

**PAGES  
MISSING**

IN THIS ISSUE—WAR AND THE TEA MARKET

# CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVIII

PUBLICATION OFFICE: TORONTO, SEPTEMBER 11, 1914

No. 37

## Truly Table Economy

☞ There are but few of us who do not need to economize in some way during this period of uncertainties.

☞ Some may do with less expensive clothes, some cut out luxuries, others economize in various ways.

☞ A vast majority will economize on their table, and right here is one of the best ways to do it.

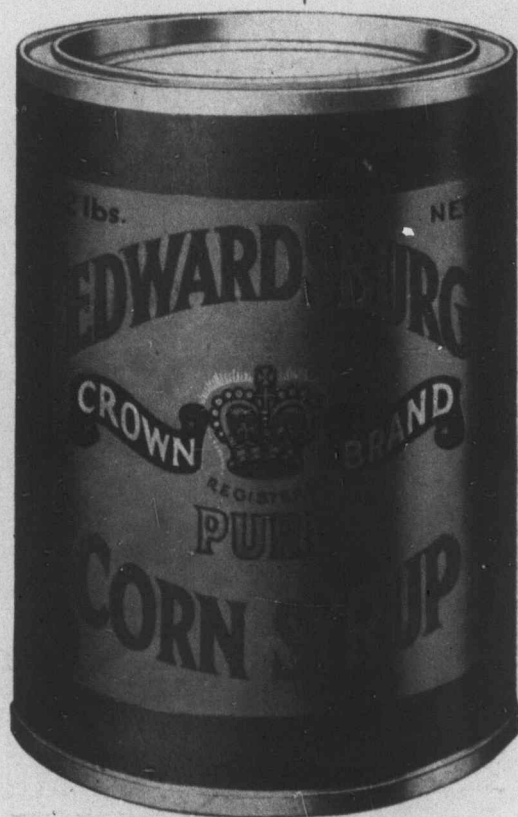
☞ Pure, wholesome, nourishing and inexpensive is Crown Brand Corn Syrup—yet it is as delicious as honey and takes the place of much more costly fruits, etc.

☞ What better dessert than Crown Brand Corn Syrup?

**Order a good supply to-day.**

**Canada Starch Co., Ltd.**

Montreal Cardinal Brantford Fort William





# The Army Grows Greater



Every year sees the army of users of Shirriff's True Vanilla growing greater. For thirty years this famous extract has been making converts to True Vanilla.

Women who tried

# Shirriff's True Vanilla

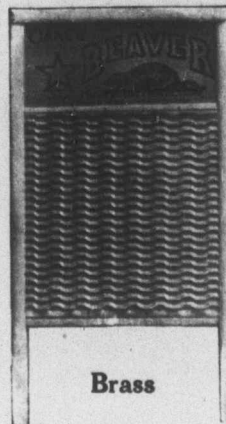
thirty years ago are using it to-day. Their daughters are using it. Their friends are using it. For it is a recognized fact that those who use one bottle of Shirriff's True Vanilla want to use it again. And its use soon becomes a firmly fixed habit, for who would want to go back to an ordinary Vanilla after tasting the flavor of the extract of the finest Mexican Vanilla Beans—Shirriff's True Vanilla?

Grocers, too, who bought Shirriff's True Vanilla thirty years ago are buying it to-day. It has stood the test of time. It has proven itself worthy of the grocers' trust. It is always worth 100 cents on the dollar. Always pays a good profit.

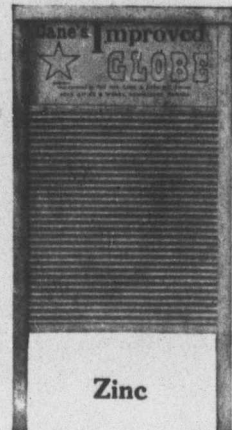
## Imperial Extract Co.

Steiner and Matilda Streets

Toronto



Brass



Zinc

## Four different wash surfaces

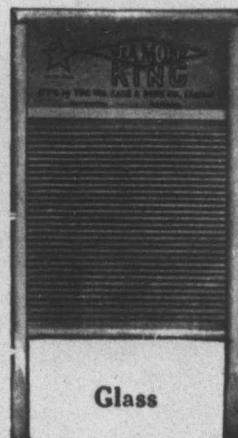
There is a Cane Washboard surface to meet every requirement. By handling these lines you will not only insure satisfaction, but you will get their trade for other "Cane" Woodenware Products.

These include pails, tubs, mop-sticks, butter molds, bake boards, folding clothes and saw horses, etc.

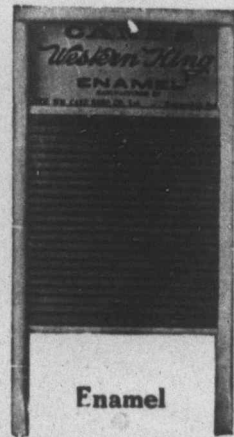
Made with best materials, good workmanship and fine finish. Satisfaction guaranteed—profits are remunerative.

Your jobber can supply you. Get our catalogue for reference.

**The Wm. Cane & Sons Co., Ltd.**  
NEWMARKET ONTARIO



Glass



Enamel

## On the firing line!

Just now you can keep up a steady fire of sales, and win quick and profitable success by selling California grown, dried and canned fruits—



## Griffin & Skelley Brand

They represent the height of perfection in fruit and vegetable growing, drying, preparing and packing—they are known as the standard of quality. Your customers appreciate if you sell this pack.

Here is a partial list of the Griffin & Skelley lines. Ask your wholesaler for a complete list and prices:

### DRIED FRUITS

Apricots  
Prunes  
Seeded and Seedless Raisins

### CANNED FRUITS

Peaches	White Cherries	Raspberries
Grapes	Blackberries	Strawberries
Pears	Damson Plums	Pineapples
Black Cherries	Greengages	Asparagus, etc.

## Arthur P. Tippet & Company

AGENTS

Montreal, Que.



# “Sterling” Jam is a live seller —just like “Sterling” Pickles

“Sterling” Jams have a flavor that is unsurpassed—composed of choicest freshly picked fruit, carefully prepared and packed in Canada’s largest and most sanitary pickle and jam factory. The name “Sterling” is your and your customers’ safeguard for quality. Made in various fruit flavors—a good selling line with a good margin of profit.



Ask Your Wholesaler for Prices.

**The T. A. Lytle Co., Limited**

STERLING ROAD

TORONTO

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

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

**PAPER BAG MAKERS**

**SPECIALITIES:—**

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

*Mail Enquiries for Samples and Quotations, to*

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



**E.D.S. Fruit Products  
have not advanced in  
price—the steady  
demand continues**

Absolute purity and steady consumer advertising — two powerful factors that keep up a steady, all-year-round demand. E. D. S. Jams, Jellies, Marmalades, Catsups, Drinks, etc., give the better satisfaction on both sides of the counter. The profits for the dealer are good and the quality (100% purity), and deliciousness ensures customer satisfaction that means repeat sales.



Made only by  
**E. D. Smith & Son**  
Limited  
WINONA ONTARIO

AGENTS:

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



*Gail Borden*

*the man who invented  
the process which made  
it possible for the entire  
world to have pure Milk*

He introduced the sanitary system which takes care of the milk from the cow to the cup in its pristine purity.

Gail Borden left behind him an organization that has grown to be the largest in the world for the handling of milk, an organization inspired by his zeal, his honesty and his ability, an organization which has made his name a synonym for milk—fresh—condensed—evaporated—cultured—malted—every form of milk, but always pure and always good.

For profit and customer satisfaction you will find it best to sell the Borden Brands—"Eagle" (Condensed), "Reindeer" (Condensed), "St. Charles" (Evaporated), "Jersey" (Evaporated), "Reindeer" Condensed Coffee, "Reindeer" Condensed Cocoa.

Your wholesaler can supply you.



**Borden Milk Co., Limited**

"Leaders of Quality"  
**MONTREAL**

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



# JAPAN TEAS:

Our import orders and shipments are coming along regularly.

There is a general rush for our musters of actuals which up to the present have all been sold immediately, and in fact the demand this season has practically doubled.

## FURUYA & NISHIMURA



Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

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

SOLE PACKERS

SMITH & PROCTOR, - HALIFAX, N.S.

SMITH  
AND  
PROCTOR

SOLE PACKERS

Halifax, - N.S.



In a village grocery store where everything may be furnished from a postage stamp to a complete house-keeping outfit, a customer entered the other day and leisurely approached the proprietor. "Look here, David," he complainingly remarked, "I ain't kickin' none, but ain't there some way that you can kind of separate your grocery business and your post-office business so they won't get mixed so much?"

### A Justifiable Kick

Not so where a

**BOWSER**

Safe Oil Storage System

is used. Then there are no tainted goods, no dissatisfied customers, no oily hands, floors or clothes. All the oil, odor and all, is in the tank where it belongs until pumped into the customer's can. Bowser outfits do not leak or splash. No lost

stamps just after Jake Smith got two gallons of oil and every blamed one of them tasted of kerosene."

A very characteristic incident, but its equal happens many times where kerosene is handled by slipshod methods. The trouble is, "Mr. Proprietor" does not always know when there is a "justifiable kick"—many a good customer goes elsewhere and says nothing.

"There you go complaining again," said the proprietor.

"No hard feelings, David, but the other day I got some postage

oil—no lost time—no lost customers. Made in all styles, sizes and prices to meet individual requirements.

We have a book "For Your Store" which would be interesting and valuable to you. Write at once for a copy. No obligation.

**S. F. BOWSER & COMPANY, Inc.**

66-68 Frazer Avenue, - - - Toronto, Ont., Canada

Made by Canadian Workmen and Sold by Canadian Salesmen.

Sales Offices in all Centres and Representatives Everywhere.

Original patentees and manufacturers of standard, self-measuring hand and power driven pumps, large and small tanks, gasoline and oil storage and distributing systems, oil filtering and circulating systems, dry cleaner's systems, etc. Established 1885.

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



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

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

Have you a copy of Catalogue 913C?

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

**COLES MANUFACTURING CO.**

1615 North 23rd St.

PHILA., PA

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

Are you coming to the  
**Canadian National  
Exhibition?**

WE are looking forward with pleasure to meeting a large number of friends at

**OUR BOOTH**  
Right-hand Side of Entrance  
to Manufacturers' Annexe.

Here you will find Ocean Blue; Cipsy Stove Gloss; Linoleo Floor Wax; Closso, The One-Minute Metal Polish; Zog, The Paint Cleaner; and Pyn-ka Polish,—a line of sellers that bring customers to your store and keep them satisfied. Our chief representatives will be in attendance and will cordially welcome your call at our booth. Make it your headquarters throughout the Exhibition.

**HARGREAVES (CANADA), LIMITED,**

33, FRONT STREET, E. TORONTO.

Western Agents: For Manitoba, Sa-katchewan & Alberta:

Nicholson & Bain, Winnipeg, Regina, Saskatoon,

Calgary and Edmonton. For British Columbia and Yukon:

Donkin, Creeden & Avery,

117, Arcade Buildings, Vancouver, B.C.

HEINZ

HEINZ

Your Good Will

and co-operation are all we ask, because it is no *work* for you to sell *Heinz 57 Varieties*. We keep the consumer interested by steady national advertising, we please your customers by maintaining quality and purity, and, our Grocers' Service Department goes still further.

It is to help you get more business.

Ask our salesman about it or write to us for full particulars.

**H. J. HEINZ COMPANY**

PURE FOOD PRODUCTS

PITTSBURGH, U. S. A.

HEINZ

HEINZ

*The liberal  
air space  
in the  
"Arctic"  
Refrigerator  
gives free  
circulation  
to the dry  
cold air.*

**John Hillock & Co.**

Limited

TORONTO, ONTARIO

AGENTS

Western Ontario: J. H. Galloway & Co.,

Hamilton. Saskatchewan: Western

Butchers' Supply Co., Regina, Sask.

Montreal: W. S. Silcock, 33 St. Nicholas

Street.

CATALOG ON REQUEST



# A MESSAGE TO MEN

These are days when men **are men**.

The craven-hearted are skulking and falling back—they are finding excuses for going to the rear—they have no stomach for a fight—they are licked.

The real men of Canada are going about their affairs—they have given up their vacations, they are on the firing line of business, and their courage and patriotism are in evidence every hour of the day.

They are not lying down—they are **standing up** and they will maintain and improve our place in the **sun of commerce and industry**.

The way to locate the real men of business these days is to listen to their talk and see how they act.

The real men of business have not pulled down the flag; they have not quit advertising; they have not called in their salesmen; they have not locked the factory door.

Yes, they have in many instances "pulled their belt straps a little tighter." They have perhaps curtailed a bit here and there, as they have mobilized their working forces and reserves—and gained greater efficiency thereby.

But haul down the flag and lie down?

Never!

Let us look about.

The ingenuity of the Canadian, always best displayed in a time of stress, will find a substitute for every needed article that enters into our daily life and which we formerly secured from abroad.

We will continue to buy from England, France and United States all the things that we need which they can send us.

We will send to the world, except Germany and Austria, all things that we grow and make and which the rest of the world buy from us.

There are some men whose middle name is "Cancellation."

They have run to cover after 'phoning, wiring and writing the people they deal with to "Stop Everything."

The quitter who stops his business campaign recklessly is the man who trades recklessly. He is the anti-conservative. He lacks poise and balance, and he will be the first to go under when pressure comes.

The trade routes of the world are being redrawn. The great Continent to the south of us beckons and says:

"We want you to take our hides, our cattle, our coffee, our rubber, and we will buy your textiles, your machinery, your shoes, your hardware, your oil and all the other things that you make that we need."

The machinery of distribution is the requirement of the moment—and we are making rapid progress.

The Panama Canal is open; cargo ships of great capacity are passing through the great waterway.

The west coast of South Africa is at our doors.

The wheat of Alberta, the lumber of British Columbia, have a new pathway to the Atlantic.

Where do we stand?

We have goods to sell—and competition largely eliminated. The gods of war have given us a large monopoly of the surplus of the needed things of life.

We will put idle men to work in vocations where there will be a new demand for what we can make that the nations want.

We will advertise to the world that Canadian men are going to prove in this year of years that the Canadian type of civilization is triumphant.

This publication is ready to aid every real merchant and manufacturer who nails his flag to the mast of progress and patriotism.

The advertisers in this and every issue of this publication are flying their flags.

The advertisement of a business is **the outward visible sign that it is alive**.

When the advertising flag disappears, he who hauls it down admits that he was a merchant of yesterday. We are dealing with men of to-day and to-morrow.

The Canadian men to-day who see the true trend of things are mobilizing for a great forward movement—a movement that is fraught with great opportunities and great victories, and our victory will be just as great as we deserve to have it.

This is the time for **Commercial Courage** and not for **Commercial Cowardice**.

## CANADIAN GROCER

## Boost Canadian Peas

*Canadian Grown, Canadian Packed*

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**P**USH Dominion Canners "Early June" and "Sweet Wrinkle" Peas for better profit. They are 2½c. and 5c. dearer per dozen than the standard, but sell for more money and give a better percentage of profit.

Place your order early and boost for  
Canadian grown and packed peas.

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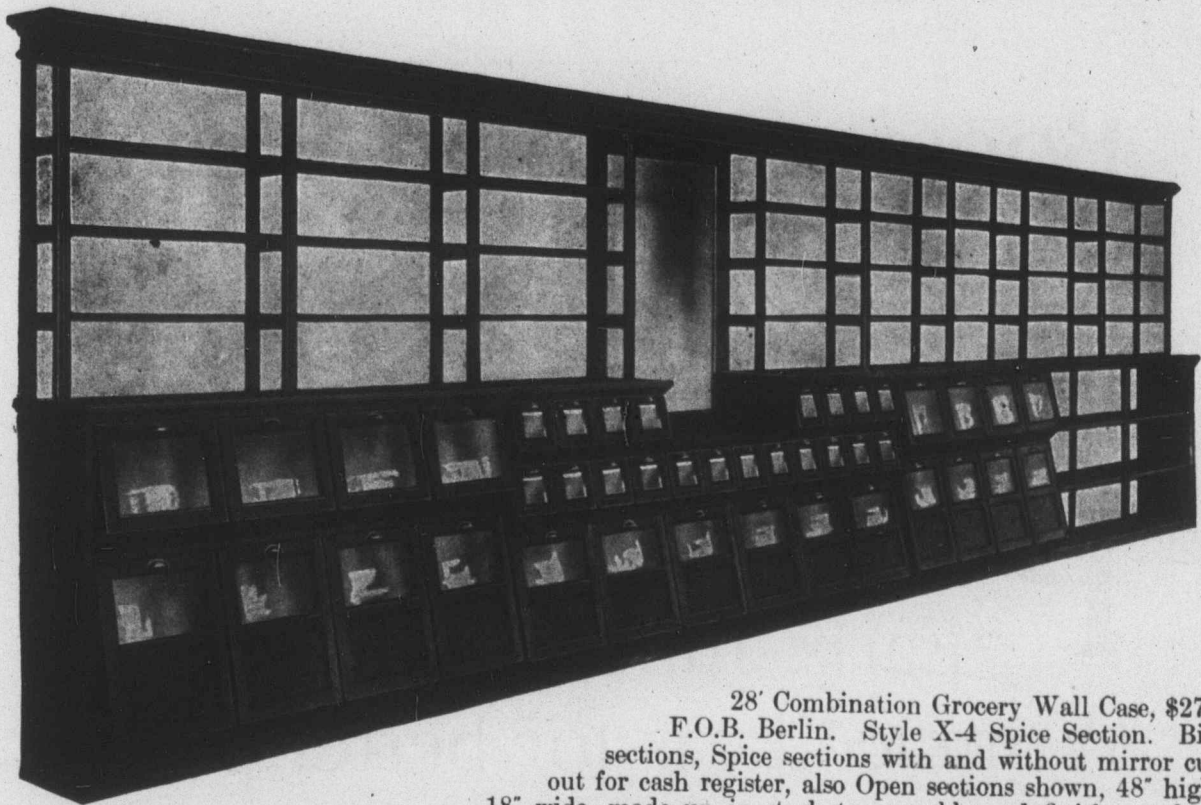
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**Dominion Canners, Limited**

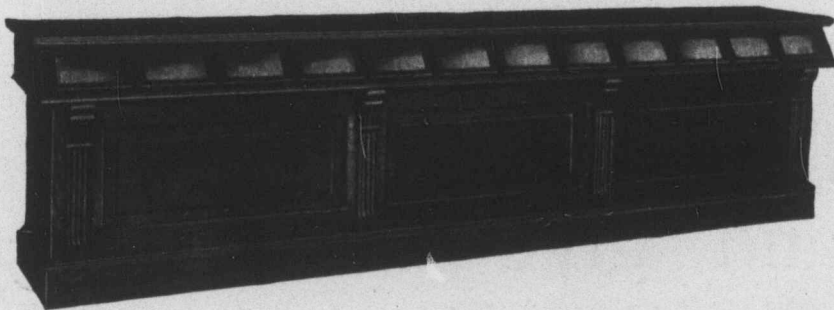
**HAMILTON, CANADA**



CANADIAN GROCER



28' Combination Grocery Wall Case, \$275  
 F.O.B. Berlin. Style X-4 Spice Section. Bin  
 sections, Spice sections with and without mirror cut  
 out for cash register, also Open sections shown, 48" high,  
 18" wide, made up in stock to assemble and finish on short  
 order in all lengths. Shelving shown is 48" high and 10" wide.

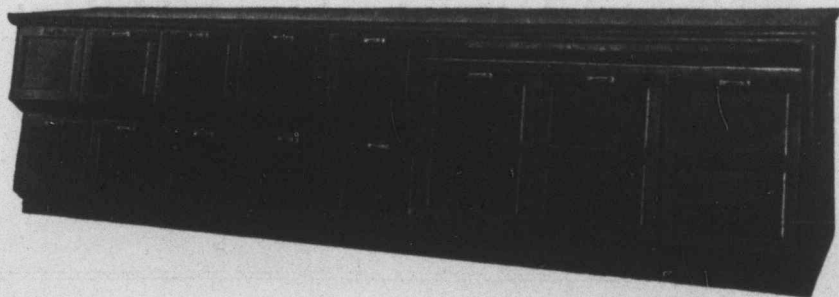


Counter No. 11. Best sales  
 counter made. Bevel glass dis-  
 play is up in line of vision and  
 avoids breaking of glass and  
 unsightly appearance often seen  
 in full glass front counters.

- With shelves . . . . . \$6.25 ft.
- 1 row bins . . . . . 8.25 ft.
- 2 row bins . . . . . 8.75 ft.

F.O.B. Berlin.

Lengths 10 feet and up. Any  
 variation of rear equipment to  
 order. Use the roomy *Patented  
 Bins*, air-tight and sanitary, in-  
 stead of awkward, out-of-date  
 drawers for foodstuffs.



Send your floor plan and specifications, and get particulars of refitting  
 to reduce cost of doing business and waste of stock in your store

**The Walker Bin and Store Fixture Co., Ltd.**

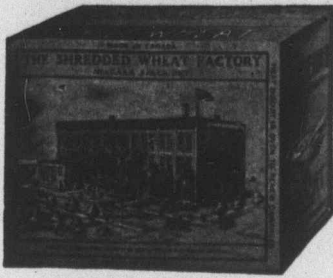
BERLIN, ONTARIO

## Is Not a Mush or a Porridge

The wise, up-to-date grocer will sell what the customer asks for, but it is well to remember that

## Shredded Wheat

is not a mush or a porridge. You have to chew Shredded Wheat. Children cannot bolt it down as they do a mushy porridge. Chewing is the first process in digestion. In children it develops sound teeth and healthy gums. It is always fresh, always clean, always pure, always the same.



**TRISCUIT** is the Shredded Wheat Wafer — a crisp, tasty, whole wheat toast—delicious with butter, cheese or marmalades.

Shredded Wheat Biscuit is packed in odorless spruce wood cases, which may be readily sold for ten or fifteen cents, thereby adding to the grocer's profits.

Made By

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

Toronto Office: 49 Wellington Street East

(54-A)

## "SOVEREIGN" SALMON

FINEST BRITISH COLUMBIA

SOCKEYE



QUALITY  
IS OUR FIRST  
CONSIDERATION

PACKED BY

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



Profitable goods make you a permanent customer of the firm from whom you buy them. Your customers have the same attitude towards you.

## CHINESE STARCH

is a profitable line for you to carry, because it is a ready seller, enabling you to turn your stock quickly.

Chinese starch satisfies in every way; your customers are bound to be pleased with the excellent results obtained from its use and they'll come back for more.

*Freight prepaid on order  
for two cases or more.*

**Ocean Mills, Montreal**

COOK'S FRIEND

THE COOK'S FRIEND

BAKING POWDER

FOR RAISING ALL KINDS OF

BREAD, PANCAKES, PIE-CRUST & OTHER PASTRY.

In making bread with this powder no fermentation takes place, and thus neither acid nor alcohol is produced, thereby producing SWEETER, LIGHTER and BETTER BREAD than by any other method.

PREPARED ON CORRECT SCIENTIFIC PRINCIPLES.

Never dip a wet spoon in the powder, always dip it in a dry place.

For  
over  
50 years  
**Cook's Friend**  
**Baking Powder**  
has given absolute  
satisfaction. Made in  
Canada from purest Grape  
Cream Tartar, unsurpassed  
by any imported, and sells at  
half the price. Purer than the  
Law Demands. Contains No Alum.

W. D. McLaren, Limited, Montreal



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

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

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

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

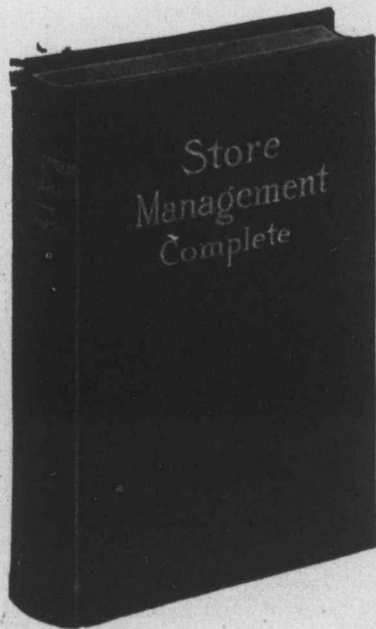
In our Classified Columns on page 61, there is almost sure to be a proposition which will interest you.

You should use our Condensed Ad. page for making your wants known. Whether it be a partner, clerk or salesman required, or a buyer for your business, or if you have bought a cheese-cutter or a showcase, etc., and want to sell your old one, you will find Canadian Grocer's Classified page most productive of replies.

## ARE YOU THE MAN AT THE HELM?

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

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



### STORE MANAGEMENT COMPLETE

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

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

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

**TECHNICAL BOOK DEPARTMENT**  
**MacLean Publishing Co.**

143-149 University Avenue

TORONTO

# CLARK'S TOMATO KETCHUP

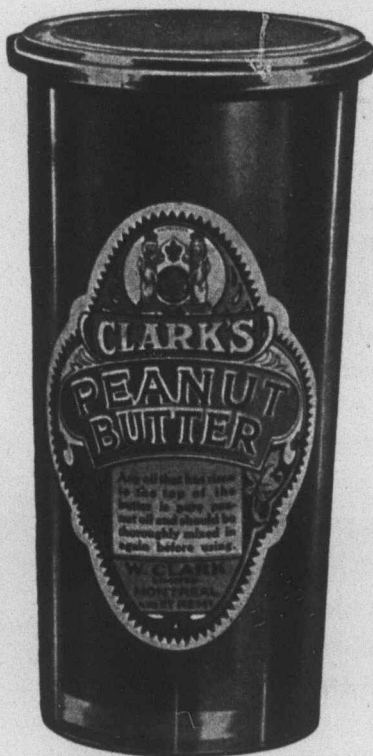
Sizes, 8 oz., 12 oz., 16 oz.,

CLARK'S REPUTATION, we are sure, Mr. Grocer, is a sufficient guarantee that CLARK'S 1914 pack will be the BEST EVER.

Only the best ripe tomatoes used and absolutely no preservatives.

**THE PUREST OF THE PURE.**

**ORDER NOW.**



## CLARK'S PEANUT BUTTER

Sizes,  $\frac{1}{4}$ ,  $\frac{1}{2}$ , and 1, and 24 lb. pails.

**BETTER THAN BUTTER**

**NICER THAN JAM**

A first-class seller and an admirable substitute for Butter and Jam in these high-price days. Guaranteed to contain nothing but highest grade peanuts and to be strictly pure.

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



## Carr & Co.'s Carlisle Biscuits

have their own distinct following. People who know good biscuits, use good biscuits, demand good biscuits, are the people who buy Carr's Biscuits.



The mere "say so" that you handle Carr's Biscuits puts you into the front rank of a quality salesman.

For prices, etc., write to-day.

### 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.

# Cleave's

CELEBRATED  
DEVONSHIRE CREAM  
Chocolate

A high-grade and up-to-date article, showing an excellent profit and giving increasing satisfaction.

THE CHOCOLATE THE PEOPLE WANT.

Also other new and attractive  
5 cent lines.

AGENTS:

MONTREAL—F. Davy & Co., 6 St. Sacrament St.

TORONTO—Mason's Ltd., 25 Melinda St.

WINNIPEG—Hamblin & Brereton, Ltd., 149 Notre Dame Ave. E.

VANCOUVER—Hamblin & Brereton, Ltd., 842 Cambie St.

**JOHN CLEAVE & SON, LIMITED**  
CREDITON, DEVON, ENGLAND

## Could more tobacco profits be coming your way?

Perhaps you have not tried the three popular leaders. In order to get the better satisfaction and profit you should stock these three favorite brands:

**"Master "King George's "Rose  
Mason" Navy" Quesnel"**  
SMOKING CHEWING PLUG SMOKING

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

## Safe Investments

The Financial Post of Canada is the recognized authority on Canadian investments.

Each week it gives much exclusive information respecting Canadian companies; also reliable news on bond and stock issues, mining and real estate conditions.

The INVESTOR'S INFORMATION BUREAU is maintained free to subscribers and answers by letter all inquiries about investments. Write for sample copy and our subscription offer.

**The Financial Post of Canada**  
TORONTO

"The Canadian Newspaper for Investors."

# Why not have this happen in YOUR home, Mr. Grocer?

"FORCE" is just as good for you and your folks as it is for your customers.

There is so much solid nourishment in these appetizing flakes of whole wheat cooked with malt that not only you hard-working men will greatly benefit by "FORCE," but all your families will be the better for it.

Incidentally, you'll be able to recommend "FORCE" to your customers stronger and more convincingly.

We mean it. Try "FORCE" to-day, will you?

Made by The H-O Company, Hamilton, and Sold by good Grocers everywhere



**"FORCE"**  
TOASTED  
WHEAT  
FLAKES

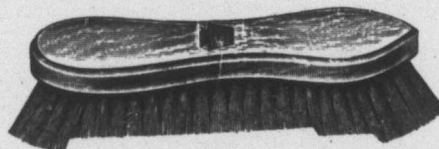
*Richards*  
**QUICK NAPTHA**  
THE  
**WOMAN'S SOAP**

## The Sign of a Good Buy in Soaps

Here's a soap with a reputation behind it—it is well advertised—has a large sale—offers a 26½ per cent. profit—is backed by good service to you. Better let your wholesaler supply you with a few cases this very week.

**The Richards Pure Soap Co.**

Limited  
Woodstock - Ontario



The above cut shows an article of daily use in every household in Canada. We specialize on

## Scrubbing Brushes

and have the cost of this class of goods reduced to a minimum. The Dealer gets the advantage of this when he buys our Brushes. We have a large range in every class of material which show good margins of profit in lines to retail from 10 cents to 25 cents. Remember it's the KEYSTONE BRAND.

**Stevens-Hepner Company**

Limited  
Port Elgin, Ontario.



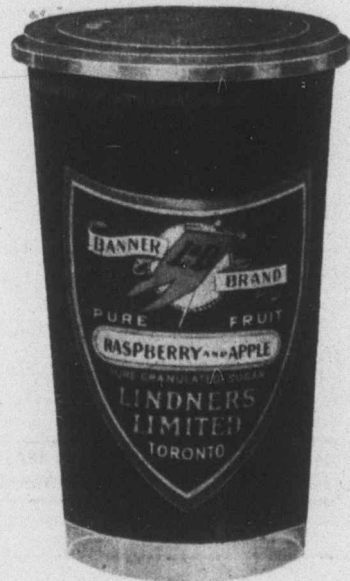
# THE OLD THE NEW

## NOTE THE DIFFERENCE IN THE TWO TUMBLERS HERE SHOWN

The old, discarded  
Clip Cap Tumbler



The New Anchor  
Cap Tumbler



In setting up our ad. last week the compositor used the cut of the old clip cap tumbler (shown on left) instead of the new Anchor Cap tumbler cut (shown on right)

If you have not already placed Banner Brand Jams on your selling line you will be well advised to get these profit-makers going now.

