 12.—Creamery butter is easier at 31c. Cheese is now 19c,

and eggs, local, are higher at 32c. Selected are 28c, and Island 32c. Lard, 3's, 5's and 10's are down 20c, and 20's are down to \$2.73. Beans, Ontario, are off 1/4c, while Lytton are up 1/4c. Evaporated apples are up to 9c. Flour is down to \$7.50. Potatoes are cheaper by \$2 a ton. Onions are 1/2c a lb. Dried apricots are 10c, apples 9c, prunes 10c, peaches .06c, and figs 5c.

PRODUCE AND PROVISIONS.

Butter, creamery, per lb.	0 31
New Zealand cubes	0 36 1/4
New Zealand brick	0 37
Cheese, per lb., large	0 19
EGGS—	
Local fresh	32 c
Extra selected	28 c
Vancouver Island	32 c
Lard, 3's, per case	8 55
Lard, 5's, per case	8 47
Lard, 10's, per case	8 40
Lard, 20's, each	2 73

GENERAL.

Almonds, shelled, lb.	0 45
Beans, Ontario, per lb.	06 c
Beans, Lytton	06 1/4 c
Cream of tartar, lb.	50 c
Cocoanut, lb.	18 1/4 c
Corameal, ball	\$3 30
Evap. apples, 50's	09 c
Flour, 49's, bbl.	7 50
Lemons, box	3 75
Potatoes, per ton	18 00
Rolled oats, ball of 80 lbs.	3 45
Onions, lb.	1/2 c
Oranges, box	2 75
Rice, 50's, sack	3 41
Sugar, standard	7 35
Sugar, yellow, per cwt.	6 70
Walnuts, shelled, lb., 40c; almonds	0 42
Jams, glass jars, doz.	2 25
Jams, 4-lb. tins, doz.	7 80

CANNED GOODS.

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

SALMON.

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

DRIED FRUITS.

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

ALBERTA MARKETS (CALGARY).

By Wire.

Calgary, Aug. 12.—Apricots in crates are \$1, blackberries \$2, and grapefruit \$5. Potatoes are now 75c for spot goods. Prunes are scarce. Low-priced teas are almost entirely cleaned up here. Jobbers now expect to make a little money on canned vegetables. Heretofore pickings have been lean in the country, and now travellers report splendid business throughout the province. Splendid sunshine is fast ripening the crops.

General—

Beans, small white Japan, lb.	0 06 1/4
Flour, No. 1 patent, 98's	3 50
Rolled oats, ball	3 70
Rolled oats, 80s	3 30
Rice, Siam, cwt.	4 00
Potatoes, new, per bush	0 75
Sugar, pure cane, granulated, cwt.	7 55
Shelled walnuts, finest halves, lb.	0 40
Shelled walnuts, broken, lb.	0 30

Produce and Provisions—

Cheese, new, Ontario, large, per lb.	0 17 1/4
Butter, No. 1, dairy, lb.	0 20
Eggs, new laid, doz.	0 20
Lard, pure, 3s, per case	8 70
Lard, pure, 5s, per case	8 63
Bacon, smoked backs, per lb.	0 15 1/4
Bacon, smoked bellies, per lb.	0 21

Canned Goods—

Tomatoes, 3s, standard, case	2 55
Corn, 2s, standard, case	2 10
Peas, 2s, standard, case	2 10
Tomatoes, gala, case	2 00
Apples, gala, Ontario, case	1 75

CANADIAN GROCER

Strawberries, 2s, Ontario, case	4 80
Raspberries, 2s, Ontario, case	4 60
Lobster, 1/2s, per doz.	2 65
Salmon, finest sockeye, talls, 48x1s, per case	10 00
Salmon, pink, talls, 48x1s, per case	4 25
Dried Fruits—	
Evaporated apples, 50s, per lb.	0 09 1/2
Peaches, choice, 25s, per lb.	0 07 1/2
Apricots, choice, 25s, per lb.	0 13
Pears, choice, 25s, per lb.	0 14
Fruits—	
Blackberries	2 00
Blueberries, Ont., basket	2 00
Cantaloupes, crate	5 50
Grapefruit, Cal.	5 00
Oranges, case	5 50
Lemons, case	6 25

SASKATCHEWAN MARKETS.

By Wire.

Regina, Aug. 12.—At Regina, jobbers are paying 17 3/4c for butter in boxes and 18 1/2c in tubs. They are paying 16c for eggs. Cheese is slightly lower at 16 3/4c. Dates are a half a cent a pound higher. Ontario beans are quoted at \$3.90. Lard is considerably lower, being quoted: 3's at \$8.60; 5's at \$8.55; 10's at \$8.50, and 20's at \$2.82. Sugar recently dropped 10c. It is now quoted at \$7.34. Fruit and vegetables are most plentiful. The following are other existing quotations: Oranges, \$5; lemons, \$5; blueberries, \$2 (15 lbs.); pears, \$2.65; apples, \$2.50; peaches, \$1.10; plums, \$1.50; tragedy plums, \$1.75; tomatoes, \$2; canteloupe, \$2; crab apples, \$2.75; apricots, B.C., \$1.15; Wala Wala onions, \$2.50; cabbage, 2c; carrots, 1c; beets, 1 1/2c; celery, 8c. Oranges and lemons are strong, and an advance is expected.

Produce and Provisions—	
Butter, creamery, per lb.	0 25
Butter, dairy, No. 1	0 15
Cheese, per lb., large	0 16 1/2
Eggs, new laid	0 12
Lard, 3's, per case	8 60
Lard, 5's, per case	8 35
Lard, 10's, per case	8 60
Lard, 20's, each	2 82
General—	
Beans, Ontario, per bushel	3 90
Coffee, whole roasted, Rio	0 17 1/2
Cream of tartar, lb.	0 45
Cocconut, lb.	0 19
Cornmeal, ball	2 80
Apricots, per lb.	0 12
Evap. apples, 50's	0 08 1/2
Flour, 80's	3 60
Rollad oats, ball of 80 lbs.	2 85
Rice, per cwt.	3 90
Sugar, standard gran., per cwt.	7 34
Sugar, yellow, per cwt.	6 94
Walnuts, shelled, 41c; almonds	0 41
Canned Goods—	
Apples, gals., case	1 39
Broken beans, 2's	2 55
Beans	2 25
Corn, standard, per 2 dozen	2 25
Peas, standard, per 2 dozen	2 25
Plums, Lombard	2 15
Peaches	3 22
Strawberries, 24.33	4 73
Tomatoes, standard, per case	2 15
Salmon—	
Sockeye, 1's, 4 doz. case	9 65
Sockeye, 1/2's	12 35
Cohoos, 1's	6 00
Humpbacks, 1's	4 50
Fruits and Vegetables—	
Apples, fancy, box	2 50
Celery	0 10
Grapefruit, per crate	4 50
Sweet potatoes, per crate	4 50
Lemons	5 00
Oranges, Valencias	5 00
Pineapples, case	4 25
Potatoes	1 00
Potatoes, new	1 00
Preserving cherries	1 00
Tomatoes	2 00
Watermelons	9 00
California Onions	0 05 1/2
Dried Fruits—	
Currants, per lb.	0 09 1/2
Prunes, 70-80, 25's, lb.	0 10 1/2

NEW BRUNSWICK MARKETS.

By Wire.

St. John, Aug. 12.—The expected drop did not come in Ontario flours so far

CANADIAN GROCER UNITES OLD FRIENDS.

An article published in Canadian Grocer some weeks ago was responsible for the uniting of two old friends, now connected with the grocery trade in Canada, but who were formerly co-workers in a grocery store in Scotland. The article in question referred to some of the business methods of Donald Nicolson, Roncesvalles Ave., Toronto. A week or so before there was a snapshot of Mr. Nicolson in this paper in connection with the Toronto Grocers' Picnic at Cobourg. A reader in Stellarton, N.S., noticed the picture and also read the article in reference to Mr. Nicolson, discovered his address, and wrote to him. His name is James Moffat, and he is with T. A. Fraser & Co., in Stellarton. In writing to Mr. Nicolson, Mr. Moffat says: "Do you remember when we were in Cooper & Co.'s grocery in Ayr, Scotland? There were two imps of message boys, one named Irving, and the other Moffat. Well, I am Moffat. I noticed your photo in Canadian Grocer some time ago, and later I got your address through an article which appeared there. I am very glad to see that you are in a prosperous condition, and hope it may long continue, etc., etc."

This is just another evidence of the national character of this paper. It is one of the many instances where friends have been re-united after many years.

this week, but dealers still are confident that it must ere long. Sugar is quiet, no change being expected for the present. Higher quotations are made in molasses, resulting in a slight jump this week to 48c and 49c. Stocks are only fair locally. Cornmeal, ordinary, shows a slight advance of 10c. American pork is easier at \$24 to \$26.50. No domestic will be available until fall. Strawberries are off with a poor season, as little preserving was done in comparison with other years. Raspberries are slightly better. Green vegetables are plentiful, with prices easier. Potatoes are lower at 70c. Eggs and butter are in good supply, with no changes in quotations. General business is fair.

Produce and Provisions—	
Bacon, breakfast, per lb.	0 20
Bacon, roll, per lb.	0 23
Beef, corned, 1's	0 17
Pork, American clear, per bbl.	2 75
Butter, dairy, per lb.	24 00
Butter, creamery, per lb.	26 70
Eggs	0 20
Lard, compound, per lb.	0 22
Lard, pure, per lb.	0 23
Cheese, new	0 11 1/2
	0 12 1/2
	0 13
	0 15
	0 15 1/2
Flour and Cereals—	
Cornmeal, gran.	5 00
Cornmeal, ordinary	2 80
Flour, Manitoba, per bbl.	7 85
Flour, Ontario	7 15
Rollad oats, per bbl.	7 60
Oatmeal, standard, per bbl.	6 25
Fresh Fruits and Vegetables—	
Lemons, Messina, box	4 60
Oranges, Val., case	4 00
Potatoes, bushel	0 70
Strawberries	0 11
Sugar—	
Standard granulated	6 80

United Empire	6 70
Bright yellow	6 60
No. 1 yellow	6 30
Paris lumps	7 60
Lemons, Messina, box	4 60
Beans, hand-picked, bush.	3 60
Beans, yellow eyes, per bush.	3 70
Canned pork and beans, per case	2 60
Molasses, Barbadoes, gal.	0 48
Cream of tartar, per lb., bulk	0 52
Currants	0 08 1/2
Rice, per cwt.	4 25
	4 60

THE ONTARIO POTATO SITUATION

Various reports have appeared in the daily press to the effect that late potatoes have commenced to rot in the fields in many places in Ontario. Canadian Grocer took this matter up with a number of large potato wholesalers and so far as they know, or at least so far as reports to them are concerned, little, if any rot has been mentioned. The extremely wet weather of the past month if it continues will no doubt be hard on late potatoes and particularly in low lying land such as will be found in Western Ontario along the Lake Shore.

