

**PAGES  
MISSING**

FEATURING—FALL AND THANKSGIVING DISPLAYS

# CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXX

PUBLICATION OFFICE : TORONTO, OCTOBER 1, 1915

No. 40



## THE Ingersoll TRIO



MADE IN CANADA

MADE IN CANADA

### Ingersoll Agents:

The Ingersoll Packing Co., Ltd.,  
38 Colborne St.,  
Toronto, Ont.  
The Ingersoll Packing Co., Ltd.,  
628-300 St. Paul St.,  
Montreal, P.Q.  
J. A. Wilson,  
London, Ont.  
Cyrus King,  
McNab St.,  
Hamilton, Ont.  
H. D. Marshall,  
197 Sparks St.,  
Ottawa, Ont.  
W. F. Elliot, Esq.,  
Symes Telfer Bldg.,  
Fort William, Ont.

Jas. Craig,  
Ontario Chambers No. 3,  
Kingston, Ont.  
Messrs. R. F. Cream & Co.,  
Quebec, P.Q.  
N. G. Bray,  
Sherbrooke, P.Q.  
Mason & Hickey,  
287 Stanley St.,  
Winnipeg, Man.

Mason & Hickey,  
Box 1164,  
Regina, Sask.  
Mason & Hickey,  
Box 149,  
Saskatoon, Sask.  
Mason & Hickey,  
Box 1287,  
Edmonton, Alta.  
Mason & Hickey,  
Box 286,  
Calgary, Alta.

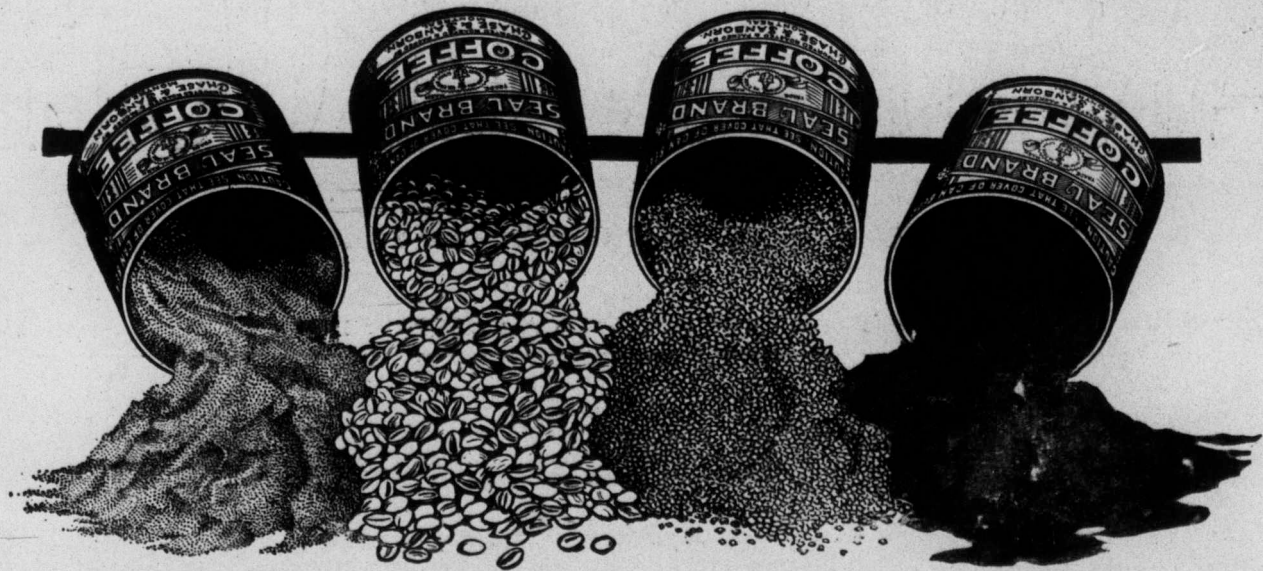
Mason & Hickey,  
Bank of Ottawa Bldg.,  
Vancouver, B.C.  
Angevine & McLaughlin,  
St. John, N.B.  
J. V. O'Dea & Co.,  
St. John's, Nfld.  
H. B. McLaughlin,  
Truro, N.S.

### "SPREADS LIKE BUTTER"

WE guarantee the quality and the sale of our different brands of cream cheese everywhere in Canada. This is a MONEY-BACK proposition. By never-varying quality and continuous publicity Ingersoll Cream Cheese has become a household word in Canada. The trade is therefore much safer in handling these best known brands of cream cheese products. To insure delivery of fresh stock we carry supplies at our local depots from coast to coast.

Manufactured and guaranteed by

The Ingersoll Packing Co., Limited  
INGERSOLL, ONTARIO, CANADA



FINE GROUND

WHOLE

GROUND

PULVERIZED

YOU CAN SUPPLY  
YOUR CUSTOMERS  
WITH

# SEAL BRAND COFFEE

FINE GROUND; WHOLE  
ROASTED; GROUND  
OR PULVERIZED

1/2-lb., 1-lb., 2-lb. Tins Only.

## CHASE & SANBORN, - MONTREAL



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

*How is it Affecting You?*

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

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

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

Note these prices:

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

ORDER NOW.

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

— CANADIAN GROCER —

What You Get—FREE—  
When You Stock

# Lantic Sugar

You get a grade of Granulated Sugar that has never been equalled in the history of sugar-refining.

(We are telling your customers this, in all our advertising.)

You get a guarantee of matchless purity and sweetness, backed by a \$2,000,000 Refinery.

(Our ads. tell this to all your customers.)

You get the full benefit of our newspaper and magazine advertising

(which is telling the story of the superior quality of Lantic Sugar to your customers.)

You get the value of our big Posters, Store Cards and other sales-helps

(which are creating an unprecedented demand for Lantic Sugar.)

***Why not take advantage  
of these free features?***



**Atlantic Sugar Refineries**  
LIMITED

**Montreal and St. John, N.B.**



# Quality Pays Handsomely

**I**T is the only solid foundation on which to build sound business. The customer you get by low-priced goods, or goods of doubtful quality, is here to-day and gone to-morrow. The customer you get by Quality and Service and a Fair Price is bound to you—he is one of the definite assets of your business.

*Get these Two Successful Lines on Display—  
They Combine Both Quality and a Fair Price*

## **CODOU'S MACARONI**

is Macaroni in its finest and most delightful state. Made by those masters of culinary art—French experts. Only the choicest of Russian Taganrok wheat is used, which is conceded as the most desirable in the world for the purpose.

## **LE CALICE SOAP**

Wherever you find people with a natural obsession for real cleanliness, in the toilet and about the house, there you'll find an extensive demand waiting for you to stock this most popular of popular-priced Castile soaps — LE CALICE.

*Stock Up Now*

**AGENTS:**

**Arthur P. Tippet & Co.**

**MONTREAL**



## The Goods that mean repeat orders

If the goods you sell are not such as to inspire confidence in your customers you cannot expect to hold their patronage and increase your turnover.

### Borden's Milk Products

have always given unqualified satisfaction—the kind that means repeat orders. Borden Condensed Milk, Condensed Coffee, and Condensed Cocoa will prove three big factors in creating and retaining that confidence of your customers which means an increased turnover and larger profits.

Stock up with these quality goods to-day.

### Borden Milk Co., Limited

"Leaders of Quality"  
MONTREAL

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



**SUN-KIST**  
SEEDED RAISINS

REG. U.S. PAT. OFF.

SUN-KIST Seeded Raisins are NOT PACKED by any association or combination of growers or packers like thousands of other brands are. They ARE PACKED by the owners of the SUN-KIST Brand, who have absolute control of the quality and who cater to the desires of particular people.

SUN-KIST Seeded Raisins have an individuality of their own—not only in the WAY THEY SELL but in the satisfaction they give. Your customers will use more raisins if you give them SUN-KIST because that is the kind they want.

Wholesale distributors in every territory. ASK THEM

## "Cow Brand" success is never doubted



Housewives have absolute confidence in the baking results when they use Cow Brand Soda. For Strength, Purity and Reliability it is unsurpassed. It is the surest trade builder and holder. Fill in your stock to-day.

## CHURCH and DWIGHT

Manufacturers  
MONTREAL

Limited



# Riteshape

## SAUSAGE

Everybody eats it.

Every food dealer makes it.

But it comes in a variety of packages.

Some merely roll it up in paper. Some put it in boxes and cans.

The best dealers use **Riteshapes** for sausage.

A 10-pound **Riteshape** makes the finest display tray for sausage you ever saw.

**Riteshapes** in smaller sizes carry it to the kitchen. Lots of good dealers put up packages of sausage in one-pound **Riteshapes** and build a reputation for the quality of their delicacy.

Don't try to sell sausage without **Riteshapes**.

Get **Riteshapes** of all Canada jobbers.

THE OVAL WOOD  
DISH COMPANY

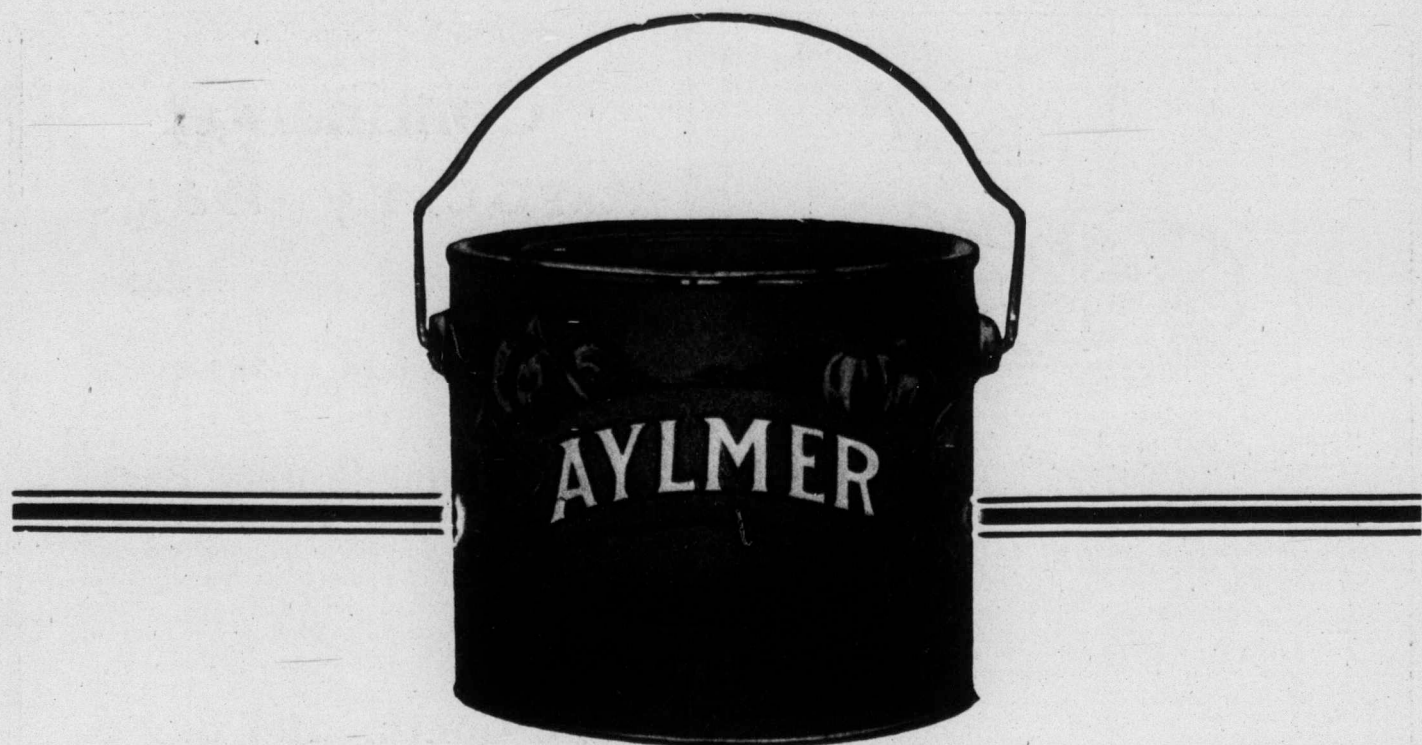
Manufacturers

DELTA, OHIO,

U.S.A.



CANADIAN GROCER



## “AYLMER” BRAND JAMS

This is Canada's national jam—known and used from coast to coast, from the southern boundary to the cold north country.

“Aylmer” Brand Jam well displayed needs no selling argument. High quality, delicious flavor and absolute purity are the features of these Jams.

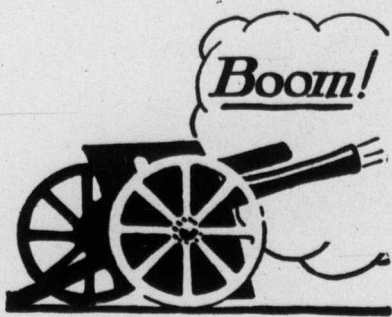
Display the various sizes of containers—the glass jars, the 5 lb. pails.

See the new 16 oz. tall jar, vacuum top.

**Dominion Canners, Limited**

HAMILTON, ONTARIO





We boom "WINDSOR" AND "REGAL" Salt, summer and winter. We advertise them from one end of Canada to the other, and have done so for years. As a result, "WINDSOR" AND "REGAL" are asked for and used in practically every home in the Dominion.

You don't have to struggle for a turnover, with these steady sellers. You don't have to overcome a preference for other brands.

The market has been made for you, by advertising and quality. We bring the business to you, through advertising, and hold it for you, by quality.

There are no "cut prices" on "WINDSOR" OR "REGAL" SALT.

Any manufacturer who has to give special commissions or rebates to sell his goods, confesses they are inferior.

All Retail Grocers get the same terms and treatment—because they all buy from jobbers.

**The Canadian Salt Co., Limited**  
WINDSOR, ONT.

**"Windsor" and "Regal" Salt**

## Continental Grocery Bags

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

REPUTATION is not always "a bubble"—sometimes it is a very beneficial thing—

As witness the reputation (DOMINION WIDE), of the

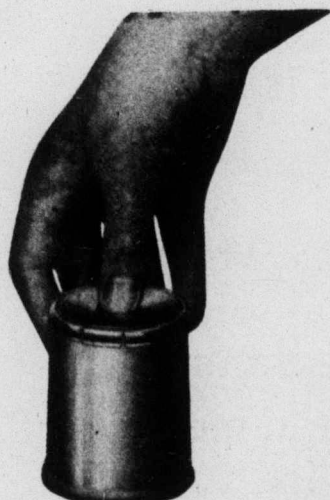
### Continental Grocery Bags

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

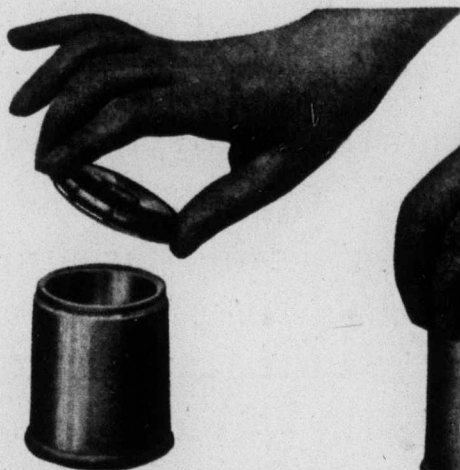
**The Continental Bag & Paper Co., Limited**

Manufacturers Ottawa

Branches: MONTREAL and TORONTO  
Agencies throughout Canada



To open  
"press" center



To close  
"press" outer edge

**Upressit**  
TRADE MARK REGISTERED

## The Simple, Novel and Practical Cap

THAT WILL RELEGATE CORKSCREWS AND OPENERS TO THE SCRAP.

We wish to draw the attention of manufacturers to this new air-tight sealing cap which promises to revolutionize air-tight sealing of bottles and other containers.

The trade-mark name, "UPRESSIT," is very descriptive of the simplicity of operation of "The Upressit Caps."

You—press—it to put it on and you—press—it to remove it—no machine or opener is used; nothing but the fingers (as shown in the above illustrations) is used to make or break the perfect seal.

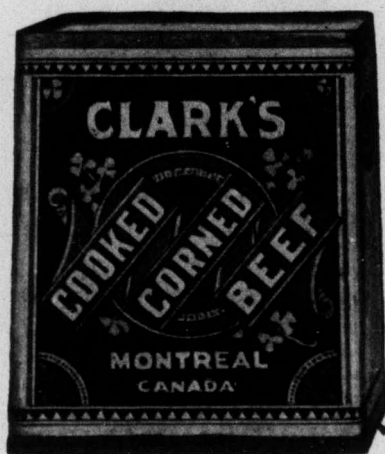
A reseal is quickly, easily and perfectly made by the consumer, thereby preserving the unused contents of the bottle or container. This means economy and makes the "Upressit Cap" sealed package an attraction to the thrifty housewife.

"The Upressit Cap" makes a safe, sure seal that never leaks—the "Upressit" is practical and proven to be the greatest sealing device yet produced. No manufacturers should neglect to look into the "Upressit" features. Write for particulars.

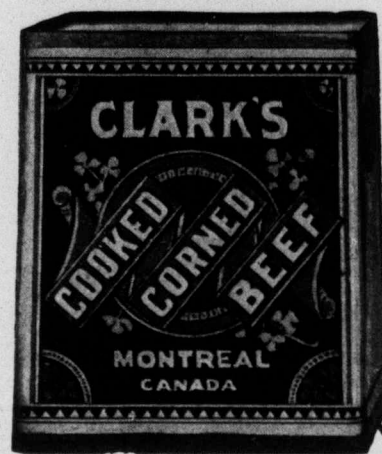
Mr. Grocer, ask for "Upressit" sealed bottled goods.

**CANADIAN METAL CAP & SEAL COMPANY, 136 St. James St., MONTREAL**

# CLARK'S COOKED CORNED BEEF



Sizes  
 $\frac{1}{2}$ , 1, 2,  
6 and 14



The goods you want, Mr. Grocer, are  
the goods that "SELL."

The QUALITY and REPUTATION  
of Clark's Cooked Corned Beef will  
make you more SALES, and more  
friends than any other.

**THIS IS THE TIME TO BUY**

**W. CLARK, Limited, Montreal**

*Clark's*

**25% Profit on a big seller is worth while**

Not many good grocery lines offer a profit like this. The soup buying season is beginning, why not take advantage of it by showing

**CANADA SOUPS**

in your windows with a card reading like this:

**"Five Bowls of delicious nourishing soup for 5c."**

Canada soups are made in all varieties and put up in package form ready for use in a very few minutes.

ORDER NOW.

**Canada Foods, Limited**  
TORONTO



This aptly named household necessity has always enjoyed the confidence of the housewife. The September bride will quickly appreciate the many advantages of Wonderful Soap.

You can confidently recommend Wonderful Soap to them both. The soap in the neat red label always gives satisfaction.

*Lay in a stock now.*

**Guelph Soap Co.**  
Guelph, Ont.

**Freeman's Electrical**

Made in Canada



**Driven  
Meat  
Chopper  
Bone  
Grinder  
and  
Coffee  
Mill**

The above is our Bone Grinding attachment, attached to one of our No. 40. We have meat cutting attachments and coffee grinding attachments for the above. They are fully guaranteed in every way. Send for catalogue which gives full particulars, prices and terms.

**The W. A. Freeman Co., Limited**  
Hamilton, Canada

**Libby's Food Products**

are known in all parts of the world as delicacies of high quality, and unusual flavor.

Libby's foods are "put up" where the best foods attain perfection. That is why people insist on Libby's.

**Libby, McNeill & Libby, Limited**  
GUELPH, ONT.

## ALL BRITISH

The wave of enthusiasm for all things British which is sweeping the Empire during the War will be reflected in the household purchases.

To the question, "Is it British?" you can safely reply "Yes,"—when recommending:—

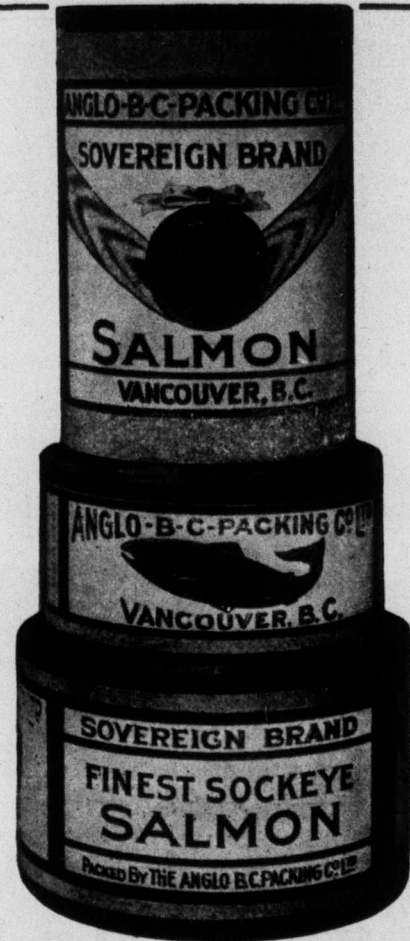
**OCEAN BLUE**  
**Gipsy Stove Gloss**  
**Linoleo Floor Wax**  
**Gloss Metal Polish**  
**Z O G**

THE PAINT CLEANER.

Order from your Wholesaler.

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

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



## Indian Chief Brand CLAMS



They are the very best clams offered for sale in Canada to-day.

Put into the cans, sealed up and processed within a few hours after being taken from the clam beds, they have no chance to lose their flavor.

Order a case from your jobber to-day. You will find the price right, and also you will notice that your customers will ask for this brand again.

**Shaw & Ellis, Pocologan, N.B.**

**AGENTS:**

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

## More Than Ever in a Class by Itself

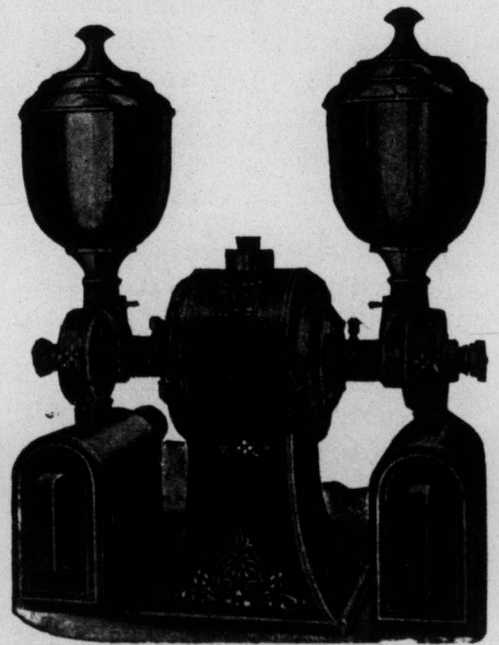
One of our 12 new models.

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

It ranks with the best and meets your price.

26 models of electric machines.

Makers of Hand Coffee Mills for twenty-five years.



**COLES MANUFACTURING CO.**

1615 North 23rd St.

PHILA., PA.

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

## Here are three of Lytle's best sellers

Nothing but the very best and most carefully selected ingredients goes into the manufacture of any one of the Lytle Group. This policy has been rigidly maintained in the manufacture of the Lytle Leaders—

# PIMENTO RELISH CHILI SAUCE CANADIAN RELISH

These three specials are making good everywhere as quick sellers, and are winning the approval of the most discriminating.

Our new style bottle with *Anchor Caps* insures contents being always fresh and pure, and eliminates loss through spilling, etc.

Send a trial order to-day. Make a little display of the big three and prove their profit-making selling qualities for yourself.

**T. A. Lytle & Co.**  
LIMITED

Sterling Road TORONTO

## CANNED GOODS

STANDARD PEAS, 2s (c/s 24 Tins)  
Good merchantable quality  
70c. per Dozen.

PORK AND BEANS, Plain 2s (c/s 24)  
85c. Dozen.

PEERLESS MACARONI, 1s, Long  
Packages (c/s 25)  
7½c. Package.

Write, Wire or 'Phone at Our Expense  
Adel. 1057, 941, 867.

**Warren Bros. & Co.**  
LIMITED

Queen and Portland Streets  
TORONTO, ONT.

## FROM COAST TO COAST

You can now obtain fresh supplies of

# McVitie & Price's HIGH-CLASS BISCUITS

from the following appointed Agents:—

Nova Scotia: C. E. Choat & Co., Halifax, N.S.

Ontario: C. H. Cole, 33 Front St. East, Toronto  
(Selling Agent).

Manitoba and Saskatchewan: Richards & Brown,  
Ltd., James Street, Winnipeg.

Alberta: Campbell, Wilson & Horne, Ltd., Calgary;  
Campbell, Wilson & Horne, Ltd., Lethbridge;  
Campbell, Wilson & Horne, Ltd., Edmonton.

British Columbia and Yukon: Kelly, Douglas & Co.,  
Ltd., Vancouver; Kelly, Douglas & Co., Ltd.,  
Victoria; Kelly, Douglas & Co., Ltd., New  
Westminster; Kelly, Douglas & Co., Ltd.,  
Prince Rupert.

**McVitie & Price, Limited**  
EDINBURGH and London

McVitie & Price of Canada, Limited  
Vaudreuil St., St. Paul St. E., Montreal

CANADIAN GROCER

## PEACHES

still continue coming in, finer quality and cheaper than ever. Give your customers the best sugar to put them down with.

*St. Lawrence*  
Granulated

100% PURE CANE

BARE FACTS ABOUT  
THE

# ARCTIC

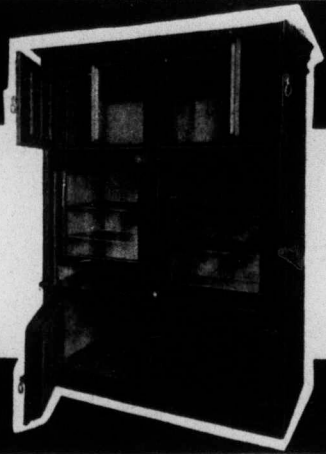
## Cold Dry Refrigeration

is where many refrigerators fail. Cold dry circulation of air is absolutely necessary to preserve perishable goods in a grocery or provision store—not in Summer alone, but all year round.

This is where the Arctic Refrigerator has always excelled.

The Arctic is a handsomely finished, well-made, efficient refrigerator.

A style for every need. Write for catalogue.



John Hillock & Co. Limited,  
TORONTO

# TEA

¶ We said in a previous advertisement that we are always willing to supply Tea at the market. We repeat this in spite of the present market condition.

¶ We have some particularly good Indians to offer.

WRITE US.

## John Duncan & Co.

Established 1866

MONTREAL

## More Fall Number Articles

Story About a Pioneer in the Trade—Forty Years in the One Place—Beating Out Mail Order Competition By Aggressive Measures — Building Up a Confectionery Department.

AND still they come! Since a week ago many more bright ginger articles have come in from readers from every Province of the Dominion for the big Annual Fall Campaign Number of Canadian Grocer. As has already been intimated, this Number will be a highly practical one, containing as it does so many business articles on live topics from well known business men in the trade. Already a synopsis of a number of these has been given. The Window Dressing Department has been completed, and as it shows the prize Christmas windows in Canadian Grocer's contest of 1914, it will be one of the big features of this big number. The following is a review of some of the other feature articles:

*Forty Years in the Same Place*—This is a story of a general merchant who has built up a big business in a town of some 2,000 population. This man started in the town 40 years ago on the same site on which he is located to-day. In an interview with a representative of Canadian Grocer, he talked about business conditions in the past and how they have changed in the present. It gives an insight into the business methods he has adopted which reflect upon the reasons for his success. This is an exceedingly interesting story from a man who has made his mark in the retail trade and one who is an authority on retail subjects.

*I'm a Merchant*—This is the title of a very interesting article. It comes from a retailer in a small town—a village in fact—who sells almost everything from a needle to a threshing machine. The story is told in his own words as to how he has beaten out mail order competition from his district and the methods he has adopted to increase his trade. Outside his store stands a sign upon which is inscribed the words "I'm a Merchant." He tells why it was he adopted this sign for his particular

store. This man even runs a grain elevator. He advertises strongly and a sample of his advertising will be reproduced. This is certainly a live wire article and one that will be read with particular interest by every general dealer throughout the country.

*Selling More Confectionery*—From the far East—Prince Edward Island—comes a story about a big merchant in a city there and his methods for increasing the sale of confectionery. The story was told by this merchant to a Canadian Grocer representative and is passed on to our readers. This particular firm goes strongly into confectionery and a view of the Confectionery Department in the grocery store will be presented. There is a splendid idea in this article for every merchant who is anxious to increase his turnover. There is money in special departments if they are looked after properly, and if aggressive measures are used to push the sales of the goods in them. This is exactly what this Prince Edward Island merchant has been doing and his methods should be given careful consideration by every reader.