The superior quality, original tumbler container and our new, absolutely air-tight, sanitary Anchor Caps are some of the features that make Banner Brand Jam the leader.

We aim to give best possible value for the money—our goods speak for themselves.

Despite the increased cost due to this improvement and to the big jump in sugar, this new tumbler will retail at 10c with a good margin of profit for you.

The demand for "Banner Brand" products is enormous—we're running night and day—proof positive of the popularity of this brand. The volunteers at Valcartier are enjoying the deliciousness of Banner Brand products.

With these popular-priced pure fruit jams on your shelves you will enable your patrons to economize very materially in the matter of fruits for Fall and Winter.

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

See the New Banner Brand Container—the Anchor Cap Tumbler, at the earliest opportunity—your jobber has it.

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

## LINDNERS LIMITED

306 Ross Ave.  
WINNIPEG

340 Dufferin St.  
TORONTO

Representatives:

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

# St. Lawrence Sugars

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



## THE TEST OF TIME

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

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



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

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

## The "Hobart" Mill

*—not an expense, but  
a wonderful economy*

With the European war necessitating the advance in price of many articles on the grocery list, it is apparent that the grocer will have to economize and increase his profits wherever possible.

Coffee may be made a better producer. If you are handling ground, bulk or package coffee, you are missing an opportunity to save.

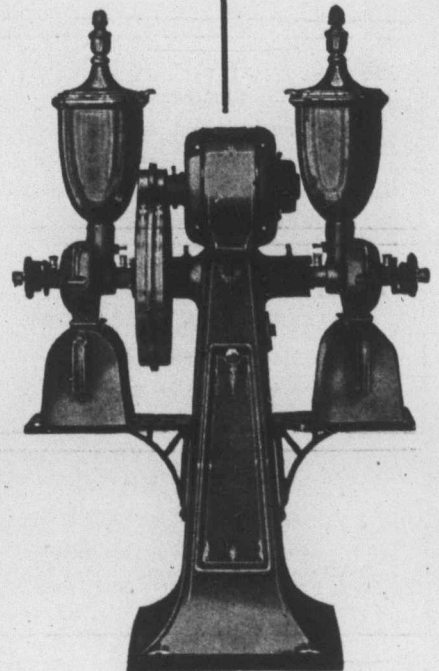
Install one of the Hobart Coffee Mills (a size for every requirement) and grind your own coffee beans. Save enough in a few weeks to pay for the mill—give your customers better coffee for their money—always fresh and full strength.

Write for full information  
for increasing coffee sales.

## The Hobart Manufacturing Co.

105 Church Street, Toronto, Canada

RYAN BROTHERS, 110 James Street East, Winnipeg,  
Agents for Manitoba, Saskatchewan and Northern Ont.





# Manufacturers' Agents and Brokers' Directory

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

**ONTARIO.**

**CHARLES H. COLE**

Agent for McVitie & Price, Jas. Pascall, T. W. Beach, Johnston-Baird Co., etc.

New Address:  
33 Front Street East - Toronto  
Montreal Office: 501 Reade Bldg.

**MORROW & COMPANY  
CEREALS**

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

"We are in the market for White Beans, small or large lots. Send samples and prices immediately."

**W. H. Millman  
& Sons**

Wholesale Grocery Brokers  
TORONTO

**W. G. PATRICK & CO.  
Limited.**

Manufacturers' Agents  
and Importers.

51-53 Wellington St. W., Toronto

**W. G. A. LAMBE & CO.  
TORONTO**

Established 1885

**SUGARS FRUITS**

**HENRI DE LEEUW**

28 Front Street E. TORONTO

RICE, COFFEE, DRIED FRUITS, SEEDS,  
CANNED and FRESH FISH, CHEESE;  
EDAM, STILTON, ROQUEFORT; CON-  
FECTIONERY, ETC.

A want ad. in this paper will  
bring replies from all  
parts of Canada.

**WESTERN PROVINCES.**

**H. P. PENNOCK & CO.,  
Limited**

Wholesale Grocery Brokers  
and Manufacturers' Agents.  
WINNIPEG.

We solicit accounts of large and progressive manufacturers wanting live representatives.

**G. C. WARREN, REGINA  
SASK.**

Importer, Wholesale  
Broker and Manufacturers'  
Agent.

Trade Established, 15 years.  
Domestic and Foreign Agencies Solicited  
Warehouse: 1313 Garnet St.

**LEADLAY LIMITED**

Grocery Brokers  
and Importers

WINNIPEG TORONTO CALGARY  
332½ Bannatyne 309 King St. W. 510 Ninth Ave. W.

**W. H. Escott Co.,  
LIMITED**

Wholesale  
Grocery Brokers and  
Manufacturers' Agents

Commission Merchants

WINNIPEG REGINA  
CALGARY EDMONTON

**Hamblin & Breerton  
LIMITED**

Importers and Manufacturers' Agents.  
Winnipeg, Calgary, Vancouver.

We call on the Jobbing and Retail  
Trade.

**WATSON & TRUESDALE**

Wholesale Commission Brokers and  
Manufacturers' Agents.

WINNIPEG - MAN.  
Domestic and Foreign Agencies  
Solicited.

**COCKBURN-NOLAN CO.  
Limited**

Importers, Brokers and Commission  
Merchants

Representing Fugsley-Dingman Co.,  
Limited. Canned Foods, Limited.  
312-314 Ross Avenue, Winnipeg.

**WESTERN PROVINCES—Continued**

**H. G. SPURGEON  
WINNIPEG**

Wholesale Broker and Manufacturers'  
Agent  
Canadian, British and Foreign Agencies  
Solicited.

230 Chambers of Commerce.  
P.O. Box 1812.

**FRANK H. WILEY**

Wholesale Commission Merchant  
and  
Grocery Broker

757-759 Henry Ave., WINNIPEG

**Ruttan, Alderson & Lound, Ltd.**

Successors to  
RUTTAN & CHIPMAN  
Commission Brokers

WINNIPEG. MAN.

**BRITISH COLUMBIA.**

**The Campbell Brokerage Co.**

Manufacturers' Agents and Commission Brokers.

We have our own warehouse and track-  
age. Shipments stored and distributed.  
Can give special attention to a few  
good agencies.

857 Beatty Street, - Vancouver, B.C.

**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.**

**SPLENDID CONNECTION**

Amongst the Jobbers and Retailers.  
I am open for a few more agencies,  
and can handle them to advantage.

Have You a Line of Candy Gross  
Goods?  
The CLAUDE BEAUCHAMP Imports  
Limited.

223 Commissioners St., Montreal.

KINDLY MENTION  
THIS PAPER WHEN  
WRITING ADVER-  
TISERS

**Agencies Solicited**

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

**J. W. Lapointe**

458 St. Antoine St. Montreal

Phone Main 836.

Room 5.

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

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

**BROKERS AND MANUFACTURERS' AGENTS**

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

**Mathieu's Nervine Powders**



are a simple but effective remedy in all forms of headaches—a remedy which every merchant can recommend as a quick and sure cure.

Try *Mathieu's Nervine Powders* yourself at our expense as per coupon attached, if you don't know them and are a sufferer from headaches.

As a remedy for colds and bronchial troubles Mathieu's Syrup of Tar and Cod Liver Oil has become famous and this sister preparation—Nervine Powders—is rapidly winning its way.

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

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

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

**THOSE WHO KNOW**

the delicious uses of

**MAPLEINE**

will thank you for supplying them.

**ORDER FROM**

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

Mason & Hickey, 287 Stanley St., Winnipeg, Man., Can.

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



**Oakey's**

The original and only Genuine Preparation for cleaning Cutlery

**'WELLINGTON'**

**KNIFE POLISH**

**JOHN OAKLEY & SONS, Limited**  
Manufacturers of

Emery, Black Lead Emery Glass and Flint Cloths and Papers, etc.  
**Wellington Mills, London, England**

**PERSISTENCY IN ADVERTISING**

One stroke of a bell in a thick fog does not give any lasting impression of its location, but when followed by repeated strokes at regular intervals the densest fog or the darkest night can not long conceal its whereabouts. Likewise a single insertion of an advertisement—as compared with regular and systematic advertising—is in its effect not unlike a sound which, heard but faintly once, is lost in space and soon forgot.—*Printing Art.*



# PREDICTIONS

You have been advised from many sources that they predict higher prices in their respective lines. This applies particularly to food products and undoubtedly in the majority of cases the predictions will come true. This creates an opportunity for the live merchant to develop materially and satisfactorily an oyster trade that he has previously been unable to obtain. The price of oysters will experience no material change, and as a food product they are not only nutritious and palatable, but they are in reality an economy.

Oysters selling at 35c a pint is the equivalent to 25c a pound, and a pound of oysters mean 16 ounces of absolute nourishment. Compare this with the waste of any product of which they are a substitute and you will find that the cost of oysters per meal is little more than half.

In addition to the advantages already mentioned there has been

a long period of non-supply which makes the oyster doubly welcome. The housewife, owing to persistent advances, is of an open mind, which makes much easier the task of convincing her of the advantages we mention.

We believe you will agree that to realize fully on the advantages of this opportunity the best stock and service obtainable is essential.

Either "Coast Sealed" or "Seal-shipt" oysters stand for more than all other brands combined, either of which can be obtained from us. The advantage we had in point of quality last season, we believe, will be even more pronounced the present season.

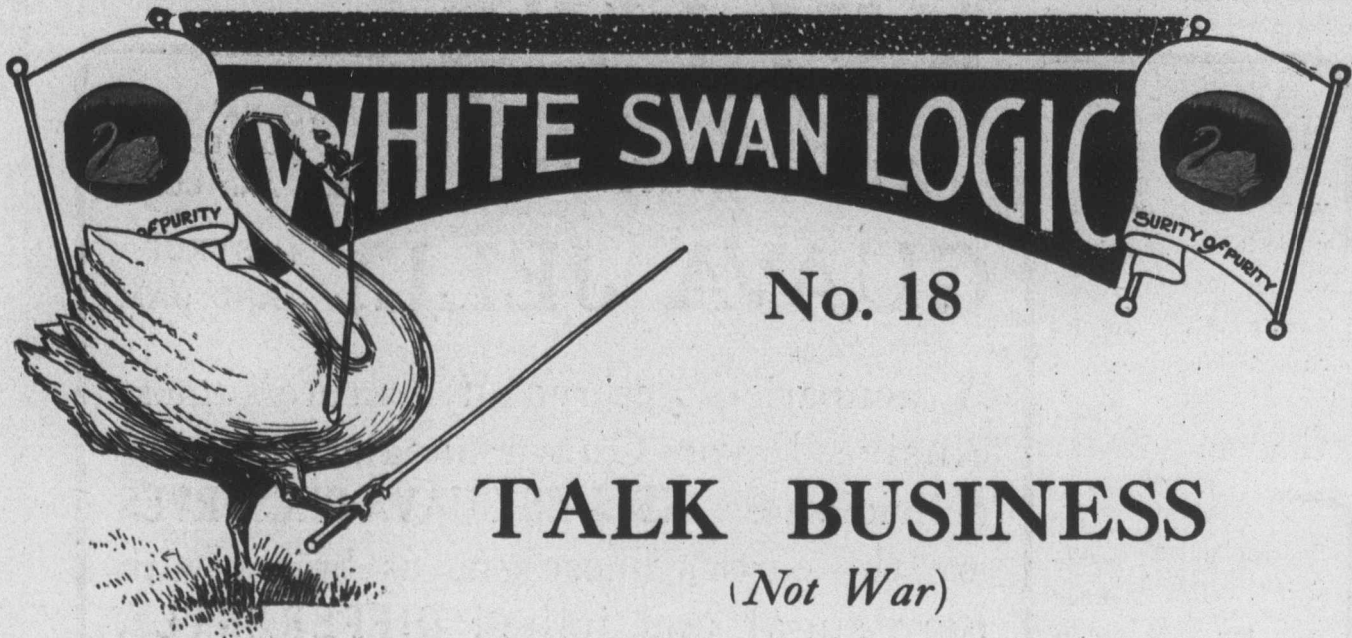
We are an exclusive oyster house, devoting our entire time and attention to oysters and their requisites, viz., paper pails and display cases. Can you not afford us an opportunity to go more thoroughly into this matter with you? Your enquiry is respectfully solicited.

## CONNECTICUT OYSTER COMPANY

"Canada's Exclusive Oyster House"

50, JARVIS STREET,

TORONTO, ONT.



# TALK BUSINESS

(Not War)

*Go back to the cheerful "Good morning, madam." Discard the woe-begone, "Well, how's the war affecting you, Mrs. So-and-so?"*

*"Financial Zone Feels Cheerful."*

*"Wheat Prices Firm at Recent Advance."*

*"Exchange Position is Improving."*

*"Paris Army Officials Are Optimistic."*

*"Three Prairie Provinces Yield of Wheat Valued at a Hundred Million."*

*"A Time for Enterprise."*

Let your customers forget that there is such a thing as war—help them to forget it—get them down to brass tacks.

If they persist in talking war just pump a little optimism into them such as the headings here reproduced and show them what a splendid outlook there is for Canada with its vast agricultural, mineral and timber wealth. Make your store a spot where people come to see the cheerful side of the situation. Be cheerful yourself and get out after the business.

If you have confidence in the future, and show it, your trade will have confidence in you. Censor the war talk in your store.

Encourage careful and safe buying and discourage any attempt to stock up, as diplomatically as possible.

Sell your patrons the goods that will tend to retain their confidence in you and bring them back with repeat orders. Sell them goods, backed by the Government Form of Warranty—White Swan Products.

*Write for White Swan Catalogue and Prices.*

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

*Look for White Swan Logic next week*





CANADIAN GROCER

# KELLY'S

PURE HAWAIIAN

## GUAVA JELLY

SYRUP  
AND JAM

TWO NATURAL  
COLORS:  
RED AND GOLD

### Hawaii's

warm even climate has made it the cradleland of the world's finest sweetmeats. On its rugged slopes : : :

### Guavas

flourish in wild profusion. When blended with the pure native sugar the jelly is the World's : : :

Best

A nonpareil preserve of Nature's most elusive flavor Guava means alluring deliciousness. **KELLY'S GUAVA PRESERVES** are the earth's finest guavas boiled with pure sugar and jellied **DIFFERENTLY.**

TRY WITH GAME

**W. H. ESCOTT CO., Ltd.**

Winnipeg Regina Calgary Saskatoon Edmonton

Also

G. HODGE & SON, Montreal

MARSHALL BROS., London

HENRI DE LEEUW, Toronto

# "M.M." Pickle

## "Crowns the Feast"

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

### John Burgess & Son, Ltd.

(Established 1760)

Sauce and Pickle Manufacturers

LONDON, ENGLAND

Sole Canadian Agents:

Davidson-Bowles, Limited

86 Wellington Street West

TORONTO

STOCK

40c.

# MELAGAMA TEA AND COFFEE

Good profits and quick returns. Sales guaranteed. Freight prepaid on 60 lbs. and over.

P.S.—We can interest you in bulk Tea and Coffee. Your enquiry solicited.

## MINTO BROS., LIMITED TORONTO

### Our success is being built on PURITY—

Furnivall's Pure Fruit Jams are the delicious combination of pure, fresh fruits and pure cane sugar—prepared and processed with great care and absolute cleanliness. Your customers will enjoy the deliciousness. Every sale means a repeat.

A trial will prove. Put up in 5-lb. pails and glass jars. Order from wholesaler.

**Furnivall-New, Limited,  
Hamilton, Ont.**

**AGENTS:**

Sydney, N.S., A. E. Shepherd; Halifax, B. C. Woodworth, 533 Robie St.; St. John, N.B., W. W. Chase, 79 Paradise Row; Montreal, W. S. Silcock; Ottawa, E. Archdeacon; Toronto, Dunn-Hortop Co.; Fort William, W. F. Elliot; Winnipeg, H. P. Fenwick & Co., Ltd.; Manitoba, Saskatchewan, Alberta, W. H. Escott Co., Ltd. Offices: Regina, Calgary, Edmonton.



### War Means Economy

Grocers and Butchers are beginning to realize that good refrigeration plays an important part in business economy.

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

Catalog and prices on request.

**Eureka  
Refrigerator  
Company  
Limited**

**31 Brock Ave.  
TORONTO**





# JONAS' FLAVORING EXTRACTS

MAKE FRIENDS AND KEEP FRIENDS

*Over Forty-Four Years' Experience*

enables us to produce extracts of the highest quality. Your recommendation to use only the best—Jonas'—will be appreciated by your customers.

**HENRI JONAS & CO. (Established 1870) Montreal**



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



THE MCGREGOR PAPER BAG HOLDER.

Holds every size bag from  $\frac{1}{4}$  to 10 lbs. Always ready. Saves time, space and waste of bags. Supply of bags is laid in the top; one by one is secured as required. The most practical bag holder made. You cannot afford to be without one. Write for Prices and detailed particulars.

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

# TEA LEAD

*(Best Incorrodible)*

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

**ISLAND LEAD MILLS Ltd.**

Tel. Address: "Laminated," London. LIMEHOUSE  
A.B.C. Codes used 4th & 5th Editions LONDON, E., Eng.

Canadian Agents: HUGH LAMBE & CO., TORONTO  
J. HUNTER WHITE, ST. JOHN, N.B.  
CECIL T. GORDON, MONTREAL

No War Prices on

# POSTUM

—Same as Heretofore

**Postum sales are increasing—means more PROFIT for Grocers.**

With other beverages high because of the big war, more and more people are bound to become acquainted with the delightful properties and advantages of this splendid Canadian cereal drink. Comes in two forms—**Regular Postum** and **Instant Postum**.

**Get Your Share of the Business**

**"There's a Reason"**

CANADIAN POSTUM CEREAL CO., LTD., WINDSOR, ONT.

# "SALADA" GREEN TEA

## NOTICE

Under present circumstances it is impossible for us to obtain supplies of the special quality of **GREEN** TEA packed under SALADA label.

Rather than use an inferior grade of tea we are withdrawing our SALADA **GREEN** TEA for the present.

As soon as regular markets and shipments recommence, and we put the limit at four or five weeks, we will advise our customers to the effect, and we solicit their kind consideration in the meantime.

### Prices of Salada BLACK Teas

East of Winnipeg.

		Per lb.		Per lb.
BROWN Label 1's, and 1/2's	To the consumer	35c	to the trade	29c
BLUE Label 1's, 1/2's, 1/4's, 1/8's	"	45c	"	35c
RED Label 1's, and 1/2's	"	55c	"	41c
GOLD Label 1/2's	"	65c	"	49c
RED-GOLD 1/2's	"	80c	"	55c

We cannot guarantee these prices except from day to day.

**REMEMBER** The Salada guarantee is always in force. We are determined the retailer shall be fully protected. THE GUARANTEE: You may return SALADA at any time and be refunded the full purchase price without question and at our expense.

# "SALADA"

Toronto

Montreal

London, Eng.



# Colman's *SAVORA*

Delicious Flavor, Delicate Aroma

*The New Appetizer*



“Appetizer” is the only word which rightly describes this new Condiment. It introduces an entirely new taste in this world of new things—one that cannot help but bring ready sale, new customers, and good profits.

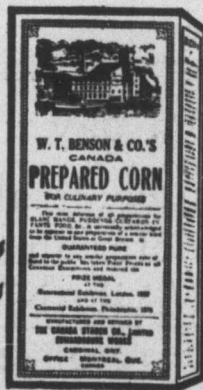
Send a trial order to-day.  
You'll handle it regularly in future.

## Magor, Son & Co., Limited

AGENTS FOR DOMINION OF CANADA

403 St. Paul St., MONTREAL

30 Church St., TORONTO



In every household this famous yellow package is known to contain the solution to one of Summer's food questions: “What shall we have for dessert?”

The answer is:

# BENSON'S PREPARED CORN

That makes sales rapid  
profit good and  
grocers happy.

## CANADA STARCH CO., Ltd.

Makers of Edwardsburg Brands

Montreal

Cardinal

Brantford

# CANADIAN GROCER

VOL. XXVIII

SEPTEMBER 11, 1914

No. 37

## What European War Has Done to Tea Market

Not Much Tea Left in England or Canada, and High Prices Will Rule for Some Time—When Transportation Problem is Solved Tea Men Look for Lower Prices, but This Will Not be for Some Time—Japans Going Up.

SINCE the European war descended upon us, the tea market has been one of feverish interest among the trade. From the outset it was one of the lines for which consumers jumped into the market, even before there was any definite knowledge as to whether a shortage would develop. But when hostilities began to enlarge and the effect of the war on countries not actually engaged in the struggle began to be felt, it was soon seen that the transportation problem in so far as tea was concerned was greatly distorted and difficult to solve.

While the action of the public, who had the necessary means in making a raid on the shelves of the grocer is scarcely to be commended, nevertheless their fears were afterwards somewhat justified by the advancing market. The trade is already familiar with what has occurred. It is now the future to which we must look.

For some time the tea auctions in Calcutta and Colombo were closed. The war must plead guilty for this. The cause was no doubt due to the fact that tea could not be paid for, so uncertain was the general situation. Then the British Government placed an embargo on all foodstuffs, including tea. By many it was confidently expected that this would have been speedily raised, but the affirmation that the embargo would last lent great additional strength to the situation. In the meantime

shipments from India to Great Britain and to North America were almost totally cut off for fear of hostile raiders. A famine in tea would have soon resulted under those circumstances. Then the news was flashed over the wires that the embargo in Great Britain would be removed, and a slightly easier feeling resulted.

### Market Yet Strong.

But the actual hold-up of the regular shipments had produced such a shortage—and from the date of the lifting of the embargo it would take a month or five weeks to get shipments here from London—that the market retained most of its strength, and this is the condition of affairs at the time of writing.

Surveying the future, it does not look as if there will be any chance for an easier market for some time. On Tues-

day of this week, according to advices to Canadian brokers, the auctions in India were resumed. This is encouraging, but it does not relieve at all the present condition of affairs in Canada. In primary markets, of course, tea has not shown any particular changes that would not have resulted if no war had taken place. But it is natural to suppose, as some tea men state, that in view of the discontinuance of the auctions for so long a time, there would be some accumulation of stocks in India. Others say this will not be as large as at first thought, since with the closing of the auction tea growers up country would be advised to go slowly on the picking and on the first stages of curing.

Even supposing, however, that there will be a considerable accumulation of tea in India, the high freight rates and extra transportation charges are going to mean stiff prices until this pressure is entirely removed. Tea men this week are, therefore, looking for a strong market for a few months at least, but many are of the opinion that in the no distant future we shall see an easier market. This, as the trade well knows, depends entirely on Britain maintaining her supremacy of the seas, and from present appearances this is to be taken for granted.

One well informed broker says that at the outbreak of the war England had 2½ months' supply of tea on hand for a normal period of time—that is,

### INDIA'S TEA EXPORTS.

The following table on the export of tea from India during the years of 1912-13 and 1913-14 ending March 31 gives some enlightening information. The importance of the tea trade in the United Kingdom is emphasized by the figures. It will be seen too that Russia imports almost 34,000,000 lbs. from India, whereas Germany only takes 700,000 lbs. Canada is a large buyer with 11,000,000.

Countries, etc. EXPORTS.	1912-13.		1913-14.	
	Pounds.	Value.	Pounds.	Value.
Black Tea.				
United Kingdom .....	197,556,837	\$30,646,180	200,017,561	\$35,582,578
Russia .....	33,115,832	4,823,593	33,363,450	5,397,847
Germany .....	645,746	95,076	701,140	122,276
Turkey (Asiatic) .....	4,396,075	672,865	2,829,625	496,525
Persia .....	372,628	56,400	246,205	43,455
Ceylon .....	4,161,321	863,907	3,738,247	758,231
Hongkong .....	59,689	8,428	56,448	9,317
China .....	9,111,147	1,327,102	10,950,161	1,622,253
Canada .....	11,219,247	1,941,182	11,549,649	2,083,002
United States .....	2,073,842	302,385	1,942,237	335,167
Australia .....	8,960,397	1,308,449	9,395,399	1,534,919
New Zealand .....	426,428	62,918	309,353	50,532
Other countries .....	4,915,182	747,627	4,826,123	800,030
Total .....	277,023,371	\$42,556,112	288,925,598	\$48,836,132
Green Tea.				
United Kingdom .....	797,090	134,069	33,210	6,740
Russia .....	10,239	1,491	34,759	6,695
Canada .....	227,836	45,415	14,916	2,978
United States .....	232,800	47,216	.....	.....
Other countries .....	227,015	45,190	465,108	94,298
Total .....	1,495,040	273,981	547,993	110,621
Total tea exports .....	278,518,411	43,130,093	289,473,591	\$48,946,753



so far as the consumption in Great Britain itself was concerned. A certain number of boats afloat at that time no doubt escaped capture and arrived in port. But as there was a heavy consumer demand immediately, it can be counted on that this tea has gone into the hands of the consumer more rapidly than usual. Canadian brokers, as soon as the embargo was lifted, bought tea in London, and some of this is now on the way. Tea stocks in England should, therefore, be pretty well depleted. Freight rates from London to Canada are said to be advanced about 100 per cent, and from Colombo to Boston they are at least 25 per cent. higher. Exchange is still up around \$5, and many Old Country merchants are insisting on cash against documents, which means that the tea must be paid for when it reaches here, rather than the usual sixty days to four months' credit.

#### Easier Market in the Future.

All these factors mean strength in the tea market, and it would appear that this strength would be maintained for a considerable period. However, tea men, or at least some of them, see cheaper tea just as soon as shipping comes back to the former groove. It is pointed out that since Russia is at war, she will not require the 40,000,000 pounds she usually buys in a year. Neither will the European countries engaged in the struggle need as much, and, in fact, some of them would have difficulty in getting it if they did want it. Looking at the situation from this angle, tea men seem to think there is every reason to expect cheaper tea just as soon as the transportation problems have been unraveled.

"I look for cheaper tea," remarked one. "I can purchase tea in Calcutta as cheaply as before the war, but I can't get it here for the same cost. In fact, I bought some in June last, and haven't received it yet; but the trouble was that the seller was away on vacation at the time and he wanted to see the tea before it was shipped. There will undoubtedly be an accumulation of tea in the East, due to the auctions closing down, and, taking into consideration the other factors, it seems to me we shall soon see lower prices."

#### Japans Are Up, Too.

An interesting situation has developed in Japans during the past week. One broker has received advices that Japans are up 2 cents a pound from a couple of weeks ago, and that some of the cheaper grades in some parts of the island are practically unobtainable. News has reached here of ravages made by a typhoon and floods in one of the big tea districts, but whether this is responsible for the entire strength of the Japan tea

market is not yet known. Sales were closed for five days in these districts, say the advices, something never known before, at least for a good many years back. There is some talk of the United States putting a duty on Japan teas, and, if so, some tea men think this will make lower prices, as the growers will have to take lower prices. If, too, this duty is put on, we in Canada should be offered more of these teas. Advises from Chicago to Canadian tea men say it is of little use to cable Japan for information,

because the cables are not being answered.

Canada only purchases a few of the cheaper grades of China blacks, so that the market conditions here are not as interesting as in Indians and Japans. Most of our Chinas are being received via United States ports, which means cheaper war risks. What teas are being received are offered at a cent above last year. China greens are also a cent above last year, but they are not a very big factor.

## Progress of Price Readjustments

### Montreal Wholesalers Discuss the Rises and the Settling of Quotations—Their View of the Outlook—Optimism and Caution Recommended.

**M**ONTREAL, Que.—(Special). — Now that prices in the trade have reached a level for the time being at least and the spread between the different wholesale houses has been evened out, with the weakening of the demand to something like normal, it is interesting to compare the viewpoints of some of the firms which played a prominent part in the situation which nearly amounted to a crisis.

J. Ethier, general manager of Laporte, Martin, Limitee, states that the situation is now practically normal so far as demand is concerned, and that there is likely to be a falling below par in the next couple of months from the fact of the very heavy buying during August, although at the same time there will probably be a fair business from purchases resulting from orders for winter supplies.

"There was no reason for such prices as \$4 a bag for flour and \$6.50 a cwt. for sugar," states Mr. Ethier, and he expressed the opinion that some in the trade apparently lost their heads.

"Do you see any lines in which there is danger of a serious shortage?" was asked.

"No," was the reply, and it was emphatic. If there were some luxuries which could not be imported there would be something to take their place. Even wines would be found to be available from London if not from France, and then there would not be the demand for these goods.

Mr. Ethier explained further that the prices now were on a basis to cover the actual increased cost.

#### The Other Side.

That the higher prices that were charged were made abnormally so to check the demand of the speculators in the trade and to protect the small dealer during the panic, is the statement of Mr. Girard of Hudon, Hebert & Co., Ltd. He continued: "We have suc-

ceeded in doing this and now we have reduced our prices. Again we did not know how the adjustments were going to make out and now the situation shows that there will not be the serious situation that was at one time indicated. For some time it looked as if our prices would not be too high."

Mr. Hebert in discussing the matter states that prices are now on a firmer basis because there has been an opportunity to make adjustments and to find out just what the increases should be. Reductions were made when things shaped themselves definitely.

"Optimism and caution," expresses his opinion of the necessary attitude of the grocery trade at the present time; for the ultimate outcome and good business in Canada he has little fear if we use care during the crisis.

#### Clearing of the Air.

Optimism was the keynote of the remarks of Mr. Laporte, president of Laporte, Martin, Limitee, when he pointed out that the trade had settled down to a firm basis after a flurry which was the result of an unnecessary panic to a large extent. Now the ocean routes had been cleared and the rates of insurance and exchange had been brought to a better basis. There were increases necessitated but these were only to cover the increased cost.

Mr. Laporte considered that especial credit was due at this time to the large concerns, which were in a position to reap a harvest on foodstuffs and were maintaining prices at the minimum. He referred in particular to a large rice milling concern and the sugar refineries. The former had brought the price of rice down immediately the embargo had been lifted and the latter had sold sugar at prices at times as much as three cents below the prevailing market in New York, and when they could have made \$10,000 a day by neglecting the interests of the Canadian customer.