Apart from the possibilities of rot, the potato crop in Ontario looks splendid. While the acreage may not be quite as large as last year, the crop up to the time the heavy rain set in, was exceedingly promising, but it will be a couple of weeks yet before real definite information can be secured as to the final outcome.

A LARGE ORDER.

A drummer for a New York grocery house took shelter from a thunder shower in a small grocery kept by a colored man in the suburbs of Nashville, and pretty soon the proprietor asked:

"Was yo' a stranger around yere, sah?"

"I represent this house," replied the drummer, as he handed out one of his cards.

"I see. Does yo' own de bisness yo-self?"

"Oh, no."

"Was yo' de senior pawdner?"

"No."

"De junior."

"No."

"Was yo' backin' de concern wid yo' capital?"

"No."

"Just sent out to take orders?"

"That's all. Perhaps I can take an order from you."

"Well, suh, if dat house has dun sent yo' clean down here to get an order from me, I ain't gwine ter be mean about it. Just put me down for fo' pounds of brown sugar an' draw on me arter sixty days fur de bill."



FRUIT AND VEGETABLES



Heavy Demand for Berries

Blueberries in Big Demand—A Few Thimbleberries Here—Vegetable Marrows Now Selling—Messina Lemons Firm and Slightly Higher.

MONTREAL.

FRUIT.—New Canadian apples are being offered more freely at prices varying between \$2.00 and \$4.00 per bbl. There was a drop in blueberries this week to 11c. and the demand at this price is heavy. Lake St. John blueberries are coming in now, quoted at 1.50-1.75 per box, of about 20 qts. California green grapes are in, offered at 2.50 per crate. Gooseberries are out, unless they are arriving from the west. Limes have advanced to 1.40, with a slow demand. Late Valencia oranges continue high—4.00-5.00. Rodi oranges are being quoted 4.00 per box for 200-160, and 2.00 half boxes of 100-80 size. A slight advance in Messina lemons took place to 3.25; Verdellis are quoted 4.00 per box, 300 size. Pineapples, 36 size are offered at 2.50. The best raspberries are selling for 10 c., but there are others bringing as low as 3c. per qt. The season is practically over. Red currants are practically done on account of the dry weather in this province.

Apples—	
New apples, bbl.	1 75 4 00
Bananas, bunches	2 25
Blackberries, 11-qt. baskets	0 75
Blueberries, per qt.	0 11
Grapefruits, case	4 00
Grapes, Belgium hothouse, lb.	1 00
Grapes, Cal., case	2 50
Lemons—	
Messina, 300 size	3 25
Vendills	4 00
Limes, box	1 40
Oranges—	
Valencia, Cal., late, 125-250	4 00 5 00
Rodi, 200-80, box	4 00
Pineapples, 18-24 and 30-36	2 50
Peaches, box	1 40
Peaches, crate 6 baskets	2 25
Pears, new, box	3 00
Plums, box 4 baskets	1 75
Raspberries, qt.	0 03 0 10
Cherries, Canadian, basket	1 00
Cantaloupes, box of 45	3 50
Apricots, box	1 75
Watermelons, each	0 40 0 80

VEGETABLES.—The newest things on the market are vegetable marrows, of fair size, which are worth 1.00 per doz. Potatoes, which dropped to 50c. per bag last week on account of over supply, recovered quickly, and went as high as \$1, but fell again to 65-70c. for 80 lb. bags. Beans are cheap at 50c. for bags of 20 lbs. Any decent sort of cabbage is worth 50c. doz., as there are lots of bad ones on the market, the grasshoppers having eaten them up.

Cauliflowers, which have also suffered, are bringing 3.00 doz. Corn took a drop to 10-18c. per doz., and in a few days will have dropped still further. Cucumbers are keeping up pretty well, and are quoted 25-30c. doz. Canadian mushrooms are on the market at 40c. per lb. Onions are still 1.00 per doz. bunches. Peas are practically done; there are only a few left, and they selling high—around 1.50 per bag. Peppers are selling in hampers at 1.50. There has been a drop in the price of American potatoes to 1.75-2.00 per bbl. Spinach jumps to 75-1.00, having been impeded by dry weather; there is not a big demand for it. A heavy decline took place in tomatoes from 2.50 to 1.25-1.50 box. Hot-house tomatoes also dropped to 13c. lb.

Beets, new, doz. bunches	0 35
Beans, wax, Montreal, per bag	0 50
Beans, green, Montreal, per bag	0 50
Cabbage, Montreal, per doz.	0 40 0 50
Carrots, new, 3 doz.	0 50
Cauliflower, Canadian, doz.	2 00 3 00
Celery, Montreal, doz.	0 25 0 75
Corn, doz.	0 10 0 15
Cucumbers, fancy, doz.	0 25 0 30
Head lettuce, doz.	0 25
Curly lettuce, doz.	0 15
Mushrooms, lb. basket	0 40
Onions—	
Montreal, doz. bunches	1 00
Parsnips, new, doz. bunches	0 30
Parsley, Canadian, doz. bunches	0 15
Peas, sack	1 50
Peppers, green, hamper	1 50
Potatoes—	
Montreal, new, bag	0 65 0 70
American, new, bbl.	1 75 2 00
Radishes, doz.	0 20
Rhubarb, hothouse, doz.	0 20
Spinach, Canadian, box	0 75 1 00
Turnips, new, doz.	0 20
Tomatoes, hothouse, lb.	0 13
Tomatoes, Montreal, box	1 25 1 50
Vegetable marrows, doz.	1 00
Watercress, Canadian, doz.	0 30

TORONTO.

FRUIT.—Raspberries are getting a little better price here now, and we quote 12 cents for them. There seems to be a big demand but most of the stuff was very wet this week, owing to the heavy rains. Blueberries show no appreciable change, while thimbleberries rather poor quality—sold from 8 to 10 cents a box. Black currants are only good 11-qt. boxes now and we quote \$1.25 to \$1.50 therefor. Cherries are now coming in well, and are in much better shape. Plums are becoming more easy to get now and consequently the price has been shaded a trifle. The 11-qt. baskets are a little cheaper

than the smaller ones. Peaches are getting to be in good shape and the Georgian Elbertas sell at \$2 to \$2.25 a bushel. Cantaloupes are getting quite a big call too: prices on Canadian stuff are stiffer again. Apples, bananas and the rest are pretty well stationary.

Apples, new, imported	1 25 1 50
Apples, Delaware, bus.	1 50 1 60
Bananas, per bunch	1 50 1 90
Blueberries, 11-qt. basket	1 25 1 50
Cocoanuts, sack	4 00 4 25
Cherries, Can., 11-qt. basket	0 40 0 60
Cherries, extra choice, black	0 85 0 90
Currants, red, box	0 05 0 07
Currants, black 11-qt. basket	1 25 1 50
Cantaloupes, case	4 00 4 50
Cantaloupes, Can., 11 qt. basket	0 60 1 00
Gooseberries, small, 11-qt. basket	0 40 0 50
Gooseberries, large, 11-qt. basket	0 75 1 00
Grapefruit, Cuban, case	4 00 4 50
Grapes, Cal., case	3 50 3 75
Oranges—	
California Valencias	4 50 5 00
Lemons, new, Messina, box	3 75 4 00
Lemons, California	3 00 3 25
Limes, per 100	1 50
Musk melons, box	4 00 4 50
Peaches, Cal., box	1 00 1 50
Peaches, Georgia, 6 basket	2 25 2 50
Peaches, Canadian, 1/2 hasbet	0 20 0 25
Peaches, Canadian, large basket	0 50 0 85
Pears—	
California, Bartlett, box	2 50 2 75
Plums, Canadian, 1/2 basket	0 25 0 35
Plums, Canadian, large basket	0 50 0 60
Plums, box	1 50 2 00
Raspberries, box	0 08 0 12
Thimbleberries, box	0 08 0 11
Watermelon	0 50 0 60

VEGETABLES.—The very heavy rains of this and last week do not seem to have affected potatoes a great deal, according to farmers' reports. The rot, however, would not be apparent yet in any event, and we may have evidences of it later on. Old potatoes are a bugbear: dealers can't sell them. New stuff continues to get cheaper. Cucumbers are quite plentiful again and are lower in price in consequence. Lettuce continues to be a glut on the market. Green peppers are considerably lower and we quote 35 to 40 cents therefor. American onions too are easier by 5 to 10 cents. Vegetable marrows are a new vegetable on the market and already selling well. Tomatoes have recently been shipped in very heavily, causing the price to decline sharply. Business in vegetables is generally slow.

Asparagus, Canadian, baskets	1 50
Beets, hamper, doz. bunches	0 30 0 30
Beans, wax, basket	0 15 0 25
Cabbage, new, crate	0 75 1 00
Cauliflower, hamper	1 00 2 00
Cabbage, crate	1 25
Carrots, new	0 15 0 25
Celery, doz.	0 30 0 40
Corn, doz.	0 16 0 20
Cucumbers—	
Slicing, hothouse, basket	0 40 0 50
Canadian outdoor, basket	0 25 0 35

(Continued on page 37.)



FISH AND OYSTERS



Salmon Prices Up Two Cents

Stiffening on Both Markets—Advance in Toronto—Last Week's Good Supply Not Continued—Scarcity of Lake Stuff—Trout Goes Higher.

MONTREAL.

FISH AND OYSTERS.—There is no important feature to this business at present moment. Trade generally is about what it should be taking into consideration the period of the year, and the general depression in trade at large. Fair quantities of fresh fish are moving, while all kinds of salted, pickled, prepared and smoked fish are at a standstill, with the exception perhaps of pickled herrings, salted codfish, and pickled salmon, which are just starting to move. There is a good deal of speculation regarding the shipment of our overproduction to the British Isles, and this movement has had the effect of firming up prices of certain fish products, and creating a little uneasiness among distributors. This week, due to bad weather and dogfish reappearing on the fishing grounds, the crop of haddock, codfish and mackerel has fallen a little short. Gaspé salmon, which had been plentiful, is again showing signs of decreasing. Halibut from the West Coast is arriving in fair quantities, with maintained prices. Lake fish, particularly trout, is a little scarce, but fall fishing will be on soon, when large quantities are expected to be distributed to the markets. Dore fishing on the Manitoban lakes will start at the end of this month, and until then prices of this fish will be rather high. Lobsters are rather scarce, and with a fair demand at pretty stiff prices.

TORONTO.

FISH AND OYSTERS.—The outstanding thing to report this week is the advance in both eastern and western salmon, which amounts to a cent and a half to two cents, making both western and eastern stuff now worth 18 to 20 cents. This is in strange contrast to the reported good catches in Montreal and the east a few days ago. There is a really sharp demand for salmon here, however, just now. Country hotels and summer resorts are calling loudly for it. Hence the firmness. Lake stuff too shows a tendency to be higher and in

the case of lake trout we alter our prices to 11 to 12 cents. Herrings, eels and whitefish—particularly the latter—are all in good demand. The sea fish market shows little change, haddock and cod getting their usual quota of business.