Every one should watch for this big Fall Number. It will be crammed full of live suggestions from members of the trade, and will be an issue that will mean dollars and cents to any merchant reading it carefully.

Toronto, Sept. 30, 1915.

THE EDITOR.

**Tartan**  
**BRAND**

THE SIGN OF PURITY

Phone Orders at our Expense

Phone Nos.

3595, 3596, 3597, 3598, 4656

**We Sell only Goods of Guaranteed Quality**

—Satisfied Customers are our Best Testimonial


TARTAN BRAND are the most attractively packed goods on the Canadian Market.

We are always ready to meet your requirements in Canned Vegetables, Fruits, Salmon, Tea, Coffee, Spices, Extracts, Jelly Powder and Grocers' Sundries of our own manufacture, the quality of which is backed by our guarantee.

We have a full line of Fancy Groceries, Foreign and Domestic. Mail orders our specialty. Write us to-day.


**BALFOUR, SMYE & COMPANY**  
HAMILTON, ONTARIO

**SYMINGTON'S**  
(Regd. Trade Mark.)  
**COFFEE ESSENCE**  
**PEEDS ALES**



Brings delight to the busy housewife. So quickly and easily prepared, so delicious—One bottle makes 40 cups. A splendid seller and profit-maker. Your wholesaler can supply you.

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



**NOTE THIS**

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

**FRUIT BULLETIN**

Canning and Preserving Fruits are almost done—says the Government Notice to Housewife. A few good Niagara Grown Peaches still left. Do as the Government says — Put down an extra supply this year—Plums and Grapes for jam and jelly.

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

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

**BLACK JACK**

**QUICK  
CLEAN  
HANDY**



**TRY IT**

**SOLD BY  
ALL  
JOBBERS**

½-lb. tin—  
3 doz. in case

BUY  
**STARBRAND**

"Made in Canada"

**Cotton Clothes Lines  
and Cotton Twine**

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

FOR SALE BY ALL WHOLESALE DEALERS

See that you get them



# Manufacturers' Agents and Brokers' Directory

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

**ONTARIO.**

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

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

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

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

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

**STIRLING & YOUNG**  
General Brokers      Phone Main 4331  
506 C.P.R. BUILDING, TORONTO  
A Good Agency will receive personal  
attention.  
Reference : : : Bank of Montreal

**WESTERN PROVINCES.**

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

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

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

**FRANK H. WILEY**  
Manufacturers' Agent  
Grocery and Heavy Chemicals  
Enquiries solicited for shipment from  
Spot stock Winnipeg or for Import.  
757-759 Henry Avenue, Winnipeg

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

**NEWFOUNDLAND.**

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

**QUEBEC.**

**W. J. McAULEY**  
**Commission Broker**  
Flour, Feed, Grains, Potatoes.  
We are open for a good agency in food-  
stuff line, calling on the retail trade.  
522 Board of Trade Bldg., Montreal

ESTABLISHED 1849  
**BRADSTREET'S**  
Offices Throughout the Civilized World  
OFFICES IN CANADA:  
Calgary, Alta.      Vancouver, B.C.  
Edmonton, Alta.      Hamilton, Ont.  
Halifax, N.S.      Montreal, Que.  
London, Ont.      Quebec, Que.  
Ottawa, Ont.      Toronto, Ont.  
St. John, N.B.      Winnipeg, Man.  
Victoria, B.C.  
Reputation gained by long years of  
vigorous, conscientious and successful  
work.  
**Thomas C. Irving,** General Manager  
Western Canada  
TORONTO

**Want Ads.**  
If you want a buyer for your  
business, or have a situation to  
fill or want a situation, send us  
a Condensed Advertisement.  
There is someone who is looking  
for a proposition such as yours.  
For two cents a word you can  
speak across the continent with  
a condensed advertisement in  
this paper.  
**Try it out**

The  
**CONDENSED AD.**  
PAGE  
WILL INTEREST YOU

# Japan Teas Strong

Exceptionally Good Demand.

The quality of Japan Teas this year is Excellent. We have a large and well-selected stock of Ceylon and Orange Pekoe.

Get our samples and quotations.

**KEARNEY BROS., LIMITED**

Wholesale Tea and Coffee Merchants

33 St. Peter Street

MONTREAL

ESTABLISHED 1874

## L.B. "Banner Brand" Pure Fruit Jams



Banner Brand Jams are favorites with the housewife, because they not only solve the perplexing question of "What to serve for breakfast," but they are wholesome, nourishing, delicious and economical.

Banner Brand Jams are put up in all sizes of packages, from the Anchor capped tumbler to the large, gold-lined pail—a size for every family.

*Play safe by pushing the jam that is proven Banner Brand.*

**LINDNERS, LIMITED**  
BRAMPTON, CANADA

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.

# LOOK-A-HERE



Ordinary pails are not made exact measure.

Whenever you exceed the proper amount you forfeit just so much of your profit.



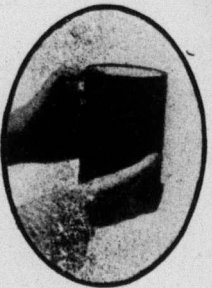
A partially filled pail invites mistrust.



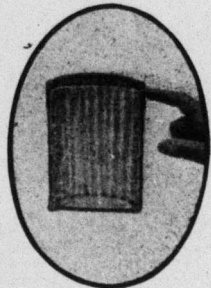
The slightest jar jolts the ordinary pail and spills part of the contents.



Empire Containers are exact to measure.



The patent grooved lid and paraffin waxing ensure against spilling and splattering.



At any angle the Empire Container is safe and sure from spilling.



A full pail ensures the satisfaction and confidence of your customers.



Is the problem of keeping up with rising costs taxing you?

Retailing demands the strictest attention to small details. Over-measure on vinegar, molasses, oysters, etc., is a serious matter and directly affects your bank balance.

The "Empire Container" solves this problem. It effectively checks all losses through over-measure. The customer is satisfied and you have your full profit.

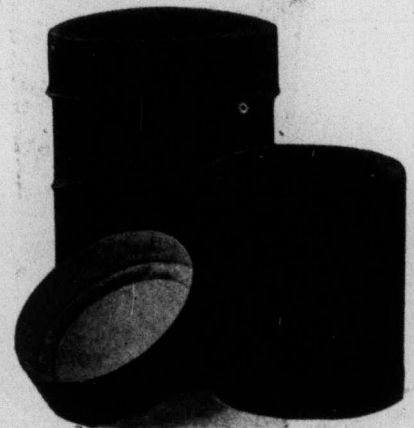
There is no loss from spillage — even though it is upside down. It is easy to handle, can be wrapped up like a can of salmon. It is well made, strong and non-leakable.

For three years we've been talking about losing money from over-measure. Hundreds of live fellows have investigated this leak and what they discovered amazed them.

They bought "Empire Containers" and so will you if you look into this matter. Think it over.

Made in three sizes: half-pints at \$12; pints at \$14; quarts at \$16 per 1,000, F.O.B. factory, Sombra, Ont.

Ask us to prove that you can make money by using them.



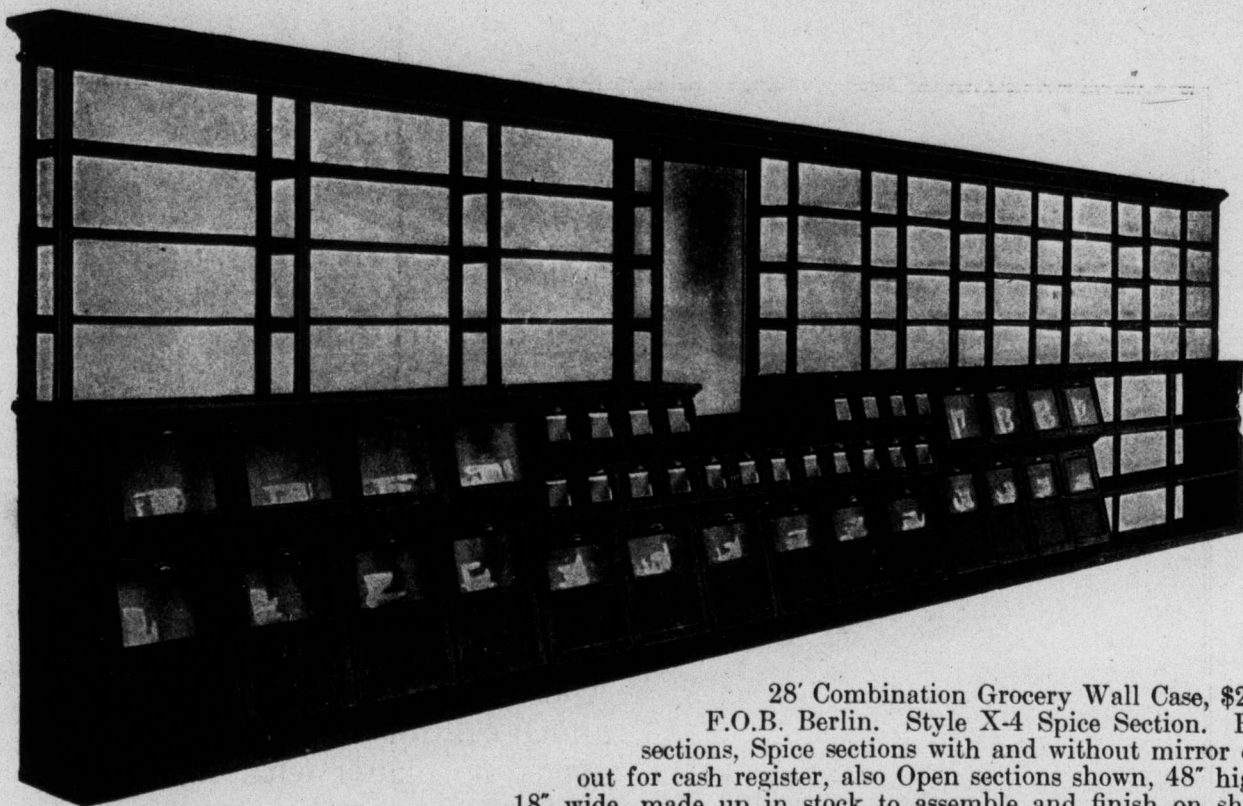
**Connecticut Oyster Co.**

Exclusive Selling Agents

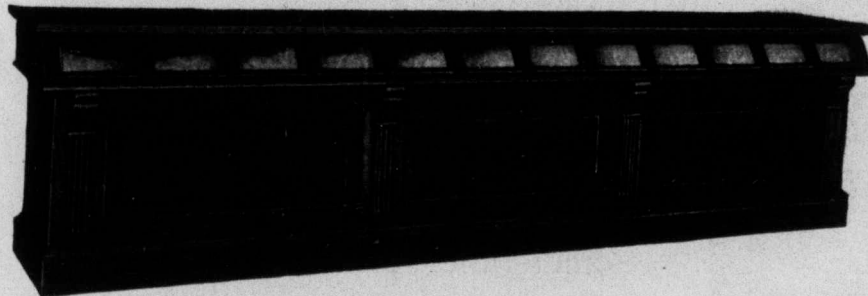
50 Jarvis Street

TORONTO

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.

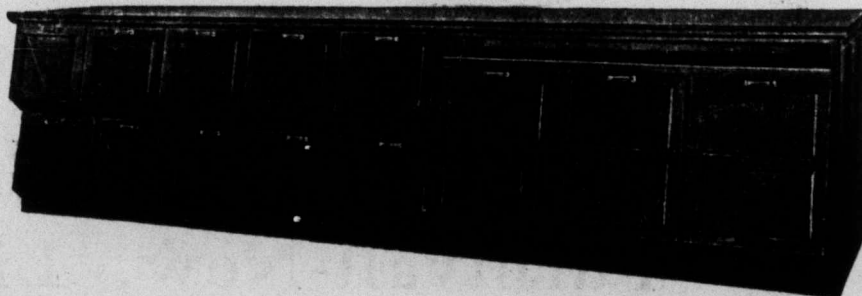


Counter No. 11. Best sales counter made. Bevel glass display is up in line of vision and avoids breaking of glass and unsightly appearance often seen in full glass front counters.

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, instead 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

# *Furnivall's* FINE FRUIT PURE JAM

*will bring the most desirable  
trade to your store and ensure  
repeat business*



And after all it's the continued call for any line of goods, no matter what it is, that makes for success. Furnivall's Jam enjoys a reputation for uniform goodness, and for superior flavor that spells for it and the Grocer who handles it, a success that is not paralleled by any other line, domestic or imported. Our new pack is the finest we have yet put down. Don't miss trying it. Send a trial order to-day.

*Put up in glass jars and  
five-pound pails.*

**Furnivall-New, Limited**  
HAMILTON, CANADA

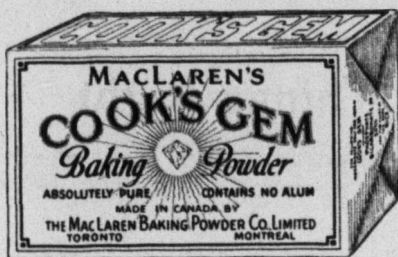
Agents: Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto. Montreal—W. S. Slicock. St. John, N.B.—MacLaren Imperial Cheese Co. Halifax, N.S.—MacLaren Imperial Cheese Co. Sydney, N.S.—A. E. Sheppard. Hamilton—Grocers' Specialty Co. Winnipeg—H. P. Pennock & Co. Calgary, Alta.—MacLaren Imperial Cheese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



Try recommending the Blue Label—It will please your customers.

It will please them better than cheaper tea. It has a richness and a flavor that it is impossible to put into lower-priced teas. It also returns you a better profit on each sale.

**PURITY FIRST**



The purity, uniformity and stability of

**Cook's Gem BAKING POWDER**

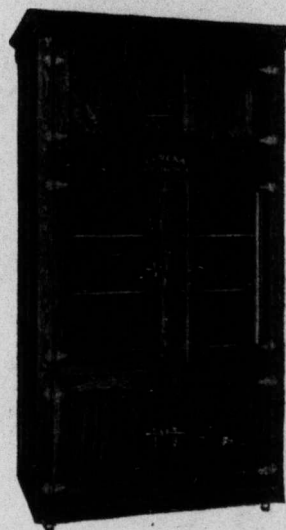
have made it the most popular powder on the market.

- The Safest to buy.**
- The Best to use.**
- The most Satisfying Results.**

**RESULTS COUNT**

**THE MACLAREN BAKING POWDER COMPANY, LIMITED**

41-45 Lombard Street - - - Toronto, Can.



**The Eureka is a guarantee of security**

By means of the Eureka your goods are not only displayed to greater advantage (which means quicker sales), but are absolutely secure against any spoilage or contamination. Your customer too will have increased confidence in the goods you sell, knowing they are taking no chance of buy-

ing tainted food or goods gone bad.

You will certainly find the Eureka a profitable addition to your store equipment.

Let us send you our free illustrated catalogue. It will interest you.

**Eureka Refrigerator Company Limited TORONTO**

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

# Cold weather calls for meats

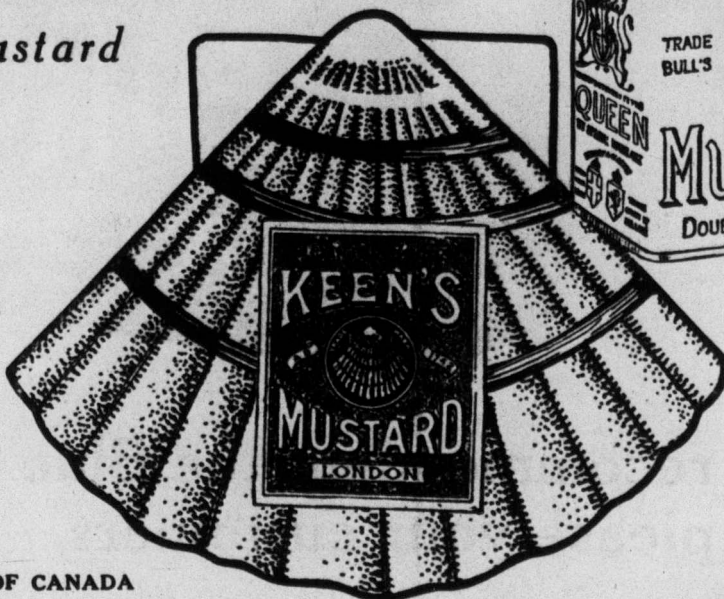
## Meats call for Mustard

There are few things which upset the balance of culinary like poor mustard.

These mustards, Colman's and Keen's, have established reputations for highest quality and uniformity.

Consider your own interests as well as your customers—sell only these lines.

**Keep them on display.**



AGENTS FOR THE DOMINION OF CANADA

# Magor, Son and Company, Limited

191 St. Paul St. West, MONTREAL

30 Church Street, TORONTO

No. 17

## Chats with "Old Baba"

(Canada's 105-year-old Pioneer)

### Doing Things Right

"Whether you're digging a ditch or preaching, whether you're sitting in an office or gardening, always do your best, lad, no matter how long it takes.

"I see by the papers that I am to get a silver medal for the oldest gardener having a good garden. Guess there wasn't many at my age in the competition, but they say the little backyard garden is good. It should be good, for I took a lot of pains to have it the best I ever made."

Note:—

This is a tip to Grocers with a tobacco department.

You will keep tobacco of the ordinary kind, but you'll SELL King George's Navy Chewing if you stock it. Money can't buy better.



## Rock City Tobacco Co., Ltd.

Quebec and Winnipeg

# CANADIAN GROCER

VOL. XXIX

TORONTO, OCTOBER 1, 1915

No. 40

## Displays for Thanksgiving

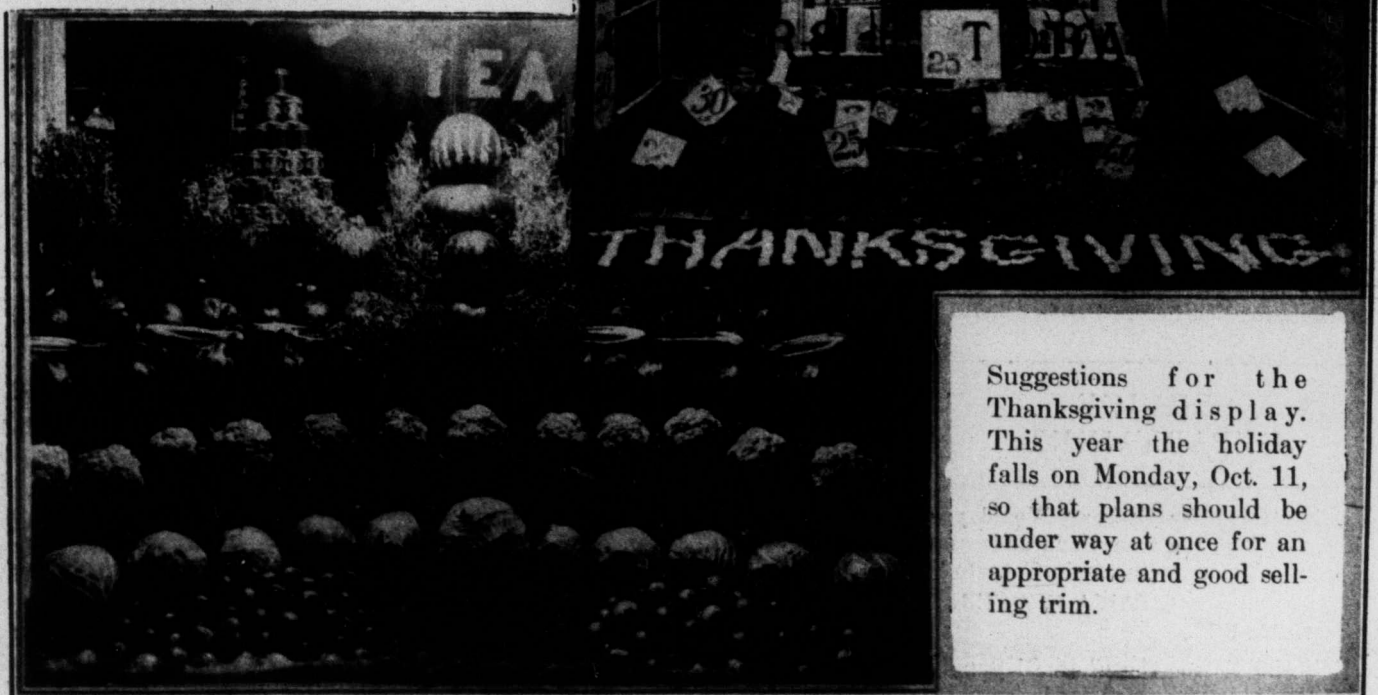
Two More Suggestions for the Window Trimmer — A Time of Homecoming and Therefore of Good Business for the Aggressive Dealer—The Display an Important Factor In Getting This Business

**H**EREWITH are two more suggestions for Thanksgiving window displays. Thanksgiving Day comes this year on October 11th, which is a week from next Monday. Thanksgiving is a time for home-coming and reunion of families. Coming as it does on a Monday, it gives visitors an opportunity to spend two or three days with their friends. This means extra preparation on the part of the housewife, and, therefore, more business for the grocer who goes after this Thanksgiving business aggressively.

The window is one of the biggest factors in getting the attention of the housewife in so far as Thanksgiving goods are concerned. This is a time of year when there are all kinds of facilities for making an attractive and compelling display. The harvest has been garnered and it has been great. There should be little difficulty in obtaining sheaves of grain,

corn stocks, pumpkins, all kinds of fruits and vegetables, etc. Every dealer and his clerks should begin at once to plan out an attractive Thanksgiving window. Beginning with the week of October 4th

is the time to get busy on the display. Every merchant in the business to-day is a believer in display. He knows an attractive trim brings him more business. It gets him more attention for his goods





and store and adds to his reputation. It is great publicity. As an advertising medium there is nothing superior. It actually sells the goods and therefore takes the place of one or more clerks in so far as selling is concerned. In fact, the window is superior to a great many clerks. It does selling work, whereas many clerks simply take orders and fill the actual demands of customers.

If therefore, the window is responsible for all these things—and there is no one who will not admit it—then it should be made to work overtime in presenting attractively seasonable goods.

Let everyone see that the Thanksgiving trim this year is in early and that it is arranged so that it will make actual sales.

**\$25 OFFERED FOR AN IDEA**

The Regina Trading Co., Regina, Sask., are offering \$25 in cash to the one presenting the best suggestion to advertise their store. The company makes this announcement:

The Regina Trading Co., Limited, offer to the person or persons submitting the best advertising plan twenty-five (\$25) in cash. This is YOUR opportunity.

In your spare moments think out some feasible advertising plan that will INCREASE LEGITIMATE BUSINESS and SATISFY PATRONS.

This offer is open to everyone; absolutely no restrictions whatever.

Ladies, business men, professional men, working men, clerks, students, church societies or clubs can compete.

Our reason is to get a novel method of advertising and at the same time an effective and profitable way.

We are willing to pay for your brains.

Think out some plan, the more original the better, and submit it in writing and duly signed to The Regina Trading Co., and the person or persons submitting any new plan or plans that are accepted by the management of the company to be used as an advertising policy will receive \$25 in cash.

All competitors must have their plans in our possession before October 9, 1915.

**SERVICE DEPARTMENT**

Editor Canadian Grocer,—Would you kindly send us the names and addresses of charcoal manufacturers in Toronto?

OTTAWA GROCER.

Sept. 22, 1915.

Editorial Note.—The Charcoal Supply Co. is the only manufacturer in Toronto. The address is 407 Queen W.

**A \$600 Customer Lost**

Little Things That Count in the Service Rendered a Customer—True Story About Sugar and Pork and Beans—A Suggestion to Others

THE subject of buying groceries from the consumer's standpoint, is one that requires careful thought on the part of the grocer who is anxious to hold his present trade and at the same time secure new customers. It is well known that there are many grocers getting scores of new customers every year, but they are losing just as many because they do not give the service to which the consumer thinks he is entitled.

**Not the Service Expected**

Here is a true story of how a grocer in a large Canadian city lost a \$12 a week customer simply because that customer did not get the service he thought he should; and when the story is told, readers will no doubt agree that there is quite a bit in his complaint.

The family in question, after trying various lines of sugar settled on a particular brand which they liked particularly well. They decided to purchase it in 20 lb. cotton sacks. Preserving season was on and of course they were in need of considerable sugar. They phoned the grocer in question for a 20 lb. sack of sugar and instead of getting it they received four five lb. packages which cost them about a cent a pound more. Little was thought of this until a similar thing happened next time a sugar order was sent in. This time the order was for a 20 lb. sack as before. Instead of that the dealer sent them only eight 2 lb. packages. The family had decided that evening to put down some fruit that was too ripe to hold over until the morning. Twenty pounds of sugar were wanted, but instead of that there were only 16 lbs. in the house.

As the stores were closed then, it was too late to get any more, so that the fruit had to be left over until morning when a considerable part of it was too ripe to be preserved. Naturally this caused a great deal of annoyance and that family has lost the former confidence they had in the dealer in question.

Then a few days later an order was sent in for two 15 cent tins of a certain brand of pork and beans. What came was three 10 cent tins. While the price was the same, the family considered the quantity was less, and they were dissatisfied. The same thing happened a week or so later. The ten cent tin, too, was inconvenient because a 15 cent tin was the right size to go round the family, whereas the ten cent tin was too small and two of them too large and too expensive.

These things which may appear on the surface to be unimportant cost that dealer the trade of this family which amounted to at least \$600 a year.

**Are Your Customers Satisfied?**

This story is published here in case there are other grocers who perhaps unintentionally are overlooking these small things which to the customer loom up large. It should be remembered that service is the chief thing in retailing. If a customer finds he or she can secure a better service at the same price at some other store, how long is she going to continue to purchase her goods from you? Let every merchant take a retrospect of exactly how he has been treating his customers and seek out and eliminate any of the little things that might tend to create annoyance.

**WITH SUNNY SIDE UP**

"How will you have your eggs cooked?" asked the waiter.

"Make any difference in the cost of 'em?" inquired the cautious customer with the brimless hat and the ragged beard.

"No."

"Then cook them on the top of a slice of ham," said the customer, greatly relieved.

"Gumption, grit and 'git,' properly used, will fill an empty pocketbook."

If you will make good, energetic and assiduous use of your gumption, your grit and your "git thar" qualities your pocketbook will be persistently filled to repletion with good coin of the realm honestly and bravely earned.—Prudential Record.

**WORTH MORE THAN PRICE**

Editor, Canadian Grocer,  
Gentlemen,—Attached find \$2.00. We fail to see how you publish it for the price. ROBERT KIRBY,  
Sarnia, Ont., Sept. 22nd, 1915.

# Operating a Motor Delivery

Hamilton Grocer Reader Recalls Article in This Paper of Two Years Ago and Requests That it be Reprinted—Hours for Delivery and Suggestions on Operation of the Motor System.

Editor Canadian Grocer:

Dear Sir,—Some time ago you ran a series of articles in your paper by Henry Johnson. Among others, there was one on motor delivery, which at that time was not so common as now. He described the system that he adopted and the rules for his drivers. The latter is what I want to ask you for. If it is possible for you to look it up and send it to me I would be greatly obliged; or possibly you might find it good copy, as there are now a great many dealers changing from horse to motor delivery. Thanking you in anticipation.

HAMILTON GROCER.

Editorial Note.—This article appeared in Canadian Grocer of October 24, 1913. As suggested by our Hamilton reader, many others may be considering the same problem, so the article is reprinted herewith—just as it was run back in 1913:

The following letter is on a live subject:

October 18, 1913.

Henry Johnson, Jr.

Dear Sir:—We are about to instal an automobile delivery system in our grocery business, and would like to have you advise us as thoroughly as possible how to systematize our deliveries and how to make it a paying proposition.

We are doing around \$60,000 business a year and have a modern store, in the way of fixtures, and have a 5-ton ice machine for cooling box and display counter, but our delivery system is much below par, and now we are about to dispose of our horse and instal motor delivery.

Thanking you for any information you may give us, I am,

Yours respectfully,

W. T. E.

It is over two years—nearly three years—since I put in the first motor car. That car is still in service, though it went through all our experimental stages and was badly mishandled by ignorant and indifferent drivers, and consequently had to be overhauled at the end of the first year.

Car No. 2 has been nearly two years in continuous service and has never been overhauled.

Car No. 3 has seen about fourteen months of steady work, and is what we might call "new" to-day.