# The Probable Opening Canned Salmon Prices

While Not Officially Announced, it is Likely One-Pound Talls Will be Around \$2.52½ in One Case Lots, and Five Cents Less for Five Case Lots — Comparisons With Past Two Years — Situation on Coast.

**O**FFICIAL announcement of the opening prices on canned salmon was generally anticipated this week, but it has again been delayed. Representatives of the British Columbia packers seem to be loath to give them just now, but from various sources it is learned that the prices issued on August 10 on old salmon will probably about hit the mark for the new goods. If that be the case, 1-lb. talls, sockeyes, will open at \$2.52½ a dozen in single case lots and \$2.47½ for five-case lots. One pound flats will open at \$2.72½ in single case, and \$2.67½ in five-case lots. Half-pound flats on the same basis will be \$1.57½ a case, and \$1.52½ for five cases. A year ago the opening prices were \$1.95 per dozen for 1-lb. talls, \$2.07½ for 1-lb. flats, and \$1.27½ for ½-lb. flats.

If eventually we find the prices as given above to be the prevailing ones this year, it will mean an increase of 57 cents a dozen on 1-lb. talls, 65 cents on 1-lb. flats, and 30 cents on ½-lb. flats. The following are the comparisons in tabulated form:—

	1914.	1913.
1-lb. talls, dozen ..	\$2.52½	\$1.95
1-lb. flats, dozen ..	2.72½	2.07½
½-lb. flats, dozen ..	1.57½	1.27½

However, comparing these prices with 1912, it will be seen that in that year they were considerably higher than those given for this year, and very much higher than in 1913. For instance, the opening price of 1-lb. talls that year was \$2.87½, of 1-lb. flats \$2.92½, and ½-lb. flats \$1.70.

The canned salmon situation on the Pacific Coast, in so far as the packers are concerned, is given as follows in the current issue of The Pacific Fisherman, under the heading: "War Boosts Canned Salmon":—

"The dawn of a brighter day seems to be breaking for the salmon canners of this coast, and as in 1904, it is due to war. For the past two seasons those whose packs have comprised mainly the cheaper grades have either operated at a loss or have barely made expenses. As a result of this condition of affairs a number of Alaska plants did not operate at all in 1913, and even with the somewhat better outlook last spring a few of them decided to remain closed this year also.

"As the season advanced the market took on a firmer tone, and when Pink Salmon advanced to 70 cents it assured the canners of a little profit at least.

But the climax came late in July when war broke out between the leading powers of Europe, and the canners, judging from their experience during the Russian-Japanese war in 1904, when the demand for all grades of salmon became so insistent that all surplus stocks were cleaned up at a greatly enhanced price, fell sure that this experience will be repeated once more.

## Many Asking Quotations.

"That this belief is prevalent amongst the domestic buyers is evidenced by the flood of inquiries for quotations from all sections of the country which have poured into the offices of the packers during the past week. Last year many of the buyers, thinking that the product would remain at the then low prices prevailing, or even go lower, allowed their stocks to dwindle to almost nothing, and now, when it is absolutely imperative for them to renew their stocks, they face a steadily advancing market with plenty of buyers but no sellers in sight. It is not surprising that they should be in a frantic condition and ready to pay almost anything in order to get spot salmon.

"A few people have charged that this buying movement is largely speculative, but the character of the prospective buyers and the present state of the money market are sufficient justification for the belief that it is an honest, substantial demand for the goods. As matters stand now in eastern and foreign money markets, banks would absolutely refuse to advance money to be used in speculative enterprises, especially those in food-stuffs.

## Why Prices Were Delayed.

"Owing to the uncertainty as to the length of the war, the question of being able to deliver salmon ordered from foreign countries, and the possibility of its costing the packers more to pack their fish, owing to the increased prices on tin, plate, solder, etc., as a result of the war, practically all of the leading factors in the trade have temporarily withdrawn their spot and futures from the market. What little is being delivered now is on contract. It is extremely probable that these factors will not enter the market again until the opening prices have been fixed. It is the universal opinion in the trade that these prices will show substantial advances over the opening prices quoted in 1913. Usually the figures are announced about August 20, but, owing

to the extraordinary conditions which now prevail, it may be Sept. 1 before they appear. (These prices are not yet announced.)

"A big bull factor in the market is the certainty that this year's pack will be some two million cases less than in 1913. This shortage will occur mainly in the cheaper grades, and will be due to the light run of Pinks in Southeast Alaska and the fact that pink salmon run in Puget Sound only every other year, and this is the year when they do not appear."

## ABSORBING THE INCREASE.

No increase is being made for the present in cocoa prices, say Montreal dealers. It is noted that the increased prices necessitated under the ruling conditions are being overcome by the absorption of the advance by the manufacturers.

## CATCH PHRASES

We've stated our case—now you state yours.

Here's some price hints for the economist.

Compare these with others; you be the judge.

'Tis a pleasure—not trouble—to show goods.

This is the never-falling bargain center.

These are buying days for the knowing buyers.

We know when we say "You will be satisfied."

When we quote these prices it means bargains.

The good points are abundant in these garments.

We bought them, for we knew you'll like them.

Have you ever been better satisfied elsewhere?

Here's the very best, and at a standard price.

These are seconds and you can't find the defects.

Their value is more than twice the price asked.

There's a good reason for keeping good goods.

This is your last chance at these for these prices.

Take your time when you come in—we're patient.

If you want to-day—you can open an account with us.

Something you cannot duplicate at twice the price.

We are always glad to have you come in and examine.

We gladly refer you to our many pleased customers.

These are on sale to-day only—to-morrow, the old price.

A purchase to-day means perfect contentment to-morrow.

We're here to-day—and every day—anticipating your wants.

We get and keep trade by getting and keeping quality goods.

We buy for cash—and give you the benefit of the discount.

Come in and browse around—you'll find courteous salespeople.

—The Advertising World.



# Trade and War News on Various Grocery Lines

Report that Great Britain Has Raised Embargo on Biscuits —  
Some Contradictory Information—One Case Where Prices Are  
no Higher—Paper Bags and Matches Up.

A Toronto broker received a cable from one of his principals in the Old Country to the effect that the embargo had been raised on biscuits, or at least on some varieties. He is of the opinion that his original order will be filled, and that he will secure at least those biscuits which contain less than a certain amount of sugar. He was also informed that the embargo had been raised on confectionery. Another broker has received the same information in regard to biscuits from one of his firms, but another has advised him that his order cannot be filled on account of the embargo. It is said that the Government has the privilege of stepping in and controlling the output of certain British factories in times of war, these factories being the ones which supply the Royal Household in times of peace and which have the privilege of placing on their advertising matter the words: "By Appointment to His Majesty, etc." The future will have to be awaited to see the exact outcome of the biscuit situation.

Holbrooks, Limited, is another of the firms that has decided not to advance their prices at the present time. This action has been taken in spite of the fact that cost of transportation of their goods from England here has been considerably increased. In a letter from their head office in London, Eng., their foreign and colonial director sends the following patriotic message:—

"Both Englishmen and Canadians can well feel proud at this time of the might of the British Navy, which is proving so successful in keeping our trade routes open and the wheels of commerce throughout the British Empire moving. Any delays which may be occurring on shipments from this side are due entirely to a temporary lack of ships, due to Government requirements."

As a direct result of the war, grocers and dealers in Canada are now paying more for their wrapping paper and paper bags owing to the difficulty in securing sulphur from Sicily and the increased freight and insurance rates. In wrapping paper, the cheaper grades are the only ones up to the present which have been affected. No. 2 and 3 Manila have increased 10 per cent. No. 1 Manila shows so far no change. Paper bags are made of the highest grade of paper but use more sulphite in their manufacture. The price has risen 17 per cent.

On the other hand news arrives from

the United States regarding the price of cotton twine. To date, the price of cotton twine has dropped two cents a pound and according to one American operator, a decrease of 10 cents per pound is expected before the end of the year. American manufacturers are said to have 14,000,000 bales on hand at present and owing to the difficulty in shipping and the higher rates across the Atlantic it is said that four million bales of this only will be used, leaving 10,000,000 bales on their hands.

## Relations With Germans.

Canadian merchants need feel no serious apprehension in doing business as usual with Germans or Austrians under the same conditions as before the war so far as any action of the Government is contemplated. In view of some reports which have been circulated as to the seizure of property of residents in Canada of the nationalities referred to, it is interesting to note that the Government has issued a proclamation stating that any apprehensions that they will be deprived of their freedom to hold property or carry on business are quite unfounded. Restrictive measures will be taken only in cases where offi-

cers, soldiers, or reservists of the German Empire or of the Austro-Hungarian Monarchy attempt to leave Canada or where subjects of such nationalities engage or attempt to engage in espionage or acts of a hostile nature or to give information to or otherwise assist the King's enemies. Even where persons are arrested or detained on the grounds indicated they may be released on signing an undertaking to abstain from acts injurious to the Dominion or to the Empire. The proclamation reads in part:—

"That all persons in Canada of German or Austro-Hungarian nationality, so long as they quietly pursue their ordinary avocations be allowed to continue to enjoy the protection of the law and be accorded the respect and consideration due to peaceful and law-abiding citizens; and that they be not arrested, detained or interfered with, unless there is reasonable ground to believe that they are engaged in espionage, or engaging or attempting to engage in acts of a hostile nature, or are giving or attempting to give information to the enemy, or unless they otherwise contravene any law, order in council or proclamation."

## A WESTERN APPRECIATION.

*In a letter to Canadian Grocer, Jno. J. Phillips, Swift Current, Sask., says:*

*"This is my second year in Canada, only arriving last May, Coming from England, where everything is so different, I cannot tell you of the benefit I have derived from your paper. When I tell you I was given the post of buyer for the Grocery Dept. three months after starting with my employer, you may know how much I looked forward to seeing Canadian Grocer and digesting its contents. The Spring Number was so full of good things that I had some difficulty in answering your question 'What articles in it most appealed to you?' I was in the trade 25 years before coming out here, and was a reader of the English Grocer, and was pleased to find that such a paper as yours was to be got out here.*

*"My opinion is, that it would be a great benefit to all masters and men engaged in the grocery trade, if they would read and digest the contents of your paper from week to week. Out in the West I find that few salesmen have had much, if any experience of the trade. The result is that wages are low in comparison with the cost of living. However, I am out here to make good and to be able to do so, I will enjoy reading the opinions of those whose experience in this country is larger than mine.*

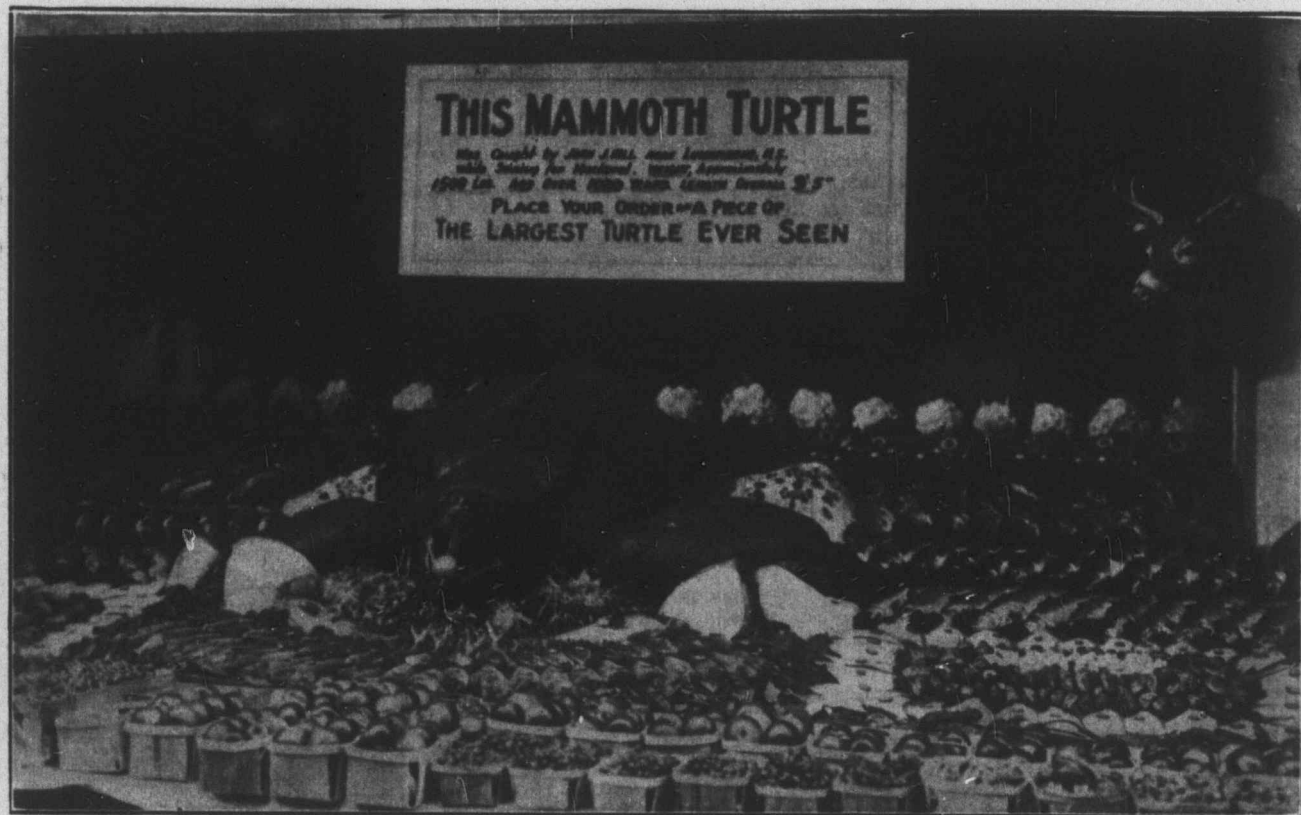
*Thanking you for the many benefits I have derived from being a reader of Canadian Grocer, I remain,*

*Yours faithfully,*

*JNO. J. PHILLIPS."*



Here is a neatly arranged jam window. It will require little trouble to duplicate it.



Suggestion for an autumn window trim which, with the exception of the turtle, can be easily made.



# Sugar Market Still Maintains Its Strength

Canada Refineries Advance Prices 50 Cents Cwt. to Equal Those of St. Lawrence—Some Talk of Canadian Government Placing War Tax on Tea—Tea Situation Same as Week Ago—Several Price Readjustments Taking Place.

Publication Office, Toronto, Sept. 10, 1914.

**C**ONSIDERING the outside influences the grocery markets during the week have settled down to a basis as nearly normal as circumstances are likely to permit for some time. This refers particularly to the demand for there is a lull in the buying, but at the same time price adjustments have now been effected generally to the present basis of trade and for the immediate future the outlook is that any necessary changes will be on the carefully figured adjustments of actual increases in prices. Generally speaking, the situation to-day represents former prices with the advances necessitated by the higher freight rates, war risks, exchange, and in domestic products by the actual advances in the prices of essentials as the result of war demands.

Now that the different wholesalers have come to the same level on most commodities there still remains the debateable question as to the wisdom of the high or low price course. On the one hand the "bulls" claim that their action took the panic out of the demand by putting a curb on the men with the money who were out to buy for speculative purposes and thus preserved stocks for the smaller merchant; on the other hand the argument is that there was nothing to warrant the advances in prices which were made in some quarters, and that it was taking advantage of the panic. Both may in part be true, the former more likely. Some reports are that there is no danger of a shortage in general supplies, others are to the effect that already there are lines which are becoming exhausted and which cannot be replaced. Generally, however, it seems safe to take the position that where there are shortages they are for the most part in imported lines which will not be in demand as necessities, and that where they cannot be duplicated substitutes will be available or the public will have to cultivate new tastes and curb the old ones — which can be effected without doing material harm to the human system.

Price changes during the week in general grocery lines have been very few, and it is interesting to note that where they have been changed, they have not been in imported lines. The exception to this is lemons, where the price has receded materially on the assurance that supplies are to come through New York. Present quotations represent the old price with increased freight, insurance, exchange, etc.

On the other hand the war demand for substantial foodstuffs has strengthened the position of cereal products. Wheat is very strong and seems likely to go higher when present orders are filled. The fact that one of the big Canadian firms was 1,200 cars behind in its orders shows where there is an influence to hold prices down until there is opportunity to take up the slack. Rolled oats are advancing rapidly in sympathy with the oats market. Other home products to advance are butter, eggs and cheese. Fruits and vegetables where there is no chance for export, are generally easier.

## QUEBEC MARKETS.

Montreal, Sept. 10.—The present volume passing in the trade is about as near a normal basis as could be under all the circumstances. August was a month of abnormal buying; there has been a lull, and it is expected that from now on there may be a recession in business, although the prospects are that there will be a continuance of a fair demand to lay in supplies for the winter. Price changes during the week have been few, and the basis now is again pretty solid, with few spreads in the trade.

Imported lines are particularly firm for the time being, and the changes are in domestic products. Butter, cheese and eggs have advanced materially, and the produce market generally is firm. Cereals generally are very strong, and there are higher prices for rolled oats and corn meal.

Sugar has evened up, with Canada refineries advancing to the same position as St. Lawrence. This is one of the outstanding changes of the week, and it is announced that to-day refiners are selling at a lower basis than they can buy

the raw. Important, too, is the change in the situation as regards lemons, for there are now free supplies coming through New York, and the top of the market has receded to \$5.

Fresh fish are generally lower in price, but cod is going to be dear. Oysters came in at former prices, with an easier tendency, but prices should firm with better stocks in a couple of weeks. Malpeques were not in strong demand.

**SUGAR.**—The feature of the market this week is the further strength which has been added, and the Canada Refineries have advanced the price  $\frac{1}{2}$ c to

## Markets in Brief

### QUEBEC MARKETS.

#### GENERAL GROCERIES—

Canada refineries advance sugar  $\frac{1}{2}$ c.  
Demand has fallen to normal.  
May be war tax on tea.

#### FLOUR AND CEREALS—

Flour very firm.  
Some mill feeds higher.  
Rolled oats still advancing.  
Cornmeal is higher.

#### PRODUCE AND PROVISIONS—

Eggs are up 1c to 2c.  
Butter advances 1c.  
Cheese up  $\frac{1}{2}$ c to 1c.

#### FRUIT AND VEGETABLES—

Weather affects demand.  
Lemons are down.  
Many fruits are cheaper.

#### FISH AND OYSTERS—

Northern bulk in good demand.  
Malpeques not selling rapidly.  
Fresh varieties fish cheaper.

### ONTARIO MARKETS.

#### FRUITS AND VEGETABLES—

Only good apples in demand.  
Common apples bring only 15c.  
Peaches sell as low as 50c.  
Lemons easy; demand poor at \$5.  
Average tomatoes worth 20c.  
Sweet potatoes arrive.  
Lots of new potatoes, 90 to 95c.  
Corn sells as low as 5c.

#### PRODUCE AND PROVISIONS—

New honey dark and 2c higher.  
Cheese market up  $\frac{1}{2}$ c.  
Provision prices about same.

#### FISH AND OYSTERS—

Oyster stocks improving.  
Trout plentiful; whitefish scarce.

#### FLOUR AND CEREALS—

Oat crop short or delayed; supplies limited.  
Domestic flour trade steady.  
Slight advance in package rolled oats.

#### GENERAL MARKETS—

Redpath sugar advanced  $\frac{1}{2}$ c.  
Some tea supplies in three weeks.  
Probably no dates this year.  
Difficulty in securing rice.  
Beans 25c bushel higher.



CANADIAN GROCER

the same level as St. Lawrence. Situation indicates nothing but higher prices in future when present orders have been filled. Offers have been received from New York at figures much higher than those in force in Canada, and, in fact, price of raw is now higher than the refiners are charging for refined. Jamaica and Barbadoes sugar are in very strong position also, former being at 6½c and latter at 6¼c. In the trade prices have receded from the high point being charged by some houses, and are generally now on the former basis.

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

**DRIED FRUITS.**—Market for dried fruits is quiet, and there is no change in prices. Italian prunes are being offered at \$2 the box. Supplies of peels are running short, and there may be some difficulty in replacing them. However, generally speaking, there is little in this market for which substitutes cannot be secured on this side of the water in event of worst coming to the worst and imports being cut off altogether.

<b>EVAPORATED FRUITS.</b>		Per lb.
Apples, 50-lb. boxes	0 11	0 11½
Nectarines, choice	0 11	0 11
Peaches, choice	0 09	0 09½
Pears, choice	0 14	0 15
Apricots	0 16	0 20

<b>DRIED FRUITS.</b>		
<b>Candied Peels—</b>		
Citron	0 16	0 20
Lemon	0 10½	0 14½
Orange	0 11½	0 15½
<b>Currants—</b>		
Amalias, loose	0 07	0 11
Amalias, 1-lb. pkgs.	0 08½	0 12½
Filiatras, fine, loose	0 07	0 11
<b>Dates—</b>		
Dromedary, package stock, per pkg.	0 10	0 13½
Fards, choicest	0 11	0 14½
Hallowee, loose	0 06½	0 08
Hallowee, 1-lb. pkgs.	0 07½	0 09½
<b>Figs—</b>		
Finest, 6 crown, about 12 lbs.	0 13	0 15½
Same fruit, 5 and 4 crown, 1 and 2 cents less.		
<b>Prunes—</b>		
40 to 50, in 25-lb. boxes, faced	0 12½	0 13
50 to 60, in 25-lb. boxes, faced	0 11½	0 12
70 to 80, in 25-lb. boxes, faced	0 10	0 10½
80 to 90, in 25-lb. boxes, faced	0 09½	0 10
95 to 100, in 25-lb. boxes, faced	0 08	0 08½
60 to 70, in 25-lb. boxes, faced	0 10½	0 11
<b>Raisins—</b>		
Malaga table, box of 22 lbs., according to quality	5 00	6 60
Muscatales, loose, 3 crown, lb.	0 08½	0 11
Sultana, loose	0 14	0 16
Lower grades Sultana, 1 lb. pkgs.	0 15	0 18
Valencia, new	0 06	0 08½
Seeded, fancy	0 16½	0 19
Seeded, choice	0 10	0 12
Prices quoted on all lines of fruits are liable to be shaded for quantities, according to the state of market.		

**RICE.**—Situation is steady, and there is a splendid demand. Prices, although they have advanced since the outbreak of the war, are still comparatively low, and fact seems to be appreciated by the consumer.

<b>Rangoon Rice—</b>	Per cwt.
"A.C.C."	3 75
"C.C."	3 50
India bright	3 90
Fancy Rice—	Per cwt.
Polished	5 50
Pearl	5 60
Imperial Glace	5 90
Sparkle	6 10
Crystal	6 10
Snow	6 45
Ice drips	6 45
Carolina head	8 10
Prices are per 100 lbs., packed in bags (250 lbs.), half-bags (100 lbs.), and quarter-bags (50 lbs.); add 10c per 100 lbs. for pockets (25 lbs.), and 20c for half-pockets (12½ lbs.).	
<b>Imported Patna—</b>	Per lb.
Half bags, 224 lbs.	0 06½ 0 07½
Half bags, 112 lbs.	0 06½ 0 06½
Quarter bags, 56 lbs.	0 06½ 0 06½
Velvet head Carolina	0 10 0 11
Super	0 06 0 06½

**MOLASSES.**—Following advance of last week, there has been no change in prices, but situation must be considered as very firm on the position of sugar.

<b>Barbadoes Molasses—</b>	Island of Montreal.	Choice.
Punchoons	.38	.36
Barrels	.41	.39
Half barrels	.43	.42
For outside territories prices range about 3c lower per gallon than for delivery, Island of Montreal.		
Carload lots of 20 punchoons or its equivalent in barrels or half barrels, to one buyer, may be sold at "open prices." No discounts will be given.		
<b>Corn Syrups—</b>		
Barrels, per lb., 3½c; ¼ bbls., 4c; ½ bbls.	0 04½	
Pails, 3½ 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, ½ doz. in case	2 90	
Cases, 20 lb. tins, ¼ doz. in case	2 85	
<b>Maple Syrups—</b>		
Pure, per 8½ lb. tin	0 75	0 11
Pure, in 15 gal. kegs, 8c per lb., or per gal.	1 00	
Maple sugar, pure, per lb.	0 10	0 11

**NUTS.**—Demand for nuts is not strong. The outlook appears to be that when the present stocks are exhausted, and if conditions continue as at present, and there are no importations, that the demand will turn to varieties which are produced in America.

Shelled walnuts, per lb.	0 50	0 52
Shelled almonds, 28-lb. boxes, per lb.	0 52	0 54
Finest filberts	0 18	0 20
<b>Pecans—</b>		
3 crown	0 17	0 18
Large	0 18	0 20
Giants	0 21	0 22
Almonds	0 22	0 25
Walnuts, Grenoble	0 16	0 27
Brazil, new	0 14	0 16
Peanuts, No. 1, 13c; No. 2	0 11	0 11
Peanuts, No. 3, 9½c; No. 4	0 09	0 09

**DRIED VEGETABLES.**—Demand for beans and other dried vegetables continues firm, although prices have generally receded somewhat from top of list. The basis, however, remains much the same as it has been for past couple of weeks.

<b>Beans—</b>	
Hand picked, per bush.	3 70
Canadian, white, per bush.	3 60
Yellow, per bush.	3 85
Yellow eyes, per bush.	4 35
Lima, per lb.	0 10
Peas, per bushel	3 40
Peas, Imperial green, per bush.	3 50
Barley, pot, per bag	3 50
Barley, pearl	5 00

**SPICES.**—Spice dealers report the situation practically as a week ago. Some supplies are coming forward, and there is nothing serious except with reference to mustard, herbs, flavoring extracts and some other lines where supplies depend upon the European countries now at war.

	5 and 10-lb. boxes.	¼-lb. pkgs. dozen.	¼-lb. tins. dozen.
Allspice	0 15-0 18	0 60-0 70	0 70-0 80
Cassia	0 22-0 25	0 72-0 90	0 80-0 90
Cayenne pepper	0 30-0 35	1 02-1 10	1 10-1 25
Cloves	0 35-0 40	1 15-1 30	1 25-1 40
Cream tartar	0 55-0 60	1 35-1 60	.....
Ginger, Cochin	0 21-0 23	.....	.....
Ginger, Jamaica	0 25-0 30	0 90-1 05	0 95-1 10
Mace	0 85-1 10	.....	.....
Nutmegs	0 30-0 35	1 05-1 30	1 10-1 25

Pepper, black	0 23-0 25	0 80-0 90	0 90-1 00
Pepper, white	0 31-0 32	1 05-1 10	1 10-1 20
Pickling spice	0 25-0 32	0 85-1 10	0 85-1 15
Turmeric	0 20-0 25	0 75-0 90	0 80-0 95
Lower prices for pails, boxes or ballers when delivery can be secured.			
Cardamon seed, per lb., bulk	2 00	2 50	
<b>Caraway—</b>			
Canadian	.....	0 12	
Dutch	.....	0 20	
Cinnamon, Ceylon, lb.	.....	0 80	
Mustard seed, bulk	.....	0 18	0 22
Celery seed, bulk	.....	0 35	0 45
Cayenne chillies	.....	0 25	0 30
Shredded coconut, in pails	.....	0 20	0 25

**COFFEE.**—Coffee market remains firm and steady under advance, and it is not likely that there will be any material change in near future, although supplies in some lines are getting rather short.

<b>Coffee, Roasted—</b>	
Bogotas	0 30 0 34
Gantemala	0 28 0 32
Jamaica	0 25 0 29
JAVA	0 34 0 39
Maritaby	0 29 0 31
Mexican	0 30 0 34
Mocha	0 32 0 36
Rio	0 23 0 26
Santos	0 27 0 29
Chicory, per lb.	0 12 0 15

**TEA.**—Situation has changed little. Advances over before war prices are still about 5c. Importers state that lifting of embargo in England is not so very important, as it is not believed that there are very heavy receipts there for exportation. In some quarters it is considered that the next development in this market will be the imposition of a war tax on tea by the Government.

**ONTARIO MARKETS.**

Toronto, Sept. 10.—In the case of many grocery lines, first hand stocks have entirely disappeared, and are now in the hands of the wholesaler and retailer. This is true, generally speaking, of tea, rice, tapioca, and many lines of dried fruits. This fact does not appear to have inflated prices to any great extent, though such would no doubt have been the case were fresh supplies not on the way.

Large quantities of tea are due here inside of three weeks, and several vessels have left Colombo for London. Auctions in India have been resumed. Orders for tapioca have been placed at a slight advance, and are now on the way. Rice appears difficult to procure. In the case of currants and raisins, these should be here at least by October, though new crops are somewhat delayed. Dates will, in all probability, be a minus quantity on the Canadian market this year, and figs, where procurable, will command high prices. Arrangements are being made for shipments of nuts from France and Spain, although considerable difficulty is being experienced.

New canned fish prices have been named, but brokers are very reluctant as yet to make them public. This much is known, at time of writing that prices are considerably higher than they were last year. Fraser River and Northern River sockeyes will, it is said, be \$2.25 per case higher, cohoes 50c higher, and pinks 75c higher. Market conditions on



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the Pacific Coast indicate much stronger prices all round.

The Canada Sugar Refining Co., who have not advanced their prices, except to take care of the war tax, have been compelled to follow the action of other refineries, owing to the advance in price of raw sugar. The price of raw before hostilities began in Europe was \$3.36; it is now \$6.02.

**SUGAR.**—The feature in the sugar market this week is the advance in the price of Redpath sugar 50 cents a hundred, bringing quotations up to the same basis as those of the St. Lawrence Refineries. Acadia is still some 20 cents higher. The reason for the strength in sugar is obvious. Raws are very much higher than before the war, and refiners in Canada have not even taken advantage of the rises in raws to advance refined. They all had certain quantities of raws on hand when the war broke out and the trade and public have been given the advantage. Prices of raws are up almost 2 3/4 cents on primary markets, but, apart from the war tax rise, refined has only risen so far about three-quarters of a cent. When refiners go into the raw market again they will have to pay more, and we should see even higher prices in the no distant future, providing the European situation does not clear up with remarkable rapidity.