SMOKED FISH.

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

FROZEN FISH—SEA FISH.

	Montreal	Toronto
Salmon—		
Gaspé, large, per lb.	.13	....
Red, steel heads, per lb.	.12	.11-.12
Red, sockeyes, per lb.	.12	....
Red, Cohoes or silvers, per lb.	.08-.08½	.11
Pale qualla, dressed, per lb.	.07-.07½	.08
Halibut, white western, large and medium, per lb.	.08½-.09	.08-.10
Halibut, eastern, chicken, per lb.	.09-.09½	.12
Mackerel, bloater, per lb.	.07½-.08	.08
Haddock, medium and large, lb.	.03½-.04	.06
Market codfish, per lb.	.03½	....
Steak codfish, per lb.	.04-.04½	.06
Canadian soles, per lb.	.06	....
Blue fish, per lb.	.15-.16	....
Smelts	.09	....
Herrings, per 100 count	3.00	....
Round pike	.05-.05½	....
Grass pike	.06	....

DRIED AND PREPARED FISH.

Dried codfish, medium and small, 100 lb.	7 00	7 60
Dried hake, medium and large, 100 lb.	6 00	....
Dried pollock, medium and large, 100 lb.	6 00	....
Dressed or skinless codfish, 100-lb. case.	7 00	8 00
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	0 08	0 08
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	0 07	0 07
Boneless codfish, strips, 20-lb. boxes.	0 12	0 10
Shredded codfish, 12-lb. boxes, 24 cartons, a box	1 80	1 80
Boneless codfish, in 2-lb. and 3-lb. boxes	0 15	0 15

BULK OYSTERS, CLAMS, ETC.

Standard, solid meats, gal.	1 80	....
Standard, bulk, gal.	1 50	1 40
Selects, per gal., solid meat	2 00	2 50
Best clams, imp. gallon	1 50	....
Best scollops, imp. gallon	2 00	2 25
Best prawns, imp. gallon	2 25	....
Best shrimps, imp. gallon	2 25	....
Sealed, best standard, qt. cans, each.	0 40	0 40
Sealed, best select, quart cans, each.	0 50	....

CLAMS, MUSSELS AND SHELL FISH, CRUSTACEANS, ETC.

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

FRESH SEA FISH.

	Montreal	Toronto
Halibut	11 -12	12 -13
Haddock, fancy, express, lb.	5 -5½	6
Mackerel, each	18 -20	18
Steak, cod, fancy express, lb.	5½ -6	8
Herrings, Gaspereaux	3	....
Flounders	6	7
Salmon, Western	15 -16	17 -18
Salmon, Eastern	14 -15	17 -18

FRESH LAKE FISH.

Carp, lb.	0 08	....
Pike, lb.	0 07½	0 07
Brook trout	0 22	0 25
Perch, lb.	0 06	0 07
Suckers, lb.	0 06	0 06
Whitefish, lb.	0 12	0 12
Herrings, lb.	0 04	0 07
Lake trout	0 11	11-12

Dressed bullheads	0 12	....
Eels, lb.	0 25	0 20
Frogs, medium, lb.	0 25	0 20
Frogs, large, lb.	0 35	0 45
Dore	12-13	....

FROZEN—LAKE AND RIVER.

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

PICKLED FISH.

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

FRUIT AND VEGETABLES.

(Continued from page 36.)

Egg plant, doz.	1 50
Mushrooms, 6 qt. basket	1 00
Onions—	
Can., 75-lb. bags	1 25
Can., 100-lb. sacks	2 25
American	0 85
Bermudas, crate	1 20
Green onions, doz.	0 12½
Spanish, case	2 85
Green peppers, basket	0 35
Green peas, Can.	0 25
Potatoes, N.B., Delawares	0 55
Potatoes, Ontario, new bag	1 00
Potatoes, Virginias, bbl.	2 50
Parsley, basket, 11-qt.	0 25
Radishes, doz.	0 10
Tomatoes, Canadian, 11-qt.	1 25
Tomatoes, Can. hothouse, lb.	0 14
Lettuce, leaf	0 15
Lettuce, Canadian, head, doz.	0 30
Vegetable marrow, doz.	1 00

CAN YOU ANSWER THIS?

(Continued from page 22.)

plaints about both of these articles that those members who are dissatisfied have broken away from their club. This may or may not happen elsewhere, but there is considerable truth in the old saying: "Give a man sufficient rope and he will hang himself." Canadian Grocer would appreciate hearing from merchants in other parts of the country who have been up against this same difficulty, and who have been able to overcome it. Those who have will be doing the trade in general a great benefit. Please write us your experience at your earliest convenience.



PRODUCE AND PROVISIONS



Cheese Prices Show Further Decline

In Montreal, Though Not in Toronto—Dairy Butter Up a Cent in Toronto—Tight Situation in Great Britain—No Change in Eggs—Good Supply of Honey.

MONTREAL.

PROVISIONS.—There is no change in prices of either meats or lard. The latter market has an easier tendency due to heavy production in the United States, and curtailment of business. Sales of smoked and cured meats, which have been heavy during the summer months, continue to come in freely.

Hams—	
Small, per lb.	0 20
Medium, per lb.	0 19
Large, per lb.	0 18
Bacon—	
Plain, bone in	0 24
Boneless	0 26
Peameal	0 26
Bacon—	
Breakfast, per lb.	0 22
Roll	0 17
Shoulders, bone in	0 15
Shoulders, boneless	0 16
Cooked Meats—	
Hams, boiled, per lb.	0 28
Hams, roast, per lb.	0 31
Shoulders, boiled	0 25
Shoulders, roasted	0 26
Dry Salt Meats—	
Long clear bacon, 50-70 lbs.	0 15 1/4
Long clear bacon, 80-100 lbs.	0 14 1/4
Flanks, bone in, not smoked	0 15 1/4
Barrelled Pork—	
Heavy short cut mess	Per bbl. 26 00
Heavy short cut clear	26 00
Clear fat backs	29 00
Clear pork	27 00
Lard, Pure—	
Tierces, 350 lbs. net	0 12 1/4
Tubs, 50 lbs. net	0 13 1/4
Boxes, 50 lbs. net	0 12 1/4
Pails, wood, 20 lbs. gross	0 13
Pails, tin, 20 lbs. gross	0 13
Cases, 10 lbs. tins, 60 in case	0 13 1/4
Cases, 3 and 5-lb. tins, 60 in case	0 14 1/4
Bricks, 1 lb. each	0 15
Lard, Compound—	
Tierces, 375 lbs. net	0 09 1/2
Tubs, 50 lbs. net	0 10 1/4
Boxes, 50 lbs. net	0 10 1/4
Pails, wood, 20 lbs. net	0 10 1/4
Pails, tin, 20 lbs. gross	0 10 1/4
Cases, 10-lb. tins, 60 in case	0 11 1/4
Cases, 3 and 5-lb. tins, 60 in case	0 11 1/4
Bricks, 1 lb., each	0 12 1/4
Hogs—	
Dressed, abattoir killed	13 50 14 00
BUTTER.— This market has a slightly easier feeling, but there has been just sufficient export demand to hold it steady. It was a pretty ragged market last Saturday, but export business continues to keep it up. Prices have not changed any here.	
Butter—	
Finest creamery	0 29
Dairy prints	0 26
Dairy, solids	0 24
Separator prints	0 23
Bakers	0 21

CHEESE.—This market weakened considerably last week-end on account of lack of export business. The result was that prices to the retailer suffered the biggest decline of the season, old make which was 22c now being quoted at 18-19c, and new make, which was 15-16c,

now being 14-15c. Old specials are now pretty well off the market. Stocks in England are getting rather heavy, and with the high prices of the last few weeks, consumption has fallen off.

Eggs.—No change in quotations. Receipts are dropping off all the time, and quality of summer eggs is not very good. Prospects for fall depend largely upon export business.

HONEY.—New crop honey is being offered, but wholesalers are not buying freely, as there is a lot of old crop on the market, which may have a bearing on new prices.

POULTRY.—Price of live broilers has dropped from 19-21c to 17-18c, as there are more coming in, and the demand is lighter. The biggest demand now is for live fowl, which are offered to the trade at 16-18c. A few fresh roasting chickens at 3-3 1/2 lbs. each are coming in, and are offered at 25c. There is a fair demand for ducklings at 15-17c. Squabs are quoted at 40c pair for Canadian and 70c pair for Philadelphia.

Cheese—	
Old make	0 18 0 19
New make	0 14 0 15
Stilton	0 17 0 18
Eggs.—	
Stamp'd	0 27
Selects	0 26
No. 1's	0 23
No. 2's	0 19 0 20
Poultry—	
Frozen stock—	
Large roast chicken	0 23
Fowl, small	0 13 0 16
Turkeys, fancy	0 20 0 25
Ducks	0 13 0 14
Geese	0 12 0 15
Pigeons, pair	0 30 0 35
Fresh stock—	
Fowl, dressed	0 18 0 19
Roasting chicken, 3-3 1/2 lbs., each	0 25
Spring broilers, dressed, pair	0 75 1 00
Squabs, Canadian, pair	0 40
Squabs, Philadelphia, pair	0 70
Live stock—	
Fowl, 5 lbs. and over	0 17 0 18
Fowl, small	0 16
Turkeys	0 15 0 16
Ducks, old	0 15
Geese	0 09 0 10
Ducklings, 3 lbs.	0 15 0 17
Broilers	0 17 0 18

Receipts in Montreal.

Receipts of butter, cheese and eggs in Montreal are:

	boxes	boxes	cases
Week ending Aug. 7, 1915	15,008	66,823	3,835
Week ending Aug. 8, 1914	16,162	65,390	9,035

TORONTO.

PROVISIONS.—There is quite a noticeable improvement in the demand for

cooked meats in general and hams in particular. No price advancement is to be recorded, however. Last week, for some reason or other, was slow and the better condition this week just about levels things up. Lard shows no change. Breakfast bacon is in good demand. Bacons are shaded a trifle from last week's buying, though we do not find it necessary to alter our prices to meet the case.