## Cost of Up-keep

These facts may indicate part of the cost of keeping up the equipment in good working order; but aside from that, I may say that the repair and replacement bills on our cars have run to an average of \$12.00 per month and the fuel and lubricating bills have averaged \$20 per month. That makes \$32 per month for three cars—two in continuous service and one running probably one-third time.

In our town it costs, nowadays, \$20.00 per month to keep a horse in a livery stable, and one cannot keep the horse himself for less than about \$14 or \$15 even if he supervises the work. So it should seem that the cost of keeping one horse is in excess of that of keeping an auto; and there is certainly no possible comparison between the character and quantity of the work which can be got out of a horse and an auto respectively.

## Not Learned in a Day

Of course, all of this was not learned in a day. We passed through our trials and tribulations to such an extent that we sometimes thought we should have been better off with horses and troubles to which we were accustomed. The new troubles often seemed interminable and insurmountable. Even while realizing that the difficulties hit hard because they were of a kind new in our experience, and that we should probably cope with them successfully once we knew their nature better, we yet sometimes almost lost heart.

For one thing—and it was a big thing—there were few "drivers" to be had. That meant that the few could demand, and they did demand, big pay for little work. Moreover, they were too good for lots of the needful work and demanded helpers—boys to get down from the car and deliver while they confined their efforts to "driving" and giving the car "expert" attention. Thus our delivery-man expense jumped immediately from \$8 and \$10 per week to about \$20 per week per car. For a considerable time we felt that all we could do was hope for such improvement in our business as would take care of the additional expense.

## Inevitable Decline in Wages

One thing I clearly foresaw, and the event has justified my prescience. I knew that the high wages prevailing would soon result in the education of great numbers of drivers; that such result would entail reduction in wages and

greater willingness to work; that, therefore, we should soon be relieved of one great trouble. That has already happened, so that we are now paying from \$9 to \$12 for drivers, who not only drive, but make all deliveries—which you might say is "some change" from former conditions.

No horse and wagon that I know of can be safely depreciated less than 20 per cent. annually, and it now looks as if our motors need not be more heavily depreciated—which is a big point in their favor.

So far as comfort and efficiency go—comfort in not having to force horses in the hot summer weather; efficiency in the matter of getting your goods out speedily over a wide range of territory—the motors we have installed really leave nothing to be desired.

## System in Deliveries

No man can hope to organize an efficient delivery service without system. My friend mentions his intention to sell his horse. If he is doing \$60,000 business and uses but one horse, surely he is at the gates of paradise so far as local conditions are concerned. I used four and five horses and ran three and sometimes four wagons to do \$60,000; and now I run two motors continually and sometimes three, and use one single horse rig (moderately) all the time.

But I know his dear little town very well indeed; one of the neatest, most compact, most simple living of communities; and maybe he can get along with one motor for quite a time. I caution him not to get busy and spoil his people; for it costs money to pamper customers.

## Sticking to Schedule

Our delivery service is exacting and complex. We have worked on something like system for years and years. During the past year we have lived more closely than ever to schedule. For the past few weeks we have lived almost on the dot to the schedule which I hereto append. The cards were printed only after we had worked on this system for several months. They were sent out with bills and are handed out to buyers daily. The idea seems to have worked into the minds of our customers, and I believe we are about fixed.

Of course, the localities will mean nothing to you; but perhaps you can glean something from the general outline.

The main point is to stick to schedule

## CANADIAN GROCER

at least so far as your customer is concerned. Let the times on the card be the times beyond which you decline to render service. If your customer calls for service after the schedule time, no matter if the wagon has not left the store, decline, saying "that delivery has gone." In this way, your schedule will really come to mean something and your customers will get to respect your hours and rules.

### DELIVERY SCHEDULE

Showing hours at which deliveries leave the store. Proper allowance should be made for time consumed in inter-

mediate stops between the store and your house.

8:00 a.m. Monona Ave. to Blount.  
8:15 a.m. Carroll to Butler.  
8:15 a.m. 1st and 5th wards to Park St.  
9:00 a.m. So. Carroll to Monona Ave.  
3rd and 6th wards; 7th ward.  
9:15 a.m. 1st and 5th wards to Park St.  
9:15 a.m. West Mifflin St. and 4th ward.  
9:45 a.m. 1st, 5th, 8th and 10th wards.  
10:00 a.m. 2nd ward to Blount Street.  
10:30 a.m. West Mifflin Street and 4th ward.  
10:30 a.m. 1st, 5th and 8th wards.

11:30 a.m. 2nd ward to Butler Street;  
1st and 5th wards.

11:30 a.m. 1st and 4th wards.  
2:30 p.m. 1st, 5th, 8th and 10th wards.  
2:45 p.m. 2nd and 7th wards.  
3:00 p.m. W. Mifflin St. and 4th ward.  
3:30 p.m. 3rd and 6th wards.

Later deliveries according to exigencies of business.

We respectfully suggest that you keep this card for reference and check, or underline the deliveries which go your way. Orders can be handled up to ten minutes before leaving time.

JOHNSON & SON,  
Grocers.

# Co-operators' Dividends and Income Taxes

Financial Times of London, Eng., Points Out An Injustice to the Retailer Who Has to Pay His Income Tax—Time Coming, it Says, When There Shall Be a Change.

**D**EALING with the question of Old Country co-operative associations, and the payment of an income tax on profits, the following from the Scottish Trader of Glasgow will be read with a great deal of interest:

### AN INJUSTICE TO TRADERS

The Financial Times is an influential Metropolitan newspaper, whose opinions command the attention of serious business men and the general public. The other day this journal published a special article under the above heading. The case of the private trader was clearly and firmly put, and the weakness of co-operative claims exposed. The Times pointed out that now that the income tax has been raised to 2s 6d in the £, with the probability of it going higher (since this was written the new budget has been brought down), some of the anomalies in the law which have hitherto been passed over with only an occasional grumble have become magnified to the extent of injustice which calls for immediate remedy.

The writer of the article says that prominent among these must be classed the curious provision which allows a co-operative society to carry on business without paying any tax upon its profits. He pointed out that that had been a standing grievance among retail traders for a long time past, but since under present conditions the exemption meant so much greater an advantage than it did when the income tax was only 1s. or 1s. 2d. in the £, it is quite time that the practice should be altered, more especially as the result would be to add a very considerable sum to the national revenue. The injustice to the private trader can easily be realized. The competition of

a co-operative store started in his immediate neighborhood with its system of bonuses to its members as regular customers is a sufficiently serious matter in any case. The added handicap of having to pay a heavy tax on his profits which his rival entirely escapes creates a sense of injustice which no amount of plausible reasoning on the part of the supporters of the co-operative movement is likely to remove.

### Co-Operative and Private Buying

The leaders of the co-operative movement have always wished the public to believe that their dividends represent the profits of the private traders plus the additional gain accruing to them from more skilful buying. As a matter of fact, the dividends are mainly earned through taking an enhanced profit on articles which really do not attract attention. It is easy, for example, to sell a tea at 1s. 6d. for 2s. the lb. without being found out by the majority of the store customers. It is nonsense to talk of the stores being able to buy butter better than private traders. Human nature is not built in that way. The private traders have their own capital to look after, their whole fortune depends on the skill and success with which they conduct their business, while the buying for the stores is done by hirelings guided perhaps by an amateur committee with "bees in their bonnets." The private traders buy in the open market wherever the best and cheapest goods are to be got, and are not like the retail co-operative societies, bound to a wholesale co-operative society that can practically charge pretty much what price it likes.

It is true that some of the co-operative societies have an apparent advantage

over the private traders in one respect, in that they can squeeze the wages of their workmen down to the lowest limit, as efficient service does not seem so important when the customers are bound to the establishment by the magic chain of the dividend. This, however, is in the long run a disadvantage, as cheap service is always inferior, and thus proves the more costly in the end. We recognize that the so-called co-operative movement of the present day is a fairly lucrative arrangement for the managers of the principal departments in some of the larger stores. They are at times paid as good salaries as they would get for performing similar duties in ordinary commercial establishments of equal magnitude, but there is frequently no end of grumbling among the shareholders about this. The lines of the committee men are sometimes cast in pleasant places, but as a rule the ordinary hands employed by co-operatives are poorer paid and harder worked than in private establishments.

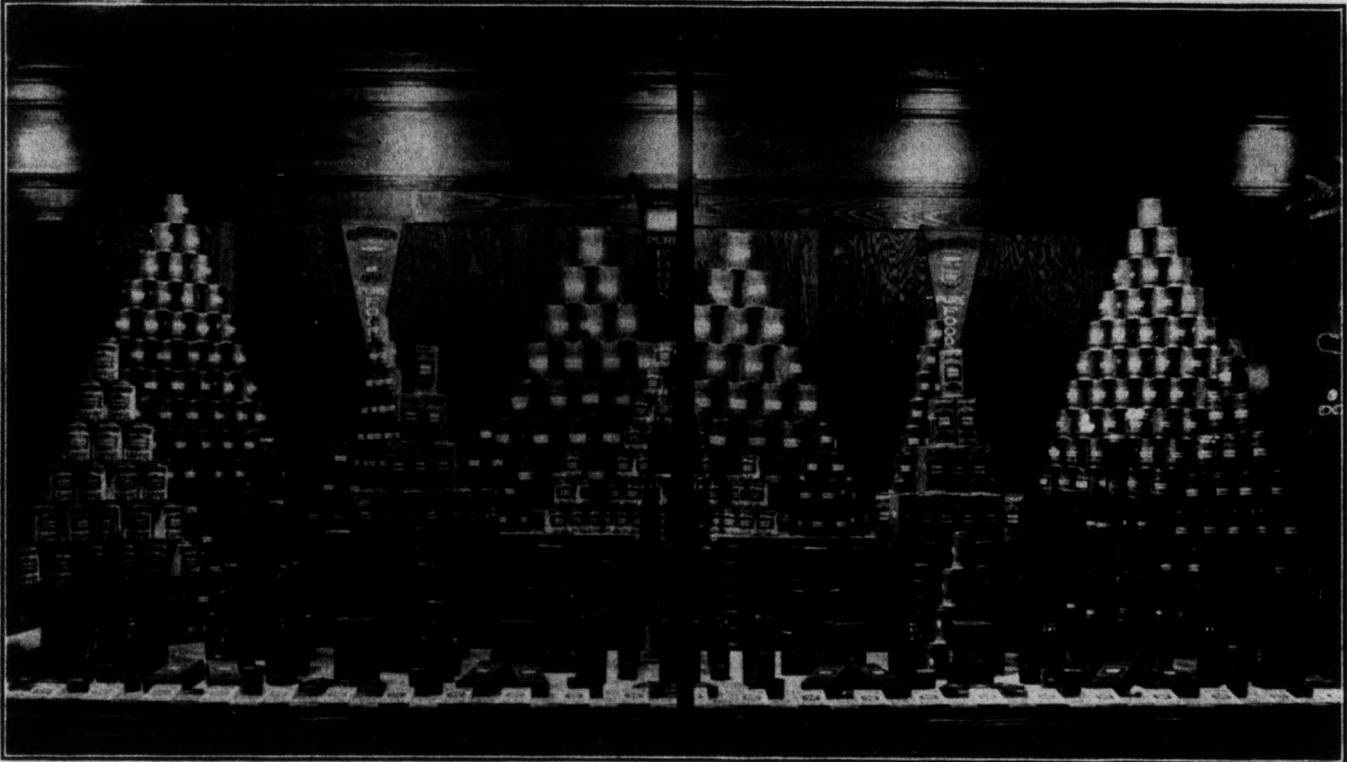
### A Difference in Service

Moreover, the public are less efficiently served, and if the law of the survival of the fittest is to prevail the final triumph of the private traders is on philosophical principles inevitable. "Each for all, and all for each," is a bit of proverbial wisdom that should have no place in the gospel of co-operation.

The Financial Times article is clear proof that the co-operative movement is being watched, and that at no distant date it must bear its full share of the national burdens. If the "divi" is seriously assailed it will mean a great deal to the movement in the times that are coming.

## Attractive, Yet Easily Arranged

Good Display of Package, Canned and Bottled Foodstuffs Shown Recently by McKinnons, Limited, of Weyburn, Sask.—How the Trim Was Made—Fall Season Good Time to Show the Goods Attractively.



An exceedingly attractive window display of package, bottle and tinned foods shown recently by McKinnons, Limited, Weyburn, Sask.

**E**VERY one admits that there is money in a good window display. Many dealers, however, think they do not have the time to make a good selling display.

A glance at the accompanying illustration will show an exceedingly neat and attractive trim of bottle, package and tinned goods which can be easily duplicated in almost any grocery store in the country. This is a trim that will get a reputation for the store showing it. It was produced in the store of McKinnons Ltd., Weyburn, Sask., recently and it sold a considerable quantity of goods.

In the first place it will be seen that this window is enclosed at the rear by handsomely grained wooden partition. This concentrates the gaze on the window and therefore on the goods in the window and not past them in the store.

The arrangement along the rear is simple but attractive. Cocoa in tins, apples in tins, laundry starch in packages and canned tomatoes are used in the various pyramids. In the front on the left is a display of coffee in tins. Bottled olives are neatly arranged on top of one another with plate glass platforms between and there are many small pyramids of other package and canned goods. On the floor towards the front are package currants, raisins, etc.

Now that the Fall season is on, the time is ripe to run a number of attractive and good selling window trims. Farmers are realizing on their crops and there is more money in circulation. It is necessary to present the goods in the most attractive form, and if this is done good business is bound to result.

# CANADIAN GROCER

ESTABLISHED 1886

*The Only Weekly Grocery Paper Published in Canada.*

THE MACLEAN PUBLISHING COMPANY  
LIMITED.

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

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No. 40

## THE RECENT SUGAR DECLINES

ALMOST everyone has been accustomed to believe that as soon as the heavy preserving season comes round each year sugar is bound to advance. This year, however, has been a big exception. During the past few weeks sugar has declined no less than 60c per cwt. bringing the price down to the lowest point it has reached since the sensational advances following the outbreak of the European war last fall.

The decline towards the end of last week of 30 cents brought the market to the \$6.05 basis, Montreal. A few weeks ago it was \$6.65. The first decline of 10 cents was due to the new arrangement between refiners and wholesalers as regards the rebate, but the declines following that have apparently followed the drop in raws in the primary market.

A year ago now, sugar was \$6.25 per cwt, and the market was advancing at a rapid rate. To-day it is 20 cents lower at \$6.05. Deducting the 70 cent war tax duty imposed on sugar last autumn the price comes down to \$5.35, which the retailer would be paying if there had been no war tax.

As has been intimated the primary market is weak. Some unexpected things have happened since the war began. Of course Germany and Austria could not sell any of her beet sugar to Great Britain and her allies. Britain and her allies therefore had to seek sugar from other countries. This was what started, in part, the big advances of a year ago. However, this very situation has tended to stimulate the growth of sugar cane throughout the world and sugar beets in the United States. The extra production of cane sugar, as well as beet sugar in countries outside of Germany and Austria, has apparently been the

means of bringing about a substantial surplus with which to enter the year 1916.

The fact that there is an extra duty on sugar entering Great Britain may to be a factor in reducing the consumption there to a certain extent. This would mean that more would be left for the rest of us.

So far as the immediate future is concerned sugar is likely to be weak although for how long is difficult to say. Between now and the first of the year one may see a few ups and downs according to the primary situation and after that—well nearly everything depends on the outcome of the Cuban crop.

## TRAINING CLERKS TECHNICALLY

THE idea of technically trained grocery clerks, dealt with by Charles A. Elliott in an article in the Sept. 10 issue of this paper, is not so far-fetched after all. The matter is now being taken up by the Board of Trade in Halifax, N.S. The Retail Merchants' committee of that body will draw up a plan for the formation of classes in connection with the Technical Schools.

The subjects to be discussed are salesmanship, marketing, study of goods, customers, service, sale of specialties, etc. The clerk will be called upon to take an examination on which a diploma will be given. This is exactly along the lines suggested by Mr. Elliott, except that the classes will be suitable not only for grocery clerks, but for those employed in hardware, dry goods, and other stores.

This is the beginning of what it is hoped, will develop into a school for giving clerks a thorough knowledge of their business. It is something that will be welcomed by everybody in the trade — by manufacturers and wholesalers, who will sell more

goods, by the retailer, who will thus be allowed more time to devote to broad lines of policy and to the extension of his business, and by the clerk himself who, if he has any spunk in him at all, will avail himself of every opportunity for increasing his knowledge of the business in which he is employed. The fact, as stated by Mr. Elliott, that the average time spent by a young man in the grocery business is only 2½ years, is deplorable, and the only remedy is to raise the plane of the grocery clerk to a higher level. With Boards of Trade like that of Halifax all over Canada, the future grocer will soon become a professional grocer.

*PRICE CUTTING ON FRUIT*

**T**HE following is an extract from a letter received by Canadian Grocer on Monday from a reader in Calgary, who although not a retailer is very much interested in retailer's profits:

"It struck me to-day while going about the city that a strong editorial or article in your publication on price-cutting of fruits in the Prairie Provinces would do a great deal of good. For instance in Calgary to-day a number of the leading retailers are slaughtering prunes at 65 cents a crate. As a matter of fact there is no reason in the world for this as they might as well get 80 cents per box as 65 cents. I cannot understand why a retailer will sell off the fruit in this way as what little profit there is is reduced to a mere pittance by price-cutting."

Canadian Grocer is very glad to co-operate with this man in voicing a protest against price cutting. With such a small profit in the ordinary way on fruit, no dealer has any license to sell it below the mark which he can get. By all means this price cutting game should stop and the sooner it stops the better will it be for the entire trade.

*ROT AMONG POTATOES*

**F**ROM all accounts the potato situation is going to be rather serious this coming fall and winter.

Rot has presented itself in all parts of Ontario and it has been estimated that the crop will be from 25 to 40 per cent. less on this account.

To-day Ontario potatoes are selling to the retail trade at around 80 cents a bag and New Brunswick from 85 to 90 cents a bag, with the prospect that prices will advance considerably within the next month or two. It is too early yet to say exactly what potato prices will be a month hence as the crop is just being dug in Ontario. Towards the end of October a year ago, potatoes were selling wholesale in Toronto from 65 to 70 cents. It would not be a surprise to see them from 20 to 30 cents higher at a corresponding period this year.

The rot was of course caused by the continued wet weather this summer. Low lands will suffer more than the high or the sandy soil, but from various sources comes the information that even in sandy

soil which does not hold the water so well, the rot is quite conspicuous. Last year was a splendid one for potatoes and prices were exceptionally low being down to around 50 cents a bag this spring. It is not likely we shall see the same conditions this coming season.

*MAIL ORDER BUYING*

**C**ATALOGUE buying is likely to thrive only where the local dealers are sufficiently lacking in enterprise to let it grow. Every retailer knows or should know that the local dealer has advantages which if actively employed, reduce mail order buying to a negligible quantity.

There are some merchants who still complain bitterly about the inroads of mail order competition in the retail trade. There are other merchants who seldom make a complaint of this nature. These non-complaining merchants state that they are giving the mail order houses a run for their money. It might be a good plan at this season to suggest to some retailers that it is their own lack of progressiveness that enables the mail order houses to secure such a large volume of retail trade. Some merchants do nothing to teach the public the wisdom of buying at home. They even neglect to feature their store prominently during the big fall and Christmas season of the year. The result is that many prospective purchasers easily fall into the error of buying by mail. The mail order house gets a lot of business in and around the district to which the unprogressive dealer caters. The latter believes that the business thus secured is due to the activity of the mail order house when in reality it is due mostly to his own inactivity.

*EDITORIAL NOTES*

OH TO BE in England, now the Budget's there!

\* \* \*

QUICK TURNOVERS mean quick profits—and that's what we're all in business for.

\* \* \*

OYSTERS SHOULD not be kept in the back warehouse. Place them in a clean, sanitary container, where they can be seen.

\* \* \*

ALL CAN'T go to the front, but those who remain at home can "do their bit" by keeping up their optimism and working hard.

\* \* \*

WITH SOME JULY weather in September the dealer has a splendid chance to increase his sales in summer lines such as cooked meats, meat sauces and table delicacies.

\* \* \*

THE GROCER should remember that cutting out the bars in certain provinces in Western Canada as well as in other parts of the country—means larger sales for grape juice and other drinks. It means too a boost for the cigar business.

# You Never Had a Better Chance Than Right Now

To make your brains and energy count

Canadian Bank deposits \$1,026,602,000  
\$28,219,000 higher than in 1914

An 863,000,000 bushel Cereal Crop (Latest Dominion Govt. Returns)

—The Canadian people and the Canadian grocers have stocks reduced to a minimum. The best war news in a year just announced.

You can increase your sales this Fall without a doubt. Put your brains, energy and confidence in your work and see that your travelers go out on the road confident in the backing and support of the house.

## THE BEST SUPPORT YOU CAN GIVE YOUR TRAVELER

is a regular weekly page advertisement in Canadian Grocer, interesting his customers in the lines he ought to sell and they ought to buy to get the most out of the 1915 Fall Business. Add to this a double page in two colors in our Fall Campaign Sales and Christmas Goods Number—advertisements full of the kind of information every grocer and clerk needs to be the most efficient salesman of your goods.

The result will be the retail trade will buy more of and sell more of your goods this Fall. Because they will go at the job with all their heart and soul.

Our Fall Sales Number this year will be a hummer. Read what Editor Huston has to say of it in another page. There will be sales-stimulating plans and business-creating ideas for every reader. No grocer can read this issue without determining that this Fall he is going to *sell* goods, not merely answer inquiries.

We offer you the chance to enthuse him to sell *your* goods. Seize this chance by reserving a double page now by first mail.

THE MANAGER.



# CURRENT NEWS OF WEEK

Canadian Grocer will appreciate items of news from readers for this page.



## Quebec and Maritime Provinces

A. Newton succeeds J. K. Neill, grocer, Aylmer East, Que.

A. W. Estabrooks, general merchant, Coldstream, N.B., died recently.

T. C. Smith, grocer, St. John West, N.B., sustained a fire loss recently; insured.

The St. Lawrence Vinegar Mfr. is a new company registered in Quebec Province.

Guimond & Carignan, general merchants, Beauharnois, Que., have obtained a charter.

A. C. Gilmour has purchased the grocery business of J. Senesac, Stanbridge Sta., Quebec.

T. P. Hetherington has bought the general store business of Geo. M. Thorne, Codys, N.B.

John F. Delaney, a grocer for ten years in Halifax, N.S., died recently at the age of 43 years.

G. T. Mitchell, general merchant, North Wakefield, Que., sustained a recent fire loss; insured.

The annual meeting of the Lake of the Woods Milling Company will be held in Montreal on October 6 at 3.30 o'clock.

Receipts for the last picnic held by Montreal grocers were \$869.45 and expenditure \$434.99, leaving a balance of \$434.46.

W. D. McLaren Co., baking powder manufacturers, Montreal, won a gold medal and diploma at the Quebec Provincial Fair.

I. Coulombe, general merchant, Three Rivers, Que., was among the heavy losers in a fire, which did \$15,000 damage on Friday, September 24.

M. J. Hill, wholesale fruit and vegetable merchant, 62 Bonsecour Market, Montreal, died last Friday. He was for a number of years on St. Paul Street.

At the last meeting of the Grocers' Section of the Montreal Retail Merchants' Association an appreciation of the late Justice Gervais was voiced by J. D. Boileau, who stated that when the late judge was a member of the House of Commons he did a great deal for the retail trade, especially in regard to the trading stamp question.

## Ontario

C. H. Keyes, grocer, Gormly, Ont., has sold to J. Wilson.

Barker & McKay succeeds the Armitage Co., grocers, Toronto.

S. J. Miller & Co. succeed O. J. Crookford & Son, grocers, Toronto.

J. F. Holloway succeeds A. L. Campbell, grocer and provisioner, Lindsay.

M. L. Buchanan & Co., grocers, Toronto, are succeeded by Nelson, Speers & Co.

N. C. Diffin has purchased the general store business of Arnold Bros., Ridgeway, Ont.

C. E. Wilton, general merchant, Centreton, Ont., sustained a fire loss recently; insured.

E. B. Birks, for 26 years a grocer in Trenton, Ont., and for 5 years in Toronto, died last week.

Young & Brown have purchased the general store business of Richard T. Hardison, Ridgeway, Ont.

D. W. Clark, Avenue Road grocer, Toronto, has been on a business and pleasure trip to New York.

Wm. B. Edmonds, son of John Edmonds, of the Christie Brown Co., Toronto, has entered the Curtiss School to train as an aviator for oversea duty.

G. T. Mitchell, general merchant, North Wakefield, Ont., near Ottawa, sustained a fire loss recently. The building was completely destroyed. The books were saved.

The Credit Men's Association, at their last meeting in Toronto, passed the following resolution:—"That we, the members of the Canadian Credit Men's Association, having a vital interest in the matter of adequate fire protection for the city and a proper appreciation of the necessity of a thorough organization of the Fire Department, view with marked disapproval the deplorable and unbusinesslike methods pursued by some members of the Board of Control and the City Council in this matter."

At a meeting of the Toronto Section of the Retail Merchants' Association last week, E. M. Trowern, who has been secretary for some eighteen years, tendered his resignation in view of the fact that he is to give his entire time and energy to the advancement of the work of the Dominion Board. His resignation was reluctantly accepted and he has been succeeded by W. C. Miller as secretary of the Toronto Branch. Mr. Miller has been devoting his energies to the duties of the Association during the

past year or more, and therefore enters on his new duties familiar with the work.

The organization work of the Retail Merchants' Association of Canada, Ontario Branch, is proceeding apace. During the last week Secretary W. C. Miller has attended meetings in Hamilton, Dundas, Paris and Berlin. Organizer Newton has been working in Dundas, T. J. Mather in Paris, J. C. Doyle in London and Eric C. Jamieson in Ottawa. Toronto, too, is being strenuously covered and new recruits are coming in every day.

## Western Canada

P. Wilkinson, grocer, Winnipeg, has removed to Kildonan West.

Dillon Bros. succeed C. O. Moen, general merchant, Darmody, Sask.

McLean Bros., Red Deer, Alta., have opened up a branch store in Carstairs.

B. Caplan has purchased the general store business of W. J. Larson, Weldon, Sask.

Stock of the St. James Cash Grocery, St. James, Man., has been sold to J. Dungan.

Rosner & Brownstone have succeeded John I. Bargaen, general merchant, Plum Coulee, Man.

The Lockwood Trading Co. have purchased the general store business of Solomon Goldin, Lockwood, Sask.

The grocers of South Vancouver, B.C., have formed an association for the general protection of their interests as a body. The following officers were elected:—President, John Norbury; vice-president, W. Hilton; hon. secretary, Herbert Curry; treasurer, D. Fraser; executive committee, Messrs. Roberts, Gordon, Tennant, Borthwick and Parker. It was pointed out by Secretary T. J. Corley, of the Vancouver Retail Grocers' Association, that to his knowledge alone the retail grocers of Greater Vancouver were carrying accounts against private individuals to the extent of over a quarter million dollars. This was a matter that required immediate attention in justice to the consumer, as it was one of the factors in increasing the cost of living. Weekly half-holiday, early closing, abolishment of Sunday trading, cartage charges and affiliation with the Vancouver association were the subjects appointed for the executive committee to investigate and report upon at a special general meeting to be held at an early date.



# Sugar Decline of 30 Cents

This Makes Total Drop of 60 Cents Cwt. Inside a Month — Uncertainty as to Mediterranean Dried Fruits—Western Ontario Bean Situation—Canned Tomatoes Get Firmer—High Price of Fancy Molasses.

Office of Publication, Toronto, Sept. 30, 1915.

**T**HE thirty-cent decline in refined sugar which took place at the end of last week is the feature in the grocery market. This big drop was in addition to three declines of 10 cents per cwt. which had taken place during the two weeks or so previous, making a total drop in the month of 60 cents a hundred pounds. This brings sugar down to the lowest point it has reached since the sensational rises of last fall, after the outbreak of war. Deducting from the present wholesale price the war tax of 70 cents imposed by the Dominion Government last fall, sugar would be at an exceedingly reasonable point, considering the times in which we are living. The cause of the present decline has been due to an easier feeling in the raw sugar market in Cuba and the placing on the United States market of the 1915 beet sugar crop. Supplies became heavier and brought about the decline in the market. Because of the European war too, Germany and Austria is not able to sell any sugar to Great Britain and her Allies. This caused the producers of sugar cane in the West Indies and other parts of the world to go in for still greater production—just the same as farmers in this country have gone in for greater production of wheat and other grains. This has tended to produce somewhat of a surplus of sugar considering the world's demand. The future of the sugar market is always uncertain. However, the immediate future indicates a more or less weak situation so that it would be no surprise to see another drop or two between now and the first of the year. After that the Cuban cane crop which begins to be harvested in January and finishes in July will be a factor. If the crop is heavy the market will be depressed accordingly. On the other hand, if unfavorable weather should intervene to produce a small crop, we might see higher prices. However, between now and the first of January it would be no surprise to see a weaker situation with probably an occasional rise as the primary situation dictates.