Extra Granulated Sugars, Montreal Refined—per 100 lbs.	
100 lb. bags	5 81
20 lb. bags	5 91
10 lb. bags	5 96
2 and 5 lb. cartons	6 10
Second grade granulated, 100-lb. bags	6 71
Nova Scotia refined, 100-lb. bags	6 10
Extra Ground Sugars—	
Barrels	5 51
50 lb. boxes	4 71
25 lb. boxes	5 91
Powdered Sugars—	
Barrels	6 01
50 lb. boxes	6 21
25 lb. boxes	6 41
Crystal Diamonds—	
Barrels	6 35
100 lb. boxes	6 35
50 lb. boxes	6 45
Paris Lump—	
100 lb. boxes	6 35
50 lb. boxes	6 45
25 lb. boxes	6 65
Cartons (50 to case)	8 41
Cartons (50 to case)	8 41
Crystal Dominoes, cartons	8 61
Yellow Sugars—	
No. 1	5 41
Barrels granulated and yellow may be had at 5c per cwt. above bag prices.	

**TEA.**—Fresh supplies from India via London should be here in three weeks. Shipments direct to New York have been interrupted, as they came on German bottoms. New arrangements are being made. After that the supply will be more regular, unless Great Britain again places an embargo on tea. Except for higher freight and insurance rates, tea should come on to this market at old rates. A cable from Colombo, from which port four boats have left, states that the price of tea is hardening.

**DRIED FRUITS.**—Shipments of old crop currants have left, but new crop have been delayed. Unless a Greco-Turkish war should break out, they will follow in due course. A cable announces a slight advance in price, but in a little over a month currants should be reason-

able and fairly plentiful. Valencia raisins are difficult to ship, and sight credits are indispensable. They will not reach Canada until probably November. No figs are being shipped from Smyrna, but there is no embargo. Same applies to Sultanas. Malaga raisins should leave Spain this month. Exportation of Persian dates is prohibited, and as the business is financed from London, it is safe to say dates will not be shipped in time to be of much interest to this market. Figs were cleaned up months ago. Brokers have been endeavoring to pick up supplies, without success. There are some in New York, but not of a quality good enough for this market. California choice yellow peaches are quoted at 5 7/8 for 50's, and 6 1/2 for 25's. Standard apricots, 25's faced, bring 11 1/4, and 50's 10 3/4; choice 25's 11 3/4, and 50's 11 1/4.

Apples, evaporated, per lb.	0 10%	0 11
Apricots—		
Standard, 25 lb. boxes	0 11 1/4	
Choice, 25 lb. boxes	0 11 3/4	
Candied Peels—		
Lemon	0 12	0 15
Orange	0 12	0 15
Citron	0 18	0 20
Currants—		
Filiatras, per lb.	0 09%	0 10
Amalas, choice, per lb.	0 10	
L'atras, per lb.	0 10 1/4	
Vostizas, choice	0 12	
Vostizas, shade dried	0 13 1/4	0 14
Cleaned, 1/2 cent more.		
Dates—		
Faris, choicest, 12-lb. boxes	0 09	0 09 1/2
Faris, choicest, 60-lb. boxes	0 08 1/2	0 09
Package dates	0 07 1/2	0 09
Halloweens	0 06	0 06 1/2
Prunes—		
30-40s, California, 25 lb. boxes	0 13 1/4	0 14 1/4
40-50s, 25 lb. boxes	0 12 1/2	0 13 1/2
60-70s, 25 lb. boxes	0 12	0 12 1/2
70-80s, 50 lb. boxes	0 10	0 10 1/2
80-90s, 50 lb. boxes	0 09 1/2	0 10
90-100s, 50 lb. boxes	0 07 1/2	0 08
25-lb. boxes 1/4c more.		
Peaches—		
Standard, 50-lb. boxes	0 05 1/2	
25-lb. boxes 1/4c more.		
Raisins—		
Sultanas, choice, new	0 10	0 11
Sultanas, fancy, new	0 12	0 14
Valencia	0 09	0 09 1/2
Seeded, fancy, 1 lb. packets	0 09 1/2	0 09 1/2
Seeded, choice, 1 lb. packets	0 09 1/2	0 09 1/2
Seeded, choice, 12 oz.	0 08 1/2	0 08 1/2
Seedless, 16 oz. packets	0 10 1/2	0 11
Seedless, 12 oz. packets	0 10	0 10

**COFFEE.**—Prices are unchanged. A local wholesaler criticizes the action of the Government in taxing coffee, and argues that it should have been placed on tea, where it would hardly have been felt, and would have produced a handsome revenue. The tax has had the effect of reducing sales, and revenue, he says, will be disappointing.

Coffee, Roasted—		
Bogotas	0 25	0 27
Guatemala	0 28	0 28
Jamaica	0 24	0 25
Java	0 30	0 32
Mariquito	0 25	0 26
Mexican	0 25	0 27
Mocha	0 29	0 32
Rio	0 28	0 30
Santos	0 22	0 23
Chicoory, per lb.	0 10	0 12

**SPICES.**—London market for spices is opening again, and offers are being made. Prices are high. Cream of tartar becomes scarcer than ever. The business done is not large in volume.

Spices—	Compound, per lb.	Pure, per lb.
Allspices, ground	0 12	0 18
Allspices, whole	0 12	0 17
Cinnamon, whole	0 21	0 25
Cinnamon, ground	0 18	0 20
Cinnamon, Batavia	0 25	0 28
Cloves, whole	0 22	0 25

Cloves, ground	0 21	0 25	0 31	0 33
Cream of tartar	0 25	0 35	0 40	0 40
Curry powder	0 14	0 17	0 20	0 23
Ginger, Cocin	0 17	0 20	0 24	0 27
Ginger, Jamaica, ground	0 17	0 20	0 24	0 27
Ginger, Jamaica, whole	0 24	0 27	0 31	0 34
Ginger, African, ground	0 24	0 27	0 31	0 34
Mace	0 30	0 35	0 40	0 45
Nutmegs, brown, 64s, 52c; 80s, 42c; 100s	0 30	0 35	0 40	0 45
Nutmegs, ground, bulk, 47c; 1 lb. tins	0 30	0 35	0 40	0 45
Pastry spice	0 19	0 22	0 25	0 28
Peppers, black, ground	0 12	0 16	0 19	0 22
Peppers, black, whole	0 20	0 22	0 25	0 27
Peppers, white, ground	0 19	0 22	0 25	0 27
Peppers, white, whole	0 31	0 33	0 35	0 37
Pickling spice	0 17	0 17	0 17	0 17
Turmeric	0 20	0 22	0 24	0 26

**RICE AND TAPIOCA.**—Brokers have placed tapioca orders, and supplies should be here in two months. About 3/4c more was paid. Stocks in Toronto are bringing high prices. First hand stocks have disappeared, but wholesalers are well supplied. Demand for tapioca improves as winter approaches. By the time stocks are exhausted, new supplies should be in. Rangoon, Siam and Burma are not shipping, but a few English vessels are afloat with supplies. The Indian Government has prohibited exportation. Ontario grocers and wholesalers have fair stocks. Java is quoted 7-8 1/2, Siam 5 1/2-6 1/2. Carolina is quoted higher.

Rice—			
Rangoon, per lb.	0 03 1/2	0 04 1/2	
Rangoon, fancy, per lb.	0 04 1/2	0 05 1/2	
Patna, per lb.	0 05	0 07 1/2	
Japan, per lb.	0 05 1/2	0 08	
Java, per lb.	0 07	0 08 1/2	
Carolina, per lb.	0 11	0 12 1/2	
Sago—			
Brown, per lb.	0 06	0 06 1/2	
White, per lb.	0 06	0 06	
Tapioca—			
Bullet, double goat	0 10 1/2	0 10 1/2	
Medium pearl	0 07	0 07 1/2	
Seed pearl	0 07	0 07 1/2	
Flake	0 07 1/2	0 07 1/2	

**BEANS.**—Beans are 25c a bushel higher, and are strong, as the new crop is reported small. Blue and white peas are scarce, and there is a big demand from New York for Canadian peas. Canadian primes are quoted at \$3.75 to \$4, blue and white peas at \$3 to \$3.25.

Beans—		Per bushel.
Canadian primes	3 75	4 00
Lima, per lb.	0 05	0 10
Peas, blue, Canadian, per bush.	3 00	3 25
Peas, whole, white, per bush.	3 00	3 25

**NUTS.**—Malaga almonds and Sicily filberts should be shipped this month. Tarragona almonds are difficult to ship, though some will probably arrive later on. Most walnuts will be delayed until November, and probably December, by the war in France.

In shell—		Per lb.
Almonds, Tarragona	0 17 1/2	0 18
Brazils, medium, new	0 10 1/2	0 11
Brazils, large, washed, new	0 12 1/2	0 13
Chestnuts, peck	1 75	1 80
Filberts, Sicily, new	0 14	0 15
Peanuts, Jumbos, roasted	0 12 1/2	0 13 1/2
Peanuts, hand-picked, roasted	0 10 1/2	0 11
Peanuts, fancy, roasted	0 08 1/2	0 10
Pecans	0 17	0 18
Walnuts, Grenoble	0 17 1/2	0 17 1/2
Walnuts, Bordeaux	0 18	0 18
Walnuts, Marbots	0 19	0 19
Shelled—		
Almonds	0 60	0 60
Filberts	0 27	0 27
Peanuts	0 10 1/2	0 11 1/2
Pecans	0 55	0 60
Walnuts	0 60	0 60

**SYRUPS.**—Prices of corn syrups remain the same. About the usual amount of business is being done, syrup always picking up when the hot weather is over. It picked up earlier this year owing to the war scare. Brokers will not book ahead on molasses. Wholesalers should



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be in a position to supply demand, as they have good stocks.

Syrups—		Per case.
2 lb. tins, 2 doz. in case	.....	2 65
5 lb. tins, 1 doz. in case	.....	3 00
10 lb. tins, 1/2 doz. in case	.....	2 90
20 lb. tins, 1/4 doz. in case	.....	2 85
Barrels, per lb.	.....	0 03 1/2
Half barrels, lb.	.....	0 04
Quarter barrels, lb.	.....	0 04 1/2
Pails, 3 1/2 lbs. each	.....	1 06
Pails, 25 lbs. each	.....	1 40
Molasses, per gallon—		
New Orleans, barrels	.....	0 28
New Orleans, half-barrels	.....	0 30
West Indies, barrels	.....	0 28
West Indies, half barrels	.....	0 28
Barbados, fancy, barrels	.....	0 45
Barbados, fancy, half barrels	.....	0 47
Maple Syrup—Compound—		
Gallons, 6 to case	.....	4 40
1/2 gals., 12 to case	.....	4 70
1/4 gals., 24 to case	.....	4 70
Pints, 24 to case	.....	2 50
Maple Syrup—Pure—		
5 gallon cans, 1 to case	.....	6 45
Gallons, 6 to case	.....	6 00
1/2 gallons, 12 to case	.....	6 05
Quarts, 24 to case, in glass	.....	7 00
Pints, 24 to case	.....	4 00
Maple Sugar—		
Pure, per lb.	.....	0 12 1/2
Maple Cream Sugar—		
24 twin bars	.....	1 80
48 and 60 twin bars	.....	3 00
Maple butter, lb. tins, dozen	.....	1 80

CANNED GOODS.

MONTREAL.—Opinions in trade on prices for canned goods are generally that quotations are satisfactory. Of course, before there is a final opinion the announcement as to tomatoes and corn is awaited. The advance in peas was not more than had been looked for, and is not abnormal when it is taken into consideration that there was a partial failure in the pack in the eastern portion of Ontario; in fact, higher prices would not have been astounding. It is pointed out that peas can be retailed at 10c, and at this price they are not a dear food.

ONTARIO AND QUEBEC PRICES 1914 PACK. VEGETABLES.

Group A.	
2's Asparagus tips	..... \$2 32 1/2
2's Asparagus butts	..... 1 47 1/2
2's Beans, crystal wax	..... 1 05
2's Beans, golden wax, midget	..... 1 75
2's Beans, golden wax	..... 0 95
3's Beans, golden wax	..... 1 32 1/2
Gals. Beans, golden wax	..... 3 77 1/2
2's Beans, Lima	..... 1 25 1/2
2's Beans, red kidney	..... 1 00
2's Beans, Refuge or Valentine green	..... 0 95
3's Beans, Refuge (green)	..... 1 32 1/2
2's Beans, Refuge, midget	..... 1 25
Gals. Beans, Refuge	..... 3 77 1/2
2's Beets, sliced blood red, Simcoe	..... 1 00
2's Beets, whole, blood red, Simcoe	..... 1 00
2's Beets, whole, blood red, Rosebud	..... 1 30
3's Beets, sliced, blood red, Simcoe	..... 1 35
3's Beets, whole, blood red, Simcoe	..... 1 40
3's Beets, whole, blood red, Rosebud	..... 1 45
2's Peas, standard, size 4	..... 0 95
2's Peas, early June's, size 3	..... 0 97 1/2
2's Peas, sweet wrinkles, size 2	..... 1 00
2's Peas, extra fine sifted, size 1	..... 1 40
Gals. Peas, standard	..... 4 07 1/2
Gals. Peas, Early June's	..... 1 17 1/2
Gals. Peas, sweet wrinkles	..... 4 32 1/2
2's Spinach	..... 1 15
3's Spinach	..... 1 50
Gal. Spinach	..... 5
FRUITS.	
2's Blueberries, standard	..... 1 52
2's Blueberries, preserved	..... 1 22 1/2
Gals. Blueberries, std.	..... 6 57 1/2
2's Blk. cherries, pitted, H.S.	..... 1 92 1/2
2's Blk. cherries, not pitted, H.S.	..... 1 52 1/2
2's Red std. cherries, H.S.	..... 1 92 1/2
2's Cherries, red, pitted, L.S.	..... 1 45
2's not std. red cherries, H.S.	..... 1 92 1/2
Gals. std. red cherries	..... 8 09 1/2
Gals. not std. red cherries	..... 8 09 1/2
2's Cherries, white, ptd. H.S.	..... 1 92 1/2
2's Cherries, white, not ptd. H.S.	..... 1 92 1/2
2's Black currants, H.S.	..... 1 47 1/2
2's Preserved black currants	..... 1 77 1/2
Gals. black currants, std.	..... 5 97 1/2
Gals. black currants, solid pack	..... 8 97 1/2
2's Red currants, H.S.	..... 1 47 1/2
2's Red preserved currants	..... 1 77 1/2
Gals. red currants, standard	..... 5 97 1/2
Gals. red currants, solid pack	..... 8 97 1/2
2's Gooseberries, H.S.	..... 1 47 1/2
2's Gooseberries, preserved	..... 1 77 1/2
Gals. gooseberries, standard	..... 7 02 1/2
Gals. gooseberries, solid pack	..... 8 97 1/2
2's Lawtonberries, heavy syrup	..... 1 97 1/2
2's Lawtonberries, L.S. (group B)	..... 1 45
2's Lawtonberries, preserved	..... 2 77 1/2
Gals. Lawtonberries, std.	..... 7 97 1/2
2's Raspberries, Black, H.S.	..... 1 97 1/2
2's Raspberries, black, L.S. (group B)	..... 1 45

2's Raspberries, black, preserved	..... 2 17 1/2
Gals. Raspberries, black, std.	..... 7 07 1/2
Gals. Raspberries, black, solid pack	..... 9 32 1/2
2's Raspberries, red, H.S.	..... 1 97 1/2
2's Raspberries, red, L.S. (group B)	..... 1 45
2's Raspberries, red, preserved	..... 2 17 1/2
Gals. Raspberries, red, std.	..... 7 32 1/2
Gals. Raspberries, red, solid pack	..... 9 32 1/2
2's Rhubarb, preserved	..... 1 57 1/2
3's Rhubarb, preserved	..... 2 32 1/2
Gal. Rhubarb, standard	..... 3 57 1/2
2's Strawberries, H.S.	..... 2 17 1/2
2's Strawberries, preserved	..... 2 32 1/2
Gals. Strawberries, standard	..... 7 57 1/2
Gals. Strawberries, solid pack	..... 9 82 1/2

(Group B 2 1/2 dozen lower.)

MANITOBA MARKETS.

Winnipeg, September 9.—The week again sees advances in prices the most notable being those in molasses and in beans. On the whole, however, the market is considerably steadier than since the outbreak of war. It seems very evident, however, that dealers must look for further upward movements in sugar, flour and quite probably in beans.

The amount of business done has been very satisfactory; in this direction the great difficulty is to supply the demand. Wholesalers' stocks of some lines are very low, and as it is apparent they will have great difficulty in replacing these stocks, they are shipping in only small quantities.

SUGAR.—This is one of the lines in which there is a great shortage. The advance which last week was expected to come has not as yet been made, but there seems no doubt that a further rise will take place shortly, more than a cent at least. Dealers' stocks are away down, and they are able to buy from the wholesalers only on a hand to mouth basis. At least one refinery has withdrawn from this market entirely for the time being. The others are shipping in comparatively small quantities. In fact, relief does not seem near. Molasses has advanced from 3 to 4c per gallon. The reason for this is not easily given. The product is up on the New Orleans market and quotations here have followed as a direct result.

Syrups have not advanced since last week, but an upward movement is expected.

	Per cwt.
Sugar, Eastern—	in sacks.
Extra standard granulated	..... 6 20
Extra ground or icing	..... 6 70
Powdered	..... 6 60
Lumps, hard	..... 7 15
Montreal yellow	..... 5 80
Sugar, Western Ontario—	
Sacks, per 100 lbs.	..... 7 10
Barrels, per cwt.	..... 6 05
Halves, 50 lbs., per cwt.	..... 6 10
Rales, 20 lbs., per cwt.	..... 6 15
Powdered, barrels	..... 6 40
Powdered, 50s	..... 5 75
Powdered, 25s	..... 7 05
Icing, barrels	..... 6 70
Icing, 50s	..... 6 95
Icing, 25s	..... 7 10
Icing, pails	..... 7 00
Cut loaf, barrels	..... 6 80
Cut loaf, 50s	..... 7 05
Cut loaf, 25s	..... 7 30
R. C. Case Syrups—	
2-lb. tins, 2 doz. to case, per case	..... 3 00
5-lb. tins, 1 doz. to case, per case	..... 4 00
10-lb. tins, 1/2 doz. to case, per case	..... 3 75
20-lb. tins, 3 tins to case, per case	..... 3 70

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

	Per gal.
Molasses—	
Barbados	..... 0 53
New Orleans	..... 0 34
Maple Syrups—	
	Per case.
Imperial quarts, case, 2 doz.	..... 5 40
Imperial 1/2 gals., 1 doz.	..... 5 55
New, pure, 1/2 gal., case	..... 9 00
New, pure, 1/4 gal., quarts, case 2 doz.	..... 9 70
New, pure, quart bottles, case 2 doz.	..... 9 75

DRIED FRUITS.—Currants are still high, and the demand even at present prices is heavy. Stocks are light and the previous prediction of a shortage can hardly fail to materialize. It is a fact that some of the wholesalers are practically sold out at present, with little or no chance of replacing their stock for some weeks. There is apparently an improvement as far as Valencia raisins are concerned. The chance of getting these seems much brighter and wholesalers state that it is reasonable to expect these goods will arrive at the usual time. The cost price will be much higher than in other years, owing to heavier transportation and insurance rates brought about by the war. Evaporated apples will be very cheap during the coming year, as there is a splendid crop all over Canada and not as large an outside market. It is expected the selling price in Winnipeg will be in the neighborhood of 7 1/2c after the new stock arrives in November. At the present time there are some nice California evaporated apples in the market selling at 11 1/2c. This is one of the few lines where a decline in price has been noted this year. As was predicted, apricots have eased off, dropping about 1c. The new crop coming on has made it possible to reduce the previous high prices. Apricots may be expected to go still lower. No change is noted in currants, dates, figs or peaches. They are very scarce and will be for some time.

Apples, evaporated, new, 25s	.....	0 11 1/2
Apricots, choice, 25's	.....	0 14 1/2
Apricots, choice, 10's	.....	0 15 1/2
Apricots, standard, 25's	.....	0 13
Currants—		
Dry clean	.....	0 08 1/2
Washed	.....	0 09 1/2
1 lb. package	.....	0 09
2 lb. package	.....	0 18
Vostizzas, 1 lb.	.....	0 12
Dates—		
Hallowi, loose, per lb.	.....	0 06 1/2
Hallowi, 1 lb. pks.	.....	0 07 1/2
Fard dates, 12-lb. boxes	.....	1 10
Peaches—		
Standard, 25-lb. boxes	.....	0 06 1/2
Choice, 25-lb. boxes	.....	0 07 1/2
Choice, 10-lb. boxes	.....	0 08 1/2
Extra choice, 25-lb. boxes	.....	0 08 1/2
Plums, in 25-lb. boxes—		
90 to 100	.....	0 08 1/2
80 to 90	.....	0 08
70 to 80	.....	0 11
60 to 70	.....	0 12
50 to 60	.....	0 13
40 to 50	.....	0 13 1/2
Raisins, Valencias—		
Extra select Valencias, 25's, box	.....	2 15
Raisins, Sultanas—		
California	.....	0 09 1/2
Smyrna	.....	0 08
Raisins, Muscats—		
3 crown, loose, 50's	.....	0 05 1/2
3 crown, loose, 25's	.....	0 05
Choice, seeded, lb.	.....	0 09 1/2
Extra fancy seeded, lb.	.....	0 09 1/2
Raisins, Australians—		
Lexias, 56-lb. boxes	.....	0 08 1/2
12-oz. packages, fancy	.....	0 07 1/2
12-oz. packages, choice	.....	0 07 1/2

TEAS AND COFFEES.—This market has been steady for the past week. The further advance of 1c in coffee struck last week seems likely to cover that market for a little time. On the primary markets coffee is considerably easier, apparently offsetting the higher carrying charges.

	0 18	0 19
Coffee—		
Rio, No. 5, green	.....	0 21 1/2
Rio, roasted	.....	0 20 1/2
Santos, green, No. 4	.....	0 20 1/2
Santos, roasted	.....	0 20 1/2
Chicoory, per lb.	.....	0 08 0 08



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Teas—		
Japan—		
Extra fine, basket, fired .....	0 45	
Fancy .....	0 35	0 39
Choicest .....	0 33	0 36
Choice or medium .....	0 29	0 33
Common .....	0 24	0 27
India and Ceylon—		
Broken Orange Pekoe .....	0 32	0 44
Pekoe .....	0 30	0 34
Pekoe Souchong .....	0 27	0 30
Souchong .....	0 25	0 27
China—		
Common Moning .....	0 21	0 22
Good Paklum .....	0 38	
Keemun .....	0 53	

**BEANS.**—The truth of the matter is that there are few if any Canadian beans to be had, the entire supply having been bought up by the Governments. What beans are being secured are coming from New York and from Japan. The future depends upon the new crop, of which something will be definitely known in November, and on war conditions.

It has been found necessary to advance beans from 20 to 30c and since the growers are asking \$4 per bushel for their coming crop it will be evident that nothing but higher prices need be expected unless conditions in Europe change ma-

terially. California lima beans have also been advanced ¼c.

Beans—		
Austrian, hand picked .....	3 50	
3 lb. picker .....	3 30	
Cal. Lima, per lb. ....	0 07	
Barley—		
Pot, per sack, 96 lbs. ....	3 60	
Pearl, per sack, 96 lbs. ....	5 00	
Peas—		
Split peas, sack, 96 lbs. ....	3 30	3 65
Whole peas, bushel .....	2 25	

**RICE AND TAPIOCA.**—There has been a slight upward movement in rice of ⅛c per lb. Tapiocas and sagos remain high. No immediate change here is expected. Before the new crop of rice comes on in November, however, it seems certain that higher prices will have to be quoted.

Rice and Tapioca—		
No. 1 Japan, per lb. ....	0 05½	
No. 2 Japan, per lb. ....	0 04½	
Siam, per lb. ....	0 04½	
Fatna, per lb. ....	0 06½	0 06½
Carolina, per lb. ....	0 08	
Sago, pearl, per lb. ....	0 05½	
Tapioca, pearl, per lb. ....	0 05½	

**NUTS.**—Shelled walnuts have been advanced to 52c. This is another case where the upward movement is the result of inability to get new stock. Other prices remain steady.

## Saskatchewan Crops and Market Situation

### SASKATCHEWAN MARKETS.

Regina, Sept. 9.—(Special.)—Harvesting is in full swing throughout Saskatchewan. From the north-east section of the province come reports that there has been a slight delay on account of unfavorable weather, but this delay is not serious owing to the early season. For this reason the labor problem this year is giving the farmer little concern, for when harvesting has been completed in one district it will be possible to transfer the harvesters to another section.

Many staples continue to soar. It was thought that following the outbreak of war, when the country settled back to normal again, the market would steady itself considerably, but market conditions now tend to impress upon people what it really means for this country to be in a state of war. The demand for all foodstuffs, however, is good, and wholesalers report business brisk. The sale of canned goods is always good at this time of year owing to the large numbers of men working in the harvest fields of the province.

No change has been reported in sugar on the local market during the week, although on September 4 a despatch from New York was received to effect that refined sugar on the American market on that date was being quoted at \$7.50, which brought price back to the high water mark of a few days ago. Sugar will likely go higher yet. The sale of currants by wholesalers has been heavy, due to fact that retailers are anticipating a shortage. Probably the most notice-

able fluctuation noted this week is in rolled oats, which have taken a decided jump upwards. Beans continue to soar, and are now selling at \$3.65, an advance of 40 cents per bushel. A slight advance is reported in paper and cotton bags. Coconut has gone up 2 cents per lb. Opening prices on salmon are now out, and will be seen below. With the exception of cohoes, these prices are higher than formerly.

Produce and Provisions—		
Butter, creamery, per lb. ....	0 28	0 29
Butter, dairy, No. 1 .....	0 21	0 21
Cheese, per lb. ....	0 16½	0 17
Eggs, fresh, per doz. ....	2 50	
Lard, 3's, per case .....	7 50	
Lard, 5's, per case .....	7 45	
Lard, 10's, per case .....	7 40	
Lard, 20's, each .....	2 50	
General—		
Beans, Ontario, per bushel .....	3 65	
Coffee, whole roasted, Rio .....	0 22	
Cream of tartar, lb. ....	0 52	
Cocunut, lb. ....	0 20½	
Evap. apples, 50's .....	0 12½	
Potatoes, new, per bushel .....	1 75	
Rollled oats, 20's, 8c; 40's, \$1.00; 80's .....	3 10	
Rollled oats, ball of 80 lbs. ....	3 10	
Flour, 98's .....	3 45	
Rice, per cwt. ....	4 50	
Sugar, standard, gran., per cwt. ....	6 87	
Sugar, yellow, per cwt. ....	6 17	
Walnuts, shelled, 54c; almonds .....	0 53	
Canned Goods—		
Apples, gals., case, \$1.61-\$1.91, doz. ....	3 82	
Broken beans, 2's .....	2 60	
Corn, standard, per 2 dozen .....	2 21	
Peas, standard, per 2 dozen .....	2 05	
Plums, Lombard .....	2 10	
Peaches .....	3 16	
Strawberries and raspberries .....	4 71	
Tomatoes, standard, per dozen .....	2 65	
Salmon—		
Sockeye, 1's, 4 doz. case .....	9 85	
Sockeye, ½'s .....	12 35	
Cohoos, 1's .....	6 00	
Humpbacks, 1's .....	4 60	
Fruits—		
Lemons .....	12 00	
Oranges .....	4 00	4 75
Dried Fruits—		
Currants, per lb. ....	0 11½	

### ALBERTA MARKETS.

(By wire.)

Edmonton, Sept. 10.—The trade is now

getting used to war conditions. There is a certain amount of depression in the city, but the country is particularly promising. Wholesalers are inclined more to advancing credit owing to the good crops in this district being about the best in West. Austrian beans are unobtainable. Coffee is higher at 18½ to 20c. Evaporated apples are down to 10 and 11c. Potatoes are 45c. Flour is higher. Granulated sugar is now \$7.30 and yellow at \$6.65. Canned strawberries are \$4.50 a case. Salmon (sock-eye) is \$9.50, cohoes \$7.25, humpbacks \$4.50.

Produce and Provisions—		
Butter, creamery, per lb. ....	0 28	
Butter, dairy, No. 1, 21c; No. 2 .....	0 16	0 16½
Cheese, per lb. ....	0 16	0 16½
Lard, pure, 3's, per case .....	7 50	
Lard, pure, 5's, per case .....	7 45	
Lard, pure, 10's, per case .....	7 40	
Lard, pure, 20's, each .....	2 43	
General—		
Beans, Ontario, per bushel .....	3 15	3 25
Beans, Austrian .....	3 35	
Coffee, whole roasted, Rio .....	0 18½	0 20
Evaporated apples, 50's .....	0 10	0 11
Potatoes, new, per bushel .....	0 45	
Rollled oats, 20's .....	0 79	
Rollled oats, ball .....	3 40	
Flour, 98's, \$3.55-\$3.65; rolled oats, 80's .....	2 50	
Rice, per cwt. ....	4 50	
Sugar, standard, gran., per cwt. ....	7 30	
Sugar, yellow, per cwt. ....	6 65	
Canned Goods—		
Apples, gals., case .....	1 85	
Corn, standard, per two dozen .....	2 15	
Peas, standard, 2 dozen .....	1 95	
Plums, Lombard .....	2 20	
Peaches .....	3 15	
Strawberries, \$4.50; raspberries .....	3 20	
Tomatoes, standard, per dozen .....	2 45	2 65
Salmon, sockeye, 4 doz. tallis, case, 1s .....	9 50	
Cohoos, 1's, \$7.25; humpbacks, 1's .....	4 50	
Fruits—		
Lemons .....	9 00	10 00

### NEW BRUNSWICK MARKETS.

(By wire.)

St. John, Sept. 10.—The exhibition being on is meaning increased business for local dealers. Strong efforts are being made to create confidence in business. Markets are holding strong, particularly flour and sugar. Dealers look for advance in both these, as advices show them strong in West and in the States. White beans are higher and not so plentiful. Yellow eyes have also advanced to \$4.75—\$4.80. Canned pork and beans are up 20c and are now \$2.80 to \$3. Molasses are higher at 34c, though embargo has been lifted.