Hams—	
Light, per lb.	0 18 0 19
Medium, per lb.	0 18 0 18 1/4
Large, per lb.	0 14 1/4 0 15 1/4
Bacon—	
Plain, per lb.	0 24 0 25
Boneless, per lb.	0 25 0 26
Pea meal, per lb.	0 25 0 27
Bacon—	
Breakfast, per lb.	0 20 0 21
Roll, per lb.	0 14 0 15 1/4
Shoulders, per lb.	0 14 0 15
Pickled meats— 1c less than smoked.	
Dry Salt Meats—	
Long clear bacon, light	0 13 1/4 0 14
Cooked Meats—	
Hams, boiled, per lb.	0 25 0 26
Hams, roast, per lb.	0 26 0 27
Shoulders, boiled, per lb.	0 24 0 25
Shoulders, roast, per lb.	0 24 0 25
Barrelled Pork—	
Heavy mess pork, per bbl.	25 00 26 00
Short cut, per bbl.	26 00 27 00
Lard, Pure—	
Tierces, 400 lbs., per lb.	0 11 1/4 0 12
Tubs, 50 lbs., per lb.	0 11 1/4 0 12 1/4
Pails	0 12 0 12 1/4
Tins, 3 and 5 lbs., per lb.	0 12 0 12 1/4
Bricks, 1 lb., per lb.	0 13 0 13 1/4
Lard, Compound—	
Tierces, 400 lbs., per lb.	0 09 1/4 0 10
Tubs, 50 lbs., per lb.	0 10 1/4 0 10 1/4
Pails, 30 lbs., per lb.	0 10 1/4 0 11
Hogs—	
Dressed, per cwt.	11 75
Live, per cwt. off cars	8 65

BUTTER.—Consequent upon our note last week as to the slightly less supplies has come a still more noticeable shortage in dairy stuff, and with it an improved demand from England. This has put up the price of dairy butter a cent, and the market is fairly firm at that. The real demand from England has probably not materialized yet. And it is possible that if supplies rule scarce we may see higher levels for dairy butter. The situation in England exists chiefly because supplies from the continent are, in some sort, cut off and while there is an improving production in Denmark there is a big call from Germany, and France has all she can do to fill present requests. So we may see higher prices. On the other hand if less cream were sent to the cheese factory we should have more butter. Separator is worth 26-27c.

CANADIAN GROCER

Butter—		
Creamery prints, fresh made	0 27	0 29
Separator prints	0 26	0 27
Dairy prints, choice, lb.	0 23	0 25
Dairy solids, lb.	0 21	0 23
Bakers'	0 20	0 22

CHEESE.—The English demand is chiefly conspicuous just now by its absence, notwithstanding low levels here. There would appear to be a tendency across the water to get rid of held stocks before contracting for new and therefore the situation is easy. The home demand rambles right along just easily, and prices show no disposition firmwards.

New, large, per lb.	0 15	0 15½
New, twins, per lb.	0 15½	0 15½

EGGS.—The situation, sentimentally and so far as prices are concerned, is unchanged. Prices hold to late levels fairly well, but show little disposition at this present time to advance.

Eggs—		
Specials (in cartons), doz.	0 24	0 27
Extra (selects)	0 23	0 24
No. 1s (straight new laids)	0 21	0 22
No. 2	0 17	0 18
Cracked	0 16	0 17

POULTRY. — Notwithstanding the natural increase in supply of ducklings prices are about half a cent higher, showing that there is a good demand. Spring chickens are practically unchanged. Old fowl is slow and there is a tendency toward lower figures therefor.

Poultry—		
Old fowl, lb.	Live. 12-14	Dressed. 16
Spring broilers	17-20	24-26
Turkeys	17-20	20-25
Ducklings	13-15	16½-17½

HONEY.—Three hundred members of the Ontario Beekeepers' Association report from all parts of the Province an average of 55 pounds per colony. The quality is excellent. Some honey has already changed hands at prices which the association recommends. These are as follows: No. 1 light extracted, wholesale, 10c to 11½c per pound; No. 1 light extracted, retail, 12½c to 15c per pound; No. 1 comb, wholesale, \$2 to \$2.75 per dozen; No. 2 comb, wholesale, \$1.50 to \$2 per dozen. These prices are f.o.b. in 60-pound, 10-pound and 5-pound tins.

Honey—		
Buckwheat, in bbls.	0 07	0 07½
Buckwheat, in tins	0 07½	0 00
Strained clover	0 12½	0 13

WESTERN CROP PROSPECTS.

T. H. Estabrooks, of the T. H. Estabrooks Co., Ltd., St. John, N.B., was in Toronto last week on his way home east from Winnipeg. While in the West he had a splendid opportunity of making inquiries about the crops and he says that with plenty of sunshine for the next week or two, the crops will be great, if not the best in the history of the West. He saw some very fine wheat fields in Manitoba and was informed by well-known men there that wheat in that Province was never better. "Why," he said to Canadian Grocer, "people are actually getting lost in the wheat fields. One man told me of having to hunt for two children who strayed away in one

of the fields. In many places it is as high as and higher than some men's heads. All that is required is hot weather which will ripen the grain before there is a chance of frost. If this takes place the crops in the southern parts of the Prairie Provinces will yield splendidly, anywhere from 20 to 35 and even 40 bushels to the acre. While in the northern part of the Province the crops are good, there is a little more danger of frost, as the season there is a week or so later."

In the Maritime Provinces, Mr. Estabrooks states that business to-day is just as good and in the majority of instances better than a year ago. The war has had little effect on the staple business there, and things have been running along during the past year just as normally as ever, and the future is particularly bright.

FINE PICNIC OF WINNIPEG MERCHANTS.

No less than sixty railway coaches were necessary to convey the thousands of picnickers who attended the Twenty-ninth Annual Picnic of the Winnipeg Caterers' Association, to Winnipeg Beach on July 28. Beautiful weather greeted them and a long list of sports was run off in first-class style. Prizes for the events were valued at more than \$2,000 and each participator displayed wonderful enthusiasm and appeared to exert every muscle and brain in an effort to win a medal or an award of some description.

Prior to the departure for the Beach, a huge auto and truck parade, which was designed to attract much attention as an advertising medium itself, was operated along the important streets of Winnipeg and more than fulfilled its object by compelling not only the lively curiosity but also by arousing the keen interest and admiration of the hundreds of onlookers who thronged the thoroughfares. Prizes were offered for the best decorated trucks, the two neatest decorated delivery wagons, and the most beautifully decorated private cars. The result of this incentive was to be seen in the very handsome array of automobiles which competed for the honors of the parade.

A watermelon guessing contest was held while journeying to the beach on the trains. The many ludicrous incidents and the high humor of the participants gave the day's outing a magnificent send off. On the arrival of the train at the Beach a baseball game between Ogilvie's and the Western Canada Flour Mills was played.

Dancing, bathing, boating, fishing, tennis and dozens of other pastimes rushed

away the hours and a single instant cannot be mentioned where the youngest and the oldest could not enjoy themselves. With this, the 42 contests which were programmed supplied a splendid day's enjoyment. The committee in charge consisted of the following: J. A. Campbell, president; J. O'Hare, vice-president; W. A. Bartram, treasurer; A. Clark, secretary; G. Redmand, chairman of sports; B. H. Holman, chairman of transportation; W. E. Timpson, chairman of printing; C. R. MacKean, chairman of the parade; R. L. Waugh, chairman of music; Frank Scott, chairman of refreshments; S. I. Penwarden, sports; J. Congalton, sports; N. J. Lawrie, sports; C. E. Christie, sports; J. R. Gowler, transportation; A. Dent, transportation; J. Treleaven, transportation; M. Dennis, printing; C. W. Griffin, printing.

PICKLING SPICE SALES INCREASED.

(Continued from page 19.)

window was built on a slant. With the exception of a space of about 3 ft. long and 1½ feet deep in the centre near the plate glass, the entire floor was built up with various kinds of vegetables. At the rear was a row of cabbage, while in front of this was one of onions, tomatoes, beets, cucumbers—all shown attractively in squares by themselves. In the centre above referred to were a number of platters each containing samples of the pickling spice. A show card read: "The Best of Vegetables and Spices for Your Pickles and Sauces." This tended to connect up the ingredients—the vegetables and the spices—and was therefore a very strong attraction to the housewife thinking of doing down her pickles and sauces.

Vinegar Sales Also Made.

Inside the store there were various show cards dealing with the campaign and also a display of vinegar on the front table. It can be easily seen what a campaign of this character will do. Every customer of the store with few exceptions asked about pickling ingredients and those who did not ask had their attention called to them in a diplomatic way by the sales staff. It meant a good big business done in the various articles for pickling, and this dealer assured me that he certainly did a great deal more business both in vinegar and pickling spices and vegetables than he would have done if customers had been left to think out the necessity for these lines themselves.

Chas. H. Kathan, of Kathan & Hopkins, general merchants, Rock Island, Que., died recently.



FLOUR AND CEREALS



Freight Rates and Exchange Problems

Former Have Been Advanced—Latter a Precarious Quantity—Both Affect the Flour Market
—Not Much Domestic Demand—Cereals Quiet; Mill Feeds Scarce.

MONTREAL.

FLOUR.—With the wheat market in a stronger position on account of damage from wet weather, flour dealers were hopeful this week that the long expected improvement to flour market would take place. Regarding the situation in Ontario, a reliable miller writes to a local dealer in the following terms:—"It looks as if the Ontario wheat crop will be of poor quality, and it will keep getting worse if this wet weather does not let up. New wheat is not yet coming in, and we do not expect any for two or three weeks, as the farmers are busy cutting their wheat, oats, barley and hay crop, which are all ready at once." This seems to be the consensus of opinion. The outlook does not look good unless there is a decided improvement to the weather. The wheat will be damp, and will take some time to dry, thus being tough grinding.

Manitoba Wheat Flour—		Per bbl. of 2 bags	
First patents	.....	7 10	
Second patents	.....	6 60	
Strong bakers	.....	6 40	
Flour in cotton sacks, 10 cents per barrel more.			
Winter Wheat Flour—		Car	Small
		lots.	lots.
Fancy patents	.....	6 30	6 50
90 per cent. in wood	.....	5 90	6 10
90 per cent., in bags	.....	2 75	2 85

CEREALS.—The rolled oats market is slightly easier, and prices are being shaded for round lots. The demand is not heavy.

Cornmeal—		Per 98-lb. sack	
Gold dust	.....	2 45	2 50
Unbolted	.....	.....	2 15
Rolled Oats—		90's in jute.	
Small lots	.....	3 25	3 35
25 bags or more	.....	3 15	.....
Packages, case	.....	.....	4 50
Rolled oats in cotton sacks, 5 cents more.			
Oatmeal—fine, standard and granulated, 10 per cent. over rolled oats in 90s, in jute.			
Rolled Wheat—		100-lb. bbls.	
		lots.	lots.
Small lots	.....	3 80	.....
Hominy, per 98-lb. sack	.....	2 75	.....
Corn flour, bag	.....	2 60	.....
Rye flour, bag	.....	3 20	.....
Barley, pot	.....	2 75	.....

FEEDS.—Feeds are scarce and are in big demand. Millers are not grinding much just now, and will not unless the price of flour goes up and causes a buying movement. Millers will not buy much wheat at present prices, as flour is so low. Many mills are closed up for repairs ready for the new crop.

Monlee is the only line of feeds that is not scarce. Bran, if anything, is bringing higher than \$26.

Mill Feeds—		Per ton
Bran	.....	26 00
Shorts	.....	28 00
Middlings	.....	33 00
Wheat moulee	.....	37 00
Feed flour, bag	.....	2 50
Mixed chops, ton	.....	38 00
Crushed oats, ton	.....	40 00
Barley, pot, 98 lbs.	.....	2 85
Oats, chop, ton	.....	40 00
Barley chop, ton	.....	35 00
Feed oats, cleaned, Manitoba, bush	.....	0 69
Feed wheat, bag	.....	2 30

TORONTO.