The situation in Mediterranean dried fruits becomes more uncertain. Dispatches during the week told of the Greek Government requisitioning a number of vessels for army purposes, some of which formerly no doubt were used in shipping currants. During the past week or so, currants have advanced some 12 cents a hundred pounds and are to-day about 17s 6d above the low price. We shall, too, receive only a few hundred boxes of Valencia raisins from Spain and it would be no surprise—in fact it is almost a certainty—that these will be retailed to the consumer this year at around 20 cents a pound. On account of Turkey being our enemy we shall get no Smyrna figs or Sultana raisins, unless Turkey should collapse suddenly, which is an uncertainty. We shall get some natural figs from Portugal and Spain which will be much higher than former years and we shall have some layer figs from California at high prices, as the California reports indicate that the crop is already sold. California dried fruits will therefore be a big factor in the market this Christmas.

Reports from the bean growing district in Western Ontario indicate that while we shall have considerable quantities of good beans there will be a large number of spotted ones on account of the excessively wet weather this summer and fall. Good beans are therefore likely to be pretty high-priced this coming year. Just what the actual production will be is hard to say as the farmers have not yet commenced generally on their threshing.

New-laid eggs took a sudden advance during the past week and are now several cents higher than our last quotations. Apparently the cold weather is having its effect on the hen and she is not producing as much as during the summer. At the same time export trade is heavier, these two reasons combining to put up the price. Cold storage eggs will soon have to be called upon in large quantities to meet this deficiency.

## Markets in Brief

### QUEBEC MARKETS.

#### FLOUR AND CEREALS—

Further declines in feeds.  
Rolled oats packages \$3.90-\$4.  
Lower Manitobas predicted.  
Sprouted wheat flour offered.

#### PRODUCE AND PROVISIONS—

Several big egg advances.  
Finest creamery up another cent.  
Pure lard advances ½c.  
Still lots 1914 honey left.  
Cheese prices remain same.  
Heavy fat fowl wanted.

#### FRUIT AND VEGETABLES—

Fameuse injured by storm.  
McIntosh Reds open at \$4.  
Blue grapes down to 25c basket.  
Apricots off the market.  
Cantaloupes down to 50c basket.  
Potatoes jump to 80c bag.  
Tomatoes scarce and higher.

#### FISH AND OYSTERS—

Better demand for oysters.  
Pickled and salted in demand.  
Pickled turbot wanted here.  
Sea trout prices attractive.  
Lobster still selling high.

#### GENERAL GROCERIES—

Cream of tartar jumps to 60c.  
Sugar declines another 30c.  
Weakness in black tea market.  
Tarragona almonds may be high.  
Cheaper new Brazils likely.  
Al Quebec beans offered.

### ONTARIO MARKETS.

#### FLOUR AND CEREALS—

Future of flour uncertain.  
Buying hand to mouth.  
Oat cereals easier.  
Mill feed market loses strength.

#### PRODUCE AND PROVISIONS—

New laid eggs advance sharply.  
Creamery butter firmer.  
Hog prices advance.  
Better demand for honey.

#### FRUIT AND VEGETABLES—

Heavy crop of peaches.  
Grapes inclined to be short.  
Storm knocks down apples.  
Cranberries selling better.  
Potatoes firming up.

#### FISH AND OYSTERS—

Better oyster trade with cooler weather.  
Haddies in big demand.  
Salmon easier.

#### GENERAL MARKETS—

Sugar down 30 cents.  
Currants still advancing.  
Candied peels higher.  
Fancy molasses over 60c gallon.  
Corn syrup selling better.  
Many spotted beans in Western Ontario.  
Common tea firmer in London.  
Canned tomatoes over \$1.

### QUEBEC MARKETS

Montreal, Sept. 29.—The decline of 30c per bag in sugar last Friday demoralized business considerably. It is a surprising fact, but nevertheless true, that a sensation in an important market like that of sugar has its effect on nearly all other lines. When retailers see a decline like that, it tends to closer buying. The most startled of the lot were those who bought fairly big supplies when the first ten cent decline took place. Many retailers had been delaying buying until the refiners and wholesalers had come to an agreement regarding

## CANADIAN GROCER

rebates; then they bought, unfortunately. Of course, nobody is to blame, as not even the refiners themselves are able to see a radical cut like this looming on the horizon. However, the effect of the sugar decline was plainly seen on business generally. Grocers are easy to sell when the market is on the up grade, but when it's going down, they are careful.

Apart from the decline in sugar, the most important event is a decided weakness in the market for black teas, particularly Ceylons, Indians and China Congous. Japans are unaffected by whatever influences have resulted in this decline, which amounts to three or four cents from the highest point touched. This may be the result of Russia being out of the market, or of a large crop, or perhaps to the increased duty imposed on tea by Lloyd George. The latter may have been the deciding factor, but a weaker feeling has certainly been evident in this market for more than a week. It is pointed out by a wholesaler that several weeks will be required in order to get this cheaper tea to this market.

Sealed herrings are down to 20c per box, which is a reduction of 5c per box. There has been some good fishing on the Atlantic and in the Gulf this year. Canadian sardines are down 25c to \$3.25 per case of 100 tins. The same reason as the above probably applies here. Sardines would be cheaper than this if it were not for the high cost of packing materials. On the other hand, English sprats have advanced this week, due to short pack, and to the fact that there is a demand for war purposes. Epsom salts have advanced another cent per lb., and are now bringing 7-8c per lb.

Preserved ginger in barrels jumped from \$24 to \$48 per bbl. this week on account of the ship containing the ginger being burned at sea. It is stated there is none to be had in Montreal.

**SUGAR.**—There was a further decline of 30c per bag on Friday, September 24. This applies to the whole list with the exception of cartons and half-cartons. The reason given is weakness in the raw market. The weakness is attributed to keen competition between cane and beet sugar refiners in the States. This is the period of the year when beets are harvested. Refined is selling in New York to-day at \$4.90, and here at \$6.05; the condition of the market, duties, etc., seem to warrant refiners here in keeping their prices a little over a cent higher than prices across the border. Thus the drop is in proportion to that which took place in New York. Refiners state that it hits them badly owing to the fact that they bought raws ahead. It is a drop that should help business, but refiners do not believe this will happen until the trade realize that the price has gone

about as low as it can. After such a radical cut, they do not believe many more drops likely, especially as they are losing money on present basis. Many retailers were hit through buying sugar three weeks ago, shortly after the agreement between refiners and wholesalers had been arrived at. However, nobody seems to have been buying unusually heavy. The price of sugar before the war was \$4.40; this was followed by a 10c rise, and shortly afterward the price jumped to \$5. Then came the 70c duty. There was a further advance to \$6.20, after which the maximum figure of \$7 was reached. Since then there has been a gradual decline, until now the price is \$6.05, which, allowing for the war tax, is still 90c higher than the price of sugar before the war.

There are those who affect to believe that something mysterious is connected with this recent decline. "I know the raw market is weak," said a Montreal wholesaler, "and we could expect a decline under the conditions, but why did the refiners follow New York? If they are going to follow New York with declines, why do they not also follow with advances? Are they afraid that New York will ship in here? It could not be done and pay duty and other charges. I do not see why because the raw market is weak the refiners should put down their prices and lose money. My opinion is that there is a cause right here in Montreal for the decline."

Another wholesaler spoke as follows: "Our sugar market is proportionately below that of New York. It is true the market was weak, and drops were made of ten cents here and there. The suggestion was made that a big cut be made, as dealers were expecting further drops, and were buying sparingly. Thus a break to the proper level was made in accordance with conditions here. It is believed now that things will get in better shape, and retailers will buy more freely. With such a decline, it is obvious that refiners have nearly touched the bottom."

Extra Granulated Sugars—		Per 100 lbs.
100 lb. bags	.....	6 05
20 lb. bags	.....	6 15
2 and 5-lb. cartons	.....	6 35
Yellow Sugars—		
No. 3	.....	5 90
No. 1	.....	5 65
Extra Ground Sugars—		
Barrels	.....	6 40
50 lb. boxes	.....	6 60
25 lb. boxes	.....	6 80
Powdered Sugars—		
Barrels	.....	6 20
50 lb. boxes	.....	6 40
25 lb. boxes	.....	6 60
Paris Lump—		
100 lb. boxes	.....	7 85
50 lb. boxes	.....	6 75
25 lb. boxes	.....	6 95
Crystal Diamonds—		
Barrels	.....	6 85
100 lb. boxes	.....	6 75
50 lb. boxes	.....	6 85
25 lb. boxes	.....	7 05
Cartons and half cartons	.....	8 05
Crystal Dominoes, cartons	.....	8 15

**DRIED FRUITS.**—There are a few Sultanas in Montreal which were bought a year ago. They cost the wholesaler 6c and he can probably get 14c to-day—

which gives an idea of the way Sultanas have advanced during the past year. There is no word of any currant shipments leaving Greece. It will be remembered that prices were withdrawn on futures, but large quantities were sold, and no word has been received yet of these being held. American prunes this year will be of exceptionally fine quality. Seeded raisins are reported sold out in packers' hands. Seedless raisins appear to be unusually popular this year. A California raisin company writes the Canadian Grocer in the following terms:

"Heavy European demand for raisins of all kinds, and the heavy demand for Muscatel raisins has so decreased the raisin supply upon the Pacific Coast, that it has necessitated the withdrawal of 1914 prices. This means that no shipments of muscats will be made from the Coast until the 1915 crop is ready for shipment, and orders are now only taken subject to prior sale. Picking reports show a shrinkage of possibly ten thousand tons from first estimate. This means an increase of only about 10 per cent. over last year's crop, while an increase of from 20 to 25 per cent. was expected."

EVAPORATED FRUITS.		Per lb.
Apples, choice winter, 25-lb. boxes	.....	0 09
Apples, choice winter, 50-lb. boxes	.....	0 08½
Apricots	.....	0 13½
Nectarines, choice	.....	0 17½
Peaches, choice	.....	0 10
Pears, choice	.....	0 11
Pears, choice	.....	0 13½
DRIED FRUITS.		
Candied Peels—		
Citron	.....	0 20
Lemon	.....	0 13½
Orange	.....	0 13½
Currants—		
Amalias, loose	.....	0 07½
Amalias, 1-lb. pkgs.	.....	0 08
Filiatras, fine, loose, new	.....	0 07½
Filiatras, packages, new	.....	0 08
Vostizzas, loose	.....	0 09
Dates—		
Dromedary, package stock, per pkg.	.....	0 09
Fards, choicest	.....	0 12½
Hallowee, loose	.....	0 08
Hallowee, 1-lb. pkgs.	.....	0 07½
Figs—		
8 crown, 12-lb. boxes, fancy, layer, lb.	.....	0 12
7 crown, 12-lb. boxes, fancy, layer, lb.	.....	0 12
6 crown, 12-lb. boxes, fancy, layer, lb.	.....	0 11½
1 lb. glove boxes, each	.....	0 12
Prunes—		
30 to 40, in 25-lb. boxes, faced	.....	0 14
40 to 50, in 25-lb. boxes, faced	.....	0 13
50 to 60, in 25-lb. boxes, faced	.....	0 12
60 to 70, in 25-lb. boxes, faced	.....	0 11
70 to 80, in 25-lb. boxes, faced	.....	0 10
80 to 90, in 25-lb. boxes, faced	.....	0 09½
90 to 100, in 25-lb. boxes, faced	.....	0 09
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, \$2.50; 5-crown cluster	.....	3 60
Muscatales, loose, 3-crown, lb.	.....	0 09
Sultana, loose	.....	0 14
Sultanas, 1-lb. packages	.....	0 15
Call, seedless, 15 oz.	.....	0 09
Seedless, 12 oz.	.....	0 08½
Fancy seeded, 12 oz.	.....	0 09
Choice seeded, 12 oz.	.....	0 08½

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

**NUTS.**—Some time ago it was announced that the crop of Tarragona almonds was a good one, and that prices would be much lower. Something has happened in the meantime—it is early to say what—which may reverse these conditions. Prices named for new crop were very low, but, early this week, prices were withdrawn both in Spain and in New York. It may be there have been heavy rains, and there may have been a touch of frost. Spain has cer-

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tainly had hard luck with her crops this year. Italy and Sicily are also sources of supply, and while they control the market in price, they do not send so many to the country as does Spain. The market for walnuts remains the same. There is considerable cutting going on in New York on new crop Brazils, and lower quotations may be expected. It is the belief here that retailers will shortly be able to buy washed Brazils at 14c or lower. Much higher figures are being quoted in Montreal, and it looks as though the trade have bought at rather high prices. As a result of the acute situation in Spain as regards Tarragona almonds, California almond people have advanced their prices. Filberts are higher by 1/2c.

**MOLASSES.**—This market is in the same position as a week ago, and is very strong. Fancy is still selling in the country at 54c, and at 57c in Montreal; choice brings 45c in the country, and 48c in the city. A new compound syrup is reported to have been put on the market within the past week or two, but it is intended more as a substitute for corn syrup or maple syrup than for fancy molasses. It is difficult to see how a substitute could be made for the latter. With maple syrup getting scarce, there will probably be a demand for this compound syrup.

Barbadoes Molasses—	Price for	
	Fancy.	Choice.
Punchons .....	0 57	0 48
Barrels .....	0 60	0 51
Half barrels .....	0 62	0 53
For outside territories prices range about 3c lower.		
Carload lots of 20 punchons 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., 3/4c; 1/2 bbls., 4c; 1/4 bbls. ....	0 04 1/2	1 40
Pails, 8 1/2 lbs., \$1.95; 25 lbs. ....	2 65	3 00
Cases, 2 lb. tins, 2 doz. in case .....	2 80	2 85
Cases, 5 lb. tins, 1 doz. in case .....	2 80	2 85
Cases, 10 lb. tins, 1/2 doz. in case .....	2 80	2 85
Cases, 20 lb. tins, 1/4 doz. in case .....	2 80	2 85
<b>Cane Syrups—</b>		
Barrels, lb., 4 1/2c; 1/2 bbls. ....	0 05	3 60
Cases, 2 lb. tins, 2 doz. in case .....	0 05	3 60

**SPICES.**—The most important fact in connection with the spice market this week is an advance of 10c in the price of cream of tartar. This brings the price up to 60c per lb. The consumption of wine has fallen off, and there are less casks (in which the raw material forms) to supply it.

	5 and 10-lb. boxes.	1/2-lb. pkgs. dozen.	1/4-lb. tins lbs.
Allspice .....	0 16	0 60	0 23
Cassia .....	0 22	0 80	0 29
Cayenne pepper .....	0 25	0 85	0 30
Cloves .....	0 28	1 05	0 35
<b>Cream tartar—60c.</b>			
Ginger, Cochon .....	0 22	0 80	0 29
Ginger, Jamaica .....	0 22	1 00-1 15	0 31
Mace .....	0 40	1 40	0 50
Nutmegs .....	0 40	1 40	0 50
Pepper, black .....	0 22	0 90-1 00	0 29
Pepper, white .....	0 30	1 15-1 20	0 37
Pastry spice .....	0 22	0 85-1 20	0 29
Pickling spice .....	0 14-0 15	.....	.....
Turmeric .....	0 21-0 23	.....	.....

Lower prices for pails, boxes or ballers when delivery can be secured.  
Cardamom seed, per lb., bulk ..... 2 00 2 80

<b>Carraway—</b>		
Canadian .....	0 16	0 18
Dutch .....	0 16	0 18
Cinnamon, China, lb. ....	0 14 1/2	0 16
Mustard seed, bulk .....	0 19	0 23
Celery seed, bulk .....	0 36	0 45
Cayenne chillies .....	0 18 1/2	0 22
Shredded cocconut, in pails .....	12-15	.....
Pimento, whole .....	.....	.....

**RICE.**—There are no comments to make of any importance on this market. Prices remain the same, and conditions as reported for the last two or three weeks, still remain.

Rangoon Rices—	Per cwt.
Rangoon, "B" .....	3 90
"C.C." .....	3 80
India bright .....	4 00
Lustre .....	4 10
<b>Fancy Rices—</b>	
Imperial Glace .....	5 20
Sparkle .....	5 60
Crystal .....	5 00
Ice drips .....	5 30
Snow .....	5 20
Polished .....	4 10
Pearl .....	4 50
Mandarin, Patna .....	4 30
Java Onyx .....	7 00

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 (12 1/2 lbs.).	
<b>Imported Patna.</b>	Per lb.
Bags, 22 1/2 lbs. ....	0 05 1/2
Half bags, 11 1/2 lbs. ....	0 05 1/2
Quarter bags, 5 1/2 lbs. ....	0 05 1/2
Velvet head Carolina .....	0 09 0 10
Sago, brown .....	0 05 1/2 0 07
Tapioca—	
Pearl, lb. ....	0 07 0 07 1/2
Seed, lb. ....	0 07 0 07 1/2

**DRIED VEGETABLES.** — Reports continue to arrive here from points in Ontario that the bean crop has been a bad one. From a Chatham source comes the information that the crop was originally a larger one than last year, but that the heavy rains of a few weeks ago reduced the crop to half, the quality of which would be poor. They are having good weather now, but it is too late. Small supplies of new Quebec beans have been arriving during the past few days, several weeks ahead of the Ontario crop. These have had the effect of dropping the price of Canadian white beans; firms who were asking \$3.75 have dropped their quotations to \$3.60. Quebec Province is thus becoming a factor in the bean market. Farmers here have discovered that they can grow beans and make money at it. Montreal wholesalers have received as many as twenty offers in one day during the past week, and the quality is as good as one could ever wish to get. Beans have not been grown in Quebec to any extent before, but the ruling prices were so high, the farmers were encouraged. Western farmers are perhaps not aware of the competition they now have to contend with. The quality of the Quebec bean is said to be far superior to 3-lb. pickers, with hardly any loss at all. There is good inquiry for peas, which is helping to keep the market up. They are being offered at from \$2.80-\$3.25.

<b>Beans—</b>		
Canadian, 3-lb. pickers, per bushel....	3 45	3 60
Yellow eyes, per bushel .....	4 00	4 00
Lima, per lb. ....	0 07 1/2	0 08
Peas, white soup, per bushel .....	2 75	3 25
Peas, split, bag, 96 lbs. ....	5 50	5 50
Barley, pot, per bag .....	3 00	3 30
Barley, pearl, lb. ....	0 05	0 06

**MONTREAL CANNED GOODS.**—It was announced

this week definitely that no agreement was expected between the canners and the wholesale trade, this having been postponed to a later date. Thus, for a time, there will be an open market. Prices were named by the Holding Company this week on tomatoes, corn, standard peas, early Junes, and Sweet Wrinkle, for Group B. These, if anything, are a little lower than those announced last week in this column. Tomatoes, for instance, are sold on a basis which allows the wholesaler to sell around \$1, and corn at 85c. A prominent man in the canned goods business offered to bet this week that by May 1 the price of canned tomatoes would be \$1.25 to the retail trade. Is he correct?

There is little new as regards canned salmon, except that wholesalers warn dealers that there are going to be some Pinks of inferior quality placed on the market, which ought to be sold below ruling prices.

### ONTARIO MARKETS

Toronto, Sept. 30.—The grocery business is running along smoothly, neither fast nor slow. On the whole, the trade passing from wholesaler to retailer is of the hand-to-mouth character, few retailers apparently speculating in the present markets.

The most important change that has actually taken place in quotations since a week ago was another decline in sugar of 30c, which occurred at the end of last week. This made a total decline of 60c during the past month or so. The sugar market is still on the weak side, and will likely remain so until new developments appear in primary cane and beet markets.

So far as Mediterranean dried fruits are concerned, things are very uncertain. With Greece taking on a war-like appearance and requisitioning large freight vessels for army purposes, it is difficult to say what will happen to the shipment of currants. Currants are scarce to-day, and everything in the future points to a continued scarcity. Added to that there will only be a few hundred boxes of Valencia raisins reach this market, which is going to mean that the bulk of dried fruit for the Christmas trade must come from California. The uncertainty is causing considerable uneasiness so far as importers are concerned, and this uneasiness is likely to continue until the war air is considerably clarified.

Another feature of the markets of late, which has been pointed to frequently in Canadian Grocer, is the strength appearing in canned vegetables. Wholesalers this week are quoting tomatoes anywhere from \$1 to \$1.10 to the retail trade. Compared with a couple of months ago, this is some 40c advance, or at the rate of 3 1/4c per tin. The reason

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for this advance, as has already been pointed out, is the smallness of the pack.

**SUGAR.**—The decline of 30c cwt. in sugar towards the end of last week was somewhat surprising. The trade rather anticipated an easier market, but were not exactly looking for such a substantial drop at one time following the three other 10c declines. This drop of 30c brings sugar down 60c cwt. below what it was a month ago, or to the basis of \$6.11 per cwt. to the retail trade in Toronto. Refiners state the reason for this succession of declines, apart from the first one, has been due to easier conditions in the primary markets. For instance, New York refined is supposed to be selling at \$5, where in reality it is around \$4.90. Beet sugar in New York, which is quoted at \$4.80, is selling on the quiet for 5c less. A week ago the New York market was some 30c higher. One reason for the easier feeling in New York is the coming on the market of large quantities of sugar made from beets. The competition between beet and cane helped to bring down the market. Refiners, too, point out that the Cuban prices for raws are coming down to more nearly normal, as they have been pretty high since the outbreak of war. While the immediate future indicates continued weakness, yet it should be remembered that the sugar market is a difficult one to gauge. Anything may happen. The Cuban canes have just begun to sprout, and it will be January before the grinders will begin to produce sugar. The season lasts from January to July. While, of course, prospects are good for a good crop now, anything may happen between now and July to change the situation. Report has it that Germany is supposed to be getting out 1,600,000 tons of sugar this season, which is over a million tons less than a normal year. Anything may, therefore, happen after the New Year, but for the present the market is on the weak side. One refiner's representative was of the opinion that between now and the New Year we might see some ups and downs following the primary market situation from time to time.

Extra Granulated Sugars, Montreal Refined—per 100 lbs.	
100 lb. bags	6 11
50 lb. bags	6 21
10 lb. bags	6 26
2 and 5-lb. cartons	6 40
Nova Scotia refined, 100-lb. bags	6 01
New Brunswick refined, 100-lb. bags	6 11
Extra Ground Sugars—	
Barrels	6 51
50 lb. boxes	6 69
25 lb. boxes	6 81
Powdered Sugars—	
Barrels	6 31
25 lb. boxes	6 71
Crystal Diamonds—	
Barrels	6 75
100 lb. boxes	6 85
50 lb. boxes	6 95
Cartons (20 to case)	7 51
Cartons (50 to case)	8 31
Crystal Dominoes, cartons	7 81
Paris Lump—	
100 lb. boxes	6 85
50 lb. boxes	6 95
25 lb. boxes	7 15
Yellow Sugars—	
No. 1	5 71
Barrels granulated and yellow may be had at 5c per cwt. above bag prices.	

**SYRUP AND MOLASSES.**—The sale of corn syrup in anticipation of the colder weather is picking up considerably. The season is now here when syrup becomes not only an appetizing but a wholesome food, and because of its cheapness it is a favorite on many a table. No price changes have occurred recently in corn syrup, and none are expected unless corn should become cheaper. This is not anticipated for some time at least.

Fancy molasses continues to soar. Wholesalers on the street this week did not think that a price of 65c per gallon to the trade would be any too high. The molasses situation has been covered carefully in Canadian Grocer recently, so it is unnecessary to go into it again. Suffice to say, that the market is an advancing one, and the next crop is some five months hence. The Ontario market is not, however, a big buyer of the extra fancy molasses.

Corn Syrup—	
Barrels, per lb., 3¼c; ½ bbls., 4c; ¼ bbls.	0 04¼
Pails, 33½ 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
Cane Syrup—	
Barrels, lb., 4¼c; ½ bbls.	0 65
Cases, 2 lb. tins, 2 doz. in case	3 00
Molasses—	
Fancy, gallon	0 60 0 65

**DRIED FRUITS.**—The Mediterranean dried fruit situation is very uncertain. Canadian Grocer has already emphasized the fact that there shall be no Sultana raisins or Smyrna figs this season unless Turkish power should suddenly collapse. While this may be near, it is not likely to be near enough to allow us to secure our usual dried fruit supply this year.

The currant market is exceedingly high. A cable was received on Tuesday morning by a local broker from Patras to the effect that currant prices had advanced 6c per cwt. since the last price quoted. The present primary market price is now 7s 6d—about \$1.85—per hundred higher than the lowest price. Currants are short here now, and this shortage is likely to become more acute. Newspaper advices indicate that the Greek Government has requisitioned a number of freight vessels, and this is going to present further difficulties towards getting currants to this continent.

So far as Valencia raisins are concerned, only a few hundred boxes will reach this market, these being now on the way. An authority on the situation states that it is not likely these will reach the ultimate consumer at less than 20c a pound. The cost to the retailer may be from 15 to 16c. We are quoting this week 13½c to 14½c for Valencias. This is from 2c to 3c higher than previous quotations.

The Canadian market will get a quantity of natural figs from Portugal and Spain, which will cost just a little less than double the price of former years.

In layer figs the only thing we will get this year will be California produce, and this in small quantities, California reporting that the crop is already sold.

The primary market on peels is higher, and wholesalers are advancing prices here.

Apricots—		
Standard, 25 lb. boxes	0 13¼	0 15
Choice, 25 lb. boxes	0 11½	0 12
Apples, evaporated, per lb.	0 08	0 08½
Candied Peels—		
Lemon	0 15	0 16
Orange	0 15	0 16
Citron	0 20	0 23
Currants—		
Filiatras, per lb.	0 09¼	0 10½
Amalas, choicest, per lb.	0 10	0 10½
Patras, per lb.	0 10½	0 11½
Vostizzas, choice	0 12	0 13
Cleaned, ½ cent more.		
Dates—		
Fards, choicest, 12-lb. boxes	0 09½	0 10
Fards, choicest, 50-lb. boxes	0 09	0 09½
Package dates	0 08	0 08½
Hallowees	0 07¼	0 07¾
Prunes—		
30-40s, California, 25 lb. boxes	0 11	0 12
40-50s, 25 lb. boxes	0 10	0 11
50-60s, 25 lb. boxes	0 12	0 12¾
60-70s, 50 lb. boxes	0 10½	0 11½
70-80s, 50 lb. boxes	0 09	0 09½
80-90s, 50 lb. boxes	0 08	0 09
90-100's, 50 lb. boxes	0 07¼	0 08
25 lb. boxes, ¼c more.		
Peaches—		
Choice, 50 lb. boxes	0 06½	0 07
25 lb. boxes ¼c more.		
Raisins—		
Valencia	6 13¼	0 14¾
Seeded, fancy, 1 lb. packets		0 10¼
Seeded, choice, 1 lb. packets	0 09¾	0 10¼
Seeded, choice, 12 oz.		0 08
Seedless, 16 oz. packets	0 11½	0 12
Seedless, 12 oz. packets		0 10

**NUTS.**—There is a fair supply of nuts, but not at all an abundant one owing to the much higher prices ruling in primary markets. Orders, therefore, have so far been restricted. There is, too, an uncertainty with regard to shipments, as importers fear many of the goods will be late in arriving. If it were a certainty that the goods would come, the chances are the supply would be adequate, as the nations at war will not be in the market for so many as usual.

Shelled almonds, according to one importer, were sold up to a month ago for October shipment at reasonable prices. Recently most sellers have been withdrawing entirely from the market and refusing to name a price, owing to the lateness of the crop. Those few who do name prices quote some 15s. cwt. above basis of former sales. This would mean an advance of four cents a pound on duty-paid price.

Almonds in the shell are reported to be of an inferior quality, and the price has advanced about a cent a pound in the primary markets. Some buyers who did not buy in Europe tried to purchase this week in New York on quotations made a few days ago by New York sellers. However, when the inquiries reached their destination these prices had been withdrawn and holders refused to quote until they could get further reports from Spain.

This year we shall likely be getting more nuts from California. These will include both walnuts and almonds. New prices on walnuts will be out after the first of the month. Prices on almonds are already given out.