Produce and Provisions—		
Bacon, breakfast, per lb. ....	0 20	0 22
Bacon, roll, per lb. ....	0 17	0 17
Beef, barrel .....	25 00	27 00
Beef, corned, 1 lb. ....	3 15	3 30
Pork, American clear, per bbl. ....	31 00	33 00
Pork, domestic, per bbl. ....	30 00	31 00
Butter, dairy, per lb. ....	0 22	0 23
Butter, creamery, per lb. ....	0 23	0 24
Cheese, new, lb. ....	0 15½	0 16
Eggs .....	0 25	0 27
Lard, compound, per lb. ....	0 11½	0 12
Lard, pure, per lb. ....	0 14½	0 15
Flour and Cereals—		
Cornmeal, gran. ....	6 00	
Cornmeal, ordinary .....	2 15	
Flour, Manitoba, per bbl. ....	7 55	
Flour, Ontario .....	7 25	
Rollled oats, per bbl. ....	6 75	
Oatmeal, standard, per bbl. ....	7 40	
Fresh Fruits and Vegetables—		
Lemons, Messina, box .....	7 00	
Oranges, Val., case .....	4 00	5 50
Potatoes, new, bushel .....	0 90	1 30
Sugar—		
Standard granulated .....	7 00	7 10
United Empire .....	6 90	7 00
Bright yellow .....	6 80	6 90
No. 1 yellow .....	6 50	6 60
Paris lumps .....	8 00	8 08½
Beans, white, per bush. ....	3 50	3 60
Beans, yellow eyes, per bush. ....	4 75	4 80
Canned pork and beans, per case .....	2 90	3 00
Molasses, per gal. ....	0 34	
Cream of tartar, per lb., bulk .....	0 60	0 65
Currants, per lb. ....	0 11	0 11½
Rice per cwt. ....	4 50	5 00



# Paying Accounts Owing in Great Britain

Commercial Houses Find that Obtaining Credit in England at the Present Time is Very Costly—A Problem for Many Commercial Houses with Suggested Remedy.

By the Editor of Financial Post.

**D**URING the past few weeks The Post has had many inquiries from their readers for explanation as to the high cost of making remittances to the United Kingdom. Some extraordinary impressions have been received from newspaper reports respecting the deposit of gold with the Finance Minister at Ottawa by the Bank of England. For some reason quite inexplicable some commercial houses, debtors to manufacturers in Great Britain, have the impression that by paying to the Finance Minister at Ottawa a sum equal to the par ( $9\frac{1}{2}$ ) value of their debt they can discharge their liability in Great Britain. We fail to find any justification for this impression from our perusal even of the conflicting statements which have appeared in the daily press. The deposit of gold by the Bank of England at Ottawa was explained fully by our Ottawa correspondent in his letter in The Post of last week. That gold in the hands of the Finance Minister simply represents part of the debt of New York to London. When we say New York we mean the accumulated balance there in favor of London, England. And how this balance has been created we will endeavor to explain briefly later on.

## Cost of Remitting.

Taking the case of a tradesman in Canada who has bought goods, say, in Manchester to the extent of £100 that is due in Manchester on the 4th of September. To discharge that debt there the debtor would either have to ship £100 in gold or buy credit in Manchester for that amount. If the debtor happens to have £100 in gold, he could discharge his debt by shipping the gold. This is now impracticable, and because of this, gold is to be deposited at Ottawa for account of the Bank of England.

Another way of settling that debt is by purchasing exchange on London. At the time of writing, August 20th exchange on London would cost the remitter about \$5.05 for every £1. The difference between \$4.88 and \$5.05 for every £1 would represent about \$17, or about  $3\frac{1}{2}$  per cent. on £100.

## Cause of High Rates.

What concerns the remitter is the cause of this higher rate. In general

terms the cause may be said to be the fact that Canada and the United States owe London a big account. Therefore, everybody wants to buy London funds and they are scarce. Scarcity always occasions high prices.

It may be somewhat elementary, but nevertheless, in view of the erroneous impressions just now so prevalent, it would appear to be necessary to state the cause of this huge debt which Canada and New York owes London. One of the chief reasons is that during the last week or two previous to the closing

## CANADIAN GROCER'S WAR MARKETS.

*The president of one of the most important of the wholesale grocery firms of Montreal and of Canada has expressed himself in a complimentary manner on the way in which Canadian Grocer has handled the market reports since the outbreak of the war. The market summary in particular, he says, has shown a comprehensive grasp of the situation at a time when no one was in a position to speak with any degree of certainty as to the developments of the day or hour and when the quotations of one firm were no indication of what might be charged by another. The situation he fully appreciated as a very difficult one to handle and he believed that it had been covered remarkably well under the circumstances.*

of the Stock Exchanges, particularly that at New York, a vast quantity of American securities were sold by parties in Europe to parties in the United States, and these securities have to be paid for in London. No other means being available, the debt must be discharged in gold. The next important cause for high exchange rates is the fact that wheat has been shipped in less quantity than usual from the United States, and the same applies to cotton and other commercial commodities. When trade returns covering August ap-

pear they will show a vast decline in United States exports to London. If these exports were moving under normal conditions and in normal quantity the result would be that New York's debt to London would be paid for in wheat, cotton and other commodities. When more normal conditions obtain on the sea and in England it will be possible for this continent to pay some of its debt to London by the commodities named. But we have to remember that Germany, France, Russia and other countries in the war zone obtain from the United States a huge volume of merchandise. It will be some time before these countries begin to trade again in a normal way, and in consequence it would be hazardous to prophesy as to likely changes in rates more favorable to remitters from this side of the ocean.

## A Suggested Remedy.

Present circumstances are extraordinary and such as to warrant some compromise arrangements as to cost of remittances. We do not wish to infer for one moment that the creditor on the other side of the water is under obligation to help the debtor over a rough place. In view of the uncertainty of exchange rates, and the exceptional character of present conditions, we do not see any reason why the Canadian merchants should not suggest to creditors in England that debts be settled by depositing in Canadian banks a sum equal to the amount of the debt on the slightly higher basis of gold parity—say about \$4.88 or \$4.90 per £1 sterling. If the Canadian house did this it would have to be by arrangement with the creditor in the United Kingdom. And that arrangement would have to be concluded before maturity of the debt. In view of the extraordinary conditions, it is more than probable that importer and exporter would be willing to meet the situation by a compromise on this basis, both losing a little.

When it costs £103 or £104 to settle a debt of £100 the situation is serious, but a debt is a debt, and it may be worth while to any house having a high regard for its credit to pay the extra 3 or 4 per cent. to maintain its reputation.



# Potatoes Show Decline and Lemons Lower Too

Lemons Arriving from New York to Relieve Situation — Cool Weather Affecting Fruit Sales—High Price of Sugar Curtailing Sales—Tomatoes Selling at Low Figure.

## MONTREAL.

**FRUIT.**—During the past week there has been a noticeable falling off in the demand for fresh fruits, and for this the weather is no doubt largely responsible, there having been an over abundance of rain, followed by a distinct coolness. The general situation and elimination of anything like luxuries from many family tables no doubt also had a considerable influence. There is another reduction noted in price of lemons, which is an indication that the war scare has vanished to a considerable extent. Supplies are coming pretty freely from New York and there is reported to be plenty of shipments afloat. With cool weather coming, present prices for lemons represent a pretty sound basis in view of additional charges for freight, war risks, etc. Local and western fruits are coming freely now and there are lower prices noted for grapes, plums, peaches and pears, and the California importations are also shading off. Grapefruit are cheaper, and oranges are inclined to be a little easier with a reduction for five-case orders. The last of the blueberries are now in.

Apples—		
Dutchess, bbl.	2 50	3 00
Bananas, crate	2 00	2 50
Grapefruit, 54-64-80-96 size, case	3 50	4 50
Grapes, Cal., box	2 50	
Grapes, Can., small basket	0 30	0 40
Lemons, Messina—		
Extra fancy, 300 size	5 00	
Fancy, 300 size	4 75	
Choice, 300 size, bags	4 50	
Limes, small boxes	1 25	
Oranges—		
California, late Valencia, 175-200-215-250	3 50	
California, 125-150 size, box	3 50	
California, 5-box lots	3 25	
California cantaloupes, per crate of about 45	4 50	
Watermelons, each	0 50	
Peaches, per box	1 40	1 50
Plums, per crate	1 75	2 25
Plums, Canadian, basket	0 50	0 75
Peaches, Canadian, basket	0 50	0 85
Pears, basket	0 50	0 90
Pears, Cal., box	3 00	3 25
Pears, Tokay, box	2 75	3 00

**VEGETABLES.**—Supplies are coming freely from local district and prices are a little easier with a weaker demand with the cooler weather of past few days. There is a fair demand for tomatoes and prices charged for local district stock has been somewhat reduced. There is a substantial reduction in price of potatoes and supplies are being received more freely. Lower prices are noted for mushrooms, the demand having quite evidently fallen off with the general tendency of the public to eat staple foods rather than luxuries.

Beans, wax, basket, Canadian	0 75
Beans, green, basket, Canadian	0 75
Beans, native, bushel, 17-20 lbs.	1 50
New beets, doz.	0 75
Cabbage, per dozen	0 50
Cabbage, new, per bbl.	2 00
Corn, dozen	0 25
Carrots, new, doz.	0 60
Cauliflower, native, doz.	1 00
Cucumbers, dozen	0 25
Celery, bunch	1 00
egg plant, per dozen	2 50
lettuce, head, per doz.	0 50

Curly lettuce, per box, 3 to 4 doz.	0 50
Mushrooms, basket, 4 lbs.	1 50
Onions—	
Spanish, per case	3 50
Spanish, crates	1 25
New Egyptian, per lb.	0 06½
Native, per doz. bunches	0 75
Red, 100-lb. bags	2 50
Parsnips, new, per doz. bunches	3 00
Parsley, Canadian, per doz. bunches	0 50
Pears, native, bushel, 17-20 lbs.	1 00
Peppers, green, ¾ qt. basket	1 25
Potatoes—	
Montreal, new, bag	1 25
Montreal, new, barrel	2 75
Potatoes, new, sweet, Jersey, hpr.	2 50
Rhubarb, dozen	0 15
Spinach, Montreal, in boxes	0 50
Sour grass, per box	1 00
Turnips, Quebec, bag	1 50
Turnips, Canadian, bag	1 00
Tomatoes, Ontario, basket	0 50
Tomatoes, Montreal, box	0 60
Quebec, box	2 25

## TORONTO.

**GREEN FRUITS.**—Canadian grapes are coming on to the market slowly. Moore's Early 6-qt. baskets sell at 25c, Concord at 20c, for which there is a big demand, and Niagaras at 20c per half basket, the quality of which is poor, having been prematurely picked. Crab apples have poor demand, 11-qt. baskets 15 to 25c. No. 1 layered and picked Duchess 11-qt. baskets 25-30c. Only demand is for fancy fruit. Common apples are plentiful and bring only 15c up. Leamington enjoyed biggest peach crop in history, and is sending them to sell 50c, though the price will likely be higher as the crop as a whole as not been too good. California peaches bring \$1 to \$1.10 crate. Tokay grapes sell \$2.50, and are not plentiful. Malagas are scarce. Cantaloupes are plentiful, quality not so good, owing to wet weather. 11-qt. baskets bring 15 to 25c, and 16-qt. 35 to 50c. Lemons are easier, good ones bringing \$6, poorer one \$5. They are not selling well. The high price of sugar is affecting sale of peaches. Plums rather scarce early this week, may be more plentiful: are firm 35 to 60c basket. Flemish Beauties and Anjois are slow. Bartletts bring 30 to 50c. Clapp's Favorite are getting scarce. Blueberries are pretty well done, and are selling at old prices, \$1.50 to \$1.75.

Apples—		
Canadian, basket	0 15	0 30
Bananas, per bunch	1 50	2 40
Blueberries	1 50	1 75
Cantaloupes—		
Canadian, 11-qt. basket	0 15	0 25
Canadian, 16-qt. basket	0 35	0 50
Bushel basket	0 50	0 75
Cocanuts, sack	3 75	
Grapes—		
Moore's Early, 6-qt. bkts.	0 25	
Malagas, case	2 00	
Oranges—		
California, late Valencia	3 00	3 50
Lemons, Verdilla	5 00	6 00
Limes, per 100	1 25	
Plums, Can., basket	0 35	0 60
Pears—		
Bartletta, basket	0 30	0 60
Clapps Favorite	0 25	0 40
California, box	2 00	2 50
Peaches, Can., yellow, St. Johns	1 00	1 50
Peaches, ¾ baskets, fancy	0 50	0 60
Peaches, Cal., crate	1 00	1 10

**VEGETABLES.**—There is little demand for cabbage at 30c doz. Corn sells

5 to 8c, extra large corn bringing 8 to 10c; demand only fair. Stocks of corn are sometimes cleaned up at 5c. Been a glut of mushrooms, of poor quality, owing to wet weather. Good stock brings 60 to 75c. Large cucumbers bring 12½ to 25c; medium sized for pickling 25 to 35c; gherkins 65 to 75c. Green peppers were selling at 30c, but are now 35 to 50c. Red peppers are worth 75c. Poor tomatoes bring 15c, fancy 22½c, good average 20c. Demand good at 20c, but lots of inferior stock due to rain. Sweet potatoes new on market are worth \$1.75 crate. Lots of new potatoes coming in, selling 90 to 95c. American onions, 75-lb. bags sell as low as \$1.75. Sound Spanish onions worth \$4 to \$4.50 crate. Turnips are worth 15 to 20c basket.

Beets, Canadian, new, doz. baskets	0 15	0 20
Beans, Canadian, basket	0 25	0 35
Cabbage, Canadian, baskets	0 35	0 45
Carrots, Canadian, new, bag	0 75	
Cucumbers, Canadian, basket	0 15	0 25
Gherkins	0 75	
Celery, doz.	0 30	0 40
Corn, per doz.	0 05	0 08
Mushrooms, per lb.	0 60	0 75
Onions—		
Spanish, big crate	4 25	
Can., 75-lb. bags	1 50	
Green peppers, basket	0 35	0 50
Potatoes, new, Canadian, per bag	0 90	0 95
Parsley, basket, 11-qt.	0 15	0 20
Tomatoes, Canadian, basket	0 15	0 22½
Turnips, basket	0 15	0 20
Sweet potatoes, crate	1 75	

## WINNIPEG.

**GREEN FRUITS.**—Though all lines, even lemons, have been put upon a lower price level, the fact yet remains that the volume of business being done is not as good as could be wished. There is no doubt that much of this can be attributed to the general feeling that this is the time to economize.

Crab apples have come on the market this week, being quoted from \$1.25 to \$1.50 per box. Lemons have fallen off, partly from the fact that they were too high before to sell. There does not seem to be any real change in the market. Pears alone have tended to advance in price, being generally quoted at \$2.50.

Apples—		
Washington	1 50	
Crabapples, box	1 25	1 50
Bananas, lb.	0 04½	0 04½
Lemons—		
California	8 50	
Messina	7 50	
Oranges—		
California Valencia	4 00	
Peaches, fresh, Cal.	1 00	
Plums, fresh, Cal.	1 25	
Pears	2 50	

**VEGETABLES.**—Practically no change has been noted here. For tomatoes, potatoes, etc., there has been good demand. Practically all the stock being sold is local.

Head lettuce, Minnesota, hampers	3 50
Head lettuce, Cal., crate	4 00
Onions—	
Cal., 100-lb. sacks	2 50
Parsley, per doz. bunches	0 40
New potatoes, per bush.	1 25
Tomatoes, Ont., basket	0 60



# Rolled Oats Prices Have Again Advanced

The Reason is That Oats Are Much Higher Than Before the War  
—Flour Situation Firm Since Advance of Last Week, but no  
Further Rise—Mill Feeds Strong, Despite Good Pasturage.

## MONTREAL.

**FLOUR.**—On advance of a week ago market continues very firm. With the development of war situation in Europe and the prospects of extent of hostilities spreading further, position of cereals develops strength, and the outlook is certainly for higher rates than lower prices. The export business at the moment is largely composed of shipments on Government gift, but prices are in line for heavier consignments just as soon as conditions are adjusted in domestic trade. The output is largely being devoted to deliveries on orders placed with the first rush, but at the same time fact that transportation facilities are being improved is a constant factor in firming up of the whole situation. The fact that one of the big milling concerns of Canada was at one time 1,200 cars behind their output in domestic orders gives some idea of the demand following the outbreak of the war. The price of wheat continues to advance, and millers are taking the stand that the main factor in the advance of prices is the farmer, who is holding his wheat and forcing the prices up. The demands of the trade make it necessary that the mills should operate, and they have to pay the price for the grain.

Manitoba Wheat Flour—	Per bbl.	
First patents	6 70	
Second patents	6 20	
Strong bakers'	6 00	
Flour in cotton sacks, 10 cents per barrel more.		
Winter Wheat Flour—	Car lots.	Small lots.
Fancy patents	6 35	6 60
90 per cent.	5 00	6 20
Straight roller	5 80	6 00
Blended flour	5 85	6 35

**CEREALS.**—The price of oats is advancing with great rapidity, and is now something like 65c, as compared with 49c before the war. The result naturally has been noted in cereals market, and it is hard to forecast to what extent prices may rise before end of war. Rolled oats are now being quoted at \$3.12½ by the mills, and the price is as high as \$3.50 in the trade. Cornmeal has gone up to \$2.45.

Cornmeal—	Per 96-lb. sack.
Kiln dried	2 45
Softer grades	2 20
Rolled Oats—	30's in jute.
Small lots	3 12½
25 bags or more	3 02½
Rolled oats in cotton sacks, 5 cents more.	
Oatmeal—fine, standard and granulated, 10 per cent. over rolled oats in 90s, in jute.	
Rolled Wheat—	100-lb. bbls.
Small lots	3 50
Hominy, per 96-lb. sack	2 70

**MILL FEEDS.**—Situation for mill feeds remains very firm, despite fact that mills are operating at capacity, and in this department as for flour the grinders are away behind in their orders. Feed flour and mixed chop have each been advanced \$2 the ton.

Mill Feeds—	Car lots, per ton
Bran	25 00
Shorts	27 00
Middlings	29 00
Wheat moulee	30 00
Feed flour	35 00
Mixed chop, ton	38 00
Crushed oats, ton	36 00
Barley, pot, 96 lbs.	3 00
Oats, chop, ton	36 00
Barley chop, ton	36 00

## TORONTO.

**FLOUR.**—Prices are the same. Wheat market has been rising and falling continually, latest reports indicating more easiness. Flour prices are high in comparison with other years, but not unduly so in view of the war situation. The demand for domestic trade is steady, and there has been a considerable falling off since the rush of a month ago. The mills will be in a better position to fill orders in a couple of weeks or so. Only present requirements are being supplied. Prospects of peace in Europe might ease the market a little.

Manitoba Wheat Flour—	Small lots.	Car lots.
First patent	6 80	6 90
Second patent	6 30	6 10
Strong bakers'	6 10	5 90
Flour in cotton sacks, 10c per bbl. more.		
Winter Wheat Flour—	Small lots.	Car lots.
Fancy patents	5 50	5 30
90 per cent.	5 10	4 80
Straight roller	5 00	4 80
Blended flour	5 35	4 95

**CEREALS.**—Package rolled oats have advanced 30c per case, but this is slight compared with the advance which has taken place in bulk. Shipments have been good, and these people inclined to store up have now an opportunity. The market is strong, and prices are firm.

Barley, pearl, 96 lbs.	5 00
Buckwheat grits, 96 lbs.	5 50
Corn flour, 96 lbs.	2 50
Cornmeal, yellow, 96 lbs.	2 65
Graham flour, 96 lbs.	3 00
Hominy, granulated, 96 lbs.	3 00
Hominy, pearl, 96 lbs.	3 00
Oatmeal, standard, 96 lbs.	3 63
Oatmeal, granulated, 96 lbs.	3 63
Peas, Canadian, boiling, bush.	3 00
Peas, split, 96 lbs.	5 00
Rolled oats, 96-lb. bags	3 70
Rolled wheat, 100-lb. bbl.	3 80
Rye flour, 96 lbs.	3 80
Wheatlets, 96 lbs.	4 00
Whole wheat flour, 96 lbs.	4 00

**MILL FEEDS.**—Supply appears limited, all chops being scarce. Either the oat crop is not up to average size or new crop is late in coming forward. One of these is responsible for scarcity, probably the latter. Improvement in pasturage, due to excessive rains, has not reduced the demand for feeds.

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

## WINNIPEG.

**FLOUR AND CEREALS.**—While no further price change has been made

since the 30c advance of last week, the wheat market is exceedingly firm, with the result that millers are expecting still higher quotations. The same is true of oats, and almost any time higher prices on oatmeal and rolled oats may have to be struck. The demand for these lines is heavy.

Manitoba Wheat Flour—	Per bbl.
First patents	6 40
Second patents	5 80
Strong bakers'	5 10
Cereals—	
Rolled oats, per 90 lbs.	2 80
Oatmeal, fine, standard and gran'd, 96 lbs	2 80

## GETTING AFTER TRANSIENTS.

Supported by a very strong contingent of the Retail Merchants' Association, J. F. Bole, M.L.A., Regina, Sask., appeared before the City Council recently to ask it to take steps to prevent transient traders from selling alleged bankrupt stocks in the city, or at any rate to make it as difficult as possible for these gentlemen to do business here. The deputation was preceded by a petition setting forth the reasons for the request.

Mr. Bole's remedy, as outlined by himself, is for the city to charge a license fee which would be practically prohibitory, as was done in the case of circuses prior to the annual exhibition, but the city solicitor stated that it would be illegal to assess a license which would prohibit anyone from coming in and doing business.

Mayor Martin assured the delegation that this question would receive the earnest consideration of the health and public safety committee, and informed them that a by-law which might serve the purpose was already being drafted.

Prices of some lines of matches have advanced.

One of the Canadian tea packers has decided to discontinue trading in green teas and has withdrawn them all from the market.

P. G. Donald, representing a syndicate of British business men, is in Canada to interest Canadian manufacturers in getting after trade in Great Britain formerly secured by the Germans.

A hatful of hot air might weigh as much as a bullet, but you can't shoot it through an oak plank.—Sheldon.



# Oysters More Plentiful; Fish Sales Good

Oysters in Bulk Wholesaling in Toronto at from \$1.65 to \$2.10—Haddock Higher, Due to Scarcity — B. C. Salmon, Lake Trout, Doree, Mackerel and Others Lower.

## MONTREAL.

**FISH AND OYSTERS.**—The opening of the oyster season found the demand fair to good, although there was not the interest displayed for Malpeques that is usual, and for this general conditions are no doubt responsible. For northern bulk oysters, which came on Wednesday of last week for opening of season, the demand was good. Prices for Malpeques were same as usual, \$12 the barrel, while the prices for bulk compared very favorably with a year ago, being somewhat easier if anything. However, as yet the quality is only fair, and there will be a firming of the quotations after a few weeks.

For fish the demand is about normal, and the supplies are coming in very freely. Haddock have been scarce during the week, and the result has been the strengthening of the price 1c lb., while on the other hand, heavy supplies accounted for reductions of 1c on B. C. salmon, whitefish, lake trout, bluefish, doree, mackerel and swordfish. The codfish market is very strong, and the prices which may be looked for are on the basis of \$8.25 the cwt. for skinned codfish, as compared with \$7, which was the former quotation; a higher price by 1c lb. is also noted for steak cod. Dealers are looking forward to an improvement in the fish business next week, when there are two fast days in addition to the usual Friday demand.

## TORONTO.

**FISH AND OYSTERS.**—Stocks are improving a little faster than was expected, and supplies will be ample from now on. The statement made last week that stocks are a little late is correct, but last year was an exceptionally good season. Shells are bringing \$8.50 per barrel up, and opened oysters \$1.65 to \$2.10, depending on quality and size of package.

Trout is coming in fairly well, and has immediate sale. Halibut supply is ample, but practically no whitefish. There is plenty of frozen whitefish to take the place of fresh, selling for 10c. Trout brings 12c, and is of elegant quality. B. C. salmon is up to 18c, and fresh eels are now bringing 10c.

## FRESH FISH.

	Montreal	Toronto
Halibut, fancy, express, per lb.	0 11	0 12
Haddock, fancy, express, lb.	0 05	0 07
Steak cod, fancy, express, lb.	0 05	0 08

Market cod, per lb.	0 05	0 05
Flounders, fancy, express, lb.	0 07	0 08
Gaspe salmon, per lb.	0 17	0 18
B. C. salmon	0 15	0 18
Chilled salmon	0 15	0 18
Huck shad, fancy, express, each	0 30	0 30
Ice shad, fancy, express, each	0 60	0 80
Dressed bullheads, per lb.	0 10	0 10
Brook trout, per lb.	0 30	0 30
Whitefish, per lb.	0 12	0 12
Lake trout, per lb.	0 12	0 12
Bluefish, per lb.	0 12	0 12
Herrings, per 100 count	1 50	1 70
Herring	0 12	0 12
Doree, per lb.	0 10	0 10
Mackerel, per lb.	0 10	0 10
Swordfish	0 11	0 12
Striped bass, per lb.	0 15	0 15
Pike, per lb.	0 08	0 08
Perch, per lb.	0 05	0 07
Sea bass, lb.	0 10	0 12
Carp	0 08	0 08
Eels	0 08	0 10

## SMOKED FISH.

	Montreal	Toronto
Haddies, per lb.	0 08	0 08
Haddies, 15-lb. and 30-lb. boxes, lb.	0 07 1/2-08	0 08-09
Haddies, fillets, per lb.	.11	.12
Haddies, Niobe, boneless, per lb.	.10	.10
St. John bloaters, 100 in box	1 20	1 20
Yarmouth bloaters, 60 in box	1 20	1 20
Smoked herrings, medium, box	.15	.15
Smoked boneless herrings, 10-lb. box	1 20	1 20
Kipperd herrings, selected, 60 in box	1 20	1 20
Kipperd herrings, ordinary, 60 in box	1 10	1 20
Smoked salmon, per lb.	.25	.25
Ciscoe herrings, basket of 15 lbs.	1 75	1 80
Smoked eels	.12	.10
Smoked halibut	.10	.10

## FROZEN FISH—SEA FISH.

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

## FROZEN—LAKE AND RIVER.

White fish, large, per lb.	.10-11	.10-11
White fish, small tailbees, per lb.	.05 1/2-07	.06 1/2
Lake trout, large and medium, lb.	.11-12	.12
Doree, dressed or round, lb.	.08-10	.08-10
Pike, dressed and headless, lb.	.05 1/2-07	.08
Pike, round, per lb.	.06-06 1/2	.07-08

## PICKLED FISH.

Salmon, Labrador, tierces 200 lb.	21 00	21 00
Salmon, Labrador, bbls., 200 lbs.	15 00	15 00
Salmon, Labrador, half bbls., 100 lbs.	8 00	8 00
Salmon, B.C., bbls.	15 00	14 00
Sea trout, Baffin's Bay, bbls.	12 00	12 00
Sea trout, Labrador, bbls., 200 lb.	11 50	11 50
Sea trout, Labrador, half bbls., 100 lb.	6 50	6 50
Mackerel, N.S., bbls., 200 lb.	12 00	12 00
Mackerel, N.S., half bbls., 100 lb.	7 00	7 00
Mackerel, N.S., pails, 20 lb.	1 75	1 75
Herrings, Labrador, bbls.	6 00	6 00
Herrings, Labrador, half bbls.	3 50	3 50
Herrings, Nova Scotia, bbls.	6 00	6 00
Herrings, Nova Scotia, half bbls.	3 25	3 25
Lake trout, half bbls.	8 00	8 00
Quebec sardines, bbls.	2 75	2 75
Quebec sardines, half bbls.	2 75	2 75
Tongues and sounds, per lb.	8 10	8 10
Scotch herrings, imported, half bbls.	8 00	8 00
Holland herrings, imp'ted milkers, hf bbls	7 00	7 00
Holland herrings, imp'ted milkers, kegs.	8 85	8 85
Holland herrings, mixed, half bbls.	7 00	7 00
Holland herrings, mixed, kegs	8 75	8 65
Lochfyne herrings, box	1 35	1 35

## DRIED AND PREPARED FISH.

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

## BULK OYSTERS, CLAMS, ETC.

Standards, solid meats, gal.	1 20	1 20
Standards, ordinary, gal.	1 00	1 00
Selects, per gal.	2 00	2 00
Rest clams, imp. gallon	1 80	1 80
Rest scallops, imp. gallon	2 00	2 00
Rest prawns, imp. gallon	2 50	2 50
Rest shrimps, imp. gallon	2 25	2 25

Scaled best standards, quart cans, each	0 35	0 35
Scaled best select, quart cans, each	0 45	0 45

## OYSTERS, CLAMS, MUSSELS AND SHELL FISH. CRUSTACEANS, ETC.

Oysters, per gal.	1 65	2 10
Cape Cod shell oysters, per bbl.	12 00	12 00
Malpeque, shell oysters, selected J.A.P., per bbl.	10 00	10 00
Malpeque, shell oysters, C.C.I., bbl.	12 00	12 00
Clams, per bbl.	7 00	7 00
Mussels, per bbl.	8 00	8 00
Live lobsters, medium and large, lb.	0 25	0 25
Boiled lobsters, medium and large, lb.	0 15	0 15
Soft shelled crabs, doz.	0 15	0 15
Winkles, bush.	0 15	0 15
Little Necks, per 100	0 15	0 15

## WAR AND CONTRACTS.

**Liability of the Seller Whose Contract Is Not Covered by Clause Regarding War, Etc.**

Dealing with the effect of war on contracts, a London, England, trade paper says:—

“We have received during the past ten days an enormous number of inquiries with reference to the effect of the war upon commercial contracts, and it is obvious that it will be of service to the general body of our readers if we endeavor to state what is the legal effect with reference to existing contracts. Contracts which contain a provision with reference to war, strikes, or other force majeure, are of course upon a different footing from those contracts which contain no such provision. Dealing first with contracts which contain no force majeure clause it may be stated definitely and positively that sellers are legally liable to carry out such contracts and that in the event of their not being carried out the buyer would have his remedy in damages against the seller. The amount of these damages would be the difference in price which the buyer would have to pay for the goods if he succeeded in obtaining supplies elsewhere, and in cases where it is not possible to buy against the seller, and thus settle the amount of damages, the buyer would be entitled ultimately to recover from the seller damages in the shape of loss of the profits which he would have obtained if the contracts had been carried out. This represents the legal position as between the parties to such contracts, but the present position is absolutely unprecedented in the commercial world, and it will have to be recognized by both parties to such contracts that there must be “give and take” on both sides. It may safely be predicted that standing upon strict legal rights in existing circumstances will not be encouraged either by the courts or by public sentiment.”