FLOUR.—What we had to say last week with regard to the arrival of new wheat flour still obtains: buyers anxiously await it and confidently expect better business. Export business is fairly good right along: domestic, not so good. Over the week-end, cables were active for both spring and winter wheat flour but though here and there the bids were in line with quotations they were for the most part, a trifle below. Enquiries are all for August-September or September-October shipment in the case of winter and spring wheat brands respectively. Apparently overseas buyers are expecting lower levels before their requirements are really necessary and there is a good deal of uncertainty with regard to overseas freights and exchange rates and this water trade, other than that with a good margin of profit, somewhat hazardous. Freights on flour for this month's shipment have just advanced a nickel and for September shipment 10 cents. Exchange too is an uncertain quantity because to-day's basis may not be the same as a few months hence when payment is made.

The recent very heavy rains will be more of a nuisance in the matter of causing delay than in inflicting actual damage to winter wheat crops. It is too early yet to say just what effect these rains will have on the crops. Luckily they did not occur to any appreciable extent in the west.

Cash Manitoba wheat sold higher a full cent on Monday. Ontario millers show a distinct disposition to purchase new grain just now, feeling that if the new crop is a bumper they will get better figures. These are factors to note.

Manitoba Wheat Flour—		Small	Car
		lots.	lots.
		per bbl.	per bbl.
First patents	.....	7 20	7 60

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

CEREALS.—The slowness which usually characterizes this time of the year has materialized and cereals are slow. Rolled oats show no change. Other lines too are unaltered.

Barley, pearl, 98 lbs.	.....	5 00	
Buckwheat grits, 98 lbs.	.....	4 15	4 25
Corn flour, 98 lbs.	.....	2 55	2 75
Cornmeal, yellow, 98 lbs.	.....	2 25	2 40
Graham flour, 98 lbs.	.....	3 30	3 40
Hominy, granulated, 98 lbs.	.....	3 00	.....
Hominy, pearl, 98 lbs.	.....	3 00	.....
Oatmeal, standard, 98 lbs.	.....	3 50	.....
Oatmeal, granulated, 98 lbs.	.....	3 50	.....
Peas, Canadian, boiling, bush.	.....	2 75	2 85
Peas, split, 98 lbs.	.....	.....	4 75
Rolled oats, 90-lb. bags	.....	3 15	3 35
Rolled wheat, 100-lb. bbl.	.....	3 85	4 00
Rye flour, 98 lbs.	.....	3 10	3 25
Whole wheat flour, 98 lbs.	.....	3 30	3 40
Wheatlets, 98 lbs.	.....	3 65	3 75

MILL FEEDS.—Our last week's report on the excellent demand is corroborated to-day. Prices—recently advanced—hold very firm right through the list. The mills, of course, are not turning out very much in the feed way, and that makes such supplies as there are all the more valuable.

Mill Feeds—		Mixed cars, per ton	
Bran	.....	26 00	27 00
Shorts	.....	28 00	29 00
Middlings	.....	33 00	34 00
Wheat moulee	.....	37 00	38 00
Feed flour, per bag	.....	1 90	1 95

Oats—

No. 3, Ontario, outside points	.....	0 55	0 61
No. 3, C.W., bay ports	.....	.....	0 67

EXPORTS EXCEED IMPORTS.

Exports of merchandise from the Dominion showed an increase of over \$4,000,000 for the past fiscal year over the previous one, according to the trade returns which have just been issued from Ottawa. The figures of the department of Trade and Commerce, however, show a net decrease of about \$158,000,000 of the combined figures of the exports and imports. The imports fell off almost \$163,000,000.

The totals, however, show that for the first time in many years the balance of trade as regards imports and exports is in Canada's favor. The former were valued at \$455,471,471, while \$461,442,509 represented the exports.



TILLSON'S OATS

Now is the time to place your order for Fall and Winter requirements. DON'T WAIT for better business. CREATE it by handling the best goods with a reputation. Stock your shelves with TILLSON'S OATS. A Food—Not a Fad.

TILLSON'S "SCOTCH" HEALTH BRAN

Is Unequalled for Indigestion. Sold in 2-lb. packages at \$2.00 a case of 20 packages. Sells to consumer at 15c. package.



TILLSON'S "SCOTCH" FINE CUT OATMEAL

Is Invaluable for Invalids. Sold at \$4.50 a case of 20 4-lb. packages. Sells to consumer at 30c. package.

Order Through Your Jobber

WE SOLICIT EXPORT BUSINESS

Cable Address: "CANCEREAL"

Canadian Cereal & Flour Mills, Limited
Toronto, Canada

All that advertising can do for a product

all that quality, purity and cleanliness in manufacture, these qualities are most successfully combined in

L'ETOILE
(Star)
and
Hirondelle
(Swallow)

made right here in Canada from the choicest of Manitoba Hard Wheat, in the most sanitary and scrupulously clean factory you could desire. Advertised extensively the country over.

Little wonder an extensive demand has been created for these quality brands. Why not make sure the folk in your locality know you can supply them by putting in an attractive display now?

Order from your wholesaler.

C. H. Catelli, Limited
MONTREAL

AGENTS

Tees & Persse, Limited, Winnipeg
C. C. Mann, Toronto

QUOTATIONS FOR PROPRIETARY ARTICLES

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

BAKING POWDER.

WHITE SWAN SPICES AND CEREALS, LTD.

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

ROYAL BAKING POWDER.

Size	Less than 10 case lots and over	Bbl. lots
	Per doz.	Per doz.
Dime	\$.95	\$.90
4-oz.	1.40	1.35
6-oz.	1.95	1.90
8-oz.	2.55	2.50
12-oz.	3.85	3.75
16-oz.	4.90	4.80
2 1/2-lb.	11.60	11.35
3-lb.	13.60	13.35
5-lb.	22.35	21.00

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

BLUE.

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

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

UN-NUMBERED.

100 books and over, each 0 03 1/2
500 books to 1,000 books 0 03
For numbering cover and each coupon, extra per book, 1/2 cent.

CEREALS.

WHITE SWAN

	Per case
Biscuit Flour (Self-rising) 2 doz. to case, weight 70 lbs.	\$3 00
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.	4 00
King's Food, 2 doz to case, weight 95 lbs.	5 00
Wheat Kernels, 2 doz. to case, weight 65 lbs.	3 75
Barley Crisps, 3 doz. to case, weight 50 lbs.	3 00
Flaked Rice, 3 doz. to case, weight 50 lbs.	3 00
Flaked Peas, 3 doz. to case, weight 50 lbs.	3 00

DOMINION CANNERS, LIMITED.

Aylmer Pure Jams, 16 oz. Jars Per doz.
Strawberry, 1914 pack\$2 20

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

Aylmer Pure Jellies.

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

Aylmer Marmalade

Orange Jelly	1 60
Lemon	1 60
Pineapple	1 90
Ginger	2 25

Aylmer Pure Preserves—Bulk

	5 lbs.	7 lbs.
Strawberry	.0 72	1 00
Black currant	.0 65	0 85
Raspberry	.0 65	0 85
Aylmer 1 1/2's and 30's per lb.		
Strawberry	0 14	
Raspberry	0 14	

COCOA AND CHOCOLATE.
THE COWAN CO., LTD.

Cocoa—

Perfection, 1-lb. tins, doz. ...	4 50
Perfection, 1/4-lb. tins, doz. ...	2 40
Perfection, 1/2-lb. tins, doz. ...	1 25
Perfection, 10c size, doz. ...	0 90
Perfection, 5-lb. tins, per lb. ...	0 37
Soluble bulk, No. 1, lb.	0 21
Soluble bulk, No. 2, lb.	0 19
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

(Unsweetened Chocolate).

Supreme chocolate, 1/2's, 12-lb. boxes, per lb.	0 55
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, 1/4's and 1/2's, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, 1/4-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's, 6 and 12-lb. boxes	0 29
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 28
Diamond, 1/4's, 6 and 12-lb. boxes	0 27

Icings for Cake—

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

Chocolate Confections Per lb.

Maple buds, 5-lb. boxes	0 82
Milk medallions, 5-lb. boxes	0 82
Chocolate wafers, No. 1, 5-lb. boxes	0 32
Chocolate wafers, No. 2, 5-lb. boxes	0 27



*—the delicious,
satisfying confection
in the handsome
10c. package*

BORDO

You know or have heard of the famous Bordo Chocolates with the "distinctly different" flavor—they're just the same unique confection yet, but they're put up now so that they're much handier to display, to sell, to carry—they're put up in 10c packages—neat, attractive inviting.

You'll want to try them yourself when you see them.

Besides being a rapid seller, Bordo is a big profit maker for you.

Don't wait until Christmas to order a supply—send to-day, for Bordo is an all-year-round confection—the favorite with old and young.

Mail your order to-day.

The Montreal Biscuit Co.

"THE ORIGINATORS"

MONTREAL

CANADA



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

How is it Affecting You?

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

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

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

Note these prices:

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

ORDER NOW.

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



A delightful change from the continual breakfast of Bacon and Eggs—

Yes, she'll surely appreciate your suggestion if you make it Brunswick Brand. Most housewives know the appetizing goodness of

Brunswick Brand Sea Foods

for luncheon or dinner. But for breakfast—well, now, that IS a capital suggestion.

Why not mention it to your customers to-day? There are no more wholesome and nourishing fish in the world than those selected specially for Brunswick Brand. There are no better sanitary facilities for packing them than in our up-to-the-minute, pure food plant. There are various ways of serving each brand that will easily take away the monotony of everyday "bacon and eggs."

Check off the brands most suited to your trade and get your wholesaler to supply you to-day.

- | | |
|--------------------------------------|-------------------|
| 1/4 Oil Sardines | Kipperd Herring |
| 1/4 Mustard Sardines | Herring in Tomato |
| Finnan Haddies (oval and round tins) | Sauce |
| | Clams |
| | Scallops |

Connors Bros., Limited BLACK'S HARBOR, N.B.



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

JOHN P. MOTT & CO'S.

- Miss N. Estabrook, St. John, N. B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Perse, Calgary, Alta.; Russell, Johnson, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.
- 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
 - Breakfast cocoa, 1/4's and 1/2's 0 36
 - No. 1 chocolate 0 30
 - Navy chocolate, 1/2's 0 26
 - Vanilla sticks, per gr. 1 00
 - Diamond chocolate, 1/4's ... 0 24
 - Plain choice chocolate liquors 20 30
 - Sweet chocolate coatings ... 0 20

CONDENSED AND EVAPORATED MILK. BORDEN MILK CO., LTD.