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In Shell—	Per lb.	Per 100 lb.
Almonds, Tarragona	0 17½	0 18
Brazils, medium, new	0 13	0 15
Brazils, large, washed, new	0 17	0 18
Chestnuts, peck	1 75	2 00
Filberts, Sicily, new	0 13	0 14
Peanuts, Jumbos, roasted	0 12½	0 13½
Peanuts, hand-picked, roasted	0 11	0 11½
Peanuts, fancy, roasted	0 09	0 10
Pecans	0 17	0 18
Walnuts, Grenoble	0 11	0 12
Walnuts, Bordeaux	0 11	0 12
Walnuts, Marbots	0 13	0 14
Shelled—		
Almonds	0 38	0 40
Filberts	0 35	0 36
Peanuts	0 11	0 11½
Pecans	0 15	0 16
Walnuts	0 13	0 14

**COFFEE.**—The coffee market maintains its usual quiet, steady tone. Prices are comparatively low, and with the good coffee season coming on, buying will be stimulated. There is even talk already of an extra duty on coffee when Parliament meets again. This, of course, is only a guess, and there are others who think there will be no extra war tax. Prices are the same.

Coffee—	Per lb.	Per 100 lb.
Plantation Ceylon	0 32	0 34
Java	0 35	0 40
Arabian Mocha	0 34	0 37
Guatemala	0 28	0 28
Mexican	0 25	0 25
Jamaica	0 22	0 24
Santos	0 19	0 22
Rio	0 16	0 18
Chicory	0 14	0 14

**RICE AND EAPIOCA.**—There is no change in this market, the usual steady trade taking place.

Rice—	Per cwt.	Per 100 lb.
Rangoon "B."	4 00	4 00
Rangoon, per cwt.	4 00	4 00
Rangoon, fancy, per cwt.	5 00	5 00
Patna, fancy	0 07½	0 09

Tapioca—	Per lb.	Per 100 lb.
Pearl, per lb.	0 07	0 07½
Seed, per lb.	0 07	0 07½
Sego, brown, per lb.	0 05½	0 05½

**BEANS.**—A large bean dealer who was through part of the Western Ontario bean district recently states that, while there will be some good beans for the market this year, there will be quite a lot of poor ones. This, of course, was on account of the excessively wet weather. The acreage was large in anticipation of good prices, but there are scores of acres which were practically drowned out. He thinks that on the whole there will be about a 50 to 60 per cent. of a normal crop. This is only an estimate, as threshing has not been begun. This is likely to commence next week. As yet there have been no prices made by the farmers. In the meantime old crop hand-picked beans are selling wholesale at \$3.75 per bushel.

Beans—	Per bushel
Hand picked, bushel	3 75

**SPICES.**—A number of the spices have been firming up of late and a few are on the easy side. Peppers are quite firm on the London, Eng., market, having advanced there recently about a cent a pound. Manufacturers here say it is difficult to sell any pure black pepper at anything under 20c to the retailer. All-spice and cassia are also firmer, and so is Jamaica ginger. Cloves are a shade easier, although there is no actual quotable change. Mace is higher, and \$1 a pound is being quoted for the best grade. The pickling spice season is practically over for another year.

Spices—	Compound, per lb.	Pure, per lb.
Allspices, ground	0 10	0 16
Allspices, whole	0 15	0 15
Cassia, whole	0 21	0 32
Cassia, ground	0 14	0 16
Cinnamon, Batavia	0 27	0 35
Cloves, whole	0 27	0 35
Cloves, ground	0 18	0 22
Cream of tartar	0 25	0 35
Curry powder	0 30	0 35
Ginger, Cochin	0 15	0 17
Ginger, Jamaica, ground	0 18	0 21
Ginger, Jamaica, whole	0 25	0 30
Ginger, African, ground	0 14	0 18
Mace	0 80	1 00
Nutmegs, brown, 64s, 52c; 80s, 42c; 100s	0 20	0 30
Nutmegs, ground, bulk, 45c; 1 lb. tins	0 22	0 25
Pastry spice	0 22	0 25
Peppers, black, ground	0 14	0 18
Peppers, black, whole	0 20	0 24
Peppers, white, ground	0 19	0 24
Peppers, white, whole	0 36	0 38
Pickling spice	0 16	0 20
Turmeric	0 18	0 20

**TEA.**—A cable received on Monday from London, Eng., by a large local house stated that the market on common teas was practically a cent a pound dearer. Medium was up a ½c, and good tea was slightly easier.

This is somewhat of a reversal of form in this market. Recently quality teas have been advancing and cheaper grades declining. The exact reason may be difficult to get at until fuller information is secured, but it may be that the new British budget, which added an additional 8c per pound duty, is tending to create a better demand for the lower grades. The total duty is now a shilling a pound.

The last McMeekin circular from London showed that there were now in London almost 10,000,000 pounds of Indian, Ceylon, Java and China tea more than at a corresponding period of last year. If these statistics mean anything, they indicate an easier market.

Japan teas are dearer for common than opening prices, and some dealers here are looking for a shortage of the cheaper grades.

## TORONTO

**CANNED GOODS.**—Canned tomatoes are exceedingly firm just now. The market has advanced to the retailer to around \$1 and \$1.10 per dozen. This is, of course, due to the short pack practically made necessary by the crop shortage and partly on account of the poor demand during the past year. Tomatoes now are at a good price and retail prices during the coming season will have to be around to the two-for-a-quarter mark if not higher. The canners have not sent out any list of prices this year and will not likely do so. Their prices are being quoted f. o. b. net factory to the wholesale trade. It is a certainty that the pack of tomatoes this year is less than for many years in the past.

Corn is reported to be of a fair crop and of good quality, so that the pack will likely be a reasonable one. The pack of peas was also pretty fair.

Chums, 1-lb. talls	0 30
Pinks, 1-lb. talls	1 20
Cohoes, 1-lb. talls	1 45

Red Springs, 1-lb. talls	2 00
Humpback, ¼-lb. tins	0 60
Salmon, Sockeye—	
1 lb. talls, cases 4 doz., per doz.	2 52½
1 lb. flats, cases 4 doz., per doz.	2 72½
½ flats, cases 8 doz., per doz.	1 57½
Five cases or more, 2½ doz. less than above.	
Canned Vegetables—	
Tomatoes, 3's	1 00
Peas, standards	0 80
Early June peas	0 95
Extra sifted peas	1 45
Corn, 2's, doz.	0 90

## MANITOBA MARKETS

Winnipeg, Sept. 30.—City business shows some revival and country trade is first class. The great movement of wheat East and cash West has only commenced, but its effect and promise are already much in evidence.

Heavy rains on Saturday last, covering the whole of Manitoba and much of Saskatchewan, will delay threshing for a few days, but are not likely to be cause of any material damage.

In staple lines a drop of 30c per cwt. on sugar is somewhat of a surprise. American markets are reported as decidedly weak. All other staple lines are unchanged. New prices on nuts may be expected next week.

Sugar, Eastern—	Per cwt. in sacks.
Standard granulated	6 65
Extra ground or icing, boxes	7 50
Extra ground or icing, bbls.	7 30
Powdered, boxes	6 70
Powdered, bbls.	6 80
Hard lump (100-lb. case)	7 60
Montreal, yellow, bags	6 25
Sugar, Western Ontario—	
Sacks, per 100 lbs.	6 60
Halves, 90 lbs., per cwt.	7 35
Bales, 20 lbs., per cwt.	7 60
Powdered, 50s	7 05
Powdered, 25s	7 35
Icing, barrels	7 60
Icing, 50s	7 45
Cut loaf, barrels	7 70
Cut loaf, 50s	7 85
Cut loaf, 25s	7 85
Sugar, British Columbia—	
Extra standard granulated	6 60
Bar sugar, bbls.	6 75
Bar sugar, boxes	7 00
Icing sugar, bbls.	6 95
Icing sugar, boxes	6 60
H. P. lumps, 100-lb. cases	7 05
H. P. lumps, 25-lb. boxes	7 70
Yellow, in bags	6 25

## BRITISH COLUMBIA MARKETS

(By Wire)

Vancouver, Sept. 30.—Eggs are scarce and market is strong. Strictly fresh are up two cents dozen and specials are up 2c; others unchanged. Sugar has declined again.

### PRODUCE AND PROVISIONS.

Butter, creamery, per lb.	0 31-0 33
New Zealand cubes	Open
New Zealand brick	Open
Cheese, per lb., large	0 17

EGGS—	Per dozen
Local fresh	0 43
Extra selected	0 28
Vancouver Island	0 28
Lard, 3's, per case	8 25
Lard, 5's, per case	8 17
Lard, 10's, per case	8 10
Lard, 20's, each	10 50

### GENERAL.

Almonds, shelled, lb.	0 45
Beans, foreign, per lb.	0 05½
Cream of tartar, lb.	0 09
Beans, Lytton	0 06½
Figs, 12-10 oz. packages, per box	0 85
Figs, 50-80 oz. packages, per pkg.	2 25
Cocconut, lb.	15½c
Cornmeal, ball	0 30
Flour, best patents, per bbl.	0 30
Lemons, box	3 50
Potatoes, per ton	10 00
Boiled oats, ball of 80 lbs.	3 10
Onions, lb.	0 01½
Oranges, box	6 00
Rice, 50's, sack	1 00
Sugar, standard gran., per cwt.	7 25
Sugar, yellow, per cwt.	6 80
Walnuts, shelled, lb.	0 45
Jams, glass jars, doz.	8 25
Jams, 4-lb. tins, doz.	7 00

CANADIAN GROCER

CANNED GOODS.	
Apples, gala, 5/case	\$1.02
Beans, 2's	2.05
Corn, standard, per 2 dozen case	2.10
Peas, standard, per 2 dozen case	2.05
Plums, Lombard, 2's, case	1.90
Peaches, 3/4's, case	3.80
Strawberries and raspberries, 2's, case	4.50
Tomatoes, standard, per dozen, case	2.40
SALMON.	
Sockeye, 1's, 4 doz. case	\$9.00
Sockeye, 1/2's, 8 doz. case	10.75
Pinks, 1's, 4 doz. case	4.00
DRIED FRUITS.	
Apricots, per lb., 10c; Apples, lb.	09 1/2c
Prunes, 70-80, 25's, lb.	09 c
Currents, per lb., 9c; Raisins, seeded, lb.	09 c
Peaches, per lb.	06 c
White figs, per lb.	05 1/2c

ALBERTA MARKETS (EDMONTON)  
(By Wire)

Edmonton, Sept. 30.—Business is good; country stores are buying heavily. Harvest is well in hand and farmers are making regular trips to town. Collections are brisk and especially past week. Tuckett's new packages of plug tobacco reached here this week and will be on market first week in October. Price per pound advanced slightly, although additional plugs each caddy make up for this. Owing to shortage of cream of tartar an advance in neighborhood of five per cent. has taken place and further advances expected. Sugar has again declined, this time 30 cents. Granulated is now \$7.25. Butter, creamery, is higher at 32c. Eggs, new-laid, are 35c and No. 2 30c.

General—	
Beans, Ashcroft, lb.	0.06 1/4
Beans, Japan, per bush.	3.90
Coffee, whole roasted, Rio	0.15
Potatoes, per bush.	0.25
Rollled oats, 30's, 50c; 40's	1.80
Rollled oats, ball, \$2.15; 30's	1.75
Flour, fancy patents	2.90
Flour, seconds	2.30
Rice, per cwt.	3.90
Sugar, standard gran., per cwt.	7.25
Sugar, yellow, per cwt.	6.85
Produce and Provisions—	
Cheese, new, lb.	0.18 1/4
Butter, creamery, per lb.	0.32
Butter, dairy, No. 1, 22c; No. 2	0.18
Eggs, new laid	0.35
Eggs, No. 2	0.30
Lard, pure, 3's, per case	8.70
Lard, pure, 5's, per case	8.75
Lard, 10's, per case	8.85
Lard, pure, 20's, each	2.83
Canned Goods—	
Corn, standard, per two dozen	2.25
Peas, standard, 2 dozen	2.15
Plums, Lombard	2.25
Peaches	3.85
Strawberries, \$4.55; raspberries	4.00
Tomatoes, standard, per 2 dozen	2.40
Salmon, sockeye, 4 doz. talls, case, 1/2	9.70
Cohoos, 1's, \$5.85; humpbacks, 1's	4.35
Dried Fruits—	
Evaporated apples, 50's	0.10
Apricots, 25's	0.10 1/4
Peaches, 25's	0.07
Pears, 25's	0.12 1/4
Prunes, 90-100, 25's, un-faced	0.07 1/4

ALBERTA MARKETS (CALGARY)  
By Wire.

Calgary, Sept. 30.—Sugar took another drop of 30c on Friday, being now \$7.25. Public has been buying heavily for preserving. Lard has advanced a half cent. Dairy butter is scarce at 25c. New-laid eggs are up to 35c. Molasses in bulk are higher, being quoted at 67c for extra fancy Barbadoes. Soft fruits are nearly all finished.

General—	
Beans, small white Japan, lb.	0.06 1/4
Flour, No. 1 patent, 36's	3.00
Molasses, extra fancy, gal.	0.67
Rollled oats, ball	2.55
Rollled oats, 50's	2.15
Rice, Siam, cwt.	4.00
Potatoes, local, per bush.	0.35

Sugar, pure cane, granulated, cwt.	7.25
Shelled walnuts, finest halves, lb.	0.40
Shelled walnuts, broken, lb.	0.30
Produce and Provisions—	
Cheese, new, Ontario, large, per lb.	0.18
Butter, No. 1, dairy, lb.	0.25
Eggs, storage, doz.	0.35
Lard, pure, 3's, per case	8.70
Lard, pure, 5's, per case	8.75
Bacon, smoked backs, per lb.	0.19
Bacon, smoked bellies, per lb.	0.21
Canned Goods—	
Tomatoes, 3's, standard, case	2.55
Corn, 2's, standard, case	2.25
Peas, 2's, standard, case	2.25
Tomatoes, gala, case	2.90
Apples, gala, Ontario, case	1.75
Strawberries, 2's, Ontario, case	4.90
Raspberries, 2's, Ontario, case	4.90
Lobster, 1/2's, per doz.	2.55
Salmon, finest sockeye, talls, 48x15, per case	10.00
Salmon, pink, talls, 48x15, per case	4.80
Dried Fruits—	
Evaporated apples, 50's, per lb.	0.09 1/4
Peaches, choice, 25's, per lb.	0.07 1/4
Apricots, choice, 25's, per lb.	0.10
Pears, choice, 25's, per lb.	0.14
Fruits and Vegetables—	
Blackberries	2.00
Blueberries, Ont., basket	2.00
Cantaloupes, crate	5.00
Grapefruit, Cal.	5.00
Oranges, case	5.75
Lemons, case	6.25
Peaches, crate	0.75
Tomatoes, 4-basket crates	0.70

SASKATCHEWAN MARKETS

Regina, Sask., Sept. 30.—Cold damp weather continued last week, hampering harvesting operations considerably. From reports being received from all parts of the province, the yield of wheat will be above expectations. Farmers wherever possible are holding grain, owing to unsatisfactory prices.

Considerable activity has been experienced on the local market during the past week, this being particularly noticeable in sugar, which has declined 50c since September 14. On that date the price dropped 10c, followed by a further decline of 10c on the 18th, and by a sudden drop of 30c on Friday, September 24. Price of sugar here is now \$7.04—lower than at any period since the coming into effect of the Canadian war tax last fall, which alone boosted the price 70c per 100.

Rollled oats have taken another tumble, and are being quoted: 80's at \$2.15; 40's at \$1.10; 20's at 57 1/2c; bales at \$2.60. Butter is stronger—dairy at 25c and creamery at 29c. Strictly fresh eggs are scarce and higher at 31c. Soda biscuits in 2-lb. packages have been reduced one cent a package. New honey is on the market, and is a shade higher than last year. Canned goods are strong, advances being quoted on opening prices in Lombard plums, pears, raspberries, strawberries, and pumpkins. Jams are higher. Cheese is strong.

In fruit, oranges are \$5.75; apples, \$1.75; peaches, 95c; prunes, 90c. Ontario pears are coming in, and all pickling goods are now on the market. Onions are quoted at \$1.50 per 100 lbs. Carloads of grapes are on their way, and will be quoted at around 30c.

Produce and Provisions—	
Butter, creamery, per lb.	0.28
Butter, dairy, No. 1	0.25
Cheese, per lb., large	0.16 1/4
Eggs, new laid	0.31
Lard, 3's, per case	8.20
Lard, 5's, per case	8.15

Lard, 10's, per case	8.10
Lard, 20's, each	2.70
General—	
Beans, Ontario, per bushel	3.90
Coffee, whole roasted, Rio	0.15
Cream of tartar, lb.	0.50
Cocunut, lb.	0.19
Corrmeal, ball	2.95
Apricots, per lb.	0.12
Flour, 55's	3.15
Rollled oats, 80's	2.15
Rice, per cwt.	3.90
Onions, 100 lbs.	1.50
Sugar, standard gran., per cwt.	7.04
Sugar, yellow, per cwt.	6.74
Walnuts, shelled, 41c; almonds	0.41
Canned Goods—	
Apples, gala, case	1.55
Beans	3.25
Corn, standard, per 2 dozen	2.00
Peas, standard, per 2 dozen	2.00
Plums, Lombard	2.10
Peaches	3.10
Strawberries, \$4.33; Strawberries	4.73
Tomatoes, standard, per case	2.45
Salmon—	
Sockeye, 1's, 4 doz. case	9.95
Sockeye, 1/2's	12.35
Cohoos, 1's	6.00
Humpbacks, 1's	4.60
Fruits and Vegetables—	
Apples, Washington, bbl.	1.75
Celery	0.19
Sweet potatoes, per crate	4.60
Lemons	5.00
Oranges, Valencia	6.75
Potatoes	0.80
Tomatoes	0.80
Dried Fruits—	
Currents, per lb.	0.09 1/4
Prunes, 70-80, 25's, lb.	0.10 1/4
Evap. apples, 50's, lb.	0.09 1/4

NEW BRUNSWICK MARKETS

By Wire.

St. John, Sept. 30.—There have been few changes in local market. Dealers had expected a drop in flour, which did not come, but they still think it must go lower. Decline in sugar of 30c is the leading feature. Standard is now \$6.15 to \$6.25. Though the drop was sharp, buying is still slow—hand-to-mouth. Dealers are uncertain as to future, but rather look for easier quotations. Molasses continues firm, with no change since last writing. Eggs are firm, with big advance to 28c and 29c. Butter is also stronger, 28c to 32c, with fairly good supply. Vegetables are coming well. Potatoes are apparently plentiful, though crop is not as large as expected. Bad weather is interfering with business this week. Collections might be better.

Produce and Provisions—	
Bacon, breakfast, per lb.	0.22
Bacon, roll, per lb.	0.17
Beef, corned, 1's	2.90
Pork, American clear, per bbl.	24.25
Butter, dairy, per lb.	0.22
Butter, creamery, per lb.	0.22
Eggs	0.28
Lard, compound, per lb.	0.11 1/4
Lard, pure, per lb.	0.13
Cheese, new	0.15
Flour and Cereals—	
Corrmeal, gran.	5.75
Corrmeal, ordinary	1.95
Flour, Manitoba, per bbl.	6.00
Flour, Ontario	5.35
Rollled oats, per bbl.	8.35
Potatoes, bushel	0.80
Fresh Fruits and Vegetables—	
Apples, bbl.	3.80
Lemons, Messina, box	4.50
Oranges, Val., case	4.00
Sugar—	
Standard granulated	6.15
United Empire	6.05
Bright yellow	5.95
No. 1 yellow	5.75
Paris lumps	7.25
Lemons, Messina, box	3.70
Beans, hand-picked, bush.	3.80
Beans, yellow eyes, per bush.	2.80
Canned pork and beans, per case	2.30
Molasses, Barbadoes, gal.	0.82
Cream of tartar, per lb., bulk	0.55
Currents	0.09 1/4
Rice, per cwt.	4.25

DEATH OF COCOA MANUFACTURER.

William H. Baker, cocoa and chocolate manufacturer and banker, died at his home in Winchester, Va., last week.



# FRUIT AND VEGETABLES



## Potato Market Firming Up

Rot in Many Districts Due to Wet Weather—Sunday's Windstorm Plays Havoc With Apples—Frost Will Help Sweeten the Grape Crop, Which is None Too Good—Peaches Still Abundant

### MONTREAL

FRUIT.—Reports received early this week are to effect that Sunday's storm played havoc with apples in this province. This will make hand-picked Fameuse and McIntosh Reds scarce, and there has been a lot of windfalls on the market this week. Only a few Duchesses left on the market, which are bringing 3.50 bbl. Red Pounds are now in, offering at 3.50. McIntosh Reds opened at 4.50 for No. 1's, and 4.00 for No. 2's. The demand for apples of every kind is good. Oranges are still bringing high prices—6.00 for late Valencias, and 3.50 for Jamaicas. Limes are off the market, the weather being too cold for their use. Musk melons are also off the market. There is a better demand now for grape fruit, which is quoted at 3.50. Blue grapes are down to 25c for 6 qt. baskets, and Tokays are down to 2.50 for crates of four baskets. A decline occurred in box peaches to \$1.00, but the big demand is for 11 qt. baskets at 30-40c. Pears and plums are quoted at the same price. Apricots are off the market. Cantaloupes dropped to 50c basket. Quebec plums or damsons are in demand at 40c gal.

Apples—		
Alexanders, No. 1's, bbl.	3 00	3 50
St. Lawrence, No. 1's		4 00
Wealthy, No. 1's		3 50
Duchess, No. 1's		3 50
Jonathans		3 75
Calvert		3 25
Red Pound		3 50
McIntosh Reds		4 50
Bananas, bunches	2 00	2 25
Cranberries, gal.		0 50
Grapefruit, 46-54-64-80-96		3 50
Grapes, Belgium hothouse, lb.		1 00
Grapes, blue, 6 qt. baskets		0 75
Grapes, Tokay, crate, 4 baskets		2 50
Lemons—		
Verdillies	3 00	3 25
Oranges—		
Valencias, Cal., late 126-250		6 00
Jamaica, 196-200-216		3 50
Pineapples, 18-24 and 30-36		3 00
Peaches, preserving basket, 11-qt.	0 30	0 40
Peaches, box		1 50
Pears, box	2 75	3 00
Pears, box	3 00	3 75
Plums, Quebec, gal.		0 40
Plums, preserving, basket, 11-qt.		0 25
Plums, table, box 4 baskets		1 75
Cantaloupes, baskets		0 50
Watermelons, each	0 40	0 80

VEGETABLES.—The effect of the potato blight in New Brunswick is still being felt, and on account of the scarcity the price of Montreal potatoes has been advanced to 80c per bag. Tomatoes are

also beginning to get scarce on account of the frost, and boxes of good tomatoes are this week bringing almost double last week's prices—75-1.00. There are cheaper tomatoes than these, but not so good. There is a very good demand for tomatoes, but the biggest demand is for head lettuce, which is exceedingly scarce, and is selling for 50-60c doz. This is a high price compared with that of curly lettuce, which is offered at three dozen for 50c. Head lettuce will be brought direct from Boston this week. Gentleman and Evergreen corn are selling for 15c doz.; other kinds are almost off the market, as it is too hard to sell. Beans are becoming scarce, and will shortly be brought from the States. The price for both wax and green has jumped to 1.25 per bag. Good cauliflowers are scarce, and are bringing 1.50 per doz. Sweet potatoes dropped to 1.75 per hamper. Spinach is more plentiful, and is now bringing 50c per box.

Beets, bag	0 75
Beans, wax, Montreal, per bag	1 25
Beans, green, Montreal, per bag	1 25
Cabbage, Montreal, per doz.	0 35
Cabbage, red, doz.	0 40
Carrots, bag	0 75
Cauliflower, Canadian, doz.	1 50
Celery, Montreal, doz.	0 50
Corn, doz.	0 15
Cucumbers, fancy, doz.	0 10
Egg plant, doz.	0 50
Leeks, bunch	0 10
Head lettuce, doz.	0 50
Curly lettuce, 3 doz.	0 50
Onions—	
Montreal, bag	1 50
Parsnips, bag	1 00
Parsley, Canadian, doz. bunches	0 15
Peppers, 11-qt. basket	0 40
Potatoes—	
Montreal, new, bag	0 80
Sweet, hamper	1 75
Radishes, doz.	0 15
Rhubarb, hothouse, doz.	0 15
Spinach, Canadian, box	0 50
Turnips, bag	1 00
Tomatoes, Montreal, box	0 75
Pumpkins, doz.	1 00
Squash, doz.	1 00
Vegetable marrows, doz.	0 50
Watercress, Canadian, doz.	0 30

### TORONTO

FRUITS.—Since the arrival of cranberries on the market a week ago the price has remained firm and it is not expected that the markets are going to be overloaded, as they were a year ago. Cranberries are selling well at \$8.50 to \$9.50, the choice fruit bringing \$9.50 per barrel.

Plums are getting scarcer than was anticipated and the price is becoming firm-

er. Canadian plums in large baskets are being quoted at 30c to 50c per basket against 20c to 30c last week.

There is still a heavy supply of peaches, but the quality is perhaps of a lighter nature than has been coming in recently. Prices are firm and the usual grades are quoted at 35c to 60c. Canadian grapes are going to be scarcer this year with the result that prices will be higher. Small baskets are selling for 25c each. The slight frost that occurred in the fruit growing districts will tend to sweeten the grapes and it is said will in no way affect the crop.

Jamaica grape fruit are being offered at \$4.50 per case, and the first shipment is excellent stock.

Apples, new, bbl.	2 50	3 25
Apples, 11-qt. basket	0 15	0 30
Apples, crab	0 20	0 25
Bananas, per bunch	1 25	2 00
Cocoanuts, sack	4 50	5 00
Cantaloupes, Can., 11-qt. basket	0 30	0 40
Cranberries, bbl.	8 50	9 50
Grapefruit—		
Jamaica, case		4 50
Grapes, Tokay, case	2 00	2 50
Can., 6-qt. basket	0 20	0 30
Oranges—		
California Valencias	4 75	5 50
Jamaica, case		3 75
Lemons, new, Verdillies, box	3 50	4 00
Limes, per 100		1 00
Peaches, Can., 11-qt.	0 35	0 60
Peaches, Can., 6-qt.	0 15	0 25
Pears—		
California, Bartlett, box	3 75	3 00
Canadian, 11 qt. basket	0 40	0 75
Plums, Canadian, large basket	0 30	0 50

VEGETABLES.—Brisk demand for all lines of vegetables was a feature during the week. Onions are selling at a firmer price, Spanish onions being quoted at \$3.25 to \$3.50 per case. A few Canadian onions are being offered at 25c to 35c per basket. Corn is being sold at the usual range from 6c to 12c per doz.

There has been a decided increase in business since the cooler weather set in.

Beets, 11 qt. baskets	0 15	0 20
Beets, Canadian, bag	0 70	0 65
Cabbage, new, doz.	0 20	0 40
Carrots, new, bag		0 75
Celery, doz.	0 25	0 40
Corn, doz.	0 06	0 12
Cucumbers—		
Canadian outdoor, basket	0 25	0 35
Egg plant	0 25	0 40
Onions—		
Can., baskets	0 25	0 35
Spanish, case	3 25	3 50
Green peppers, basket	0 25	0 35
Peppers, red	0 35	0 50
Potatoes, Ontario, new, bag	0 75	0 80
Potatoes, N.B., Delawares	0 80	0 85
Parsnips, 11 qt.	0 25	0 30
Parsley, basket, 11-qt.	0 25	0 35
Tomatoes, Canadian, 11 qt.	0 30	0 40
Turnips, 11 qt. basket	0 20	0 25
Vegetable marrow	0 20	0 30

(Continued on page 37.)



# FISH AND OYSTERS



## Better Trade in Oysters

Cooler Weather Helping Considerably—Live Lobster Market Strong—Demand for Pickled and Salted Fish Improving—Halibut and Salmon Catch Below Last Year

### MONTREAL

**FISH AND OYSTERS.**—The advent of cooler weather has given a stimulus to the fish business, and particularly to the oyster trade; in fact, most stocks, both of bulk and shelled, have been disposed of so quickly that exhaustion has occurred sooner than expected. The opening up of the season on the public grounds for Malpeque oysters is due this week, and according to reports, good supplies will be available. Trade in general is satisfactory, and prospects are for normal business before long. Prices have been put on stocks of frozen halibut and salmon, and there is not very material difference between these and opening prices of last season. It is to be noted, however, that the whole catch is not so large as last season, and it is the opinion of many experienced dealers that prices will likely go up before long. In the salmon line it is hard to predict how prices will be affected, as up to now for packing purposes more fish of the lower grades has been used than in the past, and this might interfere with grades that are frozen up for this market, and then enhance the price. The demand for pickled and salted fish is improving daily, and stocks and prices are easy. From Newfoundland come reports that pickled turbot is more plentiful than it has been for years. This particular kind of fish is not very well known in this and western markets, but no doubt, large sales could be effected if some samples reached this market, because pickled turbot is a very wholesome, tasty, and substantial food. Sea trout and Labrador salmon are quoted now at prices which look pretty attractive, and until other arrivals are reported, these prices seem to be accepted by dealers. Lobsters are still bringing exorbitant prices. Smoked fish, such as haddies, kippers, bloaters and fillets, are in better demand, with prices steady.