# Firmer Butter Market; Provisions are Steady

Butter up a Cent in Montreal, and at Same Time Exports Are Small—High Prices Paid for Hogs—Eggs Are Higher Again, Going up 2c in Quebec—Cheese Still Advancing.

**PROVISIONS.**—The provision market continues firm on general conditions but in the local market demand is weaker with cooler weather and general tendency on the part of the public to demand cheaper food. Lard continues firm in view of the high prices being paid for pork.

	Per lb.
<b>Hams—</b>	
Medium, per lb.	0 20
Large, per lb.	0 18½
<b>Backs—</b>	
Plain, bone in	0 24
Light, per lb.	0 22
Boneless	0 26
Peameal	0 27
<b>Bacon—</b>	
Breakfast, per lb.	0 18
Roll	0 17
Shoulders, bone in	0 15
Shoulders, boneless	0 16½
<b>Cooked Meats—</b>	
Hams, boiled, per lb.	0 29
Hams, roast, per lb.	0 29
Shoulders, boiled	0 27
Shoulders, roasted	0 28
<b>Dry Salt Meats—</b>	
Long clear bacon, 50-70 lbs.	0 15½
Long clear bacon, 80-100 lbs.	0 14½
Flanks, bone in, not smoked	0 15½
<b>Barrelled Pork—</b>	
Heavy short cut mess	0 32
Heavy short cut clear	0 32
Clear fat pork	31 00
Clear pork	30 00
<b>Lard, Pure—</b>	
Tierces, 50 lbs. net	0 13½
Tubs, 50 lbs. net	0 14½
Boxes, 50 lbs. net	0 14
Pails, wood, 20 lbs. gross	0 14½
Pails, tin, 20 lbs. gross	0 13½
Cases, 10-lb. tins, 60 in case	0 14½
Cases, 5 and 5-lb. tins, 60 in case	0 14½
Bricks, 1 lb. each	0 15
<b>Lard, Compound—</b>	
Tierces, 375 lbs. net	0 10½
Tubs, 50 lbs. net	0 11
Boxes, 50 lbs. net	0 11
Pails, wood, 20 lbs. net	0 11½
Pails, tin, 20 lbs. gross	0 11½
Cases, 10-lb. tins, 60 in case	0 12
Cases, 5 and 5-lb. tins, 60 in case	0 12
Bricks, 1 lb. each	0 13
<b>Hogs—</b>	
Dressed, abattoir killed	14 00 14 50

**BUTTER.**—An advance of 1c lb. is noted this week, which is due to the general firmness of foodstuffs. There is nothing being done at the present in the way of export; in fact it is feared in some quarters that unless there is an increased production this fall, which may be encouraged by the copious rains and fine condition of the pastures, that another season may see the necessity for importation.

	Per lb.	Per 30	Per 31
<b>Butter—</b>			
Finest creamery, new milk	0 30	0 31	
Dairy butter	0 24	0 25	

**CHEESE.**—Statistics of the cheese trade show a shortage on both sides of Atlantic of about 150,000 boxes, and there have been substantial advances in the prices—a fraction on the new and a full cent on old, which is now on the same basis as Stilton. Situation is very unsettled, and it is difficult to foretell the future with any degree of certainty, but it looks like higher prices.

	Per lb.	Per 10	Per 16½
<b>Cheese—</b>			
New make	0 16	0 16½	
Old specials, per lb.	0 18		
Stilton	0 19		

**EGGS.**—The demand at points of receipt for higher prices for eggs has had effect of a substantial advance in prices.

To the trade there has been an advance of 2c for new laids, 1c for selects and 1c for No. 1, while for splits the old figure remains.

	Per lb.	Per 30	Per 22
<b>Eggs, case lots—</b>			
New laids	0 32		
Selects	0 29		
No. 1s	0 26		
Splits	0 20	0 22	

**HONEY.**—Demand for honey is just fair and there is a little more interest noted in the new supply. Prices are unchanged.

	White Clover	Buckwheat
	per lb.	per lb.
<b>Honey—</b>		
Barrels	0 11½	0 08
Tins, 60 lbs.	0 12	0 09
Tins, 30 lbs.	0 12½	0 10
Tins, 5 and 10 lbs.	0 12½	0 10
Comb, 13-14 oz. section	0 19-0 20	0 15-0 16

**POULTRY.**—Demand for poultry is not strong and the result has been that receipts have been light on the lower prices being paid; where there is not supply to fill the demand frozen stocks are being pushed, thus maintaining the lower level. Milk-fed chickens are an exception, this stock being in better demand on account of the improvement in size.

	Live.	Dressed.
<b>Fresh Stock—</b>		
Broilers, per lb.	0 12-0 15	0 15-0 20
Ducks, milk fed	0 12-0 13	0 14-0 15
Fowl	0 13-0 15	0 16-0 18
Geese	0 15-0 16	
Turkeys, spring		0-0 23
Turkeys, old Tom		0-0 23
Milk fed chickens, lb.	0 18-0 20	0 23-0 24
Milk fed broilers, lb.	0 25-0 28	

## TORONTO.

**PROVISIONS.**—The market has been fluctuating rather wildly of late, but is now steadier, prices remaining about the same as last week. Exhibition business is good, and the return of visitors from summer resorts has had a beneficial effect on city demand. Light and medium hams are selling at about the same price—20 cents. Boiled hams are quoted 28½ to 29c, and the same for roast. Breakfast bacon brings 20½ to 21c, and large clear 14¾ to 15c. The lard market remains firm.

	Per lb.	Per 30	Per 20
<b>Hams—</b>			
Light, per lb.	0 20	0 20½	
Medium, per lb.	0 20	0 20½	
Large, per lb.	0 18	0 19	
<b>Backs—</b>			
Backs, per lb.	0 24	0 25	
Boneless, per lb.	0 25	0 26	
Pea meal, per lb.	0 25	0 26	
<b>Bacon—</b>			
Breakfast, per lb.	0 20½	0 21	
Roll, per lb.	0 15½	0 16	
Shoulders, per lb.	0 14½	0 15	
Pickled meats—1c less than smoked.			
<b>Dry Salt Meats—</b>			
Long clear bacon, light	0 14½	0 15	
<b>Cooked Meats—</b>			
Hams, boiled, per lb.	0 28½	0 29	
Hams, roast, per lb.	0 27	0 28	
Shoulders, boiled, per lb.	0 23	0 24	
Shoulders, roast, per lb.	0 23	0 24	
<b>Barrelled Pork—</b>			
Heavy mess pork, per bbl.	26 00	26 00	
Short cut, per bbl.	30 00	32 00	
<b>Lard, Pure—</b>			
Tierces, 400 lbs., per lb.	0 13	0 13½	
Tubs, 60 lbs.	0 13½	0 14	
Pails, 20 lbs., per lb.	0 13½	0 14	
Tins, 3 and 5 lbs., per lb.	0 14	0 14½	
Bricks, 1 lb., per lb.	0 14½	0 15½	

	Per lb.	Per 10	Per 10½
<b>Lard, Compound—</b>			
Tierces, 400 lbs., per lb.	0 10	0 10½	
Tubs, 50 lbs., per lb.	0 10½	0 10½	
Pails, 20 lbs., per lb.	0 10½	0 11½	

	Per cwt.	Per 10	Per 15
<b>Hogs—</b>			
F.O.B., live, per cwt., off car.	9 75		
Live, fed and watered, per cwt.	10 10		
Dressed, per cwt.	14 50	15 00	

**BUTTER.**—Market dull, but firm. The amount made should increase during the next two weeks with the excellent pasturage. Prices are generally pretty high at this time, but should not go higher than quoted. Creamery prints can be secured for 29 to 30c, but are generally quoted 30 to 31c. Separator prints bring 27 to 29c, and dairy 26c.

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

**CHEESE.**—Market ½ cent stronger, due to cable demand from England and scarcity. There is a shrinkage of 20 per cent. in the make of cheese this year, and the war has taken quite a lot. Old cheese is pretty well off the market. Large are quoted 16½ to 16¾c, and twins 16¾ to 17c.

	Per lb.	Per 10	Per 17½
<b>Cheese—</b>			
Old, large	0 17	0 17½	
Old, twins	0 17½	0 17½	
New, large	0 16½	0 16½	
New, twins	0 16½	0 17	

**EGGS.**—A scarcity is claimed in some quarters, and a disposition to raise the price. Others say there seems to be little warrant for it, as eggs are fairly plentiful, and while the market cannot be called easy, there is no shortage. The demand is fair all round. New laid bring 28 to 30c, and straights 27c.

	Per dozen.	Per 30	Per 28
<b>Eggs, case lots—</b>			
Strictly new laid, in cartons	0 28	0 30	
Selects	0 26	0 28	
Straights	0 24	0 27	
Trade eggs	0 20	0 22	

**HONEY.**—Up to the present, wholesalers have not been over anxious to handle new honey at the prevailing price. There is very little in yet, and it is inclined to be dark. What is being offered is mostly last year's crop, which is of better quality than this year's. The flavor of the new honey is mixed, the bees having secured it from a variety of sources. Prices are up 2c above those quoted last week.

	per lb.	per 10	per 11½
<b>Honey—</b>			
Clover honey, bbls., per lb.	0 11	0 11½	
60 lb. tins	0 12	0 12½	
20 lb. tins	0 12½	0 12½	
10 lb. tins	0 12½	0 13	
5 lb. tins	0 12½	0 13	
¼ lb. tins	0 13	0 13½	
Comb	3 00	3 50	

**POULTRY.**—The demand improved during exhibition week, due to the more business being done at the hotels. Demand chiefly for good sized spring chickens. Quite a lot are coming in.

	Live.	Dressed.
<b>Fresh Stock—</b>		
Fowl	0 12	0 14
Spring chicken, lb.	0 14	0 16
Turkeys, young	0 15	0 18
Turkeys, old Tom	0 13	0 15
Ducklings	0 12	0 16



CANADIAN GROCER

WINNIPEG.

PROVISIONS.—This market is devoid of features. Various products are strong, but no advances have as yet been struck. The demand here is heavy.

Cured Meats—	
Hams, per lb. ....	0 22
Shoulders, per lb. ....	0 15
Bacon, per lb. ....	0 25
Long clear, D.S., per lb. ....	0 14
Mess pork, bbl. ....	28 00
Lard—	
Tierces ....	0 11
Tubs, 60s ....	6 75

Pails, 20s .....	2 32
Cases, 5s .....	6 97
Cases, 3s .....	7 05

BUTTER.—No change has taken place during the week, but since current supply has stopped, and since B. C. is ordering from this district more largely than in the past, it is generally felt there will have to be an advance.

Butter—	
Creamery, Manitoba .....	0 29
Dairy .....	0 19 0 24
Cooking .....	0 12 0 16

CHEESE.—While prices remain as

last week, it is believed the demand will necessitate slightly higher quotations before long.

Cheese—	
New, large .....	0 16 1/4
New twins .....	0 17

EGGS.—As with butter and cheese, the impression is that an upward movement may be expected here. None has been struck as yet.

Eggs, extra first .....	0 20
Checks .....	0 12
Extra, in cartons .....	0 24

# Cheap Tea Dearer in Long Run than Good Grades

Dollar's Worth of 45-Cent Tea, for Instance Will Go as Far as Same Value of 35-Cent, and Flavor is Better—Good Tea Has Not Gone Up as Rapidly as Cheaper Varieties—Fixed Charges Same on Each.

Specially Prepared for Canadian Grocer.

TEA is flavor not tea leaves. Flavor is the big difference between good and poor tea—in many cases between the 30c, 35c teas and the 45c tea. If the grocer will endeavor to impress upon the customer this important point in connection with tea there will be more sales of better grades. The fact that people buy tea indicates that they appreciate tea flavor; this in itself is something to work on—try selling them more flavor.

And not only does the more expensive tea give the better flavor but in practically every case the grocer is safe in guaranteeing that the customer will get as much tea dollar for dollar from the 45c varieties as from the cheaper kinds—that a dollar's worth of 45c tea will make just as many cups of equal strength as a dollar's worth of 35c tea. This is based upon quality and quality goes with flavor.

### Pickling and Selection Important.

There are good reasons why flavor and quality cannot be had in the cheaper teas as compared with the higher priced. It is not so much a question of the country in which they are grown so much as of pickling and selection. Teas in almost every case are grown in hilly countries, and there is a great difference between the high grown and the low grown. As any Canadian knows there is a great difference between the quality of an apple grown in a moist, mild atmosphere and one grown in a climate where the air is clear and fall nights frosty; between the quality of wheat grown in the warmer localities compared with that raised where early frosts are dangerous—and it is much the same with teas, the difference being in the elevation and the varying atmospheres. The elevation is a big factor in decid-

ing the flavor; then too there is the matter of grading. There are first and second leaves, the difference being between the fine tender leaves and the larger and coarser ones. Cheap teas are either low grown varieties of weak flavor, or the seconds of the pickings of the high grown product.

### Cheap Teas are Dearer.

It is no paradox to say that cheap teas have been dear for a number of

home to the customer. The person who buys cheap tea to-day — at the price paid a few years ago—is getting 12 or 13c less in value for their money as compared with 7c less in value received by the person paying the higher price—the conclusion is obvious.

### Fixed Charges the Same.

Here is another point. When a customer pays 35c for a pound of tea, he or she is paying just as much freight, just as much for the packing and just as much for the handling as in purchasing the better quality—there are certain fixed charges on a pound of tea which must be practically the same no matter what the selling price is fixed at. To get definitely at these figures would be impossible for the transportation rates from different countries are different and vary at different times of the year. For illustration, let us put the freight and packing at 5c per lb. in normal times. We find that this charge on a 30c tea is 16 2-3 per cent. as compared with 12 1-5 per cent. on the 40c. tea, and the difference between teas of greater contrast in prices would be even more marked.

These are some features of the tea business and the relation of the cheaper and the dearer teas which should have the attention of the tea salesman. Those customers who can be brought to an appreciation of tea quality and to the use of the better tea will generally be found willing to pay the price. The difficulty with a great many people is that in tea they see tea leaves and not flavor—to them there is no difference so long as there is the bulk. In buying teas they could make no greater mistake and the grocer can be a great influence in educating them to an appreciation of what tea quality means.

### TRITE TEA TALKS.

*Cheap teas have advanced in price 12 to 14c a pound in seven years, compared with 7c in more expensive varieties—the conclusion is obvious.*

*Users of cheap tea are paying as much for packing and as much for freight and handling as the users of better tea—customers would rather pay for tea than for packing charges.*

*There is as much difference between high and low grown teas as between a Southern apple and one of Nova Scotia—tea is flavor, not so much leaves; tell your customers about flavor.*

years. Since 1907 when teas began to go up in price, it has been noted that while there has been an increase of 6 or 7c. a pound in the cheap varieties, there has only been an increase of about 2c. in the better pickings. Bring this point



## The "Hump" of the Hamilton Grocers

Many Novel Contests Put on and Prizes are Unique—Two Ball Contests With Some Heavy Scoring.

Hamilton, Ont.—Every autumn the Hamilton Retail Grocers' Association treat themselves and their Brantford friends to a little outing which goes under the official name of "The Hump." Owing to the rather upset conditions attributable to the hostilities in Europe, the outing this year was on a smaller scale than usual. Nevertheless the grocers had a good time. Their destination was the Dundas Driving Park and with a couple of ball games and several other contests a good lively afternoon was spent. About a hundred members of the trade were present.

The scores in the ball game indicate that a good many circuits of the diamond were made, and it is safe to say that the liniment bottle that has reposed on the shelf since the picnic at the Falls was again brought into requisition. The first encounter resulted in a score of 28 to 23, and the second 27 to 22. The players in No. 1 skirmish were: Winners—J. L. Brown, Hilton, Rattenburg, Sullivan, Eaton, Henderson, Hendry, E. A. Young, and Venator. Losers—Cann, Semmens, Knox, Hutcheson, White, Blain, Cummings, Aute and Arthur.

No. 2: Winners—E. C. Jamieson, Tate, Vaughan, Morrow, Lawrie, Michael, Smith, W. Smye, and Wilson. Losers—Hausuld, J. Young, Hughson, J. Burns, Martin, Copple, Bay Hill, D. K. Clarke and Jno. Kew.

In addition to the ball games there was a ten-mile race, a wheel-barrow race, throwing the ball through the horse-collar, swatting the bottle, putting the shot, and several other novelties. The marathon winners were G. H. Hausuld, E. F. Henderson and Ed. Hilton. E. H. Young and J. Michael won the barrow contest, with E. F. Henderson and M. Sullivan second, and J. Knox and W. Smith third. The straight shots in the horse collar throwing were J. Venator, Eric Jamieson and W. Eaton. Jas. Burns was the hero in "swatting the bottle," with E. H. Young and Jno. Forth second and third, but in "putting the spot," length counted, and Jack Knox won. Following him up were W. Smith and W. Eaton. A box of complexion powder and an egg shampoo will be handed out to the two winners. (These prizes were no doubt selected by Bay Hill.) M. Semmens captured the rattle in the 100-yards dash; E. F. Henderson won a set of blocks and G. H. Hausuld became the proud possessor of a sail boat by making the post third.

J. M. Semmens and E. H. Young were the winners of the three-legged contest

and J. L. Brown and G. H. Hausuld second. But it remained for E. F. Henderson and M. Sullivan to carry away the pick of the prizes by running third. It was a "Cum Back Ball." A spinning top, fancy silk hose and a horn were the prizes J. Knox, J. Wilson (Dundas) and Tait received for long distance ball throwing. It seemed, however, too bad that the rocking-horse and a pair of fancy silk hose could not have been dis-

tributed among the tug of war winners. The teams were so well matched that neither side could budge an inch. J. A. McIntosh was judge of the games.

The tin-type man was on the ground, as usual, but it is to be regretted that the pictures are not sufficiently good for reproduction. Otherwise some interesting scenes of the "party" would have been revealed. During the evening there were songs, music, speech and story. Jno. Kew and Jas. Burns, of Brantford, Ald. Ellis of Hamilton, and Bay Hill, J. L. Brown and J. Kirkpatrick all "gave their testimony," as the prayer meeting correspondent would say. An enjoyable luncheon punctuated the proceedings.

## London Grocers Picnic at Springbank

Annual Early Autumn Function Attended by About 5,000 People—Many Humorous Contests—Visitors from Brantford and Toronto.

London, Sept. 10.—(Special.)—Nearly five thousand people attended the tenth annual picnic of the Retail Grocers' Association at Springbank Park last week. It rained all day previous to the picnic, and Wednesday morning, although the sun shone bright at times, the dark clouds would blacken the sky occasionally, but as President Adam Palmer puts it, "The prayers of the righteous availeth much," so the day was warm and bright—in fact, ideal for an outing.

The sports were all good, and created a lot of amusement. The tug of war between a picked team of the grocers north and south of Dundas Street, was won by the south side, captained by President A. W. Palmer. Geo. Ecclestone's north side team won one pull out of three. Perhaps the most amusement was caused by the boxing match between "Scotty" McEwen and "Jack" Kilroy. They scrapped five two-minute rounds, until Jack Kilroy was "knocked out." J. T. May was seconds for Kilroy and E. J. Ryan acted for the winner. D. W. Clark, of Toronto, was timekeeper. The boxing in barrels was also a fun maker.

The Scotch and Irish dancing in costume brought forth eight entries. They were all so good, the judges had a hard time to decide, so they all got prizes.

The baby show brought forth seventy-five entries. The judges were bewildered, but stuck to their task, and as usual had to content some of the mothers. However, the committee were armed with consolation prizes for everybody. The judges were W. J. Mellen, Brantford; D. W. Clark, Toronto, and A. D. McLean, manager of the Bank of Commerce, London.

The Grocers' 100 yard dash was a big surprise. Jack May won first prize, 100 lbs. granulated sugar. The boys were figuring all week that Cyril Hayes or Geo. Ecclestone would take the sweets. They never thought of an old-time ball player like Mr. May. Charlie Ross won second, a case of jam, and Dan Carter, third, a box of soap.

There were races for grocers' wives, feminine grocery clerks, and other grocery clerks, grocery drivers and grocery travelers, and they were all well contested. The dance in the pavilion in the evening was a huge success; 160 couples paid admission. W. J. Mellen, Miss Mellen and Miss Patterson, of Brantford, were welcome visitors; also "Dave" Clark, of Toronto, who took an active part in the baby show and boxing match. The committee responsible for the success of the picnic were President Adam Palmer, Treasurer Thos. Shaw, Secretary Harry Harley, J. W. Eedy, Geo. H. Ellis, Geo. Ecclestone, Gordon Drake, J. A. McFarlane, J. T. May, H. P. Rosser, H. R. Hooper, Alfred Cave and Frank Paul. E. J. Ryan was chairman of the sports committee, and Gordon Drake, chairman of the refreshment committee.

The committee feel elated over the success of the affair.

### WANT RENTS LOWERED.

Petitions are being circulated among the retail merchants of Winnipeg which will be presented to the rental agents, and which ask for an immediate and substantial reduction in rents. Other petitions are being circulated for the reductions of house and suite rents.



# CANADIAN GROCER

Established 1886.

Only Weekly Grocery Paper Published in Canada.

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John Bayne MacLean - - President

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## THE CONSUMER INDITED

DAILY PAPERS STILL talk in enigmatic terms about "war" prices but without pointing to a single specific case where prices have been raised without cause. They continue to prate on "excessive charges" and hint that if reform is not immediate the Government "bogie-men" will get the offenders, presumably the retailers. These baseless and grossly unfair insinuations against honest men are doing much to lower the reputation of the grocery trade, and if at all possible a stop should be placed against them.

Shortly after the war broke out an inquiry was begun in New York city to determine the cause of what appeared to be undue advances. The general impression among the newspapers and the populace was that the retail dealer would be made the "goat." G. W. Perkins was appointed head of the mayor's investigating committee and in an official report is to be found the following:

"So far as high prices since the beginning of this war are concerned, there can be no doubt that the housewife is the conspirator who should be indicted, if anybody. The reports of our investigators show this perfectly clearly; people in every part of the city, and of all degrees of influence, have been hoarding foods against the time of higher prices which they anticipated. Is the grocer, who buys 10 barrels of sugar, where he used to buy one, any guiltier than the housewife who buys 10 pounds where she used to buy one? In fact, if the housewives multiply their orders by ten, mustn't the grocers multiply theirs by ten also in order to meet the extra demand? That's what has happened."

With very few exceptions any investigating committee appointed by the Dominion Government would have to come to the same conclusion. Canada is so vast a country and produces the necessities of life on so large a scale, that it is absolutely impossible for any one man to get a corner on anything of a staple character. And competition is otherwise too keen — as any Government or daily press official could determine for himself—to secure prices the market situation didn't warrant.

## REGULATING FOOD SUPPLIES

IN VIEW OF the agitation which has arisen—or is reported to have arisen—in certain quarters, regarding the so-called unreasonably high prices which have been charged for foodstuffs and groceries and the talk of legislation in connection with the matter at Ottawa, it may be of interest to state briefly the steps which have been taken in connection with the same problem in England.

The position of Great Britain at a time like this is vastly more serious than that of Canada—she is an importer of foodstuffs and Canada is an exporter. And yet there is nothing in the legislation which has been passed concerning foodstuffs which should not reasonably apply to England or any other country at any time. It is to prevent the deliberate or unreasonable holding of supplies. England is prepared for higher prices for foodstuffs and under war conditions the prices may be expected to advance practically the world over.

Canadian Grocer has taken a strong position against the charging of unreasonable prices or making capital of the nation's position for unreasonable gain, but at the same time the general public cannot expect that prices are going to remain on the old level; the grocer has to pay more and he is entitled to more. It is largely a question of supply and demand; supplies are to be seriously interfered with if the war continues while the demand has greatly increased.

We see nothing in the food law which has been passed in England to which the grocery trade could take exception if put into force in this country. The one main clause reads:

If the Board of Trade are of opinion that any foodstuff is being unreasonably withheld from the market they may, if so authorized by His Majesty's Proclamation, generally or as respects any particular kind of foodstuffs and in manner provided by the Proclamation, take possession of any supplies of foodstuffs to which the Proclamation relates, paying to the owners of such foodstuffs such

prices as may, in default of agreement, be decided to be reasonable, having regard to all the circumstances of the case, by the arbitration of a judge in the High Court selected by the Lord Chief Justice of England.

— ❁ —  
**WAR TAX ON TEA**

A PROMINENT tea importer makes the statement that he expects that at the first opportunity the Government will increase its facilities for raising the \$7,000,000 war fund by imposing a tax on tea. That this has not already been done is somewhat of a surprise, in his opinion, from the fact that tea can stand a tax probably better than any other household supply and better by far than sugar, and he further bases his opinion on the fact that the falling off in imports will interfere with the amount aimed at being raised by the taxes already imposed.

Tea, it is argued, can stand a tax for the reason that it makes a very cheap beverage and would not be dear with a substantial tax added—comparatively speaking. It is also pointed out that it is a usual custom to war-tax tea and in the South African war this was done to the extent of about 16c the pound in England.

"Where," we are asked "is the Government going to supplement the taxes now imposed if not on tea?"

— ❁ —  
**PROFITS ON SUGAR**

BIG PROFITS ON SUGAR were made by some jobbers. It is seldom they get a chance to make \$8 to \$12 on a barrel of sugar, but some grasped it.—*American Grocer.*

IN THE TRADE under such conditions as exist at present, there is a great deal said about the price of sugar—sugar is the commodity which has been under the greatest pressure since the declaration of war started a strong demand for foodstuffs. For some reason sugar in Canada has for some years been protected by something in the nature of an unwritten law which allows it to get to the consumer without paying a profit, or if any, a small one. Many retailers sell sugar at about what it costs them, and wholesalers take a very small margin. The item which is reprinted above indicates that in the United States there is no such charitable sentiment in the grocery trade.

Canadian Grocer is not here endorsing the fact that in the United States exorbitant profits were taken on sugar; the idea is to show that in the American trade sugar is regarded as any other commodity handled by the grocer and should yield its share of profit. The small margin at which groceries are handled does not warrant any retailer in handling goods on which he cannot make a fair profit—and this applies to sugar or anything else. The cost of doing business must be met and sugar should do its share.

There are retailers who will not handle sugar without a 20% profit; they would rather not sell at all than make sales at less—but we are afraid that these men are few and far between, and the majority seem to consider that they owe it to the general public to maintain an establishment with a high rental and pay other heavy expenses to fill the needs for sugar at cost price.

**A "HOME TOWN" MOVEMENT**

IF THE parcel post system works out in some ways to the disadvantage of local merchants it has at least one great virtue: it has served to focus the attention of the public on one local subject, the twenty-mile zone. The very name contains a suggestion in favor of shopping with the local merchant; a suggestion of greater expense incurred by ordering away from home. This internal argument inherent in the terms of the new regulations, has been emphasized in a commendable degree by the active campaign carried on by many merchants towards reaping the advantages of lower rates within the restricted area.

It would appear that there could be no more opportune time for the launching of a new movement that aims at a more adequate recognition of the local merchant. This is styled, quite aptly, the Home Town Association. It had its origin in the State of Illinois but is spreading rapidly as its obvious merits are recognized. In creating this organization the members claim no altruistic motive, but it is solely for the purpose of helping "the country merchant to adopt more modern methods so that he may sell more goods, and put up a stronger competition against the mail order houses." The Home Town Association makes an appeal to the country merchant "to advertise, hustle, hold and build up his trade." Thus it aims to meet the M.O.H. on its own ground, the only way to meet it successfully. Further than that it appeals "to the farmers and the local public spirit to trade at home, and thereby to build up the home country town."

The local newspapers should throw themselves heartily into such a movement, for it is one that brings mutual benefit to all parties. They themselves are the victims of a postal law that allows the Dollar Dailies—that give away their paper at a subscription price away below the cost of the white paper on which it is printed—to flood the district with the huge announcements of the mail order houses, and curtail their own circulation. The movement will bring more business to the manufacturer and the jobber; it will turn trade that goes outside into the natural local channels. A Home Town Association should be started in every town in Canada.

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**EDITORIAL NOTES**

FALL FAIR TIME means extra business to the live dealer.  
 . . .

THE MAN WHO talks blue ruin to his customers should never have been a merchant.  
 . . .

WHAT IS WANTED among the public is a little more confidence talk on the future of the nation.  
 . . .

FROM PRESENT EVENTS in Europe, the beginning of the end is looming up, which will mean extra good times.  
 . . .

THE MAD RUSH upwards of grocery prices has subsided. The bears are beginning to take a hand in the game.



## CURRENT NEWS OF THE WEEK

### Quebec and Maritime Provinces.

Bray Bros., grocers, have registered at Sherbrooke, Que.

Jos. Leblanc, grocer, Montreal, has disposed of his business.

Valin Monette, Limitee, grocers and dry goods dealers, Hull, Que., have obtained a charter.

A. Lesperance, grocer, Montreal, has disposed of his stock. Leon Sauve, of Montreal, has also disposed of his stock.

### Ontario.

The estate of H. W. Kennedy, grocer, Georgetown, Ont., has been disposed of.

R. Storcks, grocer, Oshawa, Ont., has sold to E. Beckner.

L. E. Gowing & Co. have opened a general store in Burks Falls, Ont.

Thomas & Robertson, St. Thomas, Ont., are opening a broom factory in Ingersoll.

T. A. Davidson, grocer, Toronto, has sold to the Householders' Co-operative Stores, Limited.

A. Grey, grocer, Toronto, has been succeeded by the Householders' Co-operative Stores, Limited.

Wm. Lee, confectionery wholesaler, St. Catharines, Ont., was rather seriously injured last week in an automobile accident near his home.

O. S. Matchett, of Goheen & Matchett, grocers, Peterborough, Ont., spent the week-end in Toronto. He was a visitor at that office of Canadian Grocer.

The Fort William Starch Works, Ltd., Fort William, Ont., which have been closed down for the past few weeks on account of over-production, are to resume manufacturing operations at an early date.

Butcher & Dobbie have purchased the general store business of C. H. Gerbig, at Creemore, Ont. This was the business conducted until recently by Alex. Earle. Mr. Dobbie was formerly with the Earle Company.

The Retail Merchants' Association of Belleville, Ont., will form a company of the Home Guards. The Home Guards will drill each Monday and Thursday evening at eight, and several strong companies are being formed.

Toronto has a chain of co-operative stores operated by what is known as the Housewives Co-operative Stores. One is located at the corner of Yonge and College Streets; another on Brock Avenue, and a third on Royce Avenue. There is

a movement on foot in Hamilton to create a similar line of stores.

The McCormick Manufacturing Company, London, Ont., will vacate its old building, at the corner of Dundas and Wellington Streets, about the latter part of the month. The company has moved its candy departments to the new plant in East London, and is only making biscuits at the old factory.

Many Orillia, Ont., merchants have agreed to give 10 per cent. of their cash receipts to the Patriotic Fund on Saturday, September 19th. They are also offering special inducements to encourage shopping on that day, and it is expected that the outcome will be a large contribution to the Patriotic Fund.

A movement is on foot among the merchants of Thamesville, Ont., to close their stores every night except Saturday at six o'clock during the fall and winter months. President Wallace, of the Board of Trade, has been requested to call a meeting of the merchants for discussion of the matter. A meeting will be held in the Town Hall on Monday evening, September 14th, at eight o'clock, to discuss the matter.

### Western Canada.

Henry Nelson has purchased the grocery business of Mr. Cooper on Pearce Street, Wetaskiwin, Alta.

C. E. Pierce, of the C. E. Pierce Co., San Francisco, Cal., packers of tunny fish, was in Winnipeg this week discussing with W. H. Escott, his Western representative, business conditions. Mr. Pierce was delighted with the condition in which he found business.

W. J. Patterson, general merchant, Dummer, Sask., has opened up his hardware department in a separate building, and has taken in a partner to manage same.

N. Honeyman, of the Lilac Grocery Store, Winnipeg, has just moved into a splendid new building on the corner of Lilac and Jessie Avenue, which he has had erected this year. Mr. Honeyman has added a butcher department to his store, and while he has not yet got everything in the order which he wants, it is apparent that this place of business will be one of the finest in a part of the city where splendid equipped grocery stores are the rule.

At a recent meeting of the Grocers'

and Butchers' Section of the Retail Merchants' Association of Winnipeg the policy of the trade during the war was discussed, and certain plans decided upon. The following resolution was passed:—First, that a committee be appointed to inquire into the causes of the increase in prices of commodities, and to formulate a policy to safeguard the interests of the consumers. Second, that it would be inadvisable from a patriotic and economic standpoint to unduly curtail reasonable credit to conscientious customers, and that the present burden of increased prices and financial stringency should be spread evenly between wholesalers and retailers.

### TO DISCONTINUE COUPON PLAN.

It will be remembered that at the special meeting of retail dealers, held in the R. M. A. rooms, Toronto, a short time ago, the policy of a soap company in placing its product on the market by means of a coupon plan was discussed. Since then the question has been discussed with representatives of the company, the wholesale and retail trade. The company was not aware that when it made its plans it was doing something contrary to the Trading Stamp Act, but it has agreed that the plan will now be discontinued. The R. M. A. officials have also agreed not to take any legal action regarding the one issued and advertised coupon on this understanding.

### MAKES PROFIT ON BANANAS.

Discussing the question of handling bananas with a profit, W. H. McLeod, of Neepawa, Man., advises the purchasing of them green on the stock when possible. He also maintains that bananas should be bought in small quantities and that they should be turned over as quickly as possible. By following out this policy he makes a net profit on them. In the hot season especially, oranges and lemons are also purchased in small quantities and he finds them profitable goods to handle. He figures that he breaks about even on berries and pineapples, but on peaches he makes some money. Berries, pineapples and peaches, he says, should be sold as quickly as possible after purchase.



An exterior view of the new store of Jas. Burns, Brantford, Ont.

## New Brantford Store Invaded Middle of Night

Burns' Block, Erected At Big Cost, Has Commanding Exterior Appearance.—Fixtures And Equipment To Facilitate Service And Business Generally.—The Interior Arrangement.

By Staff Correspondent.

At twelve o'clock, midnight, some time ago a representative of Canadian Grocer found himself looking over the interior of the grocery store of Jas. Burns, Brantford, Ont., and the warehouse and stables at the rear. It was, of course, no attempt at burglary as Mr. Burns himself led the way and another grocer made up a trio.

Not so long ago Mr. Burns erected a new store on Dalhousie street, Brantford, Ont., at a cost of a good many thousand dollars. It occupies an extensive frontage on Dalhousie street at the corner of King street, is three storeys high, bright and roomy. Erected in 1913, it may be said to be a new store. The exterior appearance, as shown by the photograph, illustrates the importance Mr. Burns places on attracting the attention of the customer from the outside. It is known as the Burns' Block, which means considerable advertising. On the right is the butcher department, operated by his son. The entire building has a substantial look about it that denotes confidence.

### Why Visited At Midnight.

It probably should be explained here just how it came about that this estab-

lishment was inspected in the middle of the night. The reason is this: A more than usual lengthy session of the Brantford Retail Grocers' and Butchers' Association had been held at which were present the three persons above mentioned. It was really time for a snack and Mr. Burns' invitation was accepted.

A glance at the interior of this store shows a particularly neat arrangement of canned goods. The store pillars are not allowed to go to waste. The cans are displayed in circular fashion from floor to ceiling, and the eye is immediately struck by them on entering the store. The monotony of a continuous row of cans is broken by two circular shelves covered with paper table napkins, on which are displayed a few bottles of pickles and olives.

To the right of the main door is the confectionery department with show case and next to that is the main order counter.

A feature of the store interior arrangement is the displaying of goods on small tables to the left of the pillars. The end of one of these can be seen in the picture. These tables are used for all

kinds of bottle goods, soup samples, and dainties of various kinds.

### Good Line Up of Fixtures.

There are many modern fixtures in the new Burns store. Among them are a self-measuring oil pump, account register, cash register, computing scale, vegetable display fountain, refrigerator and metal ceiling. Mr. Burns holds to the opinion that a strict censor should be kept on all credit accounts. This is one of the reasons why he has installed the credit register. At association meetings whenever the talk turns to delinquent accounts, he advises that every precaution be taken to insure against loss in this regard. "Better not open a new account at all, unless you are absolutely sure you are going to get your money," is the advice he tenders.

At the rear of the store is a fine stable with cement floor and a driveway under cover. This is of great assistance particularly during wet weather, and it can be kept spotlessly clean with little trouble.

### An Association Worker.

Mr. Burns is a great believer in as-





This view of interior of the Burns Store shows good arrangement of barrel goods around the pillars.

sociation work. He has been a member of the Brantford organization for a long time and has also been a member of the Ontario Retail Grocers' Association

since its inception. He is usually to be found attending the meetings, and is always in attendance at the annual picnic at Niagara Falls.

of dollars might have been added to the agricultural returns of the farms in the West this season by the application of tillage suited to the requirements of the soil and weather conditions.

This move of the Saskatoon Board of Trade is along right lines and it is sincerely to be hoped that it will be successfully carried out and many farmers benefited by it.

It would be an excellent idea if other towns and cities would follow the example of Saskatoon and undertake to disseminate information in reference to the proper treatment of agriculture in their vicinity. It is patent to the most casual observer that any system of farming that is adapted to one section in this great Western country may not be suitable to another not far distant, and this is one reason why this proposal gives promise of good results.

**Much Nonsense Preached.**

It is well known that a tremendous amount of nonsense has been preached, particularly by the Eastern press, to the farmer about mixed farming, while the exponents were quite ignorant of the conditions under which the agriculturist was laboring. In those circumstances it is little wonder that the average farmer has been inclined to treat with levity much of what he reads and hears of an admonitory character.

**Western Merchants Engaged on Big Plan**

Board of Trade Secretary of Saskatoon Interesting Them in an Educative Movement to Assist Farmers to Produce Better Crops—The Plan Outlined.

By Staff Correspondent.

Saskatoon, Sask., Sept. 10.—The Secretary of the Board of Trade of Saskatoon has laid a proposition before the members of that body which has for its object a very commendable one and seems likely to be carried out.

It is proposed to disseminate among the farmers in the vicinity of the city information calculated to improve the present methods of agriculture in vogue among many of them. The crops for some distance around Saskatoon this year are mostly poor, but there are some fair yields. The prevailing cause of failure was the want of rain during the growing time, the rain fall being only 1-10 inch throughout the season.

In spite of this lack of moisture there are some fairly good crops. Those were obtained in every case where improved methods of farming were applied. It was pointed out by the secretary and other speakers at a meeting called to consider the question that if those favorable results could be obtained in some

cases, there seemed little reason why great improvement could not be made in many others.

It was proposed that some of the practical and successful farmers, also the professors in the Agricultural College, should give information as to the methods adopted and applied by them and that those should be printed in pamphlet form and distributed wherever they would be likely to do good.

**Merchants To Help.**

It was further proposed that a number of the merchants of the city would form a committee and see to the distribution and spreading abroad of this very useful information. The scheme is an excellent one and if properly carried out may produce splendid results.

In travelling about through this country, especially a season like this, it is very easy to see some of the effects and tremendous loss resulting from careless, slipshod methods of farming. Millions

**R. G. KNOX CO.**

Merchandise Prokers

Eastern Accounts Solicited

San Francisco 24 California St.

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# WAR NOTICE

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

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

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

**HOLBROOKS LIMITED**  
**of Birmingham, England**

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

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



# Save Money

for your customers without loss to yourself by recommending to them the economical, nutritious Macaroni, Vermicelli and Spaghetti.

Do you insist on the best of each line of goods for your store?

Do you prefer goods made in Canada? Then you will want

## Hirondelle

(Swallow)

and

## L'Etoile

(Star)

brands on your shelves. Manitoba hard wheat only is used in these Canadian brands.

Although the demand has greatly increased and our capacity is taxed to the utmost, we are filling all orders at the regular price.

*Order from your jobber.*

# C. H. CATELLI

LIMITED

Montreal

AGENTS:

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

## QUOTATIONS FOR PROPRIETARY ARTICLES

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

### BAKING POWDER.

#### COOK'S FRIEND BAKING POWDER.

In Cartons—	
No. 1 (25c size), 4 doz.....	\$ 2 25
No. 1 (25c size), 2 doz.....	2 25
No. 2 (10c size), 6 doz.....	0 80
No. 2 (10c size), 3 doz.....	0 80
No. 3 (5c size), 4 doz.....	0 45
In Tin Boxes—	
No. 13, 1-lb., 2 doz.....	3 00
No. 14, 8-oz., 3 doz.....	1 75
No. 15, 4-oz., 4 doz.....	1 10
No. 16, 2½ lbs.....	7 95
No. 17, 5 lbs.....	14 00

#### ROYAL BAKING POWDER

Sizes	Per doz.
Royal—Dime .....	\$ 0 95
" ¼-lb.....	1 40
" 6-oz.....	1 95
" ½-lb.....	2 55
" 12-oz.....	3 55
" 1-lb.....	4 90
" 3-lb.....	13 60
" 5-lb.....	22 35

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

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

White Swan Baking Powder—5c tin, 40c per doz.; 4-oz. tin, 65c per doz.; 6-oz. tin, 90c per doz.; 8-oz. tin, \$1.20 per doz.; 12-oz. tin, \$1.00 per doz.; 16-oz. tin, \$2.25 per doz.; 3-lb. tin, \$5 per doz.; 5-lb. tin, \$9.50 per doz.

#### FOREST CITY BAKING POWDER.

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

#### BLUE.

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

#### COUPON BOOKS—ALLISON'S.

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

#### UN-NUMBERED.

100 books and over, each	0 63¼
500 books to 1,000 books.	0 63

For numbering cover and each coupon, extra per book, ½ cent.

### CEREALS.

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

White Swan Breakfast Food, 2 doz. in case, per case,	\$3.00.
The King's Food, 2 doz. in case, per case,	\$4.80.
White Swan Barley Crisps, per doz.,	\$1.
White Swan Self-rising Buckwheat Flour, per doz.,	\$1
White Swan Self-Rising Pancake Flour, per doz.,	\$1.
White Swan Wheat Kernels, per doz.,	\$1.50.
White Swan Flaked Rice,	\$1.
White Swan Flaked Peas, per doz.,	\$1.

#### DOMINION CANNERS.

Aylmer Jams, Per doz.	
Strawberry, 1912 pack .....	\$2 15
Raspberry, red, heavy syrup .....	2 15
Black Currant .....	2 00
Red Currant .....	1 85
Peaches, white, heavy syrup .....	1 50
Pear, Bart., heavy syrup .....	1 7½
Jellies.	
Red Currant .....	2 00
Black Currant .....	2 20
Crabapple .....	1 65
Raspberry and red currant .....	2 00
Raspberry and gooseberry .....	2 00
Plum jam .....	1 55
Green Gage plum, stoneless .....	1 55
Gooseberry .....	1 85
Grape .....	1 55

#### Marmalade

Orange Jelly .....	1 35
Green fig .....	2 25
Lemon .....	1 60
Pineapple .....	2 00
Ginger .....	2 20

#### Pure Preserves—Bulk

	5 lbs. 7 lbs.
Strawberry .....	0 60 0 95
Black currant .....	0 60 0 95
Raspberry .....	0 60 0 95

14's and 30's per lb.

Freight allowed up to 25c per 100 lbs.

Strawberry .....	0 60 0 95
Black currant .....	0 13
Raspberry .....	0 13

#### COCOA AND CHOCOLATE.

##### —THE COWAN CO., LTD.

#### Cocoa—

Perfection, 1-lb. tins, doz...	4 60
Perfection, ½-lb. tins, doz.	2 40
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz...	0 90
Perfection, 5-lb. tins, per lb.	0 35
Soluble bulk, No. 1, lb. ...	0 20
Soluble, bulk, No. 2, lb. ...	0 18
London Pearl, per lb. ...	0 22

Special quotations for Cocoa in barrels, kegs, etc.

# This army of salesmen will help you win the battle

The Nicholson & Bain sales forces are ready for your order to introduce your products to the thousands of monied buyers of the Canadian West. Wheat prices are high—farmers are prospering—they have the money and need your goods.

Your battle for more business will be an assured success if you act NOW. Our salesmen call on the trade daily—their field of operations extends from Lake Superior to the Pacific Ocean. We handle goods on a commission basis and are open for any line not competing with those we already carry.

Write now for fuller particulars.

**Nicholson & Bain,** Wholesale Commission  
Merchants and Brokers

HEAD OFFICE—WINNIPEG, MAN.

REGINA SASKATOON EDMONTON CALGARY LETHBRIDGE VANCOUVER

## A tip on the <sup>the side</sup> side, Mr. Grocer

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

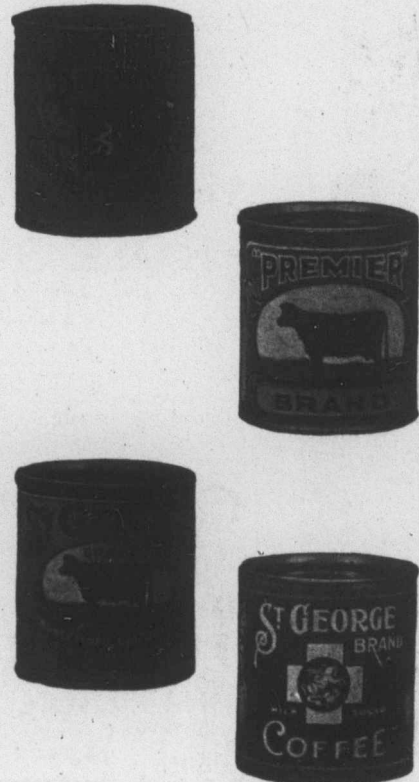
### PRICES:

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

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

## Malcolm's Condensing Co.

St. George, Ontario





# CAN-O-WAX

*a household necessity*

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

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

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

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



## CANADIAN OIL COMPANIES, Ltd.

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



*Fresh Ripe Tomatoes  
Finest Pure Spices  
First Quality Vinegar*



*Automatic Machinery*  
**= ROSE BRAND  
CATSUP**

Not a stone is left unturned in the production of Rose Brand Catsup to preserve absolute purity and a high quality and yet enable the grocer to sell it at a popular price.

The finest Sun-ripened tomatoes and purest ingredients only are used. Place your orders early. Only 1914 pack supplied.

**Fretz Limited**  
**HAMILTON, ONT.**

*Agents*

Amos B. Gordon Co., Toronto, Ont.,  
General Sales Agents.

(Unsweetened Chocolate).

Supreme chocolate, 1/2's, 12-lb. boxes, per lb. ....	0 35
Perfection chocolate, 20c size, 2 doz. in box, doz. .	1 80
Perfection chocolate, 10c size, 2 and 4 doz in box, per doz. ....	0 90
Sweet Chocolate— Per lb.	
Queen's Dessert, 1/4's and 1/2's, 12-lb. boxes .....	0 40
Queen's Dessert, 6's, 12-lb. boxes .....	0 40
Vanilla, 1/4-lb., 6 and 12-lb. boxes .....	0 35
Diamond, 8's, 6 and 12-lb. boxes .....	0 20
Diamond, 6's and 7's, 6 and 12-lb. boxes .....	0 25
Diamond, 1/4's, 6 and 12-lb. boxes .....	0 26
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, coconut, cream, in 1/2-lb. packages, 2 doz. in box, per doz. ....	0 90
Chocolate Confections Per lb.	
Maple buds, 5-lb. boxes. .	0 37
Milk medallions, 5-lb. boxes .....	0 37
Chocolate wafers, No. 1, 5-lb. boxes .....	0 31
Chocolate wafers, No. 2, 5-lb. boxes .....	0 26
Nonpareil wafers, No. 1, 5-lb. boxes .....	0 31
Nonpareil wafers, No. 2, 5-lb. boxes .....	0 28
Chocolate ginger, 5-lb. boxes .....	0 31
Milk chocolate wafers, 5-lb. boxes .....	0 37
Coffee drops, 5-lb. boxes. .	0 37
Lunch bars, 5-lb. boxes. .	0 37
Milk chocolate, 5c bundles, 3 doz. in box, per box. .	1 36
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box .....	0 85
Nut milk chocolate, 1/2's, 6-lb. boxes, lb. ....	0 37
Nut milk chocolate, 1/4's, 6-lb. boxes, lb. ....	0 37
Nut milk chocolate, 5c bars, 24 bars, per box .....	0 85
Almond nut bars, 4 bars per box .....	0 85

**EPP'S.**

Agents—F. E. Robson & Co.  
Toronto: Forbes & Nadeau.  
Montreal: J. W. Gorham & Co.  
Halifax, N.S.: Buchanan & Gordon, Winnipeg.

In 1/4, 1/2, and 1-lb. tins, 14-lb. boxes, per lb. .... 0 35  
10c tins, 3 doz. in box, doz. 0 90

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

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

Elite, 10c size (for cooking) doz. ....	0 90
Mott's breakfast cocoa, 2-doz. 10c size, per doz. .	0 55
Nut milk bars, 2 dozen in box .....	0 80
Nut milk breakfast cocoa, 1/4's and 1/2's .....	0 36
Nut milk, No. 1 chocolate. .	0 30
Nut milk Navy chocolate, 1/2's .....	0 26
Nut milk Vanilla sticks, per gr. ....	1 00
Nut milk Diamond chocolate, 1/2's .....	0 24
Nut milk plain choice chocolate liquors .....	20 30
Nut milk sweet chocolate coatings .....	0 20

**WALTER BAKER & CO., LTD.**

Premium No. 1. chocolate, 1/4 and 1/2-lb. cakes, 34c lb.; Breakfast cocoa, 1-5, 1/4, 1/2, 1 and 5-lb. tins., 39c. lb.; German's sweet chocolate, 1/4 and 1/2-lb. cakes, 6-lb. boxes, 24c lb.; Caracas sweet chocolate, 1/2 and 1/4-lb. cakes, 6-lb. boxes, 32c lb.; Cinqieme sweet chocolate, 1-5-lb. cakes, 6-lb. boxes, 21c lb.; Fal-

con cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked cocoa, 1/2-lb. pkgs., 6-lb. bags, 31c lb. Caracas tablets, 5c cartons, 40 cartons to box, \$1.25 per box; Caracas tablets, 5c cartons, 20 tons to box, 65c.

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

**CONDENSED AND EVAPORATED MILK.**

**BORDEN MILK CO., LTD.**

East of Fort William, Ont. Preserved— Per case.	
Eagle Brand, each 4 doz. .	\$ 6 00
Reindeer Brand, each 4 doz. ....	6 00
Silver Cow Brand, each 4 doz. ....	5 40
Gold Seal Brand, each 4 doz. ....	5 25
Mayflower Brand, each 4 doz. ....	5 25
Furity Brand, each 4 doz. .	5 25
Challenge Brand, each 4 doz. ....	4 50
Clover Brand, each 4 doz. .	4 50

**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 30
Peerless Brand, Family, each 4 doz. ....	3 90
Jersey Brand, Family, each 4 doz. ....	3 90
St. Charles Brand, tall, each 4 doz. ....	4 50
Peerless Brand, tall, each 4 doz. ....	4 50
Jersey Brand, tall, each 4 doz. ....	4 50
St. Charles Brand, Hotel, each 2 doz. ....	4 25
Peerless Brand, Hotel, each 2 doz. ....	4 25
Jersey Brand, Hotel, each 2 doz. ....	4 25
St. Charles Brand, gallons, each 1/2 doz. ....	4 75
"Reindeer" Coffee and Milk, "large," each, 2 doz. ....	4 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

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

**WHITE SWAN BLEND.**

1-lb. decorated tins, lb. ....	0 35
Mo-Ja, 1/2-lb. tins, lb. ....	0 32
Mo-Ja, 1-lb. tins, lb. ....	0 30
Mo-Ja, 2-lb. tins, lb. ....	0 30
Presentation (with tumblers) 28c per lb.	

**MINTO BROS.**

**MELAGAMA BLEND.**

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

**FLAVORING EXTRACTS.**

**SHIRRIFF'S.**

**Quintessential.**

1 oz. (all flavors), doz. ....	1 05
2 oz. (all flavors), doz. ....	2 00
2 1/2 oz. (all flavors), doz. ....	2 30
4 oz. (all flavors), doz. ....	3 50
5 oz. (all flavors), doz. ....	4 50
8 oz. (all flavors), doz. ....	6 50
16 oz. (all flavors), doz. ....	12 00
32 oz. (all flavors), doz. ....	22 00

Discount on application.

**CRESCENT MFG. CO.**

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

## The New Welch Plant at St. Catharines, Ont., Is Rapidly Being Erected

October will see our new plant at St. Catharines finished, with its powerful presses, bottling machinery and storage cellars in readiness to handle the choicest of the Concord grapes grown in that splendid fruit section. This has become necessary through the rapidly increasing demand in the Dominion for

# Welch's

## Grape Juice

The dealer who is unfamiliar with the profit-making and the trade-creating possibilities of Welch's should write us now for full information.

The unfailing purity, uniform high quality, delicious flavor and rich aroma of Welch's are secured by the exact Welch process of selecting only the choicest Concord grapes, pressing, sterilizing and hermetically sealing their juice at the time of their highest perfection.

Write us for our dealer's helps, store advertising material, etc.

**The Welch Grape Juice Company**  
WESTFIELD, N.Y.



# R. H. C.

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

Your wholesaler will supply you.

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



# BOLOGNA

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

MADE UNDER GOVERNMENT  
INSPECTION

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





# A King's Food

The zesty, condensed nutrition and deliciousness of the "King Oscar" Sardines is appreciated by Royalty as well as the buying public everywhere.

## KING OSCAR BRAND SARDINES

Widespread publicity makes initial sale easy for the dealer. A big all-round-year seller.

Ask your wholesaler for prices.

CANADIAN AGENTS  
**J. W. BICKLE & GREENING**  
(J. A. Henderson)  
HAMILTON - CANADA

## Visitors to the Exhibition are invited to call and see us

The Fruit Market is being well supplied with Foreign and Domestic Fruits. The assortment is large and prices in accordance with the times

## OYSTERS

The season opens with us to-day. Start with us this season and get the best.

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

Wholesale Fruit, Fish and Oysters

### BOAR'S HEAD LARD COMPOUND.

N. K. FAIRBANK CO., LTD.

Tierces	0 11 1/4
Tubs, 60 lbs.	0 10 1/4
Pails, 20 lbs.	0 0 1/4
Tins, 20 lbs.	0 10 1/4
Cases, 3 lbs., 20 to case	0 11 1/4
Cases, 5 lbs., 12 to case	0 11 1/4
Cases, 10 lbs., 6 to case	0 11

F. O. B. Montreal.

### MARMALADE.

SHIRRIFF BRAND.  
"SHREDDED."

1 lb. glass (2 doz. case)	\$1 90	\$1 80
2 lb. glass (1 doz. case)	3 20	3 30
4 lb. tin (1 doz. case)	5 50	5 25
7 lb. tin (1/2 doz. case)	8 60	8 25

"IMPERIAL SCOTCH."

1 lb. glass (2 doz. case)	\$1 60	\$1 55
2 lb. glass (1 doz. case)	2 80	2 70
4 lb. tin (1 doz. case)	4 80	4 65
7 lb. tin (1/2 doz. case)	7 75	7 50

### MUSTARD.

COLMAN'S OR KEEN'S.

Per doz. tins.	
D. S. F., 1/4-lb.	\$1 40
D. S. F., 1/2-lb.	2 50
D. S. F., 1-lb.	5 00
F. D., 1/4-lb.	0 85
F. D., 1/2-lb.	1 45

Per jar.	
Durham, 4-lb. jar	0 75
Durham, 1-lb. jar	0 25

VERMICELLI AND MACARONI

C. H. CATELLI CO., LIMITED.

Hirondelle Brand.

Prices for Quebec.

1 lb. pkgs. Loose.	
Vermicelli, Macaroni, Spaghetti, Macaroni (short cut), Animals, Stars, Alphabets, Small Paste Assorted, 30 lbs., cases	7 6 1/4
Egg noodles, case 10 lbs., loose; cases 60 pkgs., 1/2 lb. each	7 1/2 7

Marguerite Brand.

Same assortment as above

Catelli Brand.

Vermicelli, Macaroni, Spaghetti, 30 lbs. (loose)	5 1/4
30 lb. cases, 1 lb. pkgs.	5 1/4

Terms, Net 30 days.

Ontario.

L'ETOILE (STAR) BRAND.

Freight Prepaid.

1 lb. pkg., 25 cases or more	.07 1/2
1 lb. pkg., less than 25 case lots	.07 1/4
5 lb. box, loose, per lb.	.05 1/4
10 lb. box, loose, per lb.	.05 1/4
21 lb., loose, long, per box	1 50

Terms net 30 days.

### JELLY POWDERS.

JELL-O.

Assorted case, contains 2 doz

Straight.

Lemon, contains 2 doz.	1 80
Orange, contains 2 doz.	1 80
Strawberry, contains 2 doz.	1 80
Chocolate, contains 2 doz.	1 50
Cherry, contains 2 doz.	1 80
Peach, contains 2 doz.	1 80

Weight, 8 lbs. to case, Freight rate, 2nd class.

JELL-O ICE CREAM POWDER.

Assorted case, contains 2 doz

Straight.

Chocolate contains 2 doz.	2 50
Vanilla contains 2 doz.	2 50
Strawberry contains 2 doz.	2 50
Lemon contains 2 doz.	2 50
Unflavored contains 2 doz.	2 50

Weight 11 lbs. to case. Freight rate, 2nd class.

### SOAP AND WASHING POWDERS.

SNAP HAND CLEANER.

3 dozen to box	3 00
6 dozen to box	7 20

30 days.

RICHARDS' PURE SOAP.

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

Richards' Quick Naptha Soap.

GENUINE. Packed 100 bars to case.

FELS NAPTHA.

Prices—Ontario and Quebec:

Less than 5 cases	65 00
Five cases or more	4 85

### STARCH.

THE CANADA STARCH CO., LTD., EDWARDSBURG BRANDS

and BRANTFORD BRANDS.

Boxes. Cents.

Laundry Starches—	
40 lbs., Canada Laundry	.06 1/4
40 lbs., Boxes Canada white gloss, 1 lb. pkgs.	.06 1/4
48 lbs., No. 1 white or blue, 4 lb. cartons	.07 1/4
48 lbs., No. 1 white or blue, 3 lb. cartons	.07 1/4
100 lbs., kegs, No. 1 white	.06 1/4
200 lbs., bbls., No. 1 white	.06 1/4
30 lbs., Edwardsburg silver gloss, 1 lb. chrome pkgs	.07 1/4
48 lbs. silver gloss, in 6-lb. tin canisters	.06 1/4
36 lbs., silver gloss 6-lb. draw lid boxes	.06 1/4
100 lbs., kegs, silver gloss, large crystals	.07 1/4
28 lbs., Benson's Satin, 1-lb. cartons, chrome label	.07 1/4
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 corn	.07 1/4
40 lbs. Canada pure corn starch (120-lb. boxes 1/2 higher.)	.06 1/4
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.	.06 1/4
First Quality White Laundry	
3-lb. canisters, ca. of 48 lbs.	.07
Barrels, 200 lbs.	.06 1/4
Kegs, 100 lbs.	.06 1/4
Lilly White Gloss—	
1-lb. fancy cartons, cases 30 lbs.	.07 1/4
8 in case	.07 1/4
6-lb. toy trunks, lock and key, 6-lb. toy drum, with drumsticks, 8 in case	.06
Kegs, extra large crystals, 100 lbs.	.07
Canadian Electric Starch—	
Boxes containing 40 fancy pkgs., per case	3 00
Celluloid Starch—	
Boxes containing 45 cartons, per case	3 00
Culinary Starches—	
Challenge Prepared Corn	
1-lb. pkts., boxes of 40 lbs.	.06
Brantford Prepared Corn	
1-lb. pkts., boxes of 40 lbs.	.07 1/4
"Crystal Maise" Corn Starch—	
1-lb. pkts., boxes of 40 lbs.	.07 1/4
(20-lb. boxes 1/2 higher than 40's.)	

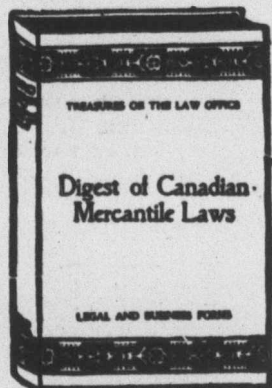
# LAW

No one can afford to be ignorant of the laws governing business.