- East of Fort William, Ont.
- | | |
|---|----------|
| Preserved | Per case |
| Eagle Brand, each, 4 doz. | \$6 25 |
| Reindeer Brand, each, 4 doz. | 6 25 |
| Silver Cow Brand, each 4 doz. | 5 75 |
| Gold Seal Brand, each, 4 doz. | 5 00 |
| Mayflower Brand, each, 4 doz. | 5 00 |
| Purity Brand, each, 4 doz. | 5 00 |
| Challenge Brand, each, 4 doz. | 4 85 |
| Clover Brand, each, 4 doz. | 4 85 |
| Evaporated (Unsweetened)— | |
| St. Charles Brand, small each 4 doz. | 2 00 |
| Peerless Brand, small, each 4 doz. | 2 00 |
| St. Charles Brand, Family, each 4 doz. | 3 90 |
| Peerless Brand, Family, each 4 doz. | 3 90 |
| Jersey Brand, Family, each, 4 doz. | 3 90 |
| St. Charles Brand, tall, each 4 doz. | 4 30 |
| Peerless Brand, tall, each, 4 doz. | 4 50 |
| Jersey Brand, tall, each, 4 doz. | 4 50 |
| St. Charles Brand, Hotel, each, 2 doz. | 4 25 |
| Peerless Brand, Hotel, each, 2 doz. | 4 25 |
| Jersey Brand, Hotel, each, 2 doz. | 4 25 |
| St. Charles Brand, gallons, each, 1/2 doz. | 4 75 |
| "Reindeer" Coffee and Milk, "large" each, 2 doz. | 4 80 |
| "Reindeer" Coffee and Milk, "small," each, 4 doz. | 5 50 |
| "Regal" Coffee and Milk, each, 2 doz. | 4 50 |
| "Reindeer" Cocoa and Milk, each, 2 doz. | 4 80 |

COFFEE.

WHITE SWAN SPICES AND CEREALS, LTD. WHITE SWAN.

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

ENGLISH BREAKFAST COFFEE.

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

MOJA.

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

PRESENTATION COFFEE.

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

MINTO BROS.

MELAGAMA COFFEE.

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

Coffees packed 30-50 lb. cases.

MINTO COFFEE (Bul.)

- M. Bean or Gr. 0 38
 - I Bean or Gr. 0 35
 - N Bean or Gr. 0 32
 - T Bean or Gr. 0 30
 - O Bean or Gr. 0 28
 - Spec. Grd. Compound ... 0 25
- Packed in 25 and 50-lb tins.

FLAVORING EXTRACTS.

- #### WHITE SWAN FLAVORING EXTRACTS—ALL FLAVORS.
- 1 oz. bottles, per doz., weight, 3 lbs. \$ 1 25
 - 2 oz. bottles, per doz., weight 4 lbs. 2 00
 - 2 1/2 oz. bottles, per doz., weight 6 lbs. 2 30
 - 4 oz. bottles, per doz., weight 7 lbs. 3 50
 - 8 oz. bottles, per doz., weight 14 lbs. 6 50
 - 16 oz. bottles, per doz., weight 23 lbs. 12 00
 - 32 oz. bottles, per doz., weight 40 lbs. 22 00
 - Bulk, per gallon, weight 16 lbs. 10 00

CRESCENT MFG. CO.

CRESCENT MAPLEINE.

- Special Delivered Price for Canada.
- | | |
|--|----------|
| | Per doz. |
| 1 1/4-oz. (4 doz. case), weight 9 lbs., retail each 15c. | \$1 35 |
| 1 oz. (4 doz. case), weight 14 lbs., retail each 30c. | 2 50 |
| 2 oz. (3 doz. case), weight 15 lbs., retail each 50c. | 4 25 |
| 4 oz. (2 doz. case), weight 17 lbs., retail each 90c. | 7 50 |
| 8 oz. (1 doz. case), weight 17 lbs., retail each \$1.60. | 13 25 |
| Pint (1 doz. case), weight 29 lbs., retail each \$3. | 24 50 |
| Quart (1 doz. case), weight 53 lbs., retail each \$5.50. | 47 00 |
| Half gallons, each, retail each \$18. | 14 50 |
| Gallons, each, retail each \$18. | 14 50 |

GELATINE.

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

W. OLARK, LIMITED, MONTREAL.

- Compressed Corned Beef, 1/4s, \$1.50; 1s, \$2.75; 2s, \$5; 6s, \$18; 14s, \$37.
- Roast Beef, 1/4s, \$1.50; 1s, \$2.75; 2s, \$5; 6s, \$18.
- Bolled Beef, 1s, \$2.75; 2s, \$5; 6s, \$18.
- Jellied Veals, 1/4s, \$1.50; 1s, \$2.75; 2s, \$4.50; 6s, \$18.
- Corned Beef Hash, 1/4s, \$1.50; 1s, \$2.30; 2s, \$4.25.
- Beefsteak and Onions, 1/4s, \$1.50; 1s, \$2.75; 2s, \$5.
- Cambridge Sausage, 1s, \$2.40; 2s, \$4.
- Boneless Pigs' Feet, 1/4s, \$1.50; 1s, \$2.25; 2s, \$4.25.
- Lamb's Tongues, 1/4s, \$1.50.
- Sliced Smoked Beef, tins, 1/4s, \$1.65; 1s, \$2.65.

Our Tiger (50 cent line) Brooms

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

We make **Factory Brooms**.

Walter Woods & Co.
HAMILTON

California and Georgia Peaches

Bartlett Pears and Plums

Cantaloupes

in cases and flat crates.

A full list of local Fruits consigned to us from the growing centres. Selections carefully made.

White & Co., Limited
TORONTO

Wholesale Fancy Fruits and Fish.

TOMATOES Coming Strong

We can talk to you on 5 baskets or a car lot of choice Canadian Tomatoes.

Picked nearly ripe for Ontario market and on green side for far East or West trade, so as to arrive in prime condition.

Wire, 'phone or write for prices and quantities.

Also offering, in smaller quantities,
Silver Skin Pickling Onions
Green Corn, and Peaches

THE ERIE
CO-OPERATIVE COMPANY
LIMITED
Leamington Ontario

Ever consider the possibilities of the trade in Fish?

We have daily arrivals of fine, fresh, frozen

Lake Trout and Herring

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

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

The margin for the dealer is a good one.

Lemon Bros.
OWEN SOUND, ONT.

Hot!

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

"St. Nicholas"
"Puck"
"Queen City"
"Kicking"

J. J. McCabe
Agent
TORONTO



"I have sold PURE GOLD EXTRACTS for twenty-five years and have never yet had a complaint as to quality."

was the remark made by a leading grocer to one of our travellers. Surely this is a convincing argument in favor of

Pure Gold Extracts

Why experiment with numerous brands of Extracts, many of which are "here to-day and away to-morrow" when you can be assured of satisfaction by handling a brand of Extracts well known and recognized by competent housekeepers as a standard of quality?

PURE GOLD MFG. CO.
LIMITED
TORONTO

Sliced Smoked Beef, glass, ¼s, \$1.25; ½s, \$1.90; 1s, \$2.75.
Tongue, Ham and Veal Pate, ½s, \$1.20.
Ham and Veal, ½s, \$1.
Potted and Devilled Meats, tins—Beef, Ham, Tongue, Veal, Game, ¼s, 50c; ½s, \$1.
Potted Meats, Glass—Chicken, Ham, Tongue, ¼s, \$1.25.
Ox Tongues, tins, ½s, \$2.40; 1s, \$5.25; 1½s, \$8; 2s, \$10.
Ox Tongues, Glass, 1½s, \$9.75; 2s, \$12.
Mince-meat, Hermetically Sealed Tins, 1s, \$1.25; 2s, \$2.40; 3s, \$3.40; 4s, \$4.30; 5s, \$5.40.
In Pails, 25 lbs., 8c lb.
In Tubs, 45 lbs., 7½c lb.
In Glass, 1s, \$2.25.
Plum Pudding, 1s, \$2.30; 2s, \$2.80.
Clark's Peanut Butter—Glass Jars, ¼, 95c; ½, \$1.40; 1, \$1.85.
Clark's Peanut Butter—Pails 24 lbs., 16c per lb.
Clark's Tomato Ketchup, 8 oz., \$1.35; 12 oz., \$1.90; 16 oz., \$2.40.
Pork & Beans, Plain Talls, 1 60c; 2, \$1; 3, \$1.40; 6, \$4.50; 12, \$7.25.
Pork & Beans, Tomato Sc. Talls, 1, 60c; 2, \$1; 3, \$1.40; 6, \$4.50; 12, \$7.25.
Pork & Beans, Chilli Flat, 1, 60c; 2, \$1; 3, \$1.15.
Pork & Beans, Tomato Flats, 1, 60c; 2, \$1; 3, \$1.15.
Pork & Beans, Plain Flats, 1, 60c; 2, \$1; 3, \$1.15.
Vegetarian Baked Beans, Tomato Sauce, Talls, \$1.15.
Clark's Chateau Concentrated Soups, 95c.
Clark's Chateau Concentrated Soups, No. 1 Assorted, 95c.

LAPORTE, MARTIN, LIMITED
Montreal. Agencies.

BASIN DE VICHY WATERS.
L'Admirable, 50 btles, litre, cs. 5 50
Efficace 6 00
Neptune 7 00
San Rival 8 00

VICHY LEMONADE.
La Savoureuse, 50 btles., cs. 8 00
MINERVA PURE OLIVE OIL.
Case—
12 litres 8 00
12 quarts 7 00

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

IMPORTED GINGER ALE AND SODA
Ginger Ale, Trayders, ca. 6 doz. pts., doz. 1 10
Ginger Ale, Trayders, ca. 6 doz., splits, doz. 0 90
Club Soda, Trayders, ca., 6 doz. pts., doz. 1 00
Club Soda, Trayders, ca., 6 doz. splits, doz. 0 90

BLACK TEAS.
Victoria Blend, 50 and 30-lb. tins, lb. 0 37
Princess Blend, 50 and 30-lb. tins, lb. 0 33

JAPAN TEAS.
H. L., ch., 90 lbs., lb. 0 35
Victoria, ch. 90 lbs., lb. 0 30
Princess, cad., 5 lbs., lb. 0 25

COFFEES.
Victoria, Java and Mocha Blend, 1-lb. tin, lb. 0 34½
Victoria, Java and Mocha Blend, 5, 10, 25, 50-lb. tins, lb. 0 32
Princess, Java and Mocha Blend, 1-lb. tin, lb. 0 22

MALT EXTRACT.
Miller of Milwaukee, cs. 2 doz., cs. 4 40
Miller of Milwaukee, brl. 8 doz., brl. 16 20

BOAR'S HEAD LARD COMPOUND.
N. K. FAIRBANK CO., LTD.
Tierces 0 10½
Tubs, 60 lbs. 0 10½
Pails, 20 lbs. 0 10½
Tins, 20 lbs. 0 10½
Cases, 5 lbs., 12 to case .. 0 11½
Cases, 3 lbs., 20 to case .. 0 11½
Cases, 10 lbs., 6 to case .. 0 11
F.o.b. Montreal.

MUSTARD.
COLMAN'S OR KEBEN'S.
Per doz. tins
D. S. F., ¼-lb. \$ 1 50
D. S. F., ½-lb. 2 68
D. S. F., 1-lb. 5 36
F. D., ¼-lb. 0 95
F. D., ½-lb. 1 63
Per jar
Durham, 4-lb. jar 0 87
Durham, 1-lb. jar 0 28

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

SPICES.
WHITE SWAN SPICES AND CEREALS, TORONTO.
Dredge
Canister 4oz.
Round Pkgs.
Allspice \$0.90 \$0.90
Arrowroot, 4 oz. tins, 85c.
Cayenne 0.90 0.90
Celery Salt
Celery Pepper
Cinnamon, 1 oz. Fag-ots, 45c.
Cloves 0.90 0.90
Curry Powder
Mace
Nutmegs 0.90
" Whole, 5c. Pkgs., 45c.
Paprika 0.90
Pepper, Black 0.90 0.90
Pepper, White 1.10 1.10
Pastry Spice 0.90 0.90
Pickling Spice (Win-dow front) 0.75
Dozens to case 4 4
Shipping weight, per case 10 lbs. 17 lbs.

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

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

Laundry Starches—
Boxes. Cents
40 lbs., Canada Laundry .. .06½
40 lbs., boxes Canada white gloss, 1 lb. pkg.06½
48 lbs. No. 1 white or blue, 4 lb. cartons07½
48 lbs. No. 1 white or blue, 3 lb. cartons07½
100 lbs., kegs, No. 1 white
200 lbs., bbls., No. 1 white
30 lbs., Edwardsburg silver gloss, 1 lb. chrome pkg.07½
48 lbs. silver gloss, in 6-lb. tin canisters06½
36 lbs., silver gloss, 6-lb. draw lid boxes06½
100 lbs., kegs, silver gloss, large crystals07½
28 lbs., Benson's Satin, 1-lb. cartons, chrome label07½
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 00

Culinary Starch.
40 lbs. W. T. Benson & Co.'s prepared corn07½
40 lbs. Canada pure corn starch06½
(120-lb. boxes ¼c higher.)
Casco Potato Flour, 20-lb. boxes, per lb.10

BRANTFORD STARCH.
Ontario and Quebec.
Laundry Starches—
Canada Laundry—
Boxes about 40 lbs.06
Acme Gloss Starch—
1-lb. cartons, boxes of 40 lbs.06½
First Quality White Laundry—
3-lb. canisters, cs. of 48 lbs. .07½
Barrels, 200 lbs.06½
Kegs, 100 lbs.06½
Lily White Gloss—
1-lb. fancy carton cases 30 lbs.07½
8 in case06

In buying
KETCHUP

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

Try It and See

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

The T. Upton Co., Limited
ST. CATHARINES

Quality and Service

The combination most desired by the fruit trade. Large receipts of all varieties of small fruits and vegetables enable us to give you only the very best shipping stock. Let us demonstrate the above.

Raspberries, Montmorency Cherries and Black Currants will be the big lines this week. Don't wait any longer to get your trade supplied.

Peaches, Pears, Plums, Cantaloupes are all very fine quality. Our prices are right.

"THE HOUSE OF QUALITY"

HUGH WALKER & SON
ESTABLISHED 1861
GUELPH and NORTH BAY

No. 10

Chats with "Old Baba"

(Canada's 105-year-old Pioneer)

That "horrible" war

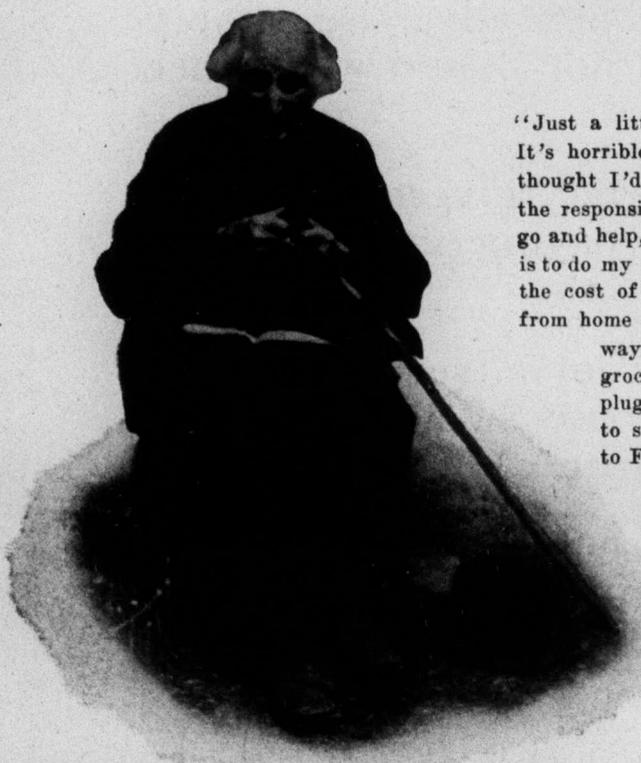
"Just a little more than a year now, lad, since that horrible war started. It's horrible, horrible, to think that the whole world is gone mad—I never thought I'd live to see it, but now I'm here I want to see it through and the responsible parties get their deserts. If I was a young man I would sure go and help, but I guess I would hardly pass inspection now. All I can do now is to do my little bit by growing a few vegetables in the garden to help keep the cost of living down so that the boys in the trenches will get more aid from home through the contributions to the Red Cross and the like. By the

way, lad, take this dollar down to the grocer and ask him to send up a few plugs of King George Navy. I'm going to send it to a young feller who went to France and who always liked a chew of my favorite tobacco."

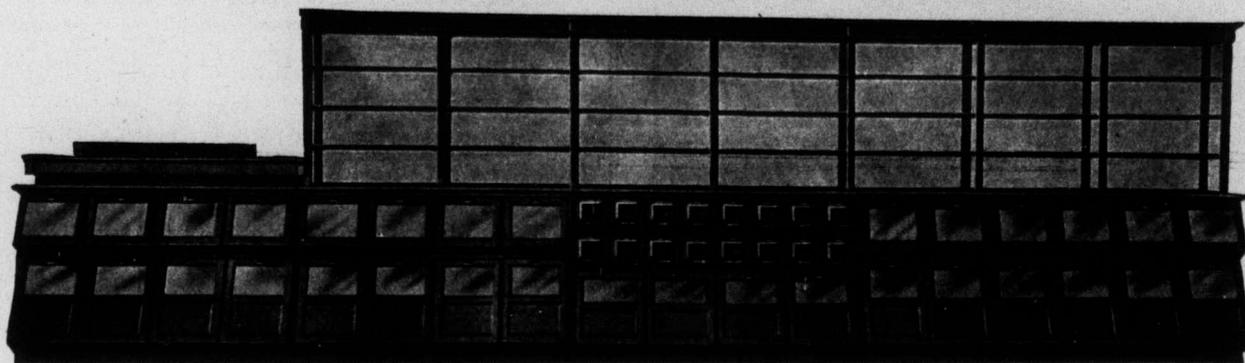
"Don't forget—the corner grocery and King George Navy, lad."



Rock City Tobacco Co., Ltd.
Quebec and Winnipeg



THE CLEAN FOOD SYSTEM



Interchangeable Sectional Grocery Wall Case Combination "X."

STOP

Buying clean food to put into and sell from drawers open to dust, flies and other vermin. Buying counters fitted with drawers, some of which are sure to be left open sufficiently for a mouse or flies to enter and have access to contents of entire counter or case.

LOOK

At the Walker Patented Bin which automatically closes tight to face of individual bin chamber, preventing entrance of dust, vermin and loss of stock, by drying out or loss of original freshness and flavor.

LISTEN

To hundreds of satisfied users of Walker Bins extending from Coast to Coast, and who are always the leaders in the provision and grocery trade.

To our offer of a sectional case as shown, 27' 8" long, complete with shelving for \$288.00, with payments spread over 6 months. Why pay more for counters with less capacity and ordinary drawer equipment only?

The Walker Bin & Store Fixture Co., Limited

BERLIN

ONTARIO

WESTERN AGENCIES:

VANCOUVER:—R. J. Borland, Room 611, Northwest Trust Bldg.

SASKATOON:—North West Specialty Company.

EDMONTON:—Edmonton Specialties Company, 113 Howard Ave.

WINNIPEG:—Watson & Truesdale, 120 Lombard St.

EASTERN AGENCIES:

OTTAWA, ONT.:—Geo. Cameron, 414 Gilmour St.

MONTREAL, QUE.:—W. S. Silcock, 33 St. Nicholas St.

MARITIME PROVINCES—C. H. Good, Box 929, New Glasgow, N.S.

The man who does not advertise simply because his grandfather did not should wear knee breeches and a wig.

The man who does not advertise because it costs money should quit paying salary for the same reason.

The man who does not advertise because he doesn't know how to write an advertisement should quit eating because he can't cook.

The man who does not advertise because somebody said it did not pay, should not believe the world is round because the ancients said it was flat.



“NUGGET”

WATERPROOF

SHOE POLISH

will be demonstrated to your customers
at these exhibitions:

Toronto Aug. 28th to Sept. 13th	Ottawa Sept. 10th to 18th	
London Sept. 10th to 18th	Halifax Sept. 10th to 16th	Fredericton Sept. 20th to 25th
Sherbrooke Sept. 4th to 11th	Quebec Aug. 28th to Sept. 4th	

How is your stock?

THE “NUGGET” POLISH COMPANY, LIMITED
9, 11, 13 Davenport Road, TORONTO, ONTARIO

Buyers' Guide

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

We are buyers of evaporated and
farmers' dried apples. Prices and
tags on application.
O. E. Robinson & Co.
Ingersoll Ontario

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

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

EGG FILLERS
Our capacity is three times the total
Filler requirements of Canada.
PROMPT DELIVERIES
by us are therefore certain.
THE TRENT MFG. CO., LTD.
TRENTON, ONTARIO, CANADA

A SEED DEPARTMENT
will add to your profits
*Kelway Langport
England*
grow and sell
SEEDS OF ALL KINDS
for Traders
Write to the actual wholesale growers for
rock-bottom prices and illustrated catalogue.
Buy well ahead to secure
LOWEST PRICES. WRITE TO-DAY

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

ST. MARC COFFEE
Gives all users entire
satisfaction.
AUGUSTIN COMTE & CO., LTD.
725 Notre Dame E. Montreal



Bee Brand Products

**Pull Well With
Your Trade**

The choicest of materials, the best facilities, an
unusually moderate price—all these combine to produce
a line of goods that pull well, even with critical cus-
tomers. Your stock and sales would certainly be
better for the presence of Bee Brand Products. Write
us to-day.

FORBES & NADEAU, Montreal, Que.

STORE MANAGEMENT—COMPLETE

16 Full-Page
Illustrations

ANOTHER NEW BOOK
By FRANK FARRINGTON
A Companion book to **Retail Advertising Complete**
\$1.00 POSTPAID
"Store Management—Complete" tells all about the
management of a store so that not only the greatest sales
but the largest profit may be realized.

THIRTEEN CHAPTERS
Here is a sampler:
CHAPTER V.—The Store Policy—What it should be
to hold trade. The money-back plan. Taking back goods.
Meeting cut rates. Selling remnants. Delivering goods.
Substitution. Handling telephone calls. Rebating railroad
fare. Courtesy to customers.

ABSOLUTELY NEW JUST PUBLISHED
Send us \$1.00. Keep the book ten days and if it isn't
worth the price return it and get your money back.

272 Pages
Bound in Cloth

Technical Book Dept., MacLean Publishing Co.
TORONTO

Winning the Buyer's Favor

The best possible buyer is not made an actual buyer at a single step.
It is one thing to win the buyer's favor for an article and another to make ad-
justments incident to closing the sale. Winning the buyer's favor is the work
of trade paper advertising.
Under ordinary conditions it should not be expected to do more.

CLASSIFIED ADVERTISING

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

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

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

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

FOR SALE

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

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

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

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

WANTED

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

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

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

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

MISCELLANEOUS

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

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

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

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

RASPBERRIES

Cuthbert (Canning)

DIRECT FROM THE FARM

Write for prices

W. F. GIBSON, Vineland Sta.

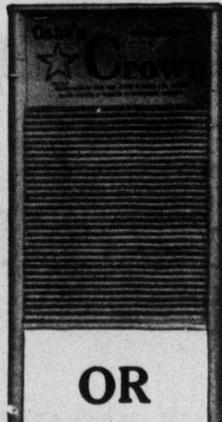
Phone 5 R 5, Jordan Sta.

ACTIVE PARTNER WANTED

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

Address Box 106, Canadian Grocer, Toronto.

"It's an ill wind that blows no good"

A L U M I N U M  **Z I N C**

OR

The War—

has raised the price of zinc and consequently the price of washboards—

B U T

the BIG CANE VALUE IN WASHBOARDS IS BIGGER THAN EVER because it has come to a point where we can use aluminum in place of zinc.

ALUMINUM IS LESS LIABLE TO CRACK, SPLIT OR CARRY DEFECTS THAT WILL TEAR THE CLOTHING BEING WASHED ON IT, AND IT PRESENTS A MUCH BRIGHTER APPEARANCE THAN ZINC, AND IS MORE ATTRACTIVE ON THAT ACCOUNT.

We are prepared to deliver our standard brands of washboards with aluminum washing plate at the same price as that of zinc ones on receipt of instructions from our customers, through the jobbing trade. ORDER NOW.

The Wm. Cane & Sons Co., Limited

Newmarket, Ont.

Exquisitely Delicious

for cold desserts, pudding sauces, icings, confections.

MAPLEINE

The Master Flavor, rich and mellow.

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

Mason & Hickey
287 Stanley St., Winnipeg, Man.
CRESCENT MFG. CO.
SEATTLE, WASH.



O A K E Y ' S  **KNIFE POLISH**

20102-PTFE
LONDON . ENGLAND.

AGENTS

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

Put Your Credit Accounts on the Right Side of the Ledger

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

ALLISON COUPON BOOKS

Are in Use All Over the World.

HERE'S HOW

THEY WORK:

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



For sale everywhere by jobbers.

ALLISON COUPON COMPANY
Indianapolis, Indiana, U.S.A.

WAGSTAFFE'S

Strawberry, Raspberry
Black Currant, Gooseberry
Red Currant

1915 Pack Now Ready for Delivery

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

Quality is Always in Demand

WAGSTAFFE'S LIMITED

HAMILTON, CANADA

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The Right Way

The best way for you to buy your Groceries: such as Canned Fruits, and Vegetables, Salmon, Sardines, Pure Spices and Extracts, is to become familiar with different brands before you need them, then you are sure of getting what you want when you are ready to buy.

This is why we make it a point and a duty to submit samples before making a sale. We want to give our customers exactly what they want.

A sample of our "VICTORIA" Brand of Pure Products and Guaranteed Quality, is always at your disposal for inspection and comparison with other brands. A postal card will bring you the article desired.

May we have the pleasure to submit you samples?

Laporte, Martin, Limitée
584 St. Paul West, Montreal

A Straight Talk from the Manager



*Keep your
eye on
the live
ones*

YOU can always learn something from the hustler. It is stimulating to see him get out after business. You catch some of his enthusiasm, and you go after business harder yourself.

Besides the hustler always has the facts at his fingers' ends. That is what makes his hustling effective.

You will find the hustlers hustling in the advertising pages of Canadian Grocer. Just to read their this week's messages will ginger you up enough to carry you through a week of high-temperature weather. At the same time you will gather enough selling facts to improve your salesmanship with every customer you encounter.

Canadian Grocer advertisements are salesmen's hot weather helps. Just try out some of their suggestions *this week*.

THE MANAGER.

CANADIAN GROCER



It's easier to sell FAIRY SOAP than any other toilet soap, easier to hand out soap that needs no introduction because our liberal advertising has made it known to all.

Try pushing FAIRY SOAP; the steady sale will please you as much as its real "soap goodness" to the last thin wafer pleases your customers. "It's worth five times the five cents you sell it for."

"Have you a little FAIRY! in your home?"

THE N.K. FAIRBANK COMPANY
LIMITED

White-Cottell's
PURE MALT VINEGAR

CAMBERWELL, LONDON, ENG.

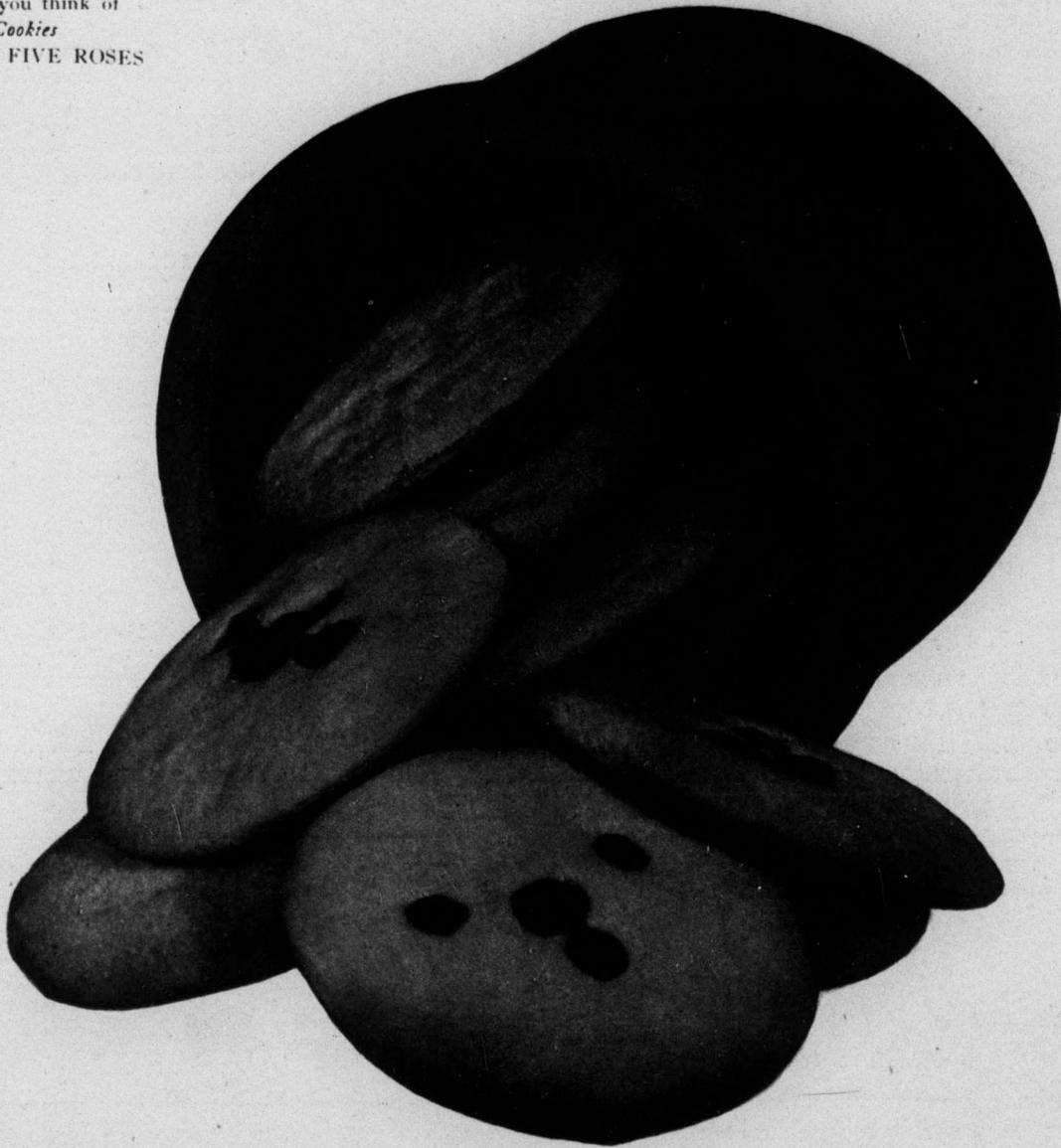
THE
PERFECT
PICKLING
VINEGAR

- ☐ Keeps its colour.
- ☐ Fully up to strength.
- ☐ Makes the Pickles nicely crisp.
- ☐ Retains its keeping qualities.
- ☐ Imparts the genuine Malt flavour and aroma.

CANADIAN AGENTS:

Nelson, Shakespeare & Watkins, Limited, Vancouver, B.C.
Ruttan, Alderson & Lound, Limited - Winnipeg
L. A. Gastonquay, 60 Bedford Row - - Halifax, N.S.

When you think of
Cookies
Think of FIVE ROSES



(She comes into your store, and you say something like this): *Everybody seems to bake Cookies in summer. Somehow, August, and children and cookies go together. But what are Cookies and Wafers without crispness and aroma? And that's what FIVE ROSES brings so plentifully. May I urge you to try*

Five Roses[★]

FLOUR *for Breads-Cakes
Puddings-Pastries*

(And you add conversationally): *Due to its fineness and liveliness, your cookies—after baking your first dainty panful—are much more melting and retain longer their delicious freshness. So you can make a lot of these dainty goodies at one baking, sure that they will keep well—if safely hidden.*

Then you tell her how she can always get FIVE ROSES in convenient sizes—bags or barrels—and you thankfully book her first FIVE ROSES order, the first of an endless chain of profitable sales.

Ask your Jobber or write nearest office

LAKE OF THE WOODS MILLING CO., LIMITED

Toronto. Ottawa. "The House of Character" Winnipeg. Keewatin.
London. Daily Capacity, 27,400 bags. Vancouver.
St. John. Sudbury. MONTREAL. Calgary. Medicine Hat.

* Guaranteed NOT BLEACHED—NOT BLENDED