### TORONTO

**FISH AND OYSTERS.**—Since the advent of cooler weather the oyster business has improved wonderfully and the trade report that stocks of oysters that were apparently large two weeks ago are

now considered insufficient. The "solid meats" are selling well at \$1.75 per gal., and "selects" are moving in proportion at \$1.95 per gal.

Lake trout is still a feature and supplies are coming in freely and selling at 12c per lb. Smoked fish are selling a little easier, which can be attributed to the cooler weather, with haddies in big demand. Quotations at 9c per lb. are general for haddies, kippered herrings are firm at \$1.50 per box of 60.

Fresh fish, both lake and sea have received considerable attention from dealers. Halibut is quoted at 12c to 13c per lb. Salmon is quoted a little easier than has been for some time, 16c to 18c, being the price. Business on all other lines is reported fair. The prospects for increased business is all in the favor of the dealer since the cool weather commenced.

#### SMOKED FISH.

	Montreal	Toronto
Haddies, per lb., new cured	.074-.08	.09
Haddies, 15-lb. and 30-lb. boxes, lb.	.07-.074	.094-.10
Haddies, fillets, per lb.	.12	.12
Haddies, Nobles, boneless, per lb.	.084	.....
Herring, Ciscoca, per lb.	.16	.....
St. John bloaters, 100 in a box	1.20	1.25
Yarmouth bloaters, 60 in a box	1.20	1.25
Smoked herrings, medium, box	.16	.....
Smoked boneless herrings, 10-lb. box	1.40	.....
Kippered herrings, selected, 60 in box	1.25	1.50
Smoked salmon, per lb.	.20	.15-.17
Smoked halibut	.10	.10

#### FROZEN FISH—SEA FISH.

	Montreal	Toronto
Salmon—		
Gaspe, large, per lb.	.13	.13
Red, steel heads, per lb.	.12	.11-.12
Red, sockeyes, per lb.	.12	.....
Red, Cohoes or silvers, per lb.	.084-.09	.12
Pale qualla, dressed, per lb.	.07-.074	.08
Halibut, white western, large and medium, per lb.	.09-.094	.12
Halibut, eastern, chicken, per lb.	.09-.094	.12
Mackerel, bloater, per lb.	.074-.08	.12
Haddock, medium and large, lb.	.044-.05	.06
Market codfish, per lb.	.034	.....
Steak codfish, per lb.	.054-.06	.08
Canadian soles, per lb.	.06	.....
Blue fish, per lb.	.15-.16	.12
Smelts	.09	3.00
Herrings, per 100 count	2.00	.....
Round rike	.05-.054	.....
Grass rike	.08	.....
Swordfish, lb.	.08	.....

#### DRIED AND PREPARED FISH.

Dried Haddock	6 00	.....
Dried codfish, medium and small, 100 lbs.	7 60	.....
Dried hake, medium and large, 100 lb.	6 50	.....
Dried pollock, medium and large, 100 lb.	6 00	.....
Dressed or skinless codfish, 100-lb. case, 7 00	8 00	.....
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	0 08	0 10
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	0 07	0 07
Boneless codfish, strips, 20-lb. boxes	0 12	0 12
Shredded codfish, 12-lb. boxes, 24 cartons, a box	1 80	1 80
Boneless codfish, in 2-lb. and 3-lb. boxes	0 15	0 15

#### BULK OYSTERS, CLAMS, ETC.

Standard, solid meats, gal.	1 80	1 75
Standard, bulk, gal.	1 50	1 40
Selects, per gal., solid meat	2 00	1 95
Best clams, imp. gallon	1 50	.....
Best scallops, imp. gallon	2 00	2 25
Best prawns, imp. gallon	2 00	.....
Best shrimps, imp. gallon	2 00	.....
Sealed, best standards, qt. cans, each	0 40	0 40
Sealed, best select, quart cans, each	0 80	.....

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

Cape Cod shell oysters, per lb.	12 00	.....
Canadian cultivated oysters, bbl.	10 00	10 00
Clams, per bbl.	7 00	8 00
Live lobsters, medium and large, lb.	0 35	0 50
Little necks, per 100	1 25	1 80

#### FRESH SEA FISH.

	Montreal	Toronto
Halibut	11 1/4-12 1/4	12 -13
Haddock, fancy, express, lb.	5 1/4-6	6
Mackerel, each	18 -23	12 -18
Steak, cod, fancy express, lb.	5 1/4-6	4
Herrings, Gasperaux, each	3	3
Flounders	5	9
Salmon, Western	13 -13 1/2	16 -18
Salmon, Eastern	14 -15	16 -18

#### FRESH LAKE FISH.

Carp, lb.	0 00	.....
Pike, lb.	0 08	0 07
Perch, lb.	0 06	0 07
Suckers, lb.	0 05	0 03
Whitefish, lb.	0 13	0 12
Herrings, per 100	3 00	3 00
Lake trout	0 10	0 12
Dressed bullheads	0 12	.....
Eels, lb.	0 08	0 08
Frogs, medium, lb.	0 25	0 25
Frogs, large, lb.	0 40	0 40
Dore	0 10 1/4-11	0 12

#### FROZEN-LAKE AND RIVER.

Whitefish, large, per lb.	.084-.09	.07-.08
Whitefish, small tubees, lb.	.054-.06	.06
Lake trout, large and medium, lb.	.08	.10
Dore, dress or round, lb.	.09	.08-.13
Pike, dressed and headless, lb.	.05-.06 1/4	.07
Pike, round, per lb.	.054-.06	.06-.07

#### PICKLED FISH.

Salmon, Labrador, tierces, 300 lbs.	20 00	.....
Salmon, Labrador, bbles, 200 lbs.	14 00	.....
Salmon, Labrador, half bbles, 100 lbs.	7 00	.....
Salmon, B.C., bbles	12 00	14 00
Sea trout, Baffin's Bay, bbles, 200 lbs.	12 00	.....
Sea trout, Labrador, bbles, 200 lbs.	12 00	.....
Sea trout, Labrador, half bbles, 200 lbs.	6 50	6 50
Mackerel, N.S., bbles, 200 lbs.	12 00	.....
Mackerel, N.S., half bbles, 100 lbs.	7 00	.....
Mackerel, N.S., pails, 20 lbs.	1 75	2 00
Herrings, Labrador, bbles	6 00	6 25
Herrings, Labrador, half bbles	3 25	3 50
Lake trout, 100-lb. kegs	6 00	6 50
Quebec sardines, bbles	6 00	.....
Quebec sardines, half bbles	3 50	.....
Tongues and sounds, per lb.	0 07 1/2	.....
Scotch herrings, imported, half bbles	9 00	.....
Holland herrings, imp'td milkers, hf bbles	8 00	.....
Holland herrings, imp'td milkers, kegs	0 95	0 85-1 00
Holland herrings, mixed, half bbles	7 00	.....
Holland herrings, mixed, kegs	0 85	0 70-0 95
Hochlyne herrings, box	1 25	.....
Turbot, bbl.	12 00	.....
Green cod, No. 1, bbl.	8 00	10 00
Green cod, No. 2, bbl.	6 00	8 50

### WINNIPEG

**FISH AND POULTRY.**— Fresh salmon is 1c per lb. higher; other lines unchanged. There is now some activity in oysters, which are quoted at \$2.50 per American gallon; 3-gallon tins, \$7. In poultry there is no carry-over of stocks; demand is light, and prices steady.

Fish—		
Fresh salmon	0 14	.....
Fresh halibut	0 09	.....
Pickered	0 07 1/2	.....
Steak cod, per pound	0 07 1/2	.....
Lake Winnipeg whitefish	0 09	.....
Finnan haddie	0 08 1/2	.....
Kippers, per box	1 75	.....
Lake trout, per lb.	0 11	.....
Bloaters, per box	3 75	.....
Salt mackerel, 20-lb. kit	0 12	.....
Smoked goldeyes, dozen	0 80	.....
Oysters, gallon	2 50	.....
Oysters, 3-gallon tins	7 00	.....
Poultry—		
Live—		
Fowl	0 11	.....
Rousters	0 08	.....
Chickens	0 18	.....
Turkeys	0 14	.....
Ducks	0 12	.....
Ducklings	0 12	.....
Geese	0 10	.....





# PRODUCE AND PROVISIONS



## Butter and Eggs Advancing

Export Enquiry Helping to Force Up Prices—Advance in New Laid Eggs Substantial—Pure Lard Up in Montreal—Hogs Are Higher—Substantial Trade in Cooked and Cured Meats

### MONTREAL

PROVISIONS.—Pure lard advanced another half cent this week, due to shortage and big export demand. There is a shortage of hogs in Ontario and the West. Bacon continues fairly scarce, but there are no changes in quotations.

Hams—		
Small, per lb.	0 30	
Medium, per lb.	0 19	
Large, per lb.	0 18	
Backs—		
Plain, bone in	0 24	
Boneless	0 26	
Peameal	0 26	
Bacon—		
Breakfast, per lb.	0 22	
Roll	0 17	
Shoulders, bone in	0 15	
Shoulders, boneless	0 16	
Cooked Meats—		
Hams, boiled, per lb.	0 28	
Hams, roast, per lb.	0 31	
Shoulders, boiled	0 25	
Shoulders, roasted	0 26	
Dry Salt Meats—		
Long clear bacon, 50-70 lbs.	0 15 1/4	
Long clear bacon, 80-100 lbs.	0 14 1/4	
Flanks, bone in, not smoked	0 15 1/4	
Barrelled Pork—		Per bbl.
Heavy short cut mess	26 00	
Heavy short cut clear	26 00	
Clear fat backs	27 00	
Clear pork	27 00	
Lard, Pure—		
Tierces, 350 lbs. net	0 12 1/4	
Tubs, 50 lbs. net	0 13 1/4	
Boxes, 50 lbs. net	0 12 1/4	
Pails, wood, 20 lbs. gross	0 13	
Pails, tin, 20 lbs. gross	0 13	
Cases, 10 lbs., tins, 60 in case	0 13 1/4	
Cases, 3 and 5-lb. tins, 60 in case	0 14 1/4	
Bricks, 1 lb., each	0 15	
Lard, Compound—		
Tierces, 375 lbs., net	0 09 3/4	
Tubs, 50 lbs., net	0 10 1/4	
Boxes, 50 lbs., net	0 10	
Pails, wood, 20 lbs. net	0 10 1/4	
Pails, tin, 20 lbs. gross	0 10 1/4	
Cases, 10-lb. tins, 60 in case	0 11 1/4	
Cases, 3 and 5-lb. tins, 60 in case	0 11 1/4	
Bricks, 1 lb., each	0 12 1/4	
Hogs—		
Dressed, abattoir killed	13 50	14 00

BUTTER.—Local dealers this week advanced their prices on finest creamery to 32c, an advance of a cent. This follows an advance at country boards, the price at St. Hyacinthe going up 2 1/2c per lb., and at Cowansville 1 1/4c to 1 3/8c. This strengthening of the market is attributed to the continued good inquiry from England, and to a falling off in receipts.

Butter—		
Finest creamery	0 32	
Dairy prints	0 26	
Dairy, solids	0 24	
Separator prints	0 23	
Bakers	0 21	

CHEESE.—The feeling in this market, if anything, is easier. At some of the boards held in the country prices were higher, and at others were lower. The export demand early last week was quiet, but improved later in the week.

Cheese—		
Old make	0 12	
New make	0 15	0 16
Stilton	0 17	0 18

EGGS.—Advances were made this week in new laids to 34c, in selects to 30s, and No. 1's to 27c. In the case of new laids this is an advance in new laids of 6c. Receipts have been falling off of late, and there is a good demand, especially for fresh gathered new stock. Some very poor eggs are said to be coming in.

Eggs, case lots—		
New laid, stamped	0 34	
Selects	0 30	
No. 1's	0 27	
No. 2's	0 19	0 20

POULTRY.—Market is inclined to be quiet, despite the frequency of Jewish holidays. There is a very big demand, however, for heavy fat fowl, selling at 18-20c. Dealers say they cannot get enough of them this week. New turkeys are coming in thin and poor. Plenty of broilers arriving, but the demand is not good.

Poultry—		
Frozen stock—		
Large roast chicken	0 20	0 22
Fowl, small	0 13	0 16
Turkey, fancy	0 13	0 26
Ducks	0 14	0 17
Geese	0 12	0 15
Pigeons, pair	0 30	0 35
Fresh stock—		
Fowl, dressed	0 18	0 19
Roasting chicken, milkfed, 3-3 1/2 lbs.	0 21	0 23
Roasting chicken, ordinary	0 18	0 20
Spring broilers, dressed, pair	0 75	1 00
Squabs, Canadian, pair	0 40	
Squabs, Philadelphia, pair	0 70	
Live stock—		
Fowl, 5 lbs. and over	0 17	0 18
Fowl, small	0 15	0 16
Turkeys	0 19	0 20
Ducks	0 14	
Geese	0 06	0 10
Ducklings, 3 lbs.	0 14	0 15
Broilers	0 15	0 16

HONEY.—There is still a lot of last year's honey left in dealers' hands, much more than usual at this time of the year. There was a big crop last year, and the demand was not up to usual. Some wholesalers have not yet begun to buy this year's crop.

Honey—		
Buckwheat, tins	0 08	
Strained clover, 60-lb. tins	0 10 1/4	
Strained clover, in 10-lb. tins	0 11	
Strained clover, in 5-lb. tins	0 11 1/4	
Comb honey, No. 1, doz.	2 40	
Comb honey, No. 2, doz.	2 00	

### Receipts in Montreal

	Boxes	Boxes	Cases
Week ending Sept. 25, 1915...	9,212	56,560	13,387
Week ending Sept. 26, 1914...	10,895	44,166	4,608

### TORONTO

PROVISIONS.—Heavy buying still continues on pork products at rather firm prices. The price of hogs is increasing and "dressed" are now quoted at 13.50 per cwt., and live hogs at 9.85

off the cars. Smoked meats are steady.

Breakfast bacon and hams are the good sellers. A movement of barrel pork is now noticeable. The winter logging camps calling for their supplies is given as a reason. Prices on all lines continue firm.

Hams—			
Light, per lb.	0 18	0 18 1/4	
Medina, per lb.	0 18	0 19	
Large, per lb.	0 14 1/4	0 15	
Backs—			
Plain, per lb.	0 23	0 24	
Boneless, per lb.	0 25	0 27	
Pea meal, per lb.	0 26	0 27	
Bacon—			
Breakfast, per lb.	0 20	0 21	
Roll, per lb.	0 14	0 15	
Shoulders, per lb.	0 14	0 15	
Pickled meats—1c less than smoked.			
Dry Salt Meats—			
Long clear bacon, light	0 13 1/4	0 14	
Cooked Meats—			
Hams, boiled, per lb.	0 25	0 26	
Hams, roast, per lb.	0 28	0 27	
Shoulders, boiled, per lb.	0 24	0 25	
Shoulders, roast, per lb.	0 24	0 25	
Barrelled Pork—			
Heavy mess pork, per bbl.	25 00	26 00	
Short cut, per bbl.	25 00	27 00	
Lard, Pure—			
Tierces, 400 lbs., per lb.	0 11 1/4	0 11 1/4	
Tubs, 60 lbs.	0 11 1/4	0 12	
Pails	0 12	0 12 1/4	
Tins, 3 and 5 lbs., per lb.	0 12	0 12 1/4	
Bricks, 1 lb., per lb.	0 12 1/4	0 13 1/4	
Lard, Compound—			
Tierces, 400 lbs., per lb.	0 09	0 09 1/4	
Tubs, 50 lbs., per lb.	0 10 1/4	0 11	
Pails, 20 lbs., per lb.	0 10 1/4	0 11	
Hogs—			
Dressed, per cwt.	9 85		
Live, per cwt. off cars	13 50		

BUTTER.—Creamery prints are quoted at 31c per lb. again this week. The price evidently has come to stay as the quotations given on the local markets are all firm at those figures. Choice dairy prints are up 1c per lb. and are now quoted at 27c.

The demand for cheaper grades of butter is falling off to some extent and some local dealers are not quoting prices at all on cheap grades. Business continues fairly brisk at the prices quoted here.

Butter—		
Creamery prints, fresh made	0 30	0 31
Dairy prints, choice, lb.	0 26	0 27
Dairy solids, lb.	0 21	0 23
Bakers'	0 22	0 23

CHEESE.—Since the advance in cheese which was reported last week, there has been no further change but there is a possibility that further increases may take place in the near future.

The advance of a week ago of three-quarters of a cent per lb., which placed new large cheese at 15 3/4c is holding firm, and it is not expected that there will be any downward movement here.

# CANADIAN GROCER

The British Government has been buying heavily. Future prices will depend largely on oversea demands.

**Cheese—**

New, large, per lb. ....	0 15½	0 15½
New, twins, per lb. ....	0 15½	0 16

**EGGS.**—Strictly fresh eggs (in cartons) are quoted at 32c per doz., an increase in the price of 1c per doz. over the price quoted in last week's issue. Eggs are getting scarce, the strictly new laids being quite short. Storage eggs will soon be the only available supplies as strictly new laids are scarce and are being quoted at high prices in some quarters.

**Eggs—**

Specials (in cartons), doz. ....	0 28	0 32
No. 1s (straight new laids) ....	0 27	0 28
No. 2 .....	0 20	0 22
Cracked .....	0 20	0 21

**POULTRY.**—Poultry of all kinds were in better demand during the past week. There has been some improvement in demand for broilers while old fowl are not selling quite so well.

Ducklings at 17c to 18c are in fair demand.

**Poultry—**

	Live.	Dressed.
Old fowl, pound ..... 0 12—0 00	0 14—0 16	
Spring broilers ..... 0 16—0 17	0 20—0 21	
Old turkeys ..... 0 13—0 15	0 21—0 23	
Ducklings ..... 0 11—0 12	0 17—0 18	

**HONEY.**—Better demand for honey from the city stores is reported among the dealers. The prices remain unchanged, and are quoted as firm at the following figures:—

Buckwheat, tins ..... 0 07
Strained clover, 60-lb. tins ..... 0 16¼
Strained clover, in 10-lb. tins ..... 0 11
Strained clover, in 5-lb. tins ..... 0 11½
Comb honey, No. 1, doz. .... 2 40
Comb honey, No. 2, doz. .... 2 00

## WINNIPEG

### PRODUCE AND PROVISIONS.—

Another advance of ½c per lb. on lard in bulk is announced, with corresponding advance in tins of different sizes. Creamery butter is 1c up, and eggs are firm at 20c to 22c straight receipts. Guaranteed fresh eggs are already commanding a high price. Cheese is firm.

**Hams—**

Light, per lb. ....	0 18
Medium, per lb. ....	0 17
Large, per lb. ....	0 14
Backs, clear, per lb. ....	0 21

**Bacon—**

Breakfast, per lb. ....	0 17	0 20
Shoulders, per lb. ....	0 12	0 13

**Dry Salt Meats—**

Long clear bacon, light ..... 0 12
------------------------------------

**Cooked Meats—**

Hams, boiled, per lb. ....	0 26	0 27
Shoulders, boiled, per lb. ....	0 22	0 23

**Barrelled Pork—**

Heavy pork, per bb. ....	23 00
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**Lard—**

Tierces ..... 0 13
Pails ..... 2 72
Cases, 36 ..... 8 32
Cases, 36 ..... 8 40

### BUTTER.—

Creamery ..... 0 27	0 28
Best dairy ..... 0 16	0 13
Cooking ..... 0 12	0 15

### EGGS.—

**Eggs—**

New laid ..... 0 30	0 22
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### CHEESE.—

**Cheese—**

New, large ..... 0 16
New, twins ..... 0 16½
Manitoba ..... 0 13¼

## FRUIT AND VEGETABLES

(Continued from page 36.)

### WINNIPEG

#### FRUITS AND VEGETABLES.—

Apples, grapes, peaches and plums are plentiful and in fair demand. Most lines of vegetables are steady to a little cheaper. Car lots of potatoes are offered at 40c per bushel, but it is early in the season to lay in supplies. Potatoes are expected to go high before spring.

**Fresh Fruits—**

Ontario apples, bbls. ....	4 50	5 50
Ontario grapes, per basket ....	0 30	0 30
Ontario pears, per basket ....	0 40	0 60
Tokay grapes, case ..... 2 25		
Valencia oranges, case ..... 5 75		6 50
California lemons ..... 5 00		5 50
Cocoanuts, dozen ..... 1 00		1 00
Peaches, case ..... 0 95		0 95
Plums, case ..... 0 90		1 50
Tomatoes, 4 in case ..... 0 50		0 50
Bananas, bunches ..... 2 50		3 50

#### VEGETABLES.—

**Vegetables—**

Beets, per lb. ....	0 00½
Mint, per dozen ..... 0 20	
Radishes, per dozen ..... 0 10	
Onions, per dozen ..... 0 10	
Cabbage, per lb. ....	0 00½
Parsley, dozen ..... 0 15	
Peppers, per basket ..... 0 75	
Mushrooms ..... 0 25	
Carrots, per pound ..... 0 01	
Head lettuce, dozen ..... 0 40	
Cucumbers, per dozen ..... 0 75	
Rhubarb, per lb. ....	0 01½
Cauliflower, per dozen ..... 1 00	
Garlic, lb. .... 0 40	
New potatoes, bushel ..... 0 45	
New peas, lb. .... 0 63	
New turnips, bushel ..... 0 45	

### OBJECT TO STREET PEDDLERS

Charges were made at a meeting of the Grocers' Section, Montreal Branch of the Retail Merchants' Association of Canada, held on Thursday, Sept. 23, that the mayor and other civic officials were tolerating a breach of city by-law in permitting peddlers to sell their wares after seven o'clock at night, and crying them out in the city streets. The grocers complained that the first infringement was specially hard on them, as the civic by-laws compelled them to close their shops at 7 p.m. on Wednesday and Thursday evenings.

At the suggestion of the president, P. Filion, it was decided that an effort should be made to put a stop to these infractions of the by-law by having an employee of the association make cases, and a resolution to this effect was passed.

Mr. Filion said that he, accompanied by another member, has visited Controller McDonald, who has charge of the police department, and the carrying out of the by-laws, and that the Controller had told them that he was not prepared to go into the matter of enforcing this by-law.

The trouble was also, he said, that certain aldermen were always ready to protect the peddlers. In regard to making cases against the peddlers by an employee of the association, it was pointed out by a speaker that the first peddler arrested might be able to plead in court that while he had been disobeying the by-law, this had been tolerated. This plea would probably secure him suspended sentence, but there was no doubt that

the next case would be punished, as the by-law was very clear.

On the following day, the mayor of Montreal addressed a letter to the Retail Merchants' Association denying that there had been any toleration, and alleging that the above statements had been made malevolently, and with the purpose of discrediting him. His Worship stated that three weeks before the meeting was held, he had received complaints that the by-law was being contravened, and gave the chief of police orders to have the by-law enforced.

### STORAGE TARIFF AT LAKE HEAD

The Winnipeg office of the Canadian Manufacturers' Association has received notice from the C. P. R., the C. N. R. and Transcontinental Railways that beginning on October 1 a special tariff will be effective for storage of westbound lake shipments at Port Arthur, Fort William and Westfort, Ont. Hereafter storage between the dates April 15 and November 30 will be charged for at the rate of 35 cents per ton per month or fraction thereof, including fire insurance. From December 1 to April 14 the charge will be 30 cents per ton per month or fraction thereof.

Previously the rate for such storage was 20 cents. The railways claim that a limited amount of storage can be provided for westbound lake freight at the head of the lakes. The new regulations also provide that arrangements must be made with the railway company prior to the arrival of the freight at these ports, otherwise, it is claimed, great inconvenience might be experienced owing to the fact that storage may not be available.

Storage charges must be consigned with freight charges prepaid to the lake port for furtherance. It is also provided that the minimum storage charges will be 10 cents for each outward shipment. No orders involving transfer of ownership while goods are in store will be accepted.

### A READER FOR TWENTY YEARS

Canadian Grocer,

Dear Sirs,—Enclosed is \$2 in payment of my subscription to August, 1916, I have been a reader of Canadian Grocer for 20 years and although I have been out of the retail business for the past four years would not think of cancelling my subscription to your valuable paper. Every retail grocer should subscribe to your paper. Wishing you continued success.

Yours very truly,

R. J. DONAGHY,

111 Dominion Bank Bldg.,  
London, Ontario.



# FLOUR AND CEREALS



## Flour Market Continues Quiet

Trade Apparently Waiting to See What Next Move Will Be — Montreal Dealers Inclined Towards a Decline—Rolled Oats Easier—Feeds Lower Than Recent Quotations

### MONTREAL

**FLOUR.**—Dealers think that if we are going to see lower prices in Ontarios, the change will be seen by next Monday. Farmers in Ontario are guided to a great extent by the Chicago and Winnipeg markets, but occasionally they take the situation in their own hands. At present it looks as if the farmers are studying the situation, and will come to a decision before long. The Chicago market opened with a 3c drop on Monday, and although it recovered partly, the market has every appearance of easing off. There is little export, and with the scarcity of bottoms, an easier market would not surprise anybody. Ontario millers are candid about their sprouted wheat flour, offering to dealers as such. Grocers, however, can do very little with it. While big millers here state that the market is firmer, the feeling persists that another decline in Manitobas is not far distant. This seems to be indicated by the disparity between prices here, and the price that flour can be bought for in the West. There is room for a drop, and dealers think it may begin with a small decline.

Manitoba Wheat Flour—	Per bbl. of 2 bags	
First patents	5 95	
Second patents	5 35	
Strong bakers	6 15	
Flour in cotton sacks, 10 cents per barrel more.		
Winter Wheat Flour—	Car lots.	Small lots.
Fancy patents	5 45	5 70
90 per cent., in wood	4 80	5 00
90 per cent., in bags	2 10	2 25

**CEREALS.**—Wholesalers are getting from 2.50 to 2.60 per bag for rolled oats, and 3.90 to 4.00 per case for packages. The demand is only fair, but is expected to improve much with the arrival of cold weather. Dealers have been holding off for several weeks, fearing that prices would likely drop again. The above low prices for package oats come into effect first of the month.

Commeal—	Per 95-lb. sack
Gold dust	2 90
Unbolted	2 15
Rolled Oats—	90's in jute.
Small lots	2 50
25 bags or more	2 40
Package, case	3 90
Rolled oats in cotton sacks, 5 cents more.	4 00
Oatmeal—fine, standard and granulated, 10 per cent. over rolled oats in 90s, in jute.	
Rolled Wheat—	100-lb. bbls.
Small lots	3 90
Hominy, per 95-lb. sack	2 75
Corn flour, bag	2 60
Rye flour, bag	3 25
Barley, pot	3 00

**FEEDS.**—There has been considerable easing off lately in mixed chops, crushed oats, chop oats, barley chop, and feed oats. Large declines in bran and shorts have occurred. Large millers are now quoting these at \$23 and \$25 respectively. Sales are made at lower figures for other lines.—Bran is being offered at \$23 for Manitoba stuff, and even lower. If the demand for flour does not improve, it is difficult to see how the quantity of feeds can be larger. Sprouted chopped wheat is being offered to dealers for feeds, but the price is too high.

Mill Feeds—	Per ton
Bran	23 00
Shorts	25 00
Middlings	30 00
Wheat moulee	29 00
Feed flour, bag	1 87½
Mixed chops, ton	29 00
Crushed oats, ton	30 00
Barley, pot, 95 lbs.	2 85
Oats, chop, ton	30 00
Barley chop, ton	28 00
Feed oats, cleaned, Manitoba, bush.	0 50
Feed wheat, bag	1 50

### TORONTO

**FLOUR.**—The local markets are practically unchanged from those of a week ago, and the situation is again reported as uncertain. The volume of business passing is only sufficient to supply immediate needs, as the trade is anxious to know what direction the markets are inclined before stocking very heavily. There are no price changes to report, but it is expected that a slight change may be made at an early date. The following prices are quoted generally on the local markets:

Manitoba Wheat Flour—	Small lots.	Car lots.
First patents	5 95	5 75
Second patents	5 45	5 25
Strong bakers	5 25	5 05
Flour in cotton sacks, 10c per bbl. more.		
Winter Wheat Flour—	Small lots.	Car lots.
Fancy patents	4 90	4 70
90 per cent.	4 80	4 60
Straight roller	4 80	4 60
Blended flour	5 00	4 80

**CEREALS.**—The cereal business shows a slight improvement since the colder weather set in. Oatmeal is moving a little easier, and all other cereals are showing signs of improvement.