Few, however, have the time to read the many and complicated volumes of the country's laws and statutes, and for the benefit of the hustling business men a concise and understandable book has been prepared. It gives all the necessary laws and information regarding merchandising, the renting of a store or house, mortgages, buying property, collecting debts, etc. This book, the

## Digest of Canadian Mercantile Laws

is a ready reference, a valuable guide in daily business, and is saving many dollars.



### No work published in Canada equals it for business men

A veritable consulting library on this one line so universally needed. Based on Dominion and Provincial Statutes and Court Decisions. Indorsed by barristers, sheriffs, magistrates and conveyancers. Recommended by the Ontario Institute of Chartered Accountants. Used by more accountants, bankers and business firms than any other work on the subject. Forwarded direct, post free, on receipt of price. Keep the book ten days, and if it is not satisfactory, return it and get your money back. If remitting by cheque, make same payable at par, Toronto.

**Eastern Edition - Price, \$2.00**

**Special Western Edition, \$2.50**

To meet the needs of subscribers in New Ontario and the Western Provinces, where land is under The Land Titles System of Registration, an Appendix of 16 pages, containing a synopsis of the Land Titles Acts, has been added to our regular edition, thus constituting a special "Western Edition." Price \$2.50.

**The MacLean Publishing Co.**  
Limited

Montreal Toronto Winnipeg Vancouver  
**BOOK DEPARTMENT**  
143-153 University Ave., Toronto, Ont.



## Getting Things Right.

Young housekeepers of little experience often ask their favorite grocers for the *best* coffee, the *best* tea, the *best* thing for dessert, and other best things, and the best grocers give them exactly what they want, because it is best to do so.

How many grocers are there, who, being asked for the best dessert preparation, would furnish anything but

# JELL-O

The high quality and low price of Jell-O adapt it to every class of trade, which accounts for the fact that "America's most famous dessert" is as popular in stores where it is sold as in homes where it is made up into delicious desserts.

**THE GENESEE PURE FOOD CO.,**  
Bridgeburg, Can.

The name JELL-O is on every package in big red letters. If it isn't there, it isn't JELL-O.

## How to Invest Money

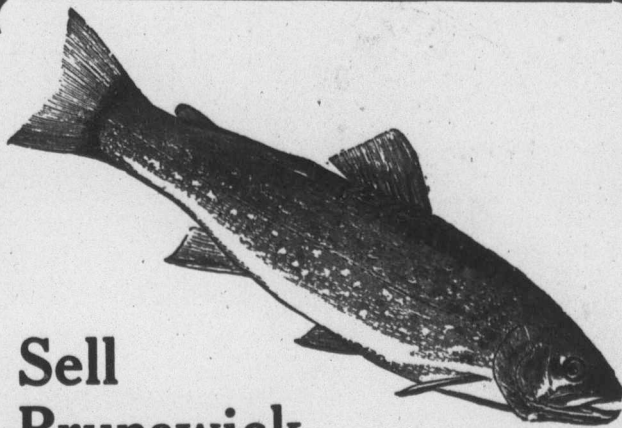
By GEORGE GARR HENRY

One of the most useful and easy-to-read books ever written on the elementary principles of investment.

Will save the ordinary investor many mistakes. Price, prepaid, 75c. Insure your capital by ordering this book at once from

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**MACLEAN PUBLISHING COMPANY, Limited**  
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# Sell Brunswick Brand Sea Foods for Profit and Reputation

They will win for you a larger and more profitable fish trade. The high quality and moderate price of "Brunswick Brand" Sea Foods has produced a large trade, which combined with conscientious business methods is constantly increasing. They are proven winners and will add to your prestige as a dealer of quality goods.

Located close to the fishing grounds we get the pick of the fishermen's catches—Our plant is modern and strictly sanitary, one of the largest on the Atlantic Coast.

Here are a few of our satisfaction-giving leaders:

- |                       |                   |
|-----------------------|-------------------|
| 1/4 Oil Sardines.     | Kipped Herring    |
| 3/4 Mustard Sardines  | Herring in Tomato |
| Finnan Haddies        | Clams [Sauce]     |
| (oval and round tins) | Scallops          |

## Connors Bros., Limited

Black's Harbor, N.B.



### OCEAN MILLS, MONTREAL.

Chinese starch, 16 oz. pack., 4 doz. per case, \$4; Ocean Corn Starch, 16 oz. pack., 4 doz. per case, \$3.60; King Corn Starch, 16 oz. pack., 4 doz. per case, \$3.12; Ocean Blanc Mange, all flavors, 8 oz. pack., 4 doz. per case, \$4; Ocean Borax, 8 oz. pack., 4 doz. per case, \$1.80; Ocean Baking Soda, 8-oz. package, 120 packages, per case, \$3; Ocean Baking Soda, 16 oz. pack., 60 pack. per case, \$3; Ocean Baking Powder, 1 lb. pack., 3 doz. per case, \$6.75; Ocean Baking Powder, 8 oz. pack., 5 doz. per case, \$6.50; Ocean Baking Powder, 4 oz. pack., 4 doz. per case, \$3; Ocean Baking Powder, 3 oz. pack., 4 doz. per case, \$1.60; Ocean Baking Powder, 5 lbs. tin, 10 tins per case, \$7.50; Chinese Washing Powder, 8 oz., 120 pack., per case, \$4.25; retail at 5c per doz., 45c; Ocean Extracts, all flavors, 2 oz., 6 doz. per case, \$6; Ocean Mustard (French Mustard, quart size), 2 doz. per case, \$4.80; Ocean Mustard (French Mustard), pint size, 2 doz. per case, \$4; Ocean Liquid Blue, pint bottles, 2 doz. per case, \$1.80; Petrolatum, 2 oz. jars, 12 doz. per case, \$5.40; Petrolatum, 5 oz. jars, 6 doz. per case, \$5.40; Ocean Cough Syrup, 8 oz. bottle, 3 doz., per case, \$7.20.

### SOUPS—CONCENTRATED

#### CHATEAU BRAND.

Vegetable, Mutton Broth, Mulligatawny, Chicken, Ox Tail, Pea, Scotch Broth, Julienne, Mock Turtle, Vermicelli, Consomme, Tomato.  
No. 1's, 95c per dozen.  
Individuals, 45c per dozen.  
Packed 4 dozen in a case.

### COW BRAND BAKING SODA.

In boxes only.

Packed as follows:  
5c packages (96) .....\$3 20  
1 lb. packages (60) ..... 3 20  
1/2 lb. packages (120)..... 3 40  
1 lb. 30 } Packages, Mixed. 3 30  
1/2 lb. 60 }

### SYRUP.

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

2-lb. tins, 2 doz. in case....\$2 65  
5-lb. tins, 1 doz. in case.... 3 00  
10-lb. tins, 1/2 doz. in case.. 2 90  
20-lb. tins, 1/4 doz. in case. 2 85  
Barrels, 700 lbs. .... 3 3/4  
Half barrels, 350 lbs. .... 4  
Quarter barrels, 175 lbs.... 4 1/4  
Pails, 38 1/2 lbs. .... 1 95  
Pails, 25 lbs. each ..... 1 40

### LILY WHITE CORN SYRUP.

2-lb. tins, 2 doz. in case.... 3 00  
5-lb. tins, 1 doz. in case.... 3 35  
10-lb. tins, 1/2 doz. in case.. 3 25  
20-lb. tins, 1/4 doz. in case.. 3 20  
(5, 10 and 20-lb. tins have wire handles.)

### BEAVER BRAND CORN AND MAPLE SYRUP.

Quart tins (wine measure),  
2 doz. in case, per case.. 4 70

### MOLASSES.

#### THE DOMINION MOLASSES COMPANY, LTD.

##### Gingerbread Brand.

2s, Tins, 2 doz. to case.

Quebec, per case .....\$1 35  
Ontario, per case ..... 1 50  
Manitoba, per case ..... 2 30  
Saskatchewan, per case ... 2 60  
Alberta, per case ..... 2 70  
British Columbia, per case. 2 40

### DOMOLCO BRAND.

2s, Tins, 2 doz. to case.

Quebec and Ontario, per case 2 95  
Manitoba, per case ..... 3 40  
Saskatchewan, per case ... 3 65  
Alberta, per case ..... 3 75  
British Columbia, per case. 3 55

### SAUCES.

#### PATERSON'S WORCESTER SAUCE.

1/2-pint bottles 3 and 6 doz. cases, doz. .... 0 90  
Pint bottles, 3 doz. cases, doz. .... 1 75  
H. P.  
H. P. Sauce— Per doz.  
Cases of 3 dozen .. 1 90  
H. P. Pickles—  
Cases of 2 doz. pints ... 3 25  
Cases of 3 doz. 1/4-pints.. 2 20

### STOVE POLISH.

#### JAMES DOME BLACK LEAD.

2a size, gross ..... 2 50  
6a size, gross ..... 2 40

### NUGGET POLISHES.

Doz.  
Polish, Black and Tan .... 0 85  
Metal Outfits, Black and Tan 3 65  
Card Outfits, Black and Tan 3 25  
Creams and White Cleanser 1 15

### TEAS.

#### THE SALADA TEA CO.

East of Winnipeg.

Wholesale. R't'l.

Brown Label, 1s and 1/2s .29 35  
Blue Label, 1s, 1/2s, 3/4s,  
and 1/4s ..... 35 45  
Red Label, 1s and 1/2s... 41 55  
Gold Label, 1/2s ..... 49 65  
Red-Gold Label, 1/2s .... 55 75

### ORANGE MARMALADE.

#### "BANNER BRAND" PURE

##### FRUIT PRODUCTS.

##### JAMS AND JELLIES.

2's ..... \$2 25  
4's ..... 0 35  
5's ..... 0 42  
7's ..... 0 60  
30's, wood ..... 0 08  
12-oz. glass jar ..... 1 20  
Tumbler, glass ..... 1 15

### MARMALADE.

2's, per doz. .... \$2 30  
4's, per pall ..... 0 40  
5's, per pall ..... 0 45  
7's, per pall ..... 0 65  
30's, wood, lb. .... 0 08 1/2  
12-oz. glass jar, doz. .... 1 20  
Tumbler, glass, doz. .... 1 15  
Prices subject to change without notice.

### MELAGAMA AND MINTO TEA.

#### MINTO BROS., LIMITED.

45 Front St. East.

We pack in 60 and 100-lb. cases.  
All delivered prices.

	Wholesale	Retail
Green Label, 1s, 1/2		
or 3/4	.30	.40
Blue Label, 1s, 1/2		
or 3/4	.35	.50
Yellow Label, 1s, 1/2		
or 3/4	.40	.60
Purple Label, 1/4		
only	.55	.80
Gold Label, 1/4 only	.70	1.00

### JELLY POWDERS.

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

White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz.....\$ 0 90

List Price.

"Shirriff's" (all flavors), per doz. .... 0 90  
Discounts on application.

### YEAST.

White Swan Yeast Cakes, per case 3 doz. 5c pgs.. 1 15

# UPTON'S KETCHUP

is steadily making friends for itself.

A friend made is always retained—because it is absolutely the best value on the market.

Write us for prices or ask your jobber.

**THE T. UPTON CO.**  
Limited

Factory at Hamilton,  
Sales Dept. at St. Catharines.

# DOMESTIC FRUIT

We have fresh arrivals every morning of the very finest quality.

**TOMATOES, PEACHES, PLUMS, PEARS,  
MELONS, APPLES, EGG PLANT, CELERY.**

# IMPORTED FRUIT

**ORANGES, LEMONS, BANANAS, WATER-  
MELONS, PEACHES, PEARS, GRAPES**

EVERYTHING THE BEST.

The House of Quality.

**HUGH WALKER & SON**

Established 1861

GUELPH and NORTH BAY



is the ideal chocolate for cooking and drinking purposes. Is especially suitable for icing cakes, making fudge, etc. Your customers want and should be given only the best—MOTT'S.

Retails at 10 Cents per Cake.

**JOHN P. MOTT & CO.**

MANUFACTURERS

HALIFAX, NOVA SCOTIA

# Hot Weather Special

on

# Brooms

only while they last.

4 String, No. 100, \$3.00 line at \$2.40

4 " " 200, \$3.20 " \$2.60

4 " " 300, \$3.60 " \$3.00

Regular goods.

**Walter Woods & Co.**  
Hamilton



## Your Sauce Patrons

have that cultivated taste that demands only the highest quality.

### PATERSON'S WORCESTERSHIRE SAUCE

Appeals to the majority. Is most delicious with steaks, meats, fowl, fish, etc.

Sell Paterson's Worcestershire Sauce and get the trade.

### ROWAT & CO.

GLASGOW, SCOTLAND

#### CANADIAN DISTRIBUTORS:

Snowdon & Ebbitt, 325 Coristine Building, Montreal, Quebec, Ontario, Manitoba and the Northwest; F. K. Warren, Halifax, N.S.; J. A. Tilton, St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.



## A 5c. line that is equal to any 10c.

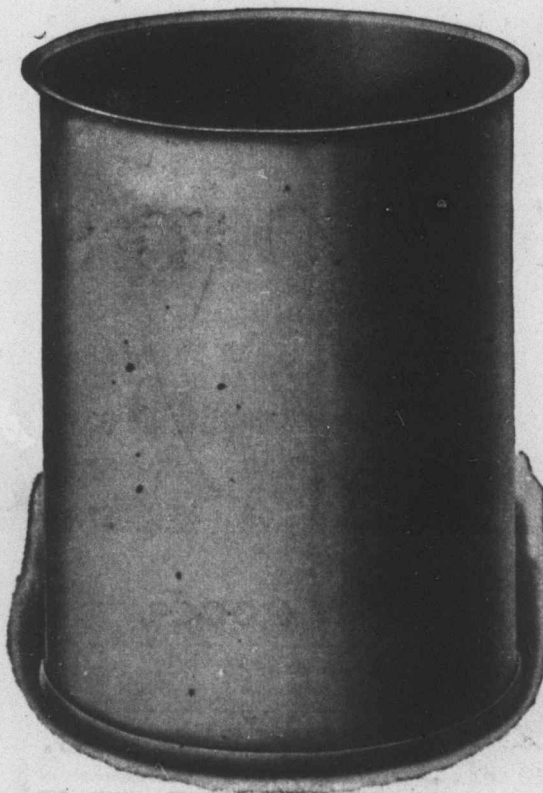


You can do a big Jelly Powder business if you feature the high quality **Bee Brand Jelly Powders**. One 5c package makes a whole pint of delicious, sparkling jelly. A most excellent seller wherever introduced. Extensive consumer advertising is creating demand. You should send in a trial order to-day.

Write us direct if your wholesaler cannot supply you. Responsible agents will hear of a good proposition.

**FORBES & NADEAU, Montreal, Que.**

Kindly mention this paper when writing to advertisers.



# Sanitary Cans

*"The Can of Quality"*

Baked Beans,  
Soups,  
Meats and Milk.

## Sanitary Can Company

LIMITED

NIAGARA FALLS, ONTARIO



### Georgian Bay Apples

Famous the World over for keeping and for quality. Our Beaver Brand the best of these. We are packing and carefully grading this year. Our stock is fine this year. Can quote Fall and Winter in boxes and barrels. Quality never better and prices reasonable.

Winter stock, good per cent. of Spies, also good per cent. No. 1. Carlots our specialty. Write for prices.

Can also quote Crab Apples and Pears.

Beaver Brand Evaporated Apples. We can quote in large or small quantities. Where once tried, they are repeaters and sell themselves. Buy the best and sell more. Enquiries cheerfully answered.

**ELLIS BROS.**

Meaford, Ont. Box 130  
Phone 79, Evap. 177, Residence 175

# Apples

We will pack

**10,000**

**barrels**

of the celebrated  
Georgian Bay Apples  
this Fall. Place your  
orders early.

**LEMON BROS.**

Owen Sound, Ontario

# "Aurora"

The Valencia  
Oranges that cost  
no more than other  
high-grade brands  
but are

**Better.**

**Ask your jobber**

**J. J. McCabe**

AGENT  
TORONTO, ONT.

# THE NAME "FAIRBANK" MEANS SOAP SURETY

Opportunity is Knocking  
at Your Door



"Let the GOLD DUST TWINS  
do your work"

## GOLD DUST

saves work for your customers by its cleansing power, and GOLD DUST advertising saves work for you by its selling power. One is as searching as the other—just as GOLD DUST itself goes into every nook and corner of the household after dirt. GOLD DUST advertising goes into every corner of the country after customers and sends them to your store.

"Let the Gold Dust Twins do your work."

**The N. K. Fairbank Co., Limited**  
MONTREAL



# Buyers' Guide

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

## HOLLAND RUSK

No other food product compares with Holland Rusk. It is in a class by itself and will bring and hold trade for you. Order from your jobber to-day.  
**HOLLAND RUSK COMPANY**  
 HOLLAND, MICH.



You Want This  
 Taylor's Prepared Mustard  
 IN JARS  
 Over 100 years of success. A great deal different and a great deal better. Royalty has used it.  
 Agents Wanted  
 H. P. Taylor, 14 Place Royale, Montreal

## TWO CENTS PER WORD

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

**COMTE'S**  
 Satisfaction and profits with every sale. We want more agents. Write  
**Augustin Comte & Co.,**  
 Limited, P. O. Box 2963, MONTREAL  
**COFFEES**

**SWEET CIDER**  
 and WINTER APPLES  
 Write for quotations to  
 Labrebourne Farms Limited  
 Brighton, Northumberland Co., Ont.

20th Century Retailing DEMANDS the use of  
**ALLISON COUPON BOOKS**

**SUCHARD'S COCOA**  
 The Highest Quality Most Reasonably Priced "Quality" Cocoa. On Sale Anywhere.  
**FRANK L. BENEDICT & CO.**  
 Agents Montreal

**Raw Materials and Equipment**  
 Some of the largest bakers in America are placing the buying of their materials and equipment in our hands. They know that they get better value through us.  
**The Biscuit & Cracker Mfrs. Co.**  
 105 Hudson St. New York City

You can't get away from credit business without driving away trade. And if you don't use Allison Coupon Books you are bound to lose some money on credit accounts. Allison Coupon Books make credit business "good as gold."



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.

When writing advertisers kindly mention having seen the ad. in this paper.

**HERE'S HOW THEY WORK:**  
 When a man wants credit give him an Allison Coupon Book, and have him sign form at the front, which becomes then his promissory note to you. As he buys you tear out coupons, and when his book is exhausted you can collect your note or extend his credit for another book, as you deem wise. No passbooks, no charging, no time wasted, no errors, no disputes.  
 For Sale Everywhere by Jobbers.  
**ALLISON COUPON COMPANY**  
 Indianapolis, Indiana, U.S.A.

**GRATTAN & CO., LIMITED**  
 ESTD. 1825  
 The Original Makers of  
**BELFAST GINGER ALE**  
 Agents in Western Canada  
**EMERSON, BAMFORD CO.**  
 842 Cambie Street VANCOUVER, B.C.

The Condensed Ads. in this Paper will bring good results

## Shop Where You Are Invited

The firms who advertise are the firms who invite your patronage, and are most deserving of it. A product that is persistently advertised to the critical dealer is a product that can be relied upon to give satisfaction, for the maker behind that product must be confident that it will earn your approval; otherwise, he would not dream of holding it up for your and your customers' criticism.

# Talk across Canada for two cents a word

## WHAT DO YOU WANT TO BUY OR SELL?

A Show Case, Cheese Cutter, Coffee Mill, a Meat Slicer, a Business? Whatever your wants may be, always use this page. It is only through Canadian Grocer's Condensed Ad. Page that the fullest publicity can be given, because "Canadian Grocer" goes into the hands and is read from cover to cover by every progressive Grocer from the Atlantic to the Pacific.

*Try it out.*

### CLASSIFIED ADVERTISING

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

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

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

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

### COLLECTIONS

COLLECTIONS—ACCOUNTS AND CLAIMS of every nature collected everywhere. Send for free booklet C and forms. Commercial Collection Co., 77 Victoria St., Toronto, Ont.

### MISCELLANEOUS

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

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adequate to all classes of business. The Copeland-Chatterson Co., Limited, Toronto and Ottawa.

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott-Fisher, Ltd., Room 134, Stair Building, Toronto.

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

FIRE INSURANCE INSURE IN THE Hartford. Agencies everywhere in Canada.

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

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

ACCURATE COST-KEEPING IS EASY IF you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to a decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination — employees' time register and cost keeper. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for catalogue. International Time Recording Company of Canada, Limited. Office and factory, 29 Alice Street, Toronto.

### WANTED

WANTED — EXPERIENCED GROCERY clerk wishes position. Handy with sign brush and experienced in window dressing, etc. Can show excellent recommends, or can give good references. Apply, stating wages, etc., to Box 61, Canadian Grocer, Toronto. 116

WANTED—MANAGER OF STORE. Married man between twenty-five and forty, thoroughly experienced in the grocery trade, of good address, and competent to handle all departments. Salary and share of profits to the right man. State fully experience, references and salary expected. Box 68, Canadian Grocer, Toronto. (4-9-14)

WANTED—A RELIABLE, AMBITIOUS MAN in every town, to look after the circulation of magazines. Work very remunerative. MacLean Publishing Company, 143-153 University Ave., Toronto, Ont. t.f.

ENERGETIC SALESMAN, AGE ABOUT 40, wanted. Must have grocery connection between Montreal and Quebec. White Swan Spices & Cereals, Pearl St., Toronto, Ont. tf

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

WANTED—A POSITION IN GROCERY AS clerk or manager. Am now manager of Grocery Dept. of Best Grocery Store in the Boundary. Address, C. J. Allen, Greenwood, B.C. Can.

### FOR SALE

GROCERY STORE FOR SALE — EXCELLENT proposition. Stock and fixtures about \$3,500. Turnover \$13,000 to \$14,000 yearly. Will sell property with business or rent. Illness reason of selling. Good buy for quick sale. Box 59, Canadian Grocer, Toronto.

FOR SALE — CASH REGISTER, SINGLE drawer. Best condition. At half cost. Apply E. A. Stahl, Berlin. 4914

GENERAL STORE AND MEAT MARKET—phone central, in connection. On Calgary and McLeod branch C.P.R. Stock \$5,500.00, turnover \$1,500.00 per month. Living rooms above store. Reply to Box 57, Canadian Grocer Toronto.

FOR SALE—AN ADVERTISEMENT UNDER this heading would be seen by practically every progressive grocer in the Dominion. This means that it will be read by the very man who is in need of such a coffee mill, cash register, cheese cutter, showcase, etc., and which could be turned into money by an outlay of just two cents a word. See our rates above and send your ad. along to-day.

### AGENCIES WANTED

MONTREAL JOBBING FIRM SEEK agency for Canadian independent canners. Good references. Box 60, Canadian Grocer, Toronto. 119

AGENCY WANTED FOR VANCOUVER AND District by an A.I. man. What have you got? Write "Agent", 250 Dunsmuir St., Vancouver, B.C. (259)

### Are You Interested?

In Buying a Business,  
In Selling a Business,  
In Engaging a Clerk,  
In Securing a Position,  
In Securing a Partner,  
In Disposing of Second-hand Fixtures,

Then you should use  
Canadian Grocer's Classified Ad.  
Columns.

It should find for you among the progressive Grocers of Canada at least one individual who is on the lookout for just such a proposition that you have to offer.

CANADIAN GROCER reaches the retailer, the wholesaler, the manufacturer, the clerk and the traveler, just the men to whom you wish to sell or from whom you would buy.

No Other Paper Reaches  
All These Men.

#### RATES:

(payable in advance)

2c per word, first insertion.

1c per word, subsequent insertions.

5c extra per insertion when replies are to be addressed c/o Canadian Grocer.

### Canadian Grocer

143-153 University Ave., Toronto

### THE "WANT AD."

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.


Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.





## Gentlemen of the Retail Grocery Trade!

Are you doing your share in assisting the manufacturers in keeping their plants running in order to prevent idleness among the working people who are your main supporters?

You can do this most effectually by confining your purchase to goods "Made in Canada."


KELLOGG'S Toasted Corn Flakes is the only Cereal Food sold under the Kellogg name that is made in Canada.

All others are imported.

Your trade doesn't need them—then why not refuse to stock them?

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

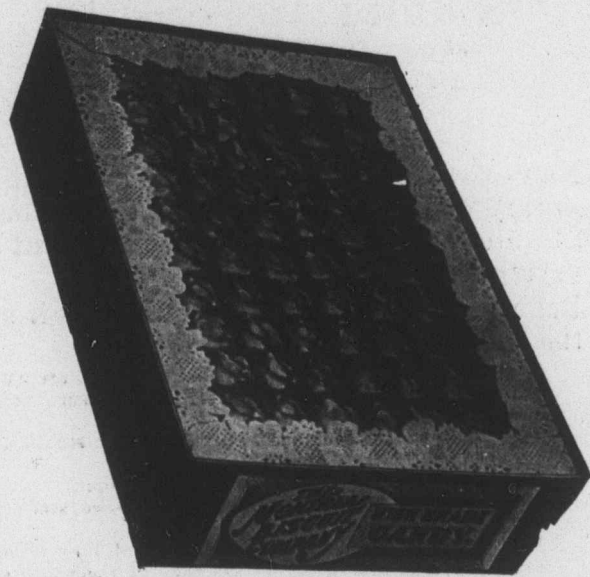
LONDON, CANADA



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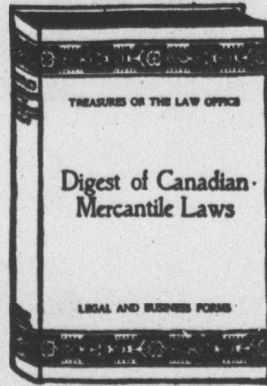
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# A BOOK THAT SAVES MONEY

## "Digest of the Mercantile Laws of Canada"

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Below appears a few of the questions it answers. These are picked out at random from the book.

If you endorse a cheque which bank cashes, are you liable to the bank for the amount, if the cheque were forged or raised?—173.

(The figures after each question refer to the section in the "Digest" which gives the answer.)

Can Interest written "one per cent. per month" in a note be collected by "legal process"?—See sections 345, 185.

In going security on a note, what is the difference between writing your name on the face of the paper or on the back?—171.

Why is it that a verbal agreement to buy real estate with, say \$100 paid down "to bind the bargain," does not bind either seller or buyer?—451.

If a proposition is made to you by letter and you accept it by letter, do you know the exact time when the contract is closed?—39.

How many years does it take a promissory note, a book account, a judgment or a legacy to outlaw in your province?—356, 359, 360, 367.

How long may the drawee legally hold a draft for acceptance?—209.

If a man, in the presence of witness, makes a verbal agreement to buy a wagon, say for \$53, but does not take possession of it, will the sale be binding?—500.

What effect has it on a will if only one person signs it as a witness?—815.

If the wife or husband of a legatee signs the will as a witness, what is the effect?—816.

"A," in paying off a Mortgage, gave mortgagee a marked cheque on which was written: "This cheque is given and received as a full settlement and discharge of Mortgage No.——." Is that a legal discharge?—410.

If a person goes with his hired man to a merchant and says: "Give this man the goods he may need up to," say "\$15, and if he does not pay you," say, "within thirty days, I will," will the promise bind him?—110.

If stolen goods are sold to an innocent purchaser for value, can they be taken from him?—513.

How may a person legally add "& Co." to his name, or use any special name other than his own as a firm name, without having a partner?—694.

"B" claims that the Canadian Bills of Ex. Act allows him two days, in addition to the day of presentment, to accept a sight draft, and then three days of grace in which to pay it—six days in all. Is he right?—209, 217.

If you rent a property for a year, the rent payable monthly, and remain on after the year expires, are you a yearly or a monthly tenant?—580, 608.

Can you garnishee a debtor's money deposited in a bank if you know it is there?—885, 295.

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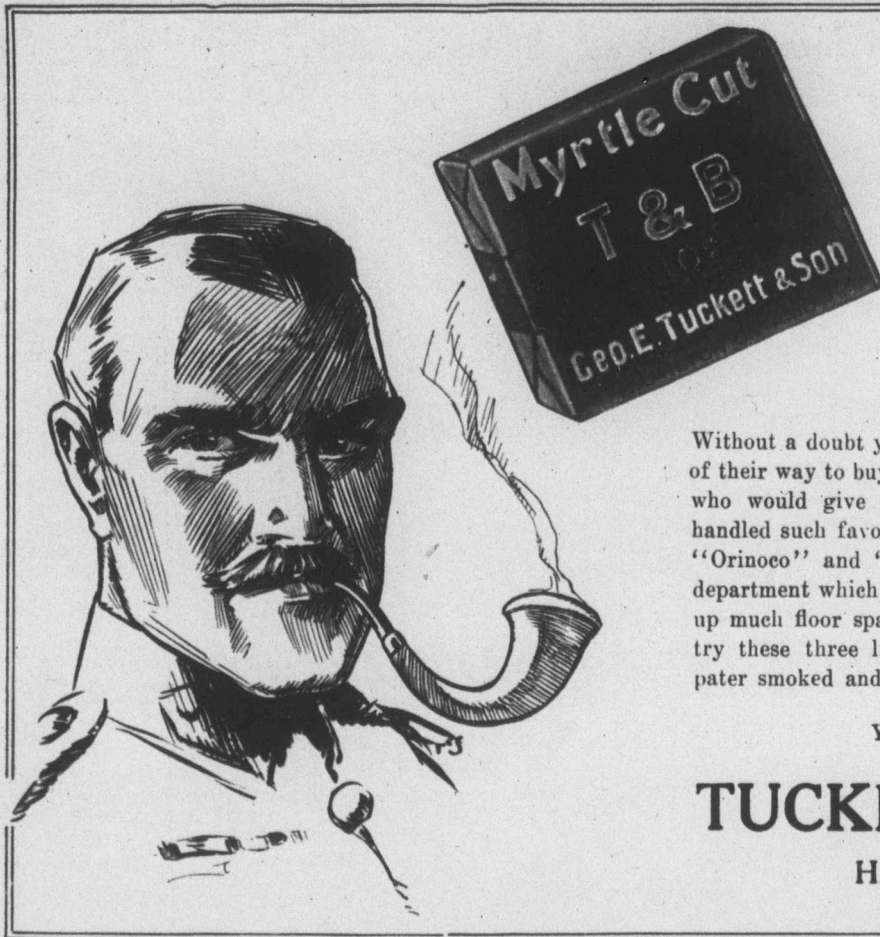
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