

**PAGES  
MISSING**

In This Issue — Dominion Board R. M. A. Meeting

# CANADIAN GROCER

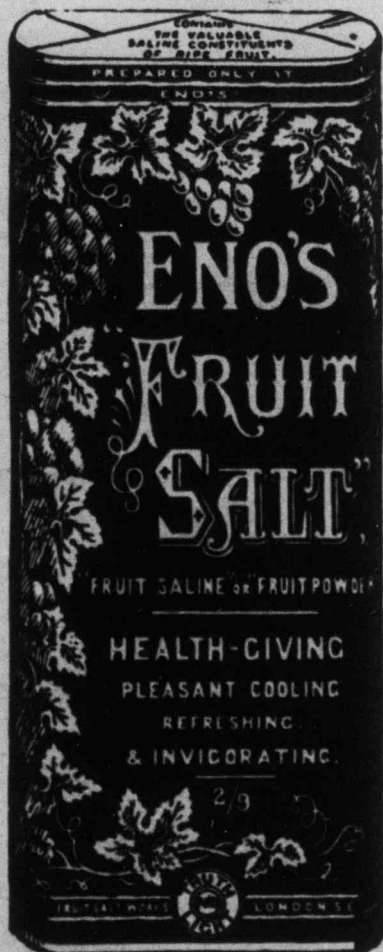
Only Weekly Grocery Paper Published in Canada  
THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXX

PUBLICATION OFFICE: TORONTO, AUGUST 18th, 1916

No. 33

## The Original and Only Fruit Salt —Used the world over



With warm weather comes the necessity for a blood cleansing, system regulating and invigorating preparation.

Grocers in every corner of the civilized world sell ENO'S FRUIT SALT—sold in nearly every city, town and village from the boundary line of the Dominion to Alaska.

Are you selling this well-advertised and popular preparation?

Don't wait until to-morrow, write now for a trial order—feature it, for it's a repeater, a drawing card for your store.

Fill your window full and see how many customers it will bring into your establishment.

*Prepared only by*

**J. C. ENO, Limited, "Fruit Salt" Works, London, England**

SOLE AGENTS FOR NORTH AMERICA:

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

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulations.  
Copy of report will be sent on request to anyone interested.



# Sell More Dried Fruits

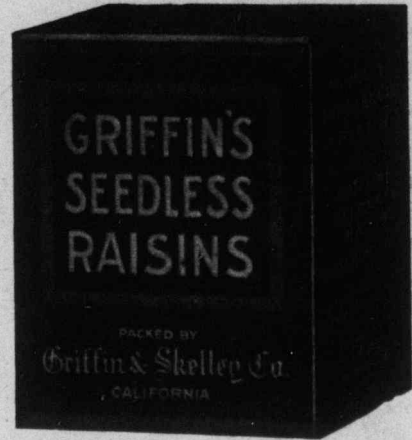
THIS year many lines of fruits of domestic origin are scarce and consequently high-priced. Also the high price of sugar has detained many housewives from "putting down" their usual quantity of Preserves and Jams. These two circumstances favor you. They mean that there will be a greater dependence on your stocks this autumn and winter.

Economy is calling to many to use dried fruits—

**Peaches, Apricots,  
Plums, Prunes,  
Raisins.**

THE VERY BEST BRAND OF THESE IS GRIFFIN & SKELLEY'S. Both you and your customers are well acquainted with the G. & S. Brand and so it is very easy for you to sell the G. & S. line. Indeed, Griffin & Skelley goods are the most readily sold of all such goods.

Give  
**Griffin's  
Seedless Raisins**



prominence just now. This since Raisins are being widely advertised to the general public. Raisins for pies, rice, bread, puddings — you see how mothers and wives can use them extensively. Every pound is "Grist for the Mill," and every penny counts these days.

**EVERY  
GRAIN**



**PURE  
CANE**

## LIST of CANADIAN AGENTS

A. & W. OSGOOD  
MONTREAL :: :: P. Q.  
ROBERT MITCHELL & CO.  
QUEBEC :: :: P. Q.  
WALLACE ANDERSON  
TORONTO :: :: ONT.  
ALFRED POWIS & SON  
HAMILTON :: :: ONT.  
GEO. H. GILLESPIE  
LONDON :: :: ONT.  
C. D'CARTERET  
KINGSTON :: :: ONT.  
W. H. ESCOTT CO., Limited  
WINNIPEG AND THE WEST

*The Acadia Sugar Refining Co., Ltd.*  
*Halifax Canada*

# Canada's Finest Milk is Used in Borden Milk Products

The reputation for quality which Borden Milk Products have everywhere attained is directly due to the scrupulous care we exercise in selecting only the purest milk obtainable and the careful and scientific processing which eliminates possibility of inferior quality. Throughout every part of the Borden process the most rigid inspection is employed, thus guaranteeing milk products of exceptional quality and goodness.

It is this unimpeachable quality that has popularized the Borden lines in every community. It is this unbeatable purity that has won the unstinted approval of particular people everywhere. It is this sales-creating superiority that is building big business for Borden dealers all over the country. Do you sell Borden's Milk Products? Why not begin now?

## Borden Milk Co., Limited

*"Leaders of Quality"*

MONTREAL

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

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



# *Gold Standard*

A splendid  
line well  
advertised

## Jelly Powders—sixteen flavors All alike delicious

So easy to serve—so good to eat that the housewife who tries them wonders how she ever did without Gold Standard Jellies.

Let the Kiddies Eat  
Lots. Good for them!

Make many other good things, too,  
from our big 110 page Cook Book,  
which is sent Free on request. Send  
us your name on a post card.

Gold Standard Mfg. Co.



Makes  
customers and  
holds them



13

Winnipeg

## GET MORE BUSINESS AT OUR EXPENSE

The advertisement above and many more of similar nature are appearing in all the prominent Western newspapers and magazines. They are creating a very favorable impression in the minds of your customers. Gold Standard food products are a credit to your store. They help to bring your customers in oftener, and those who buy these goods are the very ones who purchase other supplies.

Let us tell you of our co-operative plan and how it will benefit you.

## THE CODVILLE COMPANY, LIMITED

Winnipeg

Brandon

Moose Jaw

Saskatoon

Medicine Hat

Prince Albert

# TEA

We have just arriving ex S.S. "Monteagle" a very choice selection of new season's high grade

## "Russian Karavan Congous"

Buy your requirements for the year now when the selection is at its best.

Prices range from 35 to 80 cents.

# John Duncan & Co., Limited

Established 1866

MONTREAL

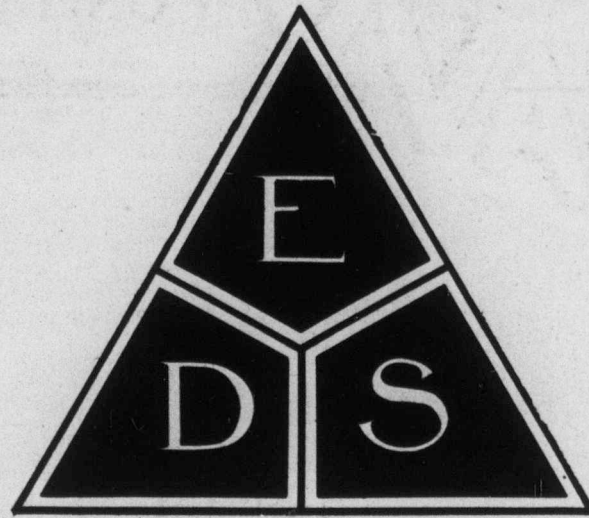
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# Raspberry Vinegar

A POPULAR SUMMER DRINK



Sales Go Up With the Thermometer

E. D. Smith's Raspberry has a big sale during these sweltering summer days. There is good profit in this line for you.

E. D. S. Raspberry Vinegar is made of luscious, rich, red raspberries grown on our famous Winona Fruit Farm.

Make a Display

Send in an order — get your share of the hot season sales.

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

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

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



Why You Should Feature

# KING GEORGE'S NAVY

## PUSH TOBACCO

Sell more of everything! Mentality affects habit and conduct. The nervous, cranky man isn't half the good spender that the contented man is. The contented man is a philosopher. He takes life easily, and wants to see others live well and happily, including his family. So there is more in the use of tobacco than you may have perceived. You will find men who use KING GEORGE'S NAVY CHEWING tobacco easy men to sell to; and every man influences other men—often to your advantage. At any rate it is good business to push the sale of tobacco and in particular of King George's Navy.



Handled by  
the Wholesale  
Trade

Rock City Tobacco Co., Ltd.



## The One Outstanding BROOM

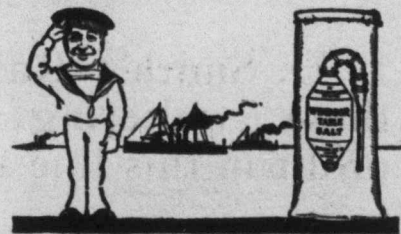
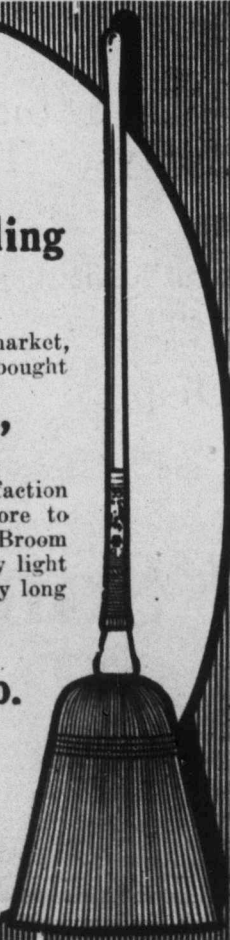
Of all the brooms on the market, there is one corn broom that is bought by name. And that name is

### The "NUGGET"

It is a source of real satisfaction to your customer—and therefore to you—because the Nugget Broom holds its shape, is exceptionally light in weight and gives wonderfully long service.

Write for prices, etc., to  
**Stevens-Hepner Co.**  
LIMITED  
Port Elgin, Ont.

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



## The World's Best

Of all the pure foods made or sold in Canada, there is none that holds a higher place in the Grocer's esteem than

# Windsor Table Salt

Made in Canada

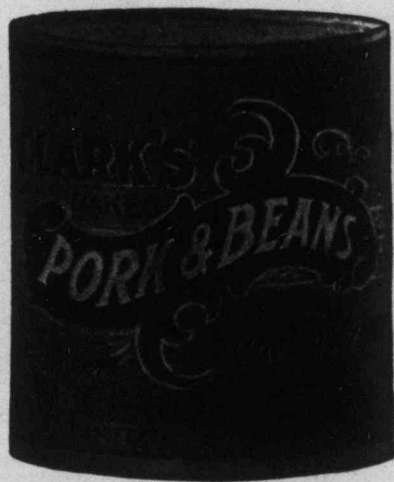
It has been his standard of purity for years—and has always maintained its well-earned reputation as the "Canadian Salt without a fault."

THE CANADIAN SALT CO. LIMITED

# Seasonable Goods

Mr. Grocer, Are What You Want

Take a few moments to study CLARK'S LIST (if you have not got one, a post-card will bring it), and you will find the goods to fit the season.



## CLARK'S Pork and Beans

and, in fact, all CLARK'S products

### ARE SELLERS

They have the quality.  
Their reputation is un-  
impeachable.  
They are thoroughly  
advertised and prices  
are right.

W. CLARK, LIMITED, MONTREAL

*Clark's*

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



# Paper Balers

## Prest Steel—Climam

### and

## Jewell

Ask for Circulars.

Walter Woods & Co., Hamilton  
Winnipeg

Your Customers Need

## *Sani-Flush*

**Cleans Water-Closet Bowls**

The reason is simple—it provides the only quick, easy and sure way to clean toilet bowls. This work must be done properly or the bowl becomes offensive and unsanitary. The least expensive and the easiest way to do it is with *Sani-Flush*



Find out for yourself by giving it a trial in your home or store. Then see how it appeals to economical housewives by making a display. Write us for assistance in selling *Sani-Flush*.

**Harold F. Ritchie & Co., Limited**

10-12-14 McCaul St., Toronto

## GROCERS, ATTENTION

Peaches will be of good quality this year—and a fair crop. Housewives will put down large quantities this season due to shortage of small, tender fruits. Boost the line that is guaranteed. Insist on this label, with the Map. The guaranteed Niagara Peninsula Grown Fruit.

Write this paper  
for further information.

BUY

## STAR BRAND

"Made in Canada"

**Cotton Clothes Lines  
and Cotton Twine**

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

FOR SALE BY ALL WHOLESALE DEALERS  
See that you get them

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

# JAPAN TEA



CLEANING TEA

The Japanese Government prohibits adulteration and coloring of Tea

It is to the stimulating qualities of their national drink that the wiry Japanese owe their stamina.

When you are "Fagged out" try "Japan Tea"—it's rare excellence of flavor and aroma will comfort you.

ON SALE AT ALL GROCERS

Sample of our country wide newspaper advertising campaign which is creating an ever growing demand for Japan Tea

**U**NDoubted superiority well advertised is back of the constantly increasing demand for Japan Tea.

In the big consumer advertising campaign which we are constantly carrying on we spare neither labor nor expense in bringing the merits of Japan Tea before the notice of the public.

Dealers handling the delicious product are reaping the benefits of this publicity campaign. Every sale of Japan Tea means a satisfied customer and repeat sales.

Could more tea profits be coming your way? Then order a trial supply of Japan Tea. Your wholesaler has it.

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



## If One Could Only Know!

If every customer of yours who quietly vanishes over to your competitor would only tell you her troubles, many a "hidden leak" in the business could be ferreted out. But they don't tell you. So your safe course is—stock the tried and proven sellers. In vanilla extracts it is

# Shirriff's True Vanilla



a favorite for thirty years. Its superiority makes sure of the customer's goodwill and holds it solid.

Shirriff's is  
50 per cent.  
stronger than  
Government  
requirements.

There is only one country which grows the best flavored beans of all—it is Mexico. Our secret process brings out the last vestige of goodness out of the Mexican bean. Less of Shirriff's is needed to produce the finest flavor. That appeals to women. Satisfy them by providing Shirriff's. Write us.

**Imperial Extract Co.**  
Toronto



# Furnivall's

FINE  
FRUIT  
**PURE JAM**

—the real home-made  
kind

The secret of Furnivall popularity lies in the great care we exercise in selecting only the very choicest sun-ripened fruits and using only the very best cane sugar, while the conditions under which the preserving is done is a dead-sure guarantee of absolute customer satisfaction.


When you begin featuring Furnivall's you will begin to realize what real jam profits are like. Every first sale is but the forerunner of steady repeat business.

Your wholesaler has Furnivall's in stock. Order a trial supply to-day and prove its selling value to your own satisfaction.



Agents: Ontario —  
MacLaren Imperial  
Cheese Co., Ltd.,  
Toronto, Montreal  
—W. S. Silcock, St.  
John, N.B. — Mac-  
Laren Imperial  
Cheese Co. Halifax,  
N.S.—MacLaren Im-  
perial Cheese Co.  
Sydney, N.S.—A. E.  
Sheppard, Hamilton  
— R. M. Griffin.  
Winnipeg — W. L.  
Mackenzie Co., Lim-  
ited, Calgary, Alta.  
—MacLaren Im-  
perial Cheese Co.,  
Ltd. Edmonton,  
Alta.—Central Brok-  
erage Co.

**FURNIVALL-NEW, Limited**  
Hamilton, Canada



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



Somebody is getting this trade

Why not you?

A simple, harmless, but effective remedy for nervous disorders of every description is always in big demand everywhere. There are lots of people coming into your store every day who need just such a remedy as

**MATHIEU'S NERVE POWDERS**

A counter display of these dependable nerve "straighteners" will bring this profitable trade your way. The results that Mathieu's Powders produce warrant your recommending them with perfect confidence.

A window or counter display of these famous nerve powders will bring you splendid results. Other dealers are finding it worth while to push this line. So will you. Order a stock to-day.

**J. L. Mathieu Co., Proprietors**  
SHERBROOKE, QUE.

**Four Factories**

are now required to supply the steadily increasing demand for

**Shredded Wheat**

- One in Niagara Falls, Ontario
- Two in Niagara Falls, N.Y.
- One in Oakland, California

all model, sanitary factories. The growth of Shredded Wheat is one of the industrial achievements of our time—no premiums, no bribes, no coupons—just the cleanest, purest, best cereal food made. You are in good company when you distribute this product.



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

**MADE IN CANADA**

**The Canadian Shredded Wheat Co., Limited**  
Niagara Falls - Ontario

**Imperial Rice Milling Co., Ltd.**

VANCOUVER, B.C.



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

When customers ask for "Blue," or "Washing Blue," or "Laundry Blue" give

**OCEAN BLUE**

and you will be on the safe side. They cannot buy, and you cannot sell, a better.

**Order from your Wholesaler.**

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

Western Agents—For Man., O. F. Lightcap, 179 Bannatyne Ave. E., Winnipeg. For Sask. and Alberta—W. L. Mackenzie & Co., Ltd., of Regina, Saskatoon, Calgary & Edmonton. For B.C. & Yukon—Creeden & Avery, Rooms 5 and 6, Jones Block, 407 Hastings St. West, Vancouver.



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# Tartan BRAND

THE SIGN OF PURITY  
Phone Orders at our Expense  
Phone Nos. 3595, 3596, 3597, 3598, 4656

## Tartan Brand will satisfy them

Yes, even the most hard to please will find in the Tartan Brand Line a superior quality—the kind that brings them back for more.

We want none but satisfied customers, hence we take particular pains regarding the quality of our goods. Whether it is Canned Vegetables, Fruits, Salmon, Tea, Coffee, Spices, Extracts or Jelly Powder, you will find Tartan Brand a seller and a satisfaction giver.

We carry a full line of fancy groceries, foreign and domestic. We specialize in mail orders. Get in touch with us to-day.

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



## Have No Hesitation

in recommending to your best customer

## 'Bluenose' Butter

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

SOLE PACKERS.

SMITH & PROCTOR - HALIFAX, N.S.

**SMITH  
AND  
PROCTOR**

SOLE PACKERS

Halifax - N.S.

## In your Locality are many Dogs and Cage Birds

Your customers must have FOOD for them. It is to your interest as well as that of your customers and their pets, that you should regularly stock

# SPRATT'S DOG CAKES, Puppy Biscuits and Packet BIRD SEEDS.

The name SPRATT'S is a guarantee of quality and reliability. It will help you to keep old customers and attract new ones.

SPRATT'S Depôts in CANADA are:—  
MONTREAL—F. HUGHES & Co., 109, Place d'Youville.  
VANCOUVER, B.C.—LONDON GROCERY Co., Ltd., Granville Street.  
Direct Correspondence invited:—  
SPRATT'S PATENT Ltd., 24-25, Fenchurch Street, London, England.

## The Arctic Refrigerator

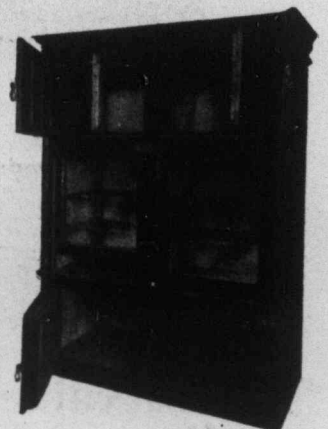
is built by experts who have made a complete study of refrigeration for both domestic and commercial purposes, large and small.

The Arctic is dependable in every way—the dry, cold, circulating air protects the most perishable goods from spoilage, ensuring you against loss from wastage.

Moreover, the ice consumption is the smallest to be had in any refrigerator and the display facilities will serve to promote quick, profitable sales.

Get the Arctic catalog.

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



# The Pedlar Got Them!

One of our travelers reports a greatly worried grocer.

This grocer has been pushing a brand of bulk tea for six months. Now he cannot "Match" it, this particular line being "sold out."

His customers have noticed the "difference" in flavor and strength of his new tea. Complaints!—but worse still some customers are so annoyed they have started buying from the pedlar who works this grocer's neighborhood persistently.

If this grocer had sold these customers Red Rose Tea he would not be losing tea sales to-day. The uniform high quality of Red Rose Tea is maintained regardless of conditions of market or season.

## Red Rose Tea

"is good tea"

### S.P.Q.R.

**Y**OU know what these four letters stand for—Small Profits and Quick Returns. Men have made fortunes on this idea, and the idea is as sound to-day as it was a generation or five generations ago. The quickest selling baking soda in Canada is

## Cow Brand

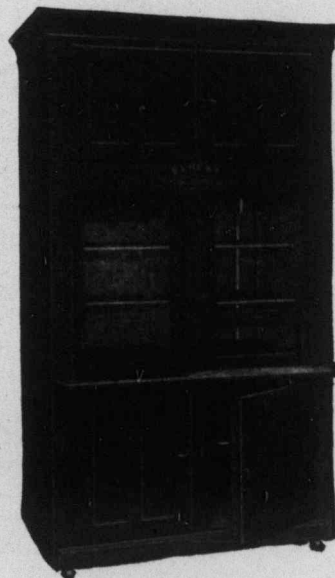


And when you reckon up a year's sales of Baking Soda you'll find that Cow Brand is a larger earner for you than the bulk article.

Sell the Soda that your Customers will buy quickest and be most pleased with—Cow Brand.

**Church & Dwight, Limited**  
Manufacturers - - MONTREAL

### Keeps perishable goods fresh and tempting



There is no loss of profit through spoiled contents or poor display where the **EUREKA REFRIGERATOR** is concerned. The Eureka is built on the most improved, scientific principles of cold, dry air refrigeration, based on our 30 years' experience.

The ice consumption is the lowest possible, giving perfect security, at a very little cost.

Why risk loss of sales and customers by trusting your perishable goods to anything less reliable than the Eureka? It will pay you to investigate. Send us a card for particulars.

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

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

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



# Robinson's "Patent" Groats and Robinson's "Patent" Barley

are stocked by quality dealers the country over.

They know that the big quality reputation of these foods mean year round sales and better profits.

Robinson's "Patent" Groats and Robinson's "Patent" Barley never become dead stock. A little display will always pull the results that count. Are you a "Robinson" dealer? If not why not begin now? Ask your wholesaler.

## Magor, Son *and* Company, Limited

191 St. Paul St. West, MONTREAL

30 Church Street, TORONTO



**Oldest and Largest Manufacturers of Shoe Polishes in the World**

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

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

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

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

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

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

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

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

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# CANADIAN GROCER

VOL. XXX

TORONTO, AUGUST 18, 1916

No. 33

## Manufacturers Meet Retailers

Co-operation is Urged at Meeting of Manufacturers, Credit-men and Retailers—Banquet Held at Fort Garry Hotel—Contract Selling Plan.

*Special to Canadian Grover by staff correspondent.*

**T**HE eleventh annual convention of the Dominion Board, Retail Merchants' Association of Canada was held at the Fort Garry Hotel, Winnipeg, last week. It was the first convention at which all the provinces, with one exception, were represented.

### Exempt From Tax

Among the many resolutions passed was one to the effect that in the event of a municipality entering into any commercial enterprise in competition with merchants, the latter be exempted from business tax.

Another important resolution was to the effect that the Dominion Government be asked to appoint an inspector for the purpose of prosecuting persons who violate the criminal code with reference to any matters that affect the public, such as false advertising and deceiving the public in regard to the sale of merchandise.

A complete list of the resolutions passed is reported elsewhere in this issue.

### Co-operation Heartily Urged

The Executive members of the Canadian Credit Men's Association and the Canadian Retailers' Association joined the retailers in a banquet at the Fort Garry Hotel on Tuesday evening.

B. W. Zieman, of Preston, Ont., president of the Retailers' Dominion Board, presided, supported by A. R. Ingram, president Canadian Manufacturers' Association; L. J. Mylius, president Credit Men's Association, and others.

In the discussion which followed the banquet it was quite evident that all bodies represented were anxious to get together and work together in all matters pertaining to their mutual welfare.

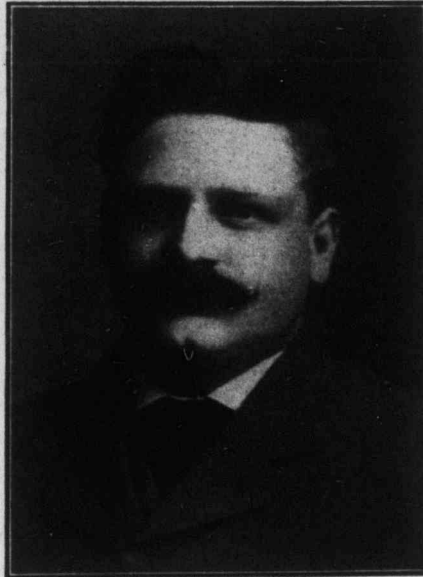
### Passed Resolution

Following a lengthy debate, a resolution was passed as follows:—

"The joint committee of retailers and

wholesalers believe that their interests are largely in common, and that co-operation in solving many of the problems affecting both is sure to be mutually beneficial.

"We are in favor that where possible an established price to the consumer be made. We suggest the co-operation of the manufacturer, wholesaler and retailer to this end.



The New President—Horace Chevrier.

"We believe that the manufacturer, wholesaler, and retailer should work together to conserve to the retailer all business which naturally belongs to him, and that every effort should be made to eliminate unnecessary expense in the marketing of all goods.

"We believe that the manufacturer, wholesaler and retailer should also co-operate in protecting the public in every way possible from fraudulent advertising and the gross misrepresentation of goods offered for sale by unscrupulous dealers.

"We believe all matters pertaining to legislation affecting all parties concerned should be referred to the joint committee for consideration."

### Speeches at Banquet

With the exception of the address by Hon. E. Brown, most of the speakers referred principally to the foregoing resolution.

Mr. Brown's address was practical and well received. His hearers applauded the assertion that the provincial government was in sympathy with the aspirations of the retailers. He urged honesty in business, and remarked "I have very great faith in advertising when it presents the facts in the proper way." He mentioned that at the next session of the legislature the government would consider very thoroughly the question of rural credits.

Mr. Mylius representing the Canadian Credit Men's Association, and Mr. Ingram representing the Manufacturers' Association, spoke of the necessity for the three classes to get together. Each mentioned that the bodies they represented were anxious to co-operate and discuss problems of mutual interest. "You will find the manufacturers ready to meet you more than half way," declared Mr. Ingram, while Mr. Mylius stated that the efforts of the credit men for some time past had been directed towards getting into closer touch with the retailers.

### Contract Selling Plan

E. M. Trowern, secretary of the Dominion Board, announced that the retailers had that day decided upon a contract selling plan, by which retailers all over the Dominion would sell certain goods at a fixed price, and no one would be permitted to do price cutting in that particular line.

G. A. Maybee, Moose Jaw, Sask., honorary president of the Saskatchewan

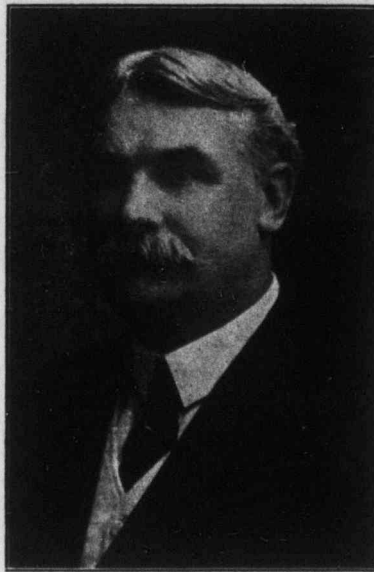


Retailers' Association, mentioned that the blending of the three organizations together at that meeting was the realization of one of the dreams of his life. He dealt with conditions in Saskatchewan, and admitted that in that province the retailers had a great fear of the wholesalers, but he was hopeful now that that feeling would shortly be dispelled.

J. A. Beaudry, Montreal, Dominion treasurer of the R.M.A., pleaded for greater efficiency in order to deal with after-war problems, and emphasized the need of further and more strong organization work.

Henry Detchon, general manager of the Credit Men's Association, spoke of the eagerness of the credit men to co-operate with the retailers. They realized that the prosperity of the one depended on the prosperity of the other. He also stated that the Canadian Bar Association had come forward with the suggestion that all measures which the credit men were anxious to have placed on the statute books should first be submitted to them in order that they might draft up the bills and thus work towards unifying the laws throughout the Dominion. Mr. Detchon thought that the credit men would find the Bar Association equally willing to perform a similar service for the retailers if they would only take advantage of it.

Ex-Mayor Deacon dealt with after-war problems, predicting that the na-



Vice-President D. W. Clark, Toronto.

tional liabilities at the close of the war would be \$5,000,000,000 and urged the policy of purchasing only Dominion-made goods, thereby creating greater production from which to pay off the debt, should be inculcated by all.

J. H. Curle, Winnipeg, secretary of the Manitoba branch, and A. R. Evans, of Outlook, Sask., president of the Saskatchewan branch of the R. M. A., also addressed the meeting.

#### False Advertising

B. W. Zieman, Preston, Ont., president

Dominion Board of the R. M. A., in discussing the resolution which suggested that a Dominion inspector be appointed to prosecute false advertisers, stated as follows:

"The decent merchant objects to false advertising and also to any newspaper which features it. The excellent law which is now on the Dominion statute books in regard to 'fake' ads. has already resulted in some of the biggest advertisers in Toronto having been pulled up. This law was obtained through the efforts of the secretary of our association a little over a year ago.

"The resolution we have passed, however, goes further and asks that an inspector be appointed to prosecute this act, just as the gold and silver marking inspector is expected to prosecute that act. Our association expects to work in conjunction with such an inspector and we will give him all the information possible.

"The general public doesn't just understand what we, as merchants, are after. When we hold a convention or a meeting, the public entertains the idea that the object of our getting-together is to boost prices. We are really working for the protection of the public and the decent merchant. We have the vast majority of the Canadian newspapers with us in this fight, although I am sorry to say that there are many who do not co-operate with us."

## Resolutions passed by the Dominion Board of the Retail Merchants' Association at Winnipeg

#### RETAILERS AND WHOLESALERS

"The joint committee of retailers and wholesalers believe that their interests are largely in common, and that co-operation in solving many of the problems affecting both is sure to be mutually beneficial.

"We are in favor that where possible an established price to the consumer be made. We suggest the co-operation of the manufacturer, wholesaler and retailer to this end.

"We believe that the manufacturer, wholesaler and retailer should work together to conserve to the retailer all business which naturally belongs to him, and that every effort should be made to eliminate unnecessary expense in the marketing of all goods.

"We believe that the manufacturer, wholesaler and retailer should also co-operate in protecting the public in every way possible from fraudulent advertising and the gross misrepresentation of goods offered for sale by unscrupulous dealers.

"We believe all matters pertaining to legislation affecting all parties concerned should be referred to the joint committee for consideration."

#### MANUFACTURERS AND WHOLESALERS

"That a letter be sent the manufacturers of Canada and to the wholesale trade inquiring as to the nature of their trading policy, and to submit same to the Dominion board."

#### WANT PUBLIC TO KNOW

"That the incoming executive be instructed to make the aims and objects of the association known to the public so that they may understand the purpose of the association to have honest methods adopted in buying and selling."

#### MANUFACTURER COMMENDED

"That the association places itself on record as commending the Canadian Shredded Wheat Co. for the honorable manner in which they place their goods on the market for sale, and the high character of their product."

#### EXPRESS SERVICE

"That whereas it has been reported to the board that a number of members who live in districts outside of those in which express companies deliver parcels are greatly inconvenienced by the limited express service, and that the incoming executive officers be requested to deal with this matter."

#### NO COMMERCIAL ENTERPRISES

"That it is the opinion of this convention that no attempt should be made by our association to enter into any commercial enterprise, and that we do not lend the name of the association to promote the sale of any product."

#### REGISTER BUSINESS FIRMS

"That the Dominion Government be asked to register all firms doing business in Canada through the Department of Trade and Commerce, so that they will be able to keep track of the number of people doing business in Canada and their various interests."

#### PURE FOOD ACT

"That an amendment be made to the Pure Food Act so as to have the retail trade notified by the various government inspectors throughout Canada when any goods made by any manufacturer are found to be adulterated."

#### PUBLIC OWNERSHIP

"That inasmuch as the public are being educated by some sections of the press, and through publications and on public platforms, by a certain school of thought, to the belief that the municipality, the province and the Dominion should enter into the public ownership of all utilities, and commercial enterprises; and, whereas no definition is made by them as to where in their opinion public ownership should begin or where it should end; and, whereas, those persons who advocate those measures are generally loud in their condemnation of the owners of private capital, which by so doing is engendering an antagonistic spirit between those who own capital."



tal and use it to make a livelihood and those who do not; and in so doing they are interfering with the investment and development of private capital, to the injury of every municipality in Canada, and we hereby recommend that the board appoint a special committee to study this subject and report on the same to the members of the board at an early date."

#### FALSE ADVERTISING

"That, whereas, in cases of prosecution in the police court for violation of the False Advertising Act, it has been found that the Act does not make any provision for accepting the written report of the analyst who may be asked to analyze any goods and that the analyst himself must appear and give evidence, we therefore recommend that the executive take such action as to have the written sworn statement of the analyst taken as evidence in the courts."

#### COMMUNITY DEVELOPMENT

As retail merchants are interested in the growth and development of cities and towns in Canada, and are usually active spirits in the development and progress of these places, it was resolved that the association take up vigorously the subject of community development with the object of inducing the public to spend its money in the home town, so as to develop the town and make the rural communities more pleasant places to live in, and that greater co-operation exist between the merchant, the farmer, the laborer and other classes in the various communities.

#### VOTING CONTESTS

That the convention strongly condemns voting contests, as they promote the gambling spirit in the community, and that the methods employed are not in keeping with legitimate advertising.

#### BULK SALES ACT

That the executive be requested to see that any bulk sales act, proposed to have placed on the statute books, be so worded before being passed as not to discriminate against any particular class in the community.

#### ADVICE ON INSURANCE

That freight adjusting and expert insurance services be added to the departments in the association. Many a merchant carries insurance on his building and stock, of which he knows little about the payments. When he is wiped out by a fire he is sometimes at a loss to know what he shall get from his insurance. This proposed department is for the purpose of looking into his policy and telling him what to expect from it.

#### UNIVERSITY TRAINING

That the Dominion board commend the action of the Manitoba provincial board wherein the universities will be asked to institute some form of mercantile training in their courses of study.

#### WANT A CENSUS

That a census roll of the number of merchants doing business in Canada, by provinces, be kept at Ottawa.

#### BOGUS CHEQUE ARTISTS

The executive was instructed to take up with the government and the Bankers' Association, the question of the issuing of the N.S.F. cheques by numerous persons throughout the country. Now that the hotel bars are closed in several provinces, merchants are complaining that the practice of giving cheques on a bank in which the issuer has no, or not sufficient funds, is spreading rapidly.

#### MORE CO-OPERATION WANTED

That more co-operation take place between the manufacturer and the producer; the wholesaler and the retailer, so as to be prepared for the development in Canada which is fully expected to take place at the close of the war. Also that co-operation should exist between the merchants and the labor unions, which were founded for the purpose of taking care of the labor problems and were not dominated by the theoretical socialistic element.

#### DAYLIGHT SAVING

That the Dominion government pass a daylight saving bill, to be effective throughout Canada.

#### FALSE ADVERTISING

That prosecutions be taken against those persons who advertise, offering to give children valuable prizes for selling a certain amount of worthless goods, which are afterwards found to be as deceptive to the purchaser as are the so-called valuable prizes deceptive to the children.

#### CO-OPERATE WITH THE BAR

That on any legislation the Association decides to ask for the Dominion Bar Association to be first consulted, with a view to having both provincial and Dominion legislation uniform.

#### GOVERNMENT SLOW PAY

To take up with the Dominion Government the necessity of an arrangement being made whereby the few government employees who are too slow in paying their accounts with the merchants, will be made to pay them so as not to cast unfair reflections on those who do pay up promptly, and are good customers of the merchants.

## Election of R.M.A. Officers

*Winnipeg Merchant Elected President—Treasurer and Secretary Re-Elected—East and West Re-United.*

ON the last day of the meeting the election of officers took place. The following officers were elected:

President, Horace Chevrier, Winnipeg; first vice-president, J. O. Gareau, Montreal; second vice president, D. W. Clark, Toronto; treasurer, J. A. Beaudry, Montreal (re-elected); secretary, E. M. Trowern, Toronto (re-elected).

The day's proceedings closed with a supper at which complimentary speeches were delivered. Mr. Chevrier was enthusiastically congratulated upon the honor conferred upon him.

#### Move to Ottawa

The transference of the head office of the association from Toronto to Ottawa was made in the belief that by such action the best interests of the retailers would be served.

#### To Work in Harmony

Complete accord on future policies of the association, and avowed determination to work in harmony on all matters affecting the welfare of the retailers of Canada were the two principal themes of the addresses of G. A. Maybee, honorary president of the Saskatchewan organization; E. M. Trowern, J. A. Beaudry, J. A. Banfield, Winnipeg, and others.

A hearty vote of thanks was passed to the retiring members of the board. This was appropriately responded to by B. W. Zieman, retiring president, and J. L. S. Hutchinson, retiring vice-president.

The supper served to cement the new harmonious spirit so long desired between the East and West. The visitors referred to the hearty reception which

#### BANKRUPTCY ACT

That the executive prepare a draft of a Bankruptcy Act, suitable for the entire Dominion, and which would enable unfortunate merchants who may have met with misfortune, to commence business again, provided they have a clean record.

#### CO-OPERATE WITH GOVERNMENT

The executive was requested to call the attention of the Dominion Government to the fact that more money is invested in the distribution of merchandise than in either the production or manufacture, and that the Association give as much information as it is possible to obtain, so that when they are making investigations into the agricultural and other industries, the great amount of wealth invested in distribution be not overlooked.

#### EXPRESS COMPANIES

That the question of express companies making deliveries in certain districts of the larger cities, complaints having been made that the deliveries are too limited, be taken up with the companies in order to ascertain why exceptions are made to certain deliveries.

had been accorded them by the Winnipeg branch of the association.

#### MOVE DOMINION BOARD TO OTTAWA

AT the convention of the Dominion Board of the Retail Merchants' Association held at Winnipeg last week it was decided to move the headquarters of the Dominion Board from Toronto to Ottawa. This will mean the removal of E. M. Trowern, Dominion secretary from Toronto to Ottawa. The headquarters of the Ontario and Toronto boards will still be located at Toronto. It is believed that the best interests of the retailers will be served by having the head office at Ottawa where most of the legislation affecting the retailers is passed.

#### CATALOGUES AND BOOKLETS

The "Nabob" is a magazine for retail grocers, published by Kelly Douglas & Company, of Vancouver. Its editor is R. J. Smith. The first issue which has come to this desk has various selling articles and short reports of various markets in which grocers might be interested. One or two ginger articles, current news and so on go to fill up this little house organ.

#### WANTED

SPECIALTY SALESMAN FOR TORONTO who can co-ordinate advertising and salesmanship; one with car preferred, to call on grocers. White Swan Mills, Pearl St.



# Dealer Makes Good on Pickling Spice

A Great Line to Give Searching Test to Grocers' and Clerks' Knowledge—A Subject to Teach the Housewife—Quality Brought Results—How the Campaign Was Handled by an Up-to-Date Merchant.

*Third of the Masters Series by E. A. Hughes.*

**J.** J. MASTERS, contrary to his initial, was no jay, the same vulgarism being popularly supposed to imply boob or simpleton. On the other hand he was a crackerjack businessman, shrewd and sound, and his methods for getting business were go-ahead and progressive. It was from him that I learnt just how well a dealer can make out by specializing in certain lines in certain weeks. I propose to tell here how Masters sold more pickling spice when the season was on than any other man in his town.

"I believe," said Masters to me, "in co-operation. The master and man relationship is worked out to the best results for all concerned when master and man co-operate. I have always made it a rule to treat all my men as sensible and level-headed fellows till I found out to the contrary, and this infers a willingness on my part to give the boys credit for ideas as good as my own. I therefore called the bunch together when the time for pickling came round and invited ideas as to how we should all combine to make "Pickling Spice Week" the best week yet. And I'm bound to say," he continued with conviction, "that we succeeded."

"I started in on them one morning. 'Now boys' I said, 'the first thing, it seems to me, for us all to lay hold of about pickling spices is that the average housewife herself knows little about them. They know a good deal about the average grocery commodity and its uses but on the subject of pickling spices they are as bare of proper knowledge as an egg is of hair. Here's a big opportunity for you to improve the shining hour by teaching the housewife something and incidentally bringing something extra into the store coffers. Pickling spices are largely a matter of quality. You know of course that we sell A. 1 quality, and none other. We don't bother with

## There Are PICKLING SPICES and PICKLING SPICES

Unless you know all about spices maybe you couldn't tell the difference. Will you let us tell you the difference? The best have 16—sixteen—ingredients: no less. The second grade stuff has 8 or 10 spices only instead of the full complement.

Our staff can demonstrate that the Pickling Spice we offer has all sixteen component spices. It is therefore

### INDISPUTABLY THE BEST

Look for the platter in the window and on the counter; the little platter with the big meaning.

You are going to pickle your vegetables soon. Now is the time. We have the goods.

You want vinegar, too. And to save your steps why not buy the vegetables at the same store.

## J. J. MASTERS

Phone 52

Main and King Sts.

Suggestion for a newspaper advertisement during the pickling season. This should make a good, strong announcement.

second rate stuff. Now we want to get this over into the heads of the women who are going to pickle. To begin with there is little chance of the grocer getting away with selling compound spice because of course they are sold whole. The women probably know that. But there is a good chance for the grocer to get away with an inferior spice for pickling because he can do so by the simple expedient of not buying the spice with the proper or sufficient ingredients in it and the proper proportions. Now here's the point. A good pickling spice will contain about sixteen varieties. But a second grade pickling spice will only contain maybe seven or eight or ten. You can see the difference. The housewife won't be able to tell the difference, but if you all go into the matter fully with each customer who is after pickling spice you can show her the difference and show her too that you are speaking the truth to the letter when you say that you have positively the best pickling spice to be obtained.

### Higher in Price But—

"Naturally to sell this prime quality stuff you are going to have to charge a little more. It stands to sense that if the pickling spice we sell has sixteen ingredients and the other fellow's only ten and of the less expensive varieties, he is going to undersell you. But I figure that you will have no trouble in demonstrating to the housewife that your article is worth a few cents extra.

"I intend to get in touch with \_\_\_\_\_ Co., our manufacturers and get the very best pickling spice they can make up. We know their reputation and it is unimpeachable. We shall get the very best to be had. We'll run this week as a Quality Par Excellence Week. Let our competitors watch our smoke.

"Now to help you to convince your customers that what you are selling is the best obtainable and therefore worth

a few extra cents I am going to provide each of you with a little platter which will be there on the counter in front of you and your customers. On this will be a sample of all the ingredients used to make up what you are selling and calling the best pickling spice ever offered. On another platter, side by side with this, will be eight or ten spices only, such as go to make up a second grade pickling spice.

"Then it's up to you to use your persuasive eloquence. Point out to all the ladies that naturally they want to make their ketchups and pickles absolutely the best possible. Then, if they do—you say—they've got to have the best of all ingredients. Here they are. A few cents extra, they say. Quite true say you. But dollars better than the second gradestuff."

### Better in Quality.

"There was no come-back" said Masters to me, "from that. Admittedly they were paying a little more. But



indisputably they were getting value second to none. The argument worked all the time. Cooper I remember, made the bunch laugh when he inflated his chest and told one woman that his pickling spice was Non plus ultra.

"'Ne plus ultra, you mutt' I heard one of the others whisper to him, sotto voce.

"'Well I got half of it right,' he came back.

"Right at the door, when the customers came in, we had a couple of these platters which I was telling you about, the one with our ingredients, the other with those contained in the second grade spice. And I had a good bold-lettered card announcing that our spice contained all necessary spices. I gave their names. Here they are:—

Black pepper, white pepper, Chilies, allspice (or pimento) Long East India peppers, Cassia, ginger, cloves, Paradise seeds, cassia buds, coriander

seeds, mustard seeds, celery seeds, carraway seeds, Bay leaves, cardamom seeds.

"The man I had on dressing the window is, I figure, the best at his game in this town. He had a full window to go at. And he had a dandy display. He started in to arrange the floor thus. He would put a vegetable, say an onion—just one—and then, at a short interval away another vegetable, say a cauliflower, and then another vegetable. And so on round the front and two sides of the base of the window. In the centre was a small platter of the spice. At the back vegetables were piled up, vegetables of all sorts, in a sort of bank. They were in long rows, each row containing a different vegetable, one of tomatoes another of beets, a third of onions, and so on. And in the middle, suspended from the roof, there was a card, the legend of which was, "Prime quality Spices for Those Vegetables You Are

Going to Pickle." The inference is obvious. We connected up the idea of vegetables and pickles, the connecting link being our Al spice."

#### Making Good.

"And we didn't forget the vinegar. We had displays of this on counter ends, and one in connection with platters of spice ingredients on a table in the middle of the store. And believe me, we sold considerable pickling spices and vinegar, more than ever before by a long shot. Every one of the sales staff got after such customers as came in for other things and sold them pickling spices and vinegar. Lots of women had seen our ads in the dailies in the town and the window display and came in for the stuff themselves. Figure out for yourself the percentage who would have thought of pickling spice if they'd been left to their own resources. And then see how we made good."

## R.M.A. Executive Defies Mr. McGee

Executive Saskatchewan Branch R.M.A. Replies to Address by Mr. McGee at the Manitoba Convention—Interpretation of President's Remarks.

ON page 30 of July 28 issue of Canadian Grocer, there appeared a verbatim report of an address delivered by T. D'Arcy McGee Vice-President Canadian Credit Men's Association, before the Manitoba Convention of the Retail Merchants Association. The article which follows here is the reply from the Provincial Executive of the Saskatchewan Retail Merchants' Association. It has been forwarded to Canadian Grocer by F. E. Raymond, Secretary Saskatchewan Provincial Board. The letter is here appended:

Saskatoon, Sask.

July 19th, 1916.

The Editor:

Dear Sir:

We ask you for space in your valuable paper to publish the following statement:

In the first place we might say we don't see any sense in us being called upon to make a statement of any kind, because we have already stated our case clean cut and above board, but the Credit Men's Trust Association have taken exception to our President using the remark at the Regina Convention that "the action taken by the Credit Men's Trust Association before the Provincial Government was the Wickedest thing he ever knew." This seems to be the bone of contention.

We are not sure as to whether the term, "Wickedest thing he ever knew"

is where the shoe pinches, or because of the fact that they did propose such legislation, and because of the nature of the thing had it been permitted to become law, would have inaugurated in this Province something that the retailers most bitterly oppose and always will oppose, and have every support from the Grain Growers' Association, from the Provincial Government itself, and that is, there shall be no selfish combine or monopoly inaugurated in the Province of Saskatchewan.

The words used by our President at that Convention were not the words used by the Trust Company before the Government, as our Mr. Maybee was not repeating those words. He was there to interpret the intention and the meaning that the Trust Companies had in their mind when they were before the Legislature, and it is the real meaning that we are dealing with—we are not a bit interested as to how the thing was worded.

The actual facts of the case are just this: That two or three of the Trust Companies or Associations—which are practically owned by persons living in Winnipeg and elsewhere outside Saskatchewan, who have no interest whatever in the Retailer, have fattened on the proceeds of the assignment business at the expense of the unfortunate retailers of Western Canada—would naturally oppose any Trust Company being formed among the retailers themselves, because

they realize that such a company will undoubtedly be a wonderful success, and will interfere very materially with their Saskatchewan business.

Now we haven't any objection in the world to Trust Companies opposing a thing of that kind; it is perfectly fair for them to undertake to block or stop any opposition in the beginning, that is only good business on their part. We compliment them on their ambition. Had they been successful, it would have meant a good deal to them.

Realizing that this might not be a success the Credit Men's Trust Association endeavored to force legislation through the Provincial Government which would be substantially as follows: That in case of an assignment it would make no difference to whom the assignment was made at the first meeting of creditors held, for afterwards, by a certain majority vote the assignment could be changed to whatever assignee the same creditors might appoint. This is what the President terms is the "wickedest piece of legislation he ever knew," for this reason, (and it is the interpretation of the same that we want you to pay special attention to).

At least 75 per cent. of the wholesale jobbers of the Dominion of Canada belong to the Credit Men's Association. A wholesale jobber to-day that does not belong to the Credit Men's Association is not consulting his own interests, be-

(Continued on page 20.)



# CANADIAN GROCER

ESTABLISHED 1886

*The Only Weekly Grocery Paper Published in Canada.*

**THE MACLEAN PUBLISHING COMPANY  
LIMITED.**

**JOHN BAYNE MACLEAN, President.**

**H. T. HUNTER, Vice-President.**

**H. V. TYRRELL, General Manager.**

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmer's Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada — Trade Newspapers and Magazines which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, Prince Edward Island and Newfoundland.

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OFFICES:

**CANADA—**

**Montreal** — Rooms 701-702 Eastern Townships Bank Building; Telephone Main 1255. **Toronto**—143-153 University Ave.; Telephone Main 7324. **Winnipeg**—22 Royal Bank Building; Phone Garry 2313.

**UNITED STATES—**

**New York**—R. R. Huestis, 115 Broadway, New York; Telephone S971 Rector. **Chicago**—A. H. Byrne, 1104-5-6-7 Fort Dearborn Bldg., 105 West Monroe St., Phone Randolph 3234. **Boston**—C. L. Morton, Room 733, Old South Bldg.; Phone Main 1024. **Cleveland**—R. G. Langrill, 3112 Euclid Ave., Cleveland, Ohio; Telephone Prospect 1026R.

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TORONTO, AUGUST 18, 1916

No. 33

## THE ADULTERATION ACT

ONCE more it seems necessary to suggest to the trade that every grocer study the Adulteration Act. During the past week there have been three druggists in Ontario fined for selling coffee, the packages of which did not measure up to the standards required by the Adulteration Act. In each case the concern punished was one in a big way of business. In reporting these fines the food inspector points out that the packages were not labeled properly. Possibly the drug trade is not so well aware as are grocers of pure food laws affecting foodstuffs. Briefly, if an article is not absolutely pure the word "mixture" or "compound" must appear on the label in conspicuous characters, so that purchasers may know that what they are buying is not sold them guaranteed pure. The law also states that the name and address of the manufacturer should appear on all packages. Retailers should watch these points sedulously. See whether what you are buying from the manufacturer is pure or a mixture, and sell it accordingly. See also that the name and address of the manufacturer appear. Protect yourself in this wise. The three druggists referred to are but three among many whose chief offence was, probably, no intention to delude but simply an unfortunate but blameworthy ignorance.

## TWO SIDES TO IT

AN enterprising house organ is published by a Toronto manufacturing concern under the attractive name of "Gilt and Glimmer." Incidentally "System" commended this as one of the finest house organs which had ever come within its purview. But the shoemaker should stick to his awl, and the house organ which reflects thoughts and ideas on selling wallpapers to such reflections. In a recent issue, the

following paragraph appeared, under the caption, "The Old Grocer Gives Advice":—

"The business of serving a customer can be overdone. Now a lady came in last evening about closing time and ordered some strawberries to be sent up this morning. Just as I was giving them to the delivery boy, a fresh crate of much larger and fresher berries came in and so I thought I would please her greatly by changing the small berries she had selected for the large fresh ones. What happens? Why, I got "Paddy-whack" on the phone for not minding my own business and being too anxious to please. She particularly wanted small berries for a special purpose, had looked in several stores for them and found just the kind she needed right here."

And again,

"I mind one young fellow we had here who was so anxious to show customers something else than what they asked for, even when we had the exact goods in stock, that he spent most of his time putting back the stuff that he had needlessly taken down from the shelves. He was so anxious to have the customers sample things and to get them to sit down when they wanted to stand up that he got on their nerves. The climax came and we closed our acquaintanceship when he insisted that a lady taste some floor-wax that she was buying. He did not intend to be impudent, it was just a natural habit with him to ask a customer to sample everything. Of course the lady was indignant, and all I could say did no good."

The number of times that any grocer gets "paddy whack" for attempting to please won't hurt him. It is true that in isolated cases a pernicketty customer will censure rather than approve the dealer who attempts to improve on her order himself. But for

every instance of this there are one thousand where the customer rightly feels that she would be better contented if the grocer would give her more of this kind of attention. The great majority of women, if they found delivered to them better strawberries than those they had chosen, would welcome them and commend the dealer who had the forethought to change them. Of course there are times when probably the thing is overdone, but a grocer or clerk who understands his business will almost always steer clear of difficulty.

As for the clerk who was so anxious to have the customer sample things that he made the unfortunate error of offering floor-wax to a lady to taste, better that than that he should keep his mouth shut, thus losing all chance of selling something additional to what the customer asks for. Better a chattering parrot than a mute oyster. The parrot does at least make some impression, by his method. Anxiety on the part of the clerk to become a real salesman i.e., to sell goods *not* asked for is something to be commended and not to be frowned on. The average grocer would rather hire an enterprising if voluble clerk than a mechanical and silent one. Our fellow scribe doesn't know grocer-nature if he reflects it thus.

#### STUDY MARKET COLUMNS

**A**GROCER in West Toronto has acquainted us with the way in which he turned his reading of the market reports in this paper to good account. He says that just after war had broken out he contracted for flour at a price of \$4.82. He did so after consulting Canadian Grocer's opinion as to the future of flour prices. Before his contract had expired flour was up to \$6.50, a monumental advance on the level at which he had obtained his stock. This is the right way for the grocer to get the most out of this paper. From time to time reports come to the editor which show that grocers everywhere consider the market reports the most important single feature in the paper. Here is a concrete instance. It can be duplicated again and again. A careful study of the market columns of this paper will prove its own value in dollars and cents. Grocers will remember the trouble in pre-Christmas days last year in securing supplies of currants. The trade was warned forehandedly about this, and those who heeded the reports in CANADIAN GROCER were able to corral a lot of business in this important Christmas line, while other merchants unfortunately were practically bare of currants right to the last. There is one point in the example of the West Toronto grocer which should be looked at. He evidently secured a heavy quantity of flour. In most cases CANADIAN GROCER does not advise its readers to load up too heavily. Circumstances contributing to the necessity for this sometimes arise, and then it is different. In the main,

however, loading up too heavily is none too wise a policy.

#### ECONOMY IN LITTLE THINGS

**E**CONOMY is not always the most effective because it is practised in large ways, producing large individual savings. The little things count. The other day a housewife went into a store and ordered several groceries. Among them was a packet of cereals, sealed so that no mite of dust could get in. She was surprised to find, when the groceries arrived, that every article was wrapped in an individual piece of paper, and every article was individually tied. The idea of wrapping a sealed and dust-proof package and then tying it up with string rather tickled her. Was it necessary? The housewife said it was not only quite unnecessary but that much more trouble for her to unpack. She naturally saw the wisdom of wrapping and tying the butter. Bacon, cheese, and baking powder were also parcelled, and she thought rightly. But she could not understand the motive for re-packing a cereal box already packed, and then tying it up. There is room for discussion here. Doubtless some housewives are punctilious in their demand for having everything they buy wrapped and tied. To send them anything otherwise might be to "get in wrong." On the other hand there is the question of economy in small things. The housewife referred to above suggested that the grocer is so used to wrapping and tying that he wrapped and tied the box of cereals quite unconsciously. Probably he did. Yet here was a case where, surely, he wasted one piece of paper and one length of string, particularly as all the groceries, including the box of cereals, were packed well into a wooden box. Economy in paper and economy in string will pay. Small items as they are, they are worth while conserving. With paper higher in price than the average grocer remembers it is just as well not to waste it. Watch the little things. One can be careful without being what Mrs. Peggotty called "near."

#### NOTES

THE MODERN trilogy—good buying, good selling and good service.

\* \* \*

CHEER—don't jeer. Those who have no faith in themselves must at least believe in others.

\* \* \*

WHAT'S in a name? Success or failure—a name as a conscientious agent as a link between producer and consumer or a name as an opportunist who is out to receive without giving.

\* \* \*

THE MAN who misuses his speech or energies is more to be condemned than the man who merely misuses his money.



# Metric System in Detail

Measures of Capacity and Length and Weight in Metric Units  
—A Comparison With Our Own Present System  
of Weights and Measures.

**R**ECENTLY Canadian Grocer has something to say along the line of the increased familiarity of British countries with the metric system, due largely to war's influence. The table which follows is more interesting now and interesting to a greater number of people than it was two years ago before the war. It speaks for itself. The

metric system is given in detail, and side by side comparisons with the system in vogue in Canada, which, in weights, measures and length is the same as England uses. In money of course, we have already a partial metric system, while Great Britain still sticks to its inconsistent and quaint "pounds-shillings-and-pence."

## I.—METRIC WEIGHT.

Denominations.	Grammes.	Canadian Equivalents	
		In pounds and decimals of pounds	In Troy grains.
Gramme .....	1	avoirdupois .0022046223	15.4323564
Decagramme .....	10	.022046223	.....
Hectogramme .....	100	.22046223	.....
Kilogramme .....	1000	2.2046223	.....
Myriagramme .....	10000	22.046223	.....
Quintal .....	100000	220.46223	.....
Millier (tonne metrique) .....	1000000	2204.6223	.....
Decigramme .....	1-10	.....	1.54323564
Centigramme .....	1-100	.....	.154323564
Milligramme .....	1-1000	.....	.0154323564
1 livre 1 pound = .45359243 kilo. 1 English ton (2,240 lbs.) = 1016.047043 kilogs.			
1 Canadian ton (2,000 lbs.) = 907.18486 kilos.			

## II.—METRIC MEASURES OF CAPACITY.

Denominations.	Litre	Canadian Equivalents			
		Cubic Centimetres	Pints	Quarts	Gallons
Litre .....	1	1,000	1.7598	.8799	.....
Decalitre .....	10	10,000	17.598	8.799	2.1999
Hectolitre .....	100	100,000	.....	87.99	21.9999
Kilolitre .....	1000	1,000,000	.....	.....	219.9999
Decilitre .....	1-10	100	.17598	.....	.....
Centilitre .....	1-100	10	.017598	.....	.....
1 quart = 1.3649 litre. 1 gallon = 4.5459631 litres. 1 bushel = 36.37 litres.					
1 metre cube = 35.3148 cubic feet. 1 cubic foot = 0.028317 1 cubic metre.					
1 metre cube = 1.307954 cubic yard. 1 cubic yard = 0.764553 1 cubic metre.					

## III.—METRIC MEASURES OF LENGTH.

Denominations.	Metres	Canadian Equivalents		
		Inches	Feet	Yards
Metre .....	1	39.370113	3.280843	1.0936143
Decametre .....	10	.....	32.80843	10.936143
Hectometre .....	100	.....	328.0843	109.36143
Kilometre .....	1000	.....	3280.843	1093.6143
Decimetre .....	1-10	3.937011	.3280843	.10936143
Centimetre .....	1-100	.3937011	.03280843	.010936143
Millimetre .....	1-1000	.03937011	.003280843	.0010936143
1 inch = 2.54 centimetres. 1 foot = .3048 1 metre. 1 yard = .914399 metre.				
1 mile = 1.6093426 kilometre. 1 mille or geographical knot = 2027 yards = 1.152 miles = 1.85 kilometre.				

### R.M.A. EXECUTIVE DEFIES MR. MCGEE

(Continued from page 17.)

cause their credit reporting system is a very complete thing indeed, and we compliment them on it in every sense of the term. But you can see at a glance that had this legislation gone through they would have been empowered to transfer at the first meeting of the creditors all assignments to their own company, which would have been the most natural thing in the world.

Now we have no objection to this, we compliment them on their ambition, we think it mighty good business and very clever on their part. Of course had it gone through it would have meant the wiping out, and the annihilation of the Retail Merchants' Trust Company, but the Retail Merchants' Association of the Province of Saskatchewan have never started anything yet that has not

gone through, and that Trust Company was put on the books of the Province of Saskatchewan to accomplish a purpose and to fill a long felt want in the Province of Saskatchewan.

The Canadian Credit Men's Trust Association, of which our Honorary President is a member, was formed with the idea of strengthening a weak man's position, with the idea of assisting him over the hill and through the dark cloud, but what has been the actual result? The actual result is that they are out after assignment business as strong as any assignees in the Dominion of Canada, and they seem to have lost sight of their original mission, namely, to help the retailer.

The idea of the Retail Merchants' Trust Company is that the paramount issue of the thing will be to see if there is not some possible way of avoiding assignments on behalf of their members, but if there should be no possible way in

the world then the idea is to see how much can actually be realized out of that stock by sympathetic and economical management with a view of securing a clearance for the merchant in the hope that he may be able to get a fresh start.

We have every respect for Mr. Detchon and also for Mr. McGee, but we resent strongly the statement made by Mr. Detchon that past President of the Retail Merchants' Association of the Province of Saskatchewan is a fabricator. We also defy Mr. McGee to interpret the Credit Men's Trust Association's proceedings in Regina any other way than they are interpreted in this letter.

It is not what a man says—it is what he really means by what he says that we are interested in. We also resent the words of Mr. Diamond of Regina when he uses this term by saying that the men at the head of the Retail Merchants' Association of the Province of Saskatchewan are not gentlemen, meaning that if we were we would immediately accept the Canadian Credit Men's Association's version of the thing.

Now this is a strong letter. It is generally along the lines on which we do business. It must be distinctly understood that personally we have the greatest respect for Mr. McGee, for Mr. Detchon, for the Credit Men's Association in general. We can't understand for the life of us why it is that the Credit Men's Association, representing the wholesale trade of Western Canada should attempt to knock the Retail Merchants' Association of the Province of Saskatchewan in the manner in which it does. The Retail Merchants of Saskatchewan are the clients of the people the Credit Men's Association represent.

Surely they can take a lesson from us in this respect. The attempted opposition of the farmer going into the mercantile trade with the idea of putting the retailer out of business in the Province of Saskatchewan—what was our attitude? Believing as we do to-day that farming is the basic industry of the country, that we could not exist for a moment without the farmers, that there would be no Province of Saskatchewan without the farmers, we believe he is the only man to be considered in every sense of the term. What was the Retail Merchants' attitude towards that? To see that they receive every consideration of every kind, and never did the Retail Merchants' Association of the Province of Saskatchewan raise their hand in the slightest degree to interfere with the development of the farmers in any shape or form, with this ultimate result: that the farmers to-day are

(Continued on page 21.)





## CURRENT NEWS OF WEEK

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



### Quebec and Maritime Provinces

The price of bread to the consumers in Montreal is to be advanced. This was practically decided upon at a meeting held recently by a number of the leading bakers. The reason for the increased price is based on the jump in the price of flour. Within the past 10 days flour has advanced \$1.40 per barrel, and the outlook indicates further increases in flour prices, hence the bakers feel that the price of bread must be raised.

Alex. Ames, of the firm of Alex. Ames & Sons, packers, passed away Saturday evening at his home on the Lennoxville road, Sherbrooke, P.Q., after a lengthy illness. He was known throughout a wide district. He took an active interest in public affairs, and was for many years a member of Lennoxville council and school board. For over 20 years he was a director of the Eastern Townships Agricultural Association, and also held the office of president. He leaves a widow three sons and three daughters. One of his sons, Frank, is with the 5th C.M.R. in France.

### Ontario

Harry Ranahan, grocer, London, Ont., has discarded his horses for automobile delivery.

An automobile procession of one hundred and thirty business men from Brantford made a tour through Waterford and Simcoe to Port Dover in order if possible, to pick up some trade to relieve the slump caused by the removal of their battalions to camp.

Burglars forced an entrance into Williams' grocery store at Long Branch, getting away with over \$50 worth of goods. They secured an entrance by cutting out a large pane of glass. Mr Williams and his family live in the rear of the store, but were not awakened by the burglars.

The experience of the Retail Grocers' Association, Ottawa Branch, in handling a Pure Food Show in that city last year was enough to determine the association to repeat the experiment. During the week of September 9-16, the week of the Exhibition at Ottawa, the Pure Food Show will take up Howick Hall, in the grounds. A committee appointed to attend to details has the business well under way. Frank Burgess is secretary-treasurer of the committee; such well known names as Messrs. Bowman, Moreland and Johnson are co-operating with him to make this year's

show the best yet. Eighty-eight booths have already been sold, and the exhibitors showed a willingness to take up their stands again which was the result of last year's entirely successful show. Very regrettably one who took a prominent part in last year's show, W. T. Collins, is in the hospital, laid up with appendicitis.

### Western Canada

Supina & Son have opened a new store under the name of "North Trading Company" at 230 13th Street N., Lethbridge, Alta. The business will handle dry goods, men's wear and groceries.

A. Bonamico has purchased the Lethbridge Macaroni Company from C. Marinaro as a going concern. The amount of money involved is not known but is understood to run well into the five figures. The Lethbridge Macaroni Co. was established here in 1914.

Andrew Kelly, president of the Western Canada Flour Mills, Ltd., has left on an extended trip through the West where he is personally inspecting wheat fields in districts reported affected with rust. Several wires from Mr. Kelly were posted at the Winnipeg Grain Exchange last week, giving his personal opinion of crop conditions.

The Vancouver retail and wholesale grocers held their annual picnic at Bowen Island under ideal weather conditions. Between 800 and 900 people enjoyed the day's outing to the fullest extent, many of them taking the early morning boat, two other boats leaving Vancouver in the afternoon for the benefit of those who could not get away earlier. This opportunity was taken by employees of city firms who now have the advantage of a Saturday half holiday.

The New Westminster, B.C. City Council have passed the Shops Regulation By-law, after amending it to make the regular closing hour for stores in general 6.15 p.m. Another very important clause was added at the last moment. It provides that no store remaining open on Saturday afternoons or in the evenings when stores in general are compelled to be closed may during that time sell goods of the kind carried by those stores which are forced to close. That is to say, a drug store is prohibited from selling in the evening or on Saturday afternoon, photographic supplies. A fruit store is similarly prohibited from selling groceries for instance.

### R.M.A. EXECUTIVE DEFIES MR. MCGEE

(Continued from page 20.)

practically united with the Retail Merchants' Association, they are friends, our mutual interests are very much the same, we are working in perfect harmony, we are helping one another.

Isn't the Wholesale Jobber's Association very much in the same position to the retailer as the retailer is to the farmers? Then why in the name of common sense do they not stand behind this Association of our's and help it in every way possible and try and blend in this Province between the farmer, the retailer, and the wholesaler, the most friendly kind of feeling, that a united effort might be put forth to develop the Province as it should be developed?

What is the real reason? The real reason is just that Winnipeg is not in the Province of Saskatchewan, and we are mighty good and glad that it is not. We hope that we will never have in our beautiful cities of Saskatchewan that selfishness that has always predominated in the City of Winnipeg, and while we are glad to have any assistance and any help that realize to-day that we have a far superior Province in Saskatchewan than they have in Manitoba—from wheat statistics, from stock statistics; from every statistic of every kind there is no comparison in the world.

Then why is it necessary in any sense of the term that our head offices for anything that we own should be centred in Winnipeg? Surely with such centres as Regina, Saskatoon, Moose Jaw, Weyburn, or Prince Albert, we have all that is necessary to form head offices for the requirements of our own Province, and the time is not soon coming, it is right here to-day in these times of loyalty and united effort that the farmers and the retailers and the consumers of the Province of Saskatchewan should say, "First things first," and see that no other Province gets out of this Province only that which she is not able to take care of herself.

Yours very truly,

The Executive Board of

The Saskatchewan Branch,

The Retail Merchants' Association of Canada, Inc.



# Canned Goods Advance 25 Per Cent

New Prices on Peas, Raspberries and Cherries Named by Cannery—Higher Prices on Almost All Nuts—Apricots at Prohibitive Prices—Sugar Market Uncertain, With No Price Changes During Week.

Office of Publication, August 16, 1916.

**T**HE event of paramount importance to grocers this week was the nation-wide advance in the price of flour. Sixty cents is an important upward move. Chiefly it has been the result of the bad crop reports which have exercised a bullish influence upon wheat values, with a corresponding strengthening of flour. At moment of writing wheat has settled somewhat, and flour values are full high. This is particularly true when the amount of business passing is taken into consideration. This is barely moderate, both export and domestic account not taking much. Millers hesitate to say anything as to the immediate flour levels, though one or two are rather expecting to see a substantial drop.

Gaspe salmon is to be scarce this year. Supplies are small and price is consequently stiffish. Fraser River salmon is also higher in price. Small catches, due, in their turn, to a scarcity of labor, seem to be the main reason.

Black peppers, which have done little else but soar for the last two years have dropped this week, and a much easier feeling is abroad in regard to them. Trade seems well stocked, and no heavy buying movement is noticeable. Sicily filberts are up, as buying commences to assume fair proportions. There is to be a large bean crop in Quebec, for which the Saints be praised! Grocers have had ample evidence of the stringency in beans for many months past. It is felt sharply at present. The better crop that is coming will be welcome, although it will probably be late in arriving and the period between the last clean-up of present stocks and the new crop will be one of exceptional tightness.

Sugar values were down in New York this week. Canadian refiners did not follow suit, there being no need so to do. When New York advanced recently Canadians did not advance. Now New York is down the refiners here may be said to be in the position of anticipating the decline. Business in sugar is fair to middling.

## Quebec Markets

MONTREAL, Aug. 17.—Trade during the past week has reflected somewhat the holiday season. Orders have been fair, but there has not been a great amount of activity in any line. A further advance in the price of flour, amounting to 60c, and sympathetic advances in the price of feeds, and another increase in butter, were the main features of the week. A reduction of 3c a lb. in black pepper, a one-cent reduction in pearl tapioca and two-cent marking up of the price of filberts were among the changes.

It was announced this week that a majority of the Canadian packers have increased the cost of Canadian pickles and jams about 5 per cent. in order to cover the additional cost of packing ma-

terials. The quotation on Gruyere cheese was advanced 2c, the price going from 56c to 58c a lb. Previous to the outbreak of war this product was selling at 26c a lb.

A 5 per cent. advance in the price of all grades of matches was listed this week by one of the leading manufacturers. This advance, it is stated, is due to scarcity and the increased cost of chemicals which enter into the manufacture of matches.

SUGAR.—Although there was a decline of 25c in all grades of refined sugar on the New York market on Monday last, there has been no change in local quotations. The decline of the week previous by New York refiners was followed by Canadian refiners at that time, but New York only a day or two afterwards advanced their price again, so that this latest reduction in New York leaves the Canadian market in the position of having anticipated the decline,

## MARKETS IN BRIEF

### QUEBEC MARKETS.

#### PRODUCE AND PROVISIONS—

Hogs at record price.  
Butter advances again.  
Poultry cheaper.

#### FLOUR AND FEED—

Flour up another 60c.  
Feeds all advanced.  
Corn flour higher.

#### FRUITS AND VEGETABLES—

Apples plentiful.  
Montreal melons higher.  
Vegetables cheaper.

#### FISH AND OYSTERS—

Gaspe salmon advanced.  
Lobsters higher.  
General scarcity.

#### GENERAL MARKETS—

Black pepper cheaper.  
Pearl tapioca down.  
Matches advanced 5%.  
Filberts up 2c.

### ONTARIO MARKETS.

#### FLOUR AND CEREALS—

Another advance in flour.  
Wheat market uncertain.  
Mill feeds up.

#### FRUITS AND VEGETABLES—

First freestone peaches in.  
Ontario cabbage by barrel.  
Lemons still firm.  
Potatoes higher.

#### FISH AND OYSTERS—

Supplies less than demand.  
Prices firm.

#### PRODUCE AND PROVISIONS—

Western salmon still scarce.  
Dry salt meats in demand.  
Butter firm.  
Eggs better quality.  
Cheese firming.

#### GENERAL GROCERIES—

Canned peas up.  
Cherries and raspberries up.  
Sugar uncertain.  
Best teas firm.  
Nuts will be higher.  
Apricots prohibitive.

### MANITOBA MARKETS.

#### FLOUR AND CEREALS—

Flour jumps another 60c.  
First patents now \$8.00.  
Flour highest since the war.  
Rolled oats up in sympathy.  
Package oats now \$4.00 case.  
Advance in bran and shorts.

#### PRODUCE AND PROVISIONS—

Hog market makes record.  
Live hogs bring \$12.00 cwt.  
Advance in cured meats.  
Lard prices unchanged.  
Creamery butter market firm.  
Eggs have strong undertone.

#### FISH AND POULTRY—

Salmon scarce brings 16c.  
Trout scarce but unchanged.  
Pickrel here in two weeks.  
A few gold eyes offered.  
Fowl 21c, broilers \$1.50 a pair.

#### FRUIT AND VEGETABLES—

Good demand for peaches.  
Peaches high, \$1.25, \$1.50 crate.  
Crab apples expected, \$1.75.  
Italian prunes here shortly.  
Spanish onions, \$2.50 crate.

#### GENERAL GROCERIES—

Total sugar decline, 40c.  
Scarcity of bulk dates felt.  
Beans still very high.  
New Salmon to be higher.  
Big demand for seedless raisins.  
Currants holding firm.  
Canned pears getting low.



inasmuch as the Canadian refiners held to the reduced quotations. The market is steady, and refiners apparently anticipate a stationary or stronger situation for the immediate future. Reports from Cuba say five mills are grinding, and the output last week was about 8,000 tons, which is about half what it was at the same time a year ago.

Extra Granulated Sugars—	Per 100 lbs.
100 lb. bags	7 80
20 lb. bags	7 90
2 and 5-lb. bags	8 10
Extra Ground Sugars—	
Barrels	8 15
50 lb. boxes	8 35
25 lb. boxes	8 55
Yellow Sugars—	
No. 1, 100 lb. bags	7 40
Dark yellow, 100 lb. bags	7 20
Bright yellow, bbls. only, cwt.	7 65
Powdered Sugars—	
Barrels	7 95
50 lb. boxes	8 15
25 lb. boxes	8 35
Paris Lump—	
100 lb. boxes	8 40
50 lb. boxes	8 50
25 lb. boxes	8 70
Crystal Diamonds—	
Barrels	8 40
100 lb. boxes	8 50
50 lb. boxes	8 60
25 lb. boxes	8 80
Cartons	9 25
Half cartons	9 95
Crystal Dominoes, cartons	9 45

**MOLASSES AND SYRUPS.**—The market for molasses is unchanged so far as price is concerned, but there is still a great shortage in stocks, and dealers report that they are by no means sure that they will be able to obtain enough to fill ordinary requirements. The position of corn syrups is very firm on account of the steadily advancing market for corn and an increase in price would not be surprising.

	Prices for	Fancy.	Choice.
Barbadoes Molasses—	Island of Montreal.		
Punchons	0 50	0 51	
Barrels	0 62	0 54	
Half barrels	0 64	0 56	
For outside territories prices range about 3c lower. Carload lots of 30 punchons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.			
Corn Syrups—			
Barrels, per lb., 3½c; ¼ bbls., 4c; ¼ bbls.	0 04½		
Pails, 83½ 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 Syrups—			
Barrels, lb., 5½c; ¼ bbls.	0 05½		
Cases, 2 lb. tins, 2 doz. in case	4 80		

**DRIED FRUITS.**—There is considerable uncertainty over the market for dried fruits. Advices from the coast state that dealers have only ordered a limited quantity of prunes at the base price of 5c fixed by the growers. There appears to be a disposition to await further developments, and meantime jobbers are holding off placing orders. Reports on evaporated apricots, peaches, etc., are that the crop will be about the average, but few orders have been placed as yet. The demand locally for dried fruits is limited at present, as the market is well supplied with fresh fruits at reasonable prices.

EVAPORATED FRUITS.		Per lb.
Apples, choice winter, 25-lb. boxes	0 09½	
Apples, choice winter, 50-lb. boxes	0 09	
Apricots	0 14	0 15
Nectarines, choice	0 11½	
Peaches, choice	0 08	
Pears, choice	0 13½	
DRIED FRUITS.		
Candied Peels—		
Citron	0 24	0 25
Lemon	0 20	0 21
Orange	0 19	0 20

Currants—		
Filiatras, fine, loose, new	0 14	
Filiatras, packages, new	0 15	
Dates—		
Dromedary, package stock, old, 1-lb. pkg.	0 10	
Faris, choicest	0 12½	
Hallowee, loose, new	0 09½	
Hallowee, 1-lb. pkgs.	0 09	
Figs—		
8 crown, 12-lb. boxes, fancy, layer, lb.	0 12	
7 crown, 12-lb. boxes, fancy, layer, lb.	0 12	
8 crown, 12-lb. boxes, fancy, layer, lb.	0 11½	
1 lb. glove boxes, each	0 12	
Cal. bricks, 10 oz.	0 09½	
Cal. bricks, 16 oz.	0 10	0 11
Cal. layers	0 10	0 11
Cal. fancy, table, 10 lbs.	1 50	
Prunes—		
30 to 40, in 25-lb. boxes, faced.	0 11	0 13
40 to 50, in 25-lb. boxes, faced.	0 10½	
50 to 60, in 25-lb. boxes, faced.	0 10	
60 to 70, in 25-lb. boxes, faced.	0 09½	
70 to 80, in 25-lb. boxes, faced.	0 09	
80 to 90, in 25-lb. boxes, faced.	0 09	
90 to 100, in 25-lb. boxes, faced.	0 08	
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, \$2.80; 4-crown cluster	3 75	
Muscateles, loose, 3-crown, lb.	0 09	
Muscateles, 4-crown, lb.	0 09½	
Cal. seedless, 16 oz.	0 12½	
Fancy seeded, 16 oz. pkgs.	0 10½	0 11
Choice seeded, 16 oz. pkgs.	0 10½	0 10½
Valencias, selected	0 11	
Valencias, 4-crown layers	0 11½	
Prices quoted on all lines of fruits are liable to be shaded for quantities, according to the state of market.		

**DRIED VEGETABLES.**—Beans are practically unobtainable at present and in consequence dealers who have any stocks are able to get almost any price they ask. No relief is likely until the new crop arrives, and thus far no reliable estimates of the extent of the crop are available. It is anticipated that the Province of Quebec will produce a larger bean crop than usual this year, and that it may be able to supply almost enough for its own requirements. In late years the production in this province fell off considerably, on account of low prices, but with the improvement of the market, farmers this season planted a much larger area than for many years past.

Beans—		
Canadian, 3-lb. pickers, per bushel	6 00	
Canadian