The following prices are ruling on the Toronto markets:—

Barley, pearl, 95 lbs.	5 00
Buckwheat grits, 95 lbs.	4 15
Corn flour, 95 lbs.	2 65
Commeal, yellow, 95 lbs.	3 25

Graham flour, 95 lbs.	3 00
Hominy, granulated, 95 lbs.	3 00
Hominy, pearl, 95 lbs.	3 00
Oatmeal, standard, 95 lbs.	3 50
Oatmeal, granulated, 95 lbs.	3 50
Peas, Canadian, boiling, bush.	2 45
Peas, split, 95 lbs.	2 55
Rolled oats, 90-lb. bags	2 70
Rolled wheat, 100-lb. bbl.	3 10
Rye flour, 95 lbs.	2 80
Whole wheat flour, 95 lbs.	3 00
Wheatlets, 95 lbs.	3 50

**MILL FEEDS.**—Feed flour shows a weaker tendency than that of a week ago. There has been a slight decline of 10c per bag on the local markets.

The feed market is easy, but dealers see a firmer tendency. Prices quoted on the local markets are as follows:

Mill Feeds—	Mixed cars, per ton	
Bran	24 00	24 00
Shorts	27 00	25 00
Middlings	30 00	27 00
Wheat moulee	31 00	29 00
Feed flour, per bag	1 60	1 75
Oats—		
No. 3, Ontario, outside points	0 55	0 61
No. 3, C.W., bay ports		0 67

### WINNIPEG

**FLOUR AND CEREALS.**—Flour trade is still dull and of a hand-to-mouth character. Bran and shorts are \$2 per ton lower. From the aspect of the wheat market, flour should go a little lower, and those who judge the right time to stock up will do well.

Flour—	
Best patents, per sack 95 lbs.	2 90
Bakers, per sack 95 lbs.	2 65
First clears	2 20
Second clears	1 75
Rolled oats, 80 lbs.	2 40

A salesman had taken a large order in the north of Scotland for a consignment of hardware, and endeavored to press upon the canny Scottish manager who had given the order a box of Havana cigars.

"Naw," he replied. "Don't try to bribe a man. I couldna tak' them—and I a member of the kirk."

"But will you accept them as a present?"

"I couldna," said the Scot.

"Well, then," said the traveller, "suppose I sell you the cigars for a nominal sum—say sixpence?"

"Weel, in that case," replied the Scot, "since you press me, and no' liking to refuse an offer weel meant; I think I'll tak twa boxes."—New York Mail.

# FALL ADVERTISING CAMPAIGN

We are going to help you this fall on a larger scale than ever. We are now about to use bill boards, painted bulletins, as well as papers.

**Tillson's Rolled Oats**  
**Tillson's "Scotch" Health Bran**  
**Tillson's "Scotch" Fine Cut Oatmeal**

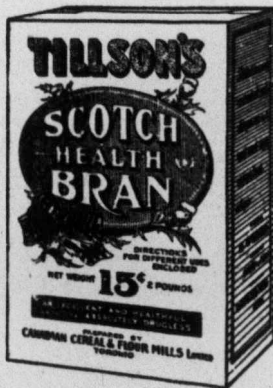
WILL BE IN GREATER DEMAND THAN EVER

**ORDER  
THROUGH  
YOUR  
JOBBER**



**QUALITY  
IN  
EVERY  
PACKAGE**

A FOOD—NOT A FAD



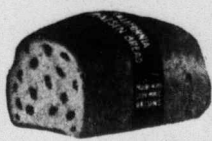
A HEALTH FOOD

WE ARE LARGE EXPORTERS  
AND SOLICIT YOUR PAT-  
RONAGE. WIRE OR CABLE  
"CANCEREAL," TORONTO



A DELICIOUS PORRIDGE

**Canadian Cereal and Flour Mills Co., Limited, Toronto**



You will like this kind of bread



because it is made with this kind of raisins

## The Essence of Co-operation

When a man asks you to co-operate with him it usually means that he wants you to do something for him—in return for which he will *promise* to do something for you. In other words, most offers of co-operation are bogus.

This one is not. We have *already* done big things for you and we have *contracted* to do many more big things.

You have seen the first page of our national advertising campaign in The Saturday Evening Post and The Ladies' Home Journal. These pages should be to you an *earnest* of our intention to create for you the biggest demand for raisins and raisin bread that you ever experienced. And these pages will be followed by continuous, sustained advertising which will *prove* our intention.

### Get This Right

But let us not be misunderstood. We do not claim to be business philanthropists. Our ultimate aim is to help ourselves by selling a great many more raisins than we have ever sold before.

When we co-operate with you we do it for our own sake—not for yours—but it is a fact that our co-operation helps you.

Also—when you co-operate with us you do it for your own sake—not for ours—but it is a fact that your co-operation helps us.

This is the very essence of co-operation—some people call it “enlightened selfishness”—*help yourself by helping the other fellow.*

### You Will Get Your Share

of the new business which we are creating for raisins and raisin bread if you become identified in your neighborhood as the dealer who sells *California Raisin Bread* and Sun-Maid package raisins.

Send us the coupon at once so that you begin to make *extra profits* at once.

#### CALIFORNIA ASSOCIATED RAISIN CO.

Home Office, Fresno, California  
Hearst Building, Chicago 133 Hudson Street, New York

Please send me complete details of plan by which I can make more money through increased sales of raisin bread and package raisins. (73)

Name .....  
Street .....  
City ..... State .....

## QUOTATIONS FOR PROPRIETARY ARTICLES

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

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

8-oz.	2.55	2.50
12-oz.	3.85	3.75
16-oz.	4.90	4.80
2 1/4-lb.	11.60	11.35
3-lb.	13.60	13.35
5-lb.	22.35	21.00

Per doz.

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

### ROYAL BAKING POWDER.

Size.	Less than 10 case lots	or 10 cases and over
	Per doz.	Per doz.
Dime	\$ .95	\$ .90
4-oz.	1.40	1.35
6-oz.	1.95	1.90
Buckwheat Flour (Self-rising), 3 doz. to case, weight 70 lbs. ....		3 00

Per case

Pancake Flour (Self-rising), 3 doz. to case, weight 70 lbs. .... 3 00  
Breakfast Food, 2 doz. to case, weight 85 lbs. .... 4 00  
King's Food, 2 doz. to case, weight 95 lbs. .... 5 00  
Wheat Kernels, 2 doz. to case, weight 65 lbs. .... 3 75  
Barley Crisps, 3 doz. to case, weight 50 lbs. .... 3 00  
Flaked Rice, 3 doz. to case, weight 50 lbs. .... 3 00  
Flaked Peas, 3 doz. to case, weight 50 lbs. .... 3 00

### DOMINION CANNERS, LIMITED.

Aylmer Pure Jams, 16 oz. Jars Per doz.

Strawberry, 1914 pack. .... \$2 20  
Raspberry, red, heavy syrup 2 10  
Black currant ..... 2 10  
Red currant ..... 2 10  
Peaches ..... 2 10  
Pear, Bart. .... 2 10

Aylmer Pure Jellies.

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

### Aylmer Marmalade

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

### Aylmer Pure Preserves—Bulk

	5 lbs.	7 lbs.
Strawberry	0 72	1 00
Black currant	0 65	0 85
Raspberry	0 65	0 85

Aylmer 14's and 30's per lb.

8-oz. 2.55 2.50  
12-oz. 3.85 3.75  
16-oz. 4.90 4.80  
2 1/4-lb. 11.60 11.35  
3-lb. 13.60 13.35  
5-lb. 22.35 21.00

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

### BLUE.

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

**COUPON BOOKS — ALLISON'S.**  
For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal. \$1, \$3, \$5, \$10, \$15 and \$20. All same price, one size or assorted.

### UN-NUMBERED.

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

### CEREALS.

**WHITE SWAN** Per case  
Biscuit Flour (Self-rising) 2 doz. to case, weight 70 lbs. .... \$3 00  
Strawberry ..... 0 14  
Raspberry ..... 0 14

### COCOA AND CHOCOLATE.

#### THE COWAN CO., LTD.

Cocoa—  
Perfection, 1-lb. tins, doz. 4 50  
Perfection, 1/2-lb. tins, doz. 2 40  
Perfection, 1/4-lb. tins, doz. 1 25  
Perfection, 10c size, doz. 0 90  
Perfection, 5-lb. tins, per lb. 0 37  
Soluble bulk, No. 1, lb. .... 0 21  
Soluble bulk, No. 2, lb. .... 0 19  
London Pearl, per lb. .... 0 22  
Special quotations for Cocoa in barrels, kegs, etc.

### (Unsweetened Chocolate).

Supreme chocolate, 1/2's, 12-lb. boxes, per lb. .... 0 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 25  
Diamond 6's and 7's, 6 and 12-lb. boxes ..... 0 26  
Diamond, 1/4's, 6 and 12-lb. boxes ..... 0 27

### Icings for Cake—

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

### Chocolate Confections. Per lb.

Maple buds, 5-lb. boxes. .... 0 38  
Milk medallions, 5-lb. boxes 0 38  
Chocolate wafers, No. 1, 5-lb. boxes ..... 0 32  
Chocolate wafers, No. 2, 5-lb. boxes ..... 0 27

# ROYAL BAKING POWDER

**Absolutely Pure**

Royal Baking Powder is made of pure Cream of Tartar, and is the highest grade of baking powder that can be made. Its quality and purity are established all over the world. That is the reason it is the easiest to sell and every grocer should always carry a full stock.

**Fully Guaranteed**



You can push the sale of ROYAL BAKING POWDER with *confidence* as well as *profit*, because you know it will please your customers and make more and surer profit for you than any other baking powder.

**Contains No Alum**

**ROYAL BAKING POWDER CO.**  
**NEW YORK**



## Don't take chances on the Security of your Goods



Insecurely sealed goods very frequently mean a big loss to the dealer through deterioration of contents, spilling, etc. The public, too, are reluctant to take a chance on buying badly sealed preserves.



Goods sealed with Anchor Caps retain their original rich flavor and palatable goodness and can be relied upon to give the buyer that satisfaction which in-



variably means repeat orders for the dealer.

The buying public show a strong preference for goods with Anchor Caps. Why take chances then on selling them goods sealed in such a way as to leave doubt regarding the contents?

Your wholesaler can supply you. Get in touch with him to-day and insist on Anchor Caps in the goods you handle.



**Anchor Cap & Closure Corporation of Canada**  
Sudbury Street West, Foot of Dovercourt Road, **TORONTO, CAN.**



## When a Woman Picks Up a "Broom"

one of the first things she does is look to see if the handle is smooth. The perfection and attractiveness of the handle of the

## "NUGGET" BROOM

are big aids to a dealer in selling to the woman who comes into his store for a broom.

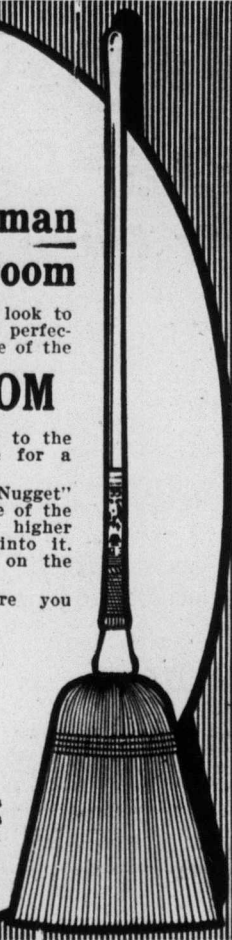
The woman who handles a "Nugget" broom will buy it. It is light, made of the best grade corn, and shows the higher grade workmanship that we put into it. It easily is the best light broom on the market.

Investigate the "Nugget" before you stock more brooms.

For prices, etc., write

**Stevens-Hepner Co.  
Limited  
Port Elgin, Ont.**

The "Nugget" Broom is only one of the famous Keystone Brand Brooms and Brushes.



# COIN PURSES

(Our new penny piece)

**NIGHT STICKS  
WHISTLES  
FLEXIBLE STICKS  
CIGARETTES**

and a full line of attractive and quick-selling Licorice Specialties.

Order from your Wholesaler

Everything in Licorice for Grocer,  
Druggist and Confectioner

MADE IN CANADA

**National Licorice Company  
MONTREAL**

Nonpareil wafers, No. 1, 5-lb. boxes	0 32
Nonpareil wafers, No. 2, 5-lb. boxes	0 27
Chocolate ginger, 5-lb. boxes	0 33
Milk chocolate wafers, 5-lb. boxes	0 38
Coffee drops, 5-lb. boxes	0 38
Lunch bars, 5-lb. boxes	0 38
Milk chocolate, 5c bundles, 3 doz. in box, per box	1 36
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 90
Nut milk chocolate, 1/4's, 6-lb. boxes, lb.	0 38
Nut milk chocolate, 1/4's, 6-lb. boxes, lb.	0 38
Nut milk chocolate, 5c bars, 24 bars, per box	0 90
Almond nut bars, 24 bars, per box	0 90
JOHN P. MOTT & CO'S.	
Miss N. Estabrook, St. John, N. B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Pesse, Calgary, Alta.; Russell, Johnson, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.	
10c size (for cooking)	0 90
Mott's breakfast cocoa, 2-doz. 10c size, per doz.	0 85
Nut milk bars, 2 dozen in box	0 80
Breakfast cocoa, 1/4's and 1/2's	0 36
No. 1 chocolate	0 30
Navy chocolate, 1/2's	0 26
Vanilla sticks, per gr.	1 00
Diamond chocolate, 1/4's	0 24
Plain choice chocolate liquors	20 30
Sweet chocolate coatings	0 20

### CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.	
East of Fort William, Ont.	
Preserved	Per case
Eagle Brand, each, 4 doz.	\$6 25
Reindeer Brand, each, 4 doz.	6 25
Silver Cow Brand, each, 4 doz.	5 75
Gold Seal Brand, each, 4 doz.	5 60
Mayflower Brand, each, 4 doz.	5 60
Purity Brand, each, 4 doz.	5 60
Challenge Brand, each, 4 doz.	4 85
Clover Brand, each, 4 doz.	4 85
Evaporated (Unsweetened)—	
St. Charles Brand, small each, 4 doz.	2 00
Peerless Brand, small, each, 4 doz.	2 00
St. Charles Brand, Family, each, 4 doz.	3 90
Peerless Brand, Family, each, 4 doz.	3 00
Jersey Brand, Family, each, 4 doz.	3 90
St. Charles Brand, tall, each, 4 doz.	4 30
Peerless Brand, tall, each, 4 doz.	4 50
Jersey Brand, tall, each, 4 doz.	4 50
St. Charles Brand, Hotel, each, 2 doz.	4 25
Peerless Brand, Hotel, each, 2 doz.	4 25
Jersey Brand, Hotel, each, 2 doz.	4 25
St. Charles Brand, gallons, each, 1/2 doz.	4 75
"Reindeer" Coffee and Milk, "large" each, 2 doz.	4 80
"Reindeer" Coffee and Milk, "small" each, 4 doz.	5 50
"Regal" Coffee and Milk, each, 2 doz.	4 50
"Reindeer" Cocoa and Milk, each, 2 doz.	4 80

### COFFEE.

WHITE SWAN SPICES AND CEREALS, LTD.	
WHITE SWAN.	
1 lb. tins, 4 doz. to case, weight 80 lbs.	0 36
1 lb. tins, 2 doz. to case, weight 35 lbs.	0 36
Add one-half cent per pound to the above.	
ENGLISH BREAKFAST COFFEE.	
1/2 lb. tins, 2 doz. to case, weight 22 lbs.	0 22

1 lb. tins, 2 doz. to case, weight 40 lbs.	0 26
MOJA.	
1/2 lb. tins, 2 doz. to case, weight 22 lbs.	0 32
1 lb. tins, 2 doz. to case, weight 40 lbs.	0 36
2 lb. tins, 1 doz. to case, weight 40 lbs.	0 36
PRESENTATION COFFEE.	
A Handsome Tumbler in Each Tin.	
1 lb. tins, 2 doz. to case, per lb.	0 27
Shipping weight, 50 lbs per case	

### MINTO BROS.

#### MELAGAMA COFFEE.

Ret.	Whol.
30c 1s, 1/2's, B. or G.	0 25
40c 1s, 1/2's, B. or G.	0 32
45c 1s, 1/2's, B. or G.	0 34
50c 1s, 1/2's, B. or G.	0 37
Tumbler coffee	0 25
Teas packed in 30, 60, 100 lb. caddies. Coffees packed in 30, 50 lb. caddies. Freight paid on tea 60 lbs. or over; freight paid on coffee 50 lbs. or over.	

#### MINTO COFFEE (Bulk.)

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

#### FLAVORING EXTRACTS.

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

#### CRESCENT MFG. CO.

CRESCENT MAPLEINE.  
Special Delivered Price for Canada.

Per doz	
1/2-oz. (4 doz. case), weight 9 lbs., retail each	15c...\$1 35
1 oz. (4 doz. case), weight 14 lbs., retail each	30c... 2 50
2 oz. (3 doz. case), weight 15 lbs., retail each	50c... 4 25
4 oz. (2 doz. case), weight 17 lbs., retail each	90c... 7 00
8 oz. (1 doz. case), weight 17 lbs., retail each	\$1.00... 13 25
Pint (1 doz. case), weight 29 lbs., retail each	\$3... 24 50
Quart (1 doz. case), weight 53 lbs., retail each	\$5.50... 45 00
Half gallons, each, retail each \$10	7 50
Gallons, each, retail each \$18	14 50

#### GELATINE.

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

#### W. CLARK, LIMITED, MONTREAL.

Compressed Corned Beef, 1/2s, \$1.50; 1s, \$2.90; 2s, \$5.50; 6s, \$18; 14s, \$37.	
Roast Beef, 1/2s, \$1.50; 1s, \$2.90; 2s, \$5.50; 6s, \$18.	
Bolled Beef, 1s, \$2.90; 2s, \$5.50; 6s, \$18.	
Jellied Veals, 1/2s, \$1.50; 1s, \$2.75; 2s, \$4.50; 6s, \$18.	
Corned Beef Hash, 1/2s, \$1.50; 1s, \$2.30; 2s, \$4.25.	
Beefsteak and Onions, 1/2s, \$1.50; 1s, \$2.90; 2s, \$5.	
Cambridge Sausage, 1s, \$2.40; 2s, \$4.	
Boneless Pigs' Feet, 1/2s, \$1.50; 1s, \$2.25; 2s, \$4.25.	
Lambs' Tongues, 1/2s, \$1.90.	
Sliced Smoked Beef, tins, 1/2s, \$1.65; 1s, \$2.65; 4s, \$13.50.	

**OVAL  
Apple  
Picking  
Baskets**

Half bush. and  $\frac{3}{4}$  bush.

**Prompt Shipment.**

**Order Now.**

**Walter Woods & Co.  
Hamilton Winnipeg**

**Cranberries  
Sweet Potatoes  
Tokay Grapes  
California Pears  
Western  
Boxed Apples**

Oysters, Haddies, Kippers,  
Digby Herrings, Fillets.  
Fresh Halibut, Trout, etc.

**White & Co., Limited**  
Wholesale Fruit and Fish  
TORONTO

**Coffee, Its History,  
Classification and  
Description**

By Joseph M. Walsh

This is the most exhaustive, interesting and instructive book ever published on coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include:

**Cultivation and Preparation.  
Commercial Classification and Description.  
Adulteration and Detection.  
Art of Blending, Preparing, etc.**

This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you postpaid on receipt of

**\$2.00**

IT WILL PAY YOU TO SEND AT ONCE.  
**MacLean Publishing Co.**  
Technical Book Department  
143-153 University Avenue, Toronto

**The  
Apple  
Crop**

in the famous Georgian Bay District is very short this year. Write us before placing your winter order.

**Lemon Bros.**  
OWEN SOUND, ONT.

Full Swell Pack  
Perfectly Graded  
Fruit under:—

**"Aurora"  
"Mars"  
"AI"  
"Sapho"  
"Jupiter"**

It will pay you to handle these brands of Oranges

**J. J. McCabe**  
Agent  
TORONTO





# Flaked Wheat

—THAT'S DIFFERENT  
—THAT'S GUARANTEED

WHITE SWAN is the highest priced Flaked Wheat on the market—and the cheapest. It costs more—worth it.

To the ordinary man wheat is just wheat, but if you stop to think, there is a vast difference between the kind of wheat you buy in the open market, in carlot quantities, and the kind that we buy for milling purposes. We use nothing but the very choicest Ontario white winter wheat, and not only every load but every bag is carefully examined by our miller before it is taken into stock. This is thoroughly cleaned and pan-dried before it is passed on to the Flakers.

Each barrel has a lining, so that the Flaked Wheat does not come in contact with anything from the time it leaves the Flakers until it is sold to the customer. The result is the highest grade Flaked Wheat on the market with absolutely no waste.

*Every barrel is guaranteed against moths, worms, weevil and sourness for a period of six months.*

There is a big difference in wheat—it is our business to know the difference—and that is why WHITE SWAN Flaked Wheat is different.

We know our goods and want none but satisfied customers.

**WHITE SWAN SPICES AND CEREALS, LIMITED**  
TORONTO, ONTARIO

Sliced Smoked Beef, glass ¼s. \$1.25; ½s, \$1.90; 1s, \$2.75.  
Tongue, Ham and Veal Pate, ¼s. \$1.20.  
Ham and Veal, ¼s, \$1.  
Potted and Devilled Meats, tins — Beef, Ham, Tongue, Veal, Game, ¼s, 50c; ½s, \$1.  
Potted Meats, Glass — Chicken, Ham, Tongue, ¼s, \$1.25.  
Ox Tongues, tins, ¼s, \$2.40; 1s, \$5.00; 1½s, \$8; 2s, \$10.  
Ox Tongues, Glass, 1½s, \$9.75; 2s, \$12.  
Mince-meat, Hermetically Sealed Tins, 1s, \$1.25; 2s, \$2.40; 3s, \$3.40; 4s, \$4.30; 5s, \$5.40.  
In Pails, 25 lbs., 8c lb.  
In Tubs, 45 lbs., 7½c lb.  
In Glass, 1s, \$2.25.  
Plum Pudding, 1s, \$2.30; 2s, \$2.80.  
Clark's Peanut Butter — Glass Jars, ¼, 95c; ½, \$1.40; 1, \$1.85. 50 lb. Pails, 15c.  
Clark's Peanut Butter—Pails 24 lbs., 15c per lb.  
Clark's Tomato Ketchup, 8 oz., \$1.35; 12 oz., \$1.90; 16 oz., \$2.40. 1 gal. jars, \$1.30; 5 gal. jars, \$1.25 per gal.  
Pork & Beans, Plain Talls, 1 60c; 2, \$1; 3, \$1.40; 6, \$4.50; 12, \$7.25.  
Individuals 50c doz.  
Pork & Beans, Tomato Sc. Talls, 1, 60c; 2, \$1; 3, \$1.40; 6, \$4.50; 12, \$7.25.  
Individuals 50c doz.  
Pork & Beans, Chilli Flat, 1, 60c; 2, \$1; 3, \$1.15.  
Individuals 50c doz.  
Pork & Beans, Tomato Flats, 1, 60c; 2, \$1; 3, \$1.15.  
Pork & Beans, Plain Flats, 1, 60c; 2, \$1; 3, \$1.15.  
Vegetarian Baked Beans, Tomato Sauce, Talls, \$1.15.  
Clark's Chateau Concentrated Soups, 95c.  
Clark's Chateau Concentrated Soups, No. 1 Assorted, 95c.  
Spaghetti with Tomato and Cheese, 1s, \$1.30 a doz.  
Fluid Beef Cordials, 20 oz. btls., \$10 per doz.  
English Plum Puddings, 1s, \$2.30 doz.; 2s, \$2.80 doz.  
**LAPORTE, MARTIN, LIMITED**  
Montreal. Agencés.  
**BASIN DE VICHY WATERS.**  
L'Admirable, 50 btles, litre. 5 50  
Neptune ..... 7 00  
San Rival ..... 8 00  
**VICHY LEMONADE.**  
La Savourense, 50 btles., cs. .... 8 00  
**NATURAL MINERAL WATER**  
Evian, Source Cachat, 50 btles, cs. .... \$0 00  
**IMPORTED GINGER ALE AND SODA**  
Ginger Ale, Trayders, cs. 6 doz. pts., doz. .... 1 15  
Ginger Ale, Trayders, cs. 6 doz. splits, doz. .... 0 95  
Club Soda, Trayders, cs., 6 doz. pts., doz. .... 1 05  
Club Soda, Trayders, cs., 6 doz. splits, doz. .... 0 95  
**BLACK TEAS.**  
Victoria Blend, 50 and 30-lb. tins, lb. .... 0 38  
Princess Blend, 50 and 30-lb. tins, lb. .... 0 35  
**JAPAN TEAS.**  
H. L., ch., 90 lbs., lb. .... 0 35  
Victoria, ch. 90 lbs., lb. .... 0 30  
**COFFEES.**  
Victoria, Java and Mocha Blend, 1-lb. tin, lb. .... 0 34½  
Victoria, Java and Mocha Blend, 5, 10, 25, 50-lb. tins, lb. .... 0 32  
Princess, Java and Mocha Blend, 1-lb. tin, lb. .... 0 22  
**MALT EXTRACT.**  
Miller of Milwaukee, cs. 2 doz., cs. .... 4 25  
Miller of Milwaukee, bri. 8 doz., bri. .... 16 20  
**BOAR'S HEAD LARD COMPOUND.**  
**N. K. FAIRBANK CO., LTD.**  
Tierces ..... 0 10½  
Tubs, 60 lbs. .... 0 10½  
Pails, 20 lbs. .... 0 10½  
Tins, 20 lbs. .... 0 10½  
Cases, 5 lbs., 12 to case .. 0 11½

Cases, 3 lbs., 20 to case .. 0 11½  
Cases, 10 lbs., 6 to case .. 0 11  
F.o.b. Montreal.  
**MUSTARD.**  
**COLMAN'S OR KEEN'S.**  
Per doz. tins  
D. S. F., ¼-lb. .... \$ 1 60  
D. S. F., ½-lb. .... 2 90  
D. S. F., 1-lb. .... 5 70  
F. D., ¼-lb. .... 0 95  
Per jar  
Durham, 4-lb. jar ..... 0 98  
Durham, 1-lb. jar ..... 0 31  
**JELLY POWDERS.**  
**WHITE SWAN SPICES AND CEREALS, LTD.**  
White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz. .... \$ 0 90  
List Price.  
**SPICES.**  
**WHITE SWAN SPICES AND CEREALS, TORONTO.**  
Dredge  
Canister 4oz.  
Round Pkgs.  
Allspice ..... \$0.90 \$0.90  
Arrowroot, 4 oz. tins, 85c. .... ..  
Cayenne ..... 0.90 0.90  
Celery Salt ..... ..  
Celery Pepper ..... ..  
Cinnamon ..... 0.90 0.90  
Cinnamon, 1 oz. Fag-ots, 45c. .... ..  
Cloves ..... 0.90 0.90  
Curry Powder ..... ..  
Mace ..... ..  
Nutmegs ..... 0.90 ..  
" Whole, 5c. Pkgs., 45c. .... ..  
Paprika ..... 0.90 ..  
Pepper, Black ..... 0.90 0.90  
Pepper, White ..... 1.10 1.10  
Pastry Spice ..... 0.90 0.90  
Pickling Spice (Window front) ..... 0.75 ..  
Dozens to case ..... 4 4  
Shipping weight, per case ..... 10 lbs. 17 lbs.  
**WHITE SWAN LYE.**  
Single cases, 4 doz. .... \$ 3 50  
5 case lots, 4 doz. .... 3 35  
Shipping weight 50 lbs. per case.  
**THE CANADA STARCH CO., LTD., EDWARDSBURG BRANDS and BRANTFORD BRANDS.**  
**Laundry Starches—**  
Boxes. Cents  
40 lbs., Canada Laundry .. .06½  
40 lbs., boxes Canada white gloss, 1 lb. pkg. .... .06½  
48 lbs. No. 1 white or blue, 4 lb. cartons ..... .07½  
48 lbs. No. 1 white or blue, 3 lb. cartons ..... .07½  
100 lbs., kegs, No. 1 white ..... .06½  
200 lbs., bbls., No. 1 white ..... .06½  
30 lbs., Edwardsburg silver gloss, 1 lb. chrome pkgs. .... .07½  
48 lbs. silver gloss, in 6-lb. tin canisters ..... .08½  
36 lbs., silver gloss, 6-lb. draw lid boxes ..... .06½  
100 lbs., kegs, silver gloss, large crystals ..... .07½  
28 lbs., Benson's Satin, 1-lb. cartons, chrome label ... .07½  
40 lbs., Benson's Enamel (cold water), per case ... 3 00  
20 lbs., Benson's Enamel (cold water), per case ... 1 50  
Celluloid—boxes containing 45 cartons, per case ..... 3 60  
**Culinary Starch.**  
40 lbs. W. T. Benson & Co.'s prepared corn ..... .07½  
40 lbs. Canada pure corn starch ..... .06½  
(120-lb. boxes ¼c higher.)  
Cascos Potato Flour, 20-lb. boxes, per lb. .... .10  
**BRANTFORD STARCH.**  
Ontario and Quebec.  
**Laundry Starches—**  
Canada Laundry—  
Boxes about 40 lbs. .... .06  
Acme Gloss Starch—  
1-lb. cartons, boxes of 40 lbs. .... .06½  
First Quality White Laundry—  
3-lb. canisters, cs. of 48 lbs. .... .07½  
Barrels, 200 lbs. .... .06½  
Kegs, 100 lbs. .... .06½  
Lily White Gloss—  
1-lb. fancy carton cases 30 lbs. .... .07½  
8 in case ..... .06

In buying  
**KETCHUP**

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

**Try It and See**

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

**The T. Upton Co., Limited**  
ST. CATHARINES

**OYSTERS**

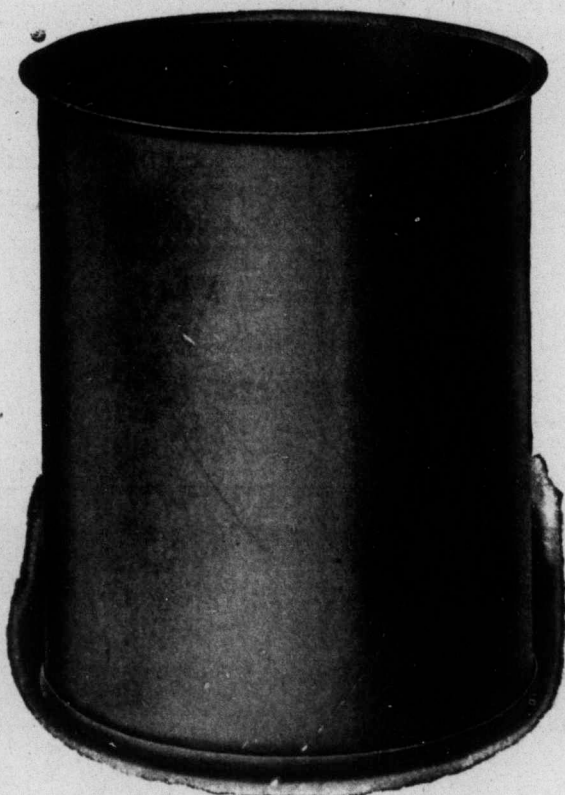
Do you expect to handle oysters this season? There is no better line to carry than GOOD OYSTERS.

We will again sell H. C. Rowe & Co.'s QUALITY brand oysters. If you sell this brand your trade will grow.

Let us have a trial order. We want a chance to demonstrate. We believe a trial order from you will guarantee us your business permanently. This is what we want.

"THE HOUSE OF QUALITY"

**HUGH WALKER & SON**  
ESTABLISHED 1861  
GUELPH and NORTH BAY



**Sanitary Cans**

*"The Can of Quality"*

---

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

---

**Sanitary Can Company**  
LIMITED  
NIAGARA FALLS, ONTARIO

# Buyers' Guide

**CHIVER'S**

**JAMS—JELLIES—MARMALADE**

Are guaranteed absolutely pure and of the highest quality.

Send us your orders.

Agents:

Frank L. Benedict & Co., Montreal

We are buyers of evaporated and farmers' dried apples. Prices and tags on application.

**O. E. Robinson & Co.**

Ingersoll

Ontario

**ST. MARC COFFEE**

Gives all users entire satisfaction.

**AUGUSTIN COMTE & CO., LTD.**

725 Notre Dame E.

Montreal

**CLASSIFIED ADVERTISING**

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

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

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

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

**FOR SALE**

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

**FOR SALE—ECONOMY TIERING MACHINE** for handling and piling of heavy cases. Box 506, Canadian Grocer, Toronto.

**FOR SALE—GENERAL STORE BUSINESS—**one of the oldest established general store businesses in Eastern Ontario. Established fifty years. Best location in city for large city and farm trade. Turnover \$35,000 to \$40,000 a year, exclusively retail. Stock may be reduced to suit purchaser. Good reasons for selling. City Grocer, Canadian Grocer, Toronto.

**FOR SALE—GENERAL STORE AT KINBURN,** thirty miles west of Ottawa. Best store building, and business, in the Ottawa Valley. Turnover \$60,000. Apply to D. B. Eastman, Kinburn, Ont.

**WANTED**

**WANTED — INFORMATION REGARDING** good grocery for sale. R. G. List, Minneapolis, Minn.

**WE ARE OPEN FOR A GOOD AGENCY** in food-stuff line, calling on wholesale and retail trade in Maritime Provinces. W. P. Mallman, Commission Agent, 5 William St., Hantsport, N.S. Sept. 24. Oct. 1, '15.

**WANTED BY AN OLD-ESTABLISHED** packing house, a representative between Toronto, Ottawa and Montreal, and west of Toronto, north of Stratford to Owen Sound, on commission basis. Write Box 174, Canadian Grocer, Toronto.

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

**SITUATION WANTED**

**YOUNG MAN WITH FIVE YEARS' EXPERIENCE** in general store business, desires a position in a General Store. Permanent job desired; can furnish references. H. W. Bessey, South River, Box 167 (1-8)

**EGG FILLERS**

Our capacity is three times the total Filler requirements of Canada PR. MPT DELIVERIES

by us are therefore certain. **THE TRENT MFG. CO., LIMITED** TRENTON, ONTARIO, CANADA

**ASSIGNEES AGENTS LIMITED**

154 Simcoe Street TORONTO

COLLECTIONS ASSIGNMENTS

Book-debts are monies in the other man's pocket. Use our special collection service—charges moderate, no collection, no charge. Phone Adelaide 919.

**Write us for New Price List of WINDSOR SALT**

**TORONTO SALT WORKS** TORONTO, ONT. GEO. J. CLIFF, Manager

"TRAVELLER" WITH A FIRST-CLASS connection with grocers, confectioners, druggists and general stores in Province of Nova Scotia, is open for good lines on a commission basis. Best of references furnished if desired. Box 390, Liverpool, Nova Scotia. (1-8)

**MISCELLANEOUS**

**WAREHOUSE AND FACTORY HEATING** systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (1f)

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

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

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

**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.

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



Registered Trade-Mark

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

This means for the grocer a steady and increasing demand from satisfied customers with no risks to himself on account of unsold or damaged goods; in the long run by far the most profitable trade.

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

**Walter Baker & Co. Limited**

Established 1780

Montreal, P.Q.

Dorchester, Mass.

**FOR SALE**

Fancy Creamery Butter, Selected Eggs, Fancy Dressed Poultry. Grocer Orders our Specialty.

**Mann, Laurie & Co.**

Phone 1577.

London, Ont.

KINDLY MENTION

THIS PAPER WHEN

WRITING ADVER-

TISERS

**Canada Maple Exchange Limited, Head Office, 22 and 24 Vallee St., Montreal, Canada**

Jobbers supplied from factory, also through our brokers: Nicholson & Bain, Winnipeg; Regina, Saskatoon, Edmonton, Calgary, Lebbidge and Vancouver; T. N. Duche & Son, N.Y., and Manchester, Eng.; Arkell & Douglass, Inc., N.Y., and Johannesburg, S.A. Nos. 1 to 7 and from 29 to 33 are cancelled until new crop, March 15, 1915.

SHERBROOKE



Your Syrup is superior to anything I have seen on the market. H. Mockford, Charlmond Road, London, Eng.

Case No.		Trade Price Our Factory	Price Freight paid to all RR. points in Canada, east of Sault Ste. Marie	Shipping Weights
<b>SMALLS PURE MAPLE &amp; TABLE SYRUPS CANADA'S BEST</b>				
<b>Tested and Marked PURE MAPLE SYRUP</b>				
1	24—1/8 Glass 16 oz.	3.60	3.90	57
2	12—1/4 Glass 32 oz.	3.10	3.35	53
3	24—1/8 Tins 20 oz.	3.80	4.05	40
4	24—1/8 Tins 40 oz.	7.35	7.75	75
5	12—1/2 Tins 80 oz.	7.30	7.70	75
6	6—1s Tins 10 lbs.	6.85	7.25	72
7	2—2 1/2 Tins 65 lbs.	6.50	6.90	72

<b>SELECTED Marked Pure Sugar Syrup</b>				
8	24—1/8 Glass 16 oz.	3.10	3.35	57
9	12—1/4 Glass 32 oz.	2.55	2.90	53
10	24—1/8 Tins 20 oz.	3.20	3.45	40
11	24—1/8 Tins 40 oz.	5.90	6.30	75
12	12—1/2 Tins 80 oz.	5.80	6.20	75
13	6—1s Tins 10 lbs.	5.50	5.90	72
14	2—2 1/2 Tins 65 lbs.	5.30	5.70	72

<b>STANDARD Marked Pure Table Syrup</b>				
15	24—1/8 Glass 16 oz.	2.60	2.85	57
16	12—1/4 Glass 32 oz.	2.15	2.40	53
17	24—1/8 Tins 20 oz.	2.70	2.95	40
18	24—1/8 Tins 40 oz.	4.40	4.80	75
19	12—1/2 Tins 80 oz.	4.90	5.30	75
20	6—1s Tins 10 lbs.	4.70	5.10	72
21	2—2 1/2 Tins 65 lbs.	4.70	5.10	72

<b>SWEET HOME BRAND Marked Pure Table Syrup</b>				
22	24—1/8 Glass 16 oz.	2.25	2.50	57
23	12—1/4 Glass 32 oz.	1.90	2.15	53
24	24—1/8 Tins 20 oz.	2.55	2.80	40
25	24—1/8 Tins 40 oz.	4.35	4.70	75
26	12—1/2 Tins 80 oz.	4.30	4.70	75
27	6—1s Tins 10 lbs.	4.00	4.40	72
28	2—2 1/2 Tins 65 lbs.	4.05	4.45	72

NOTICE—All goods on List 28 are shipped in strong wood cases, our responsibility ceases on receipt from carriers. Metal strapped for exporting 5c. per case extra.



OTTAWA

OTTAWA



We had some of your Maple Sugar when in Toronto, we thought it fine.—Wm. Ranch, M.D., Secretary Board of Medical Examiners, Johnstown, Pa., U.S.A.

<b>Pure Maple Sugar (Tested and Marked)</b>				
29	72—5c. Patties in case.	2.40	2.50	22
30	90—5c. Blocks in case.	3.00	3.15	25
31	48—10c. Blocks in case.	3.35	3.50	30
32	5—5 lb. Blocks in case.	3.50	4.65	30
33	50—5 lb. Blocks in bbl.	3.65	35.00	275

<b>Powdered Maple Sugar "Granulo"</b>				
For Porridge, Berries, etc.				
34	12—Tins 16 oz.	2.30	2.40	20

<b>Maple Butter "Creamo"</b>				
For Cake Icing or Sauce				
35	24—Tins 16 oz.	4.10	4.30	35
36	24—Tins 16 oz. Sugar Butter	3.20	3.40	35

<b>Smalls Pure Bee Honey</b>				
37	24—1 lb. Jars White Clover.	5.25	5.50	50
38	24—3/4 lb. " "	4.50	4.70	40

<b>Smalls Pure Barbadoes Molasses</b>				
"Child's Friend" Table				
40	24—1/8 Glass 16 oz.	2.45	2.70	57
41	12—1/4 Glass 32 oz.	2.20	2.40	53
42	2—2 1/2 Gal. Tins 65 lbs.	4.00	4.40	72

WOLVERHAMPTON

OTTAWA



We had some of your Maple Sugar when in Toronto, we thought it fine.—Wm. Ranch, M.D., Secretary Board of Medical Examiners, Johnstown, Pa., U.S.A.

<b>"Cook's Friend" Cooking</b>				
44	24—1/8 Tins 20 oz.	1.70	1.90	40
45	24—1/8 Tins 40 oz.	2.55	2.95	75
46	12—1/2 Tins 80 oz.	2.50	2.90	75
47	6—1s Tins 10 lbs.	2.40	2.80	72
47	2—2 1/2 Gal. Tins 65 lbs.	2.70	3.10	72

<b>Cream Hearts and Buttons</b>				
50	9 lbs. in cartons 2 cartons in case.	2.35	2.50	23

<b>Pulled Taffy "Smacks"</b>				
53	1/2 doz. 3 lb. box in cartons 16 in case.	5.50	5.70	75

40—Nut Bars in Carton 16 21.81 22.40 110  
 All SMALLS Syrup is packed in hermetically sealed bottles and sanitary screw top tins. CANADA'S BEST is made from choice mild flavor sample gathered from all parts of Quebec, and at some expense is analytically tested prior to packing, each tin and bottle is sealed with Government form of warranty. SELECTED white untested, is made from rich samples of sugar, and we recommend it as giving exceptional satisfaction to those who demand a pronounced rich sample. STANDARD is all the name signifies and without exception has given universal satisfaction for years. SWEET HOME is a sweet heavy syrup appreciated by certain trade. All brands are labelled in conformity to the Pure Food Laws of Canada including Act No. 99 going into effect January 1st, 1915. SMALLS PURE MAPLE SUGAR is made from choice rich grade of Quebec Maple, analytically tested before moulding, warranty is imprinted on the bottom of each cake, 2 cartons in case. CHILD'S FRIEND is a fancy molasses and meets a long felt household want. COOK'S FRIEND is high grade cooking.



LONDON

OTTAWA



Small's Maple Cream Chocolates bid fair to become world famous.—"Ottawa Evening Journal."

<b>Smalls Maple Confections</b>				
<b>MAPLE CHOCOLATE CREAM</b>				
59	40—Cream Bars in Carton 16	21.80	22.40	110
60	2 Doz. 5c. box in carton, 16.	12.90	13.40	80
61	1 Doz. 10c. " "	16	15.00	15.50 80
62	1/2 Doz. 25c. " "	16	16.90	17.40 80
63	1/4 Doz. \$1.00 " "	16	21.25	21.75 80
64	1/2 Doz. 3 1/2 lb " "	16	16.00	16.50 80

<b>Smalls Maple Butter Taffy</b>				
65	2 Doz. 5c. box in carton, 16.	12.90	13.40	80
66	1 Doz. 10c. " "	16	15.00	15.50 80
67	1/2 Doz. 25c. " "	16	16.90	17.40 80
68	1/4 Doz. \$1.00 " "	16	21.25	21.75 80
69	1/2 Doz. 3 1/2 lb. " "	16	16.00	16.50 80

<b>Smalls Maple Butter Puffs</b>				
70	1 Doz. 5c. box in carton, 16.	6.30	6.70	70
71	1/2 Doz. 10c. " "	16	7.35	7.75 70
72	1/4 Doz. 25c. " "	16	8.30	8.70 70
74	1/2 Doz. \$1.00 " "	16	10.60	11.00 70

<b>Smalls Maple Corn Puffs</b>				
75	1/2 Doz. 5c. box in carton, 16.	3.10	3.35	55
76	1/4 Doz. 10c. " "	16	2.10	2.35 50
77	1/8 Doz. 25c. " "	16	2.65	2.90 50
78	1/4 Doz. \$1.00 " "	4	2.50	2.75 50

<b>Smalls Maple Chocolates (Assorted)</b>				
79	2 Doz. 5c. box in carton, 16.	13.00	13.40	80
80	1 Doz. 10c. " "	16	15.10	15.50 80
81	1/2 Doz. 25c. " "	16	17.00	17.40 80
82	1/4 Doz. \$1.00 " "	16	21.35	21.75 80
83	1/2 Doz. 3 1/2 lb. " "	16	16.10	16.50 80

Smalls Maple Chocolates and Specialties are unique in that they are in a distinct class, they are delicious and of high standard of workmanship. Smalls lily white Chocolates are also No. 1 high grade hand dipped cream, and hard centres, coated with pure chocolate, guaranteed to withstand 95 degrees of heat. In 16 varieties as follows:  
 Mint Strawberry Peach Molasses Chips  
 Orange Cherry Raspberry Cocoa Balls  
 Vanilla Wintergreen Coffee Lemon Jelly  
 Pineapple Pears Rose Old Fashion  
 No coloring used.  
 NOTICE: All cartons under No. 53 to 86 are of same size therefore may be assorted in case. 16 to case.

PARIS



Small's Maple Cream Chocolates bid fair to become world famous.—"Ottawa Evening Journal."

<b>Smalls Maple Corn Puffs</b>				
75	1/2 Doz. 5c. box in carton, 16.	3.10	3.35	55
76	1/4 Doz. 10c. " "	16	2.10	2.35 50
77	1/8 Doz. 25c. " "	16	2.65	2.90 50
78	1/4 Doz. \$1.00 " "	4	2.50	2.75 50

<b>Smalls Maple Chocolates (Assorted)</b>				
79	2 Doz. 5c. box in carton, 16.	13.00	13.40	80
80	1 Doz. 10c. " "	16	15.10	15.50 80
81	1/2 Doz. 25c. " "	16	17.00	17.40 80
82	1/4 Doz. \$1.00 " "	16	21.35	21.75 80
83	1/2 Doz. 3 1/2 lb. " "	16	16.10	16.50 80

<b>Smalls Bordeaux Chocolates</b>				
84	1/2 Doz. 5 lb. box in carton, 16.	20.90	21.50	110

<b>Smalls Lily-White Chocolates</b>				
85	1/2 Doz. 5 lb. box in carton 16.	15.40	16.00	110

<b>Smalls Chocolate Burnt Almonds</b>				
86	1/2 Doz. 5 lb. box in carton 16.	31.00	31.50	110



OTTAWA

OTTAWA

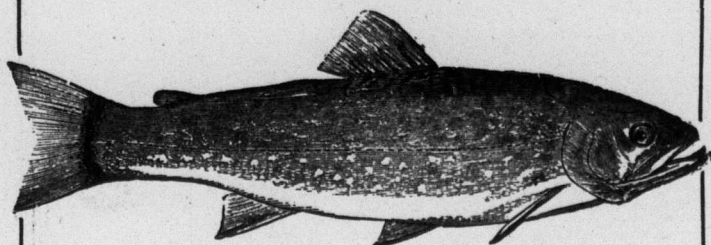


Our complete list will be found on this page. Preserve for future use. Trade supplied through jobbers only. shipped prepaid to all points in Canada east of Sault Ste. Marie. We are installed in new 4-storey steel and concrete factory. Equipment, prices and service unequalled on the continent. We are at your disposal.

# MAPLE SYRUP

CANADIAN GROCER

*Caught in Canadian Waters  
by Canadian Fishermen*



*Processed  
and Packed by  
Canadians.*

*Transported  
by Canadian  
Companies.*

Everything is Canadian between your Customer's table and the waters of "Old Atlantic" that yield the delicious

## Brunswick Brand Sea Foods

There's no better fish in the world than those obtained in the Canadian waters of the Atlantic; no better facilities for packing them than are at our disposal in our sanitary sea foods plant.

In short "Brunswick" Brand Sea Foods are of a quality which Canadians are proud to own, and best of all, they represent an entirely Canadian product.

Stock up with Brunswick Brand 1/4 Oil Sardines, Kippered Herrings, Herrings in Tomato Sauce, Finnan Haddies (oval and round tins), Clams and Scallops. Satisfy the masses of Canadians and give employment to Canadians.

ORDER TO-DAY.

**CONNORS BROS., LIMITED**  
**BLACK'S HARBOR, N.B.**



## BEWARE *of misleading labels*



By handling "PURE GOLD" Spices, Extracts, Jelly Powder, and other lines of PURE GOLD BRAND the Grocer not only enhances his business reputation, but receives absolute protection against infringement of The Pure Food Law.

"PURE GOLD" goods are guaranteed free from adulteration of any nature.

"The memory of quality lingers when prices are forgotten."

**Pure Gold  
Manufacturing Co.**  
TORONTO

# IT'S POPULAR

Those who use  
**MAPLEINE**

like it—it fills a want.  
How is your stock?



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

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

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

**OAKLEY'S KNIFE POLISH**

20-102-77ME



JOHN OAKLEY & SONS, LIMITED,  
LONDON, ENGLAND.

AGENTS

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

## Coupon Books

Save Time : Save Money :  
Save Labor : Eliminate  
Loss : Waste : Errors



Just the thing  
for the GROCER,  
BUTCHER and  
BAKER. No  
charge accounts,  
no disputes; in-  
sure accuracy;  
save time in  
waiting on  
trade; save labor  
in bookkeeping.

THEREFORE  
SAVE MONEY.

Write Your Jobber or

**ALLISON COUPON COMPANY**  
532 East Market St.  
Indianapolis, Indiana, U.S.A.

# The Most Information The Most Entertainment —and all Made-in-Canada

Here are a few of the features which make the October issue of MacLean's the best number yet put out by this aggressive magazine.

"The Woman Question," by *Stephen Leacock*, an article that presents a new viewpoint on a vexed question. It is presented in the virile, readable style of Canada's great humorist.

"Canada's Opportunity," by *Agnes C. Laut*, a powerful article on financial and trade conditions arising out of the war.

"Tryst," by *Alan Sullivan*, a short story that for sheer perfection of style equals anything that Mr. Sullivan has ever done.

"The Wicked Partner," by *H. F. Gadsby*, a light sketch of the Hon. Robert Rogers, written not from the political but from the human side.

"The Years of the Wicked," by *Hopkins Moorhouse*, a short story that is different from anything you have ever read before—one of the best things yet turned out by this rising young author.

"The New British Columbia," by *Norman Lambert*, an article on the Northern part of the mountain province which for vivid descriptive power has never been excelled. This is illustrated by a series of remarkably beautiful photographs of the Rockies.

"The Next Man Up," by *W. A. Craick*, an article on the men who are second in command of the big corporations of Canada. It gives an inside picture of the workings of some of the big railways and banks.

There are nine other stories and articles, all of a high order, and our *Review of Reviews Department*, which contains condensed versions of the best articles which appeared during the previous month in the magazines of the world. This is one of the biggest features of MacLean's Magazine and is in itself of such value that you need MacLean's for this department alone. There are twenty articles in the October issue carefully selected as the most informative and interesting, published the world over.

**Special Offer**—To new subscribers only. In order to introduce MacLean's Magazine into homes where it is not now read, we are giving the magazine for eighteen months for price of twelve—see coupon below.

# MACLEAN'S MAGAZINE

THE MACLEAN PUBLISHING  
CO., Limited

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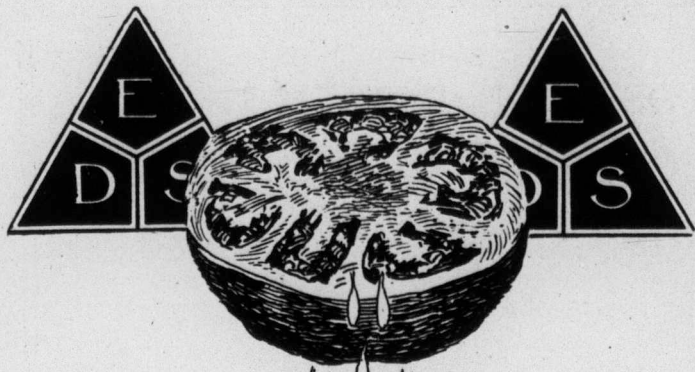
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# Tomato Catsup

*—the pulp  
of sun-  
ripened  
tomatoes*

*—pure  
and delic-  
ious to the  
last drop*



It must be conceded that all ripe tomatoes will not make a delicious catsup. Tomatoes ripened by force, i.e., picked when just slightly turned and allowed to ripen off the vine cannot produce the delicious, full-flavored pulp catsup that the same tomatoes would produce if allowed to ripen naturally on the plant. Our tomatoes ripen on the plants in the sun. They're picked when ripe and processed the same day under the most careful supervision by expert operators. This accounts for the superiority of E.D.S. Tomato Catsup.

No coloring or preservative is used to detract from the fine quality—and flavor—just pure pulp of sun-ripened Winona tomatoes, pure vinegar of fine quality and the best spices.

Are you reaping the benefit of our catsup publicity? *Now is the time to stock up.*

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

*Agents:*

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MASON & HICKEY, Winnipeg; R. B. COLWELL,  
Halifax, N.S.; A. P. ARMSTRONG, Sydney, N.S.

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Take for instance our "VICTORIA" Canadian Canned Goods. These products are always of the same fine quality under a most attractive label.

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A sample on request



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In "Old England" these tablets have become famous for their curative effects on all nerve disorders—the most common ailment in the human race to-day.

We are now spending \$60,000 in consumer advertising to tell All Canada about Dr. Cassell's Tablets and to assist the dealers from coast to coast in adding to their 1915 revenue with a 50% profit on extra sales and laying a solid foundation for steady future business.

Keep Dr. Cassell's Tablets in a prominent display and sales will come readily.

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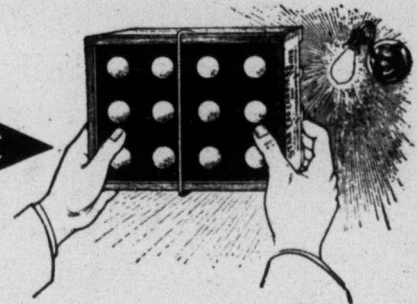
Dr. Cassell's Medicine Co., Limited, Manchester, Eng.

Agent for Canada: Harold F. Ritchie Co., Limited, 10-14 McCaul St., Toronto



**Are You Candling Eggs As Easily and Quickly As That**

—Says JOHN



**A**N entire dozen candled in only a few seconds time and without even removing them from the Carrier in

which they are to be delivered. Eliminating all extra handling—all danger of breakage—as well as the cost of candling equipment. Yet it's just one of those numerous time and money-saving features of the

## Star System for Safe Egg Handling

Follow a dozen eggs in the STAR equipped store. From the shipping case they are placed directly in a Star Egg Carrier—it requires about 9 seconds time. Next the candling board is slipped in the Carrier in place of the Tray—the filled Carrier held to the light as illustrated and the entire dozen candled in a few seconds time. Filled Carriers are then placed in the refrigerator or on the counter all ready for incoming orders.

Think of it! Eggs packed, candled, ready for delivery and with a guarantee against breakage, all in less time than it takes to tell you about it. Wouldn't this System save you money?

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

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Send specification of your needs or samples of what you now use—stating QUANTITIES  
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the favorite.

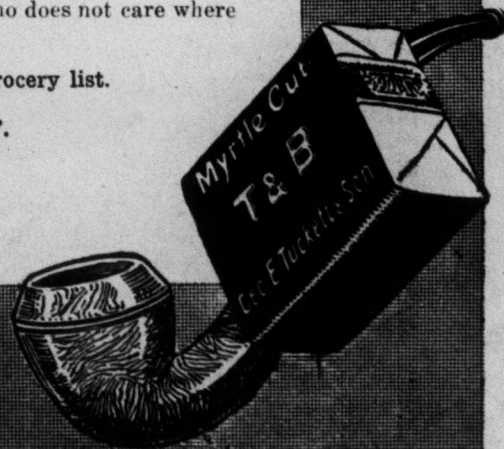
You know the old proverb about the new broom sweeping clean; it's a true one too, and can be applied to a great many things, but not so with T & B Myrtle Cut Tobacco.

Fifty years is a long time, yet for nearly that length of time this real man's tobacco has remained the favorite with the veteran smoker—the man who does not care where he buys it, and whose family trade is a good thing to have.

You should see that dad's weekly supply is included in the Grocery list.

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Finest of Coffees, blended and roasted by experts, produce in Gold Standard a palate-pleasing beverage unique in medium-priced coffees. The Delightful Aroma is preserved unimpaired in our new Vacuum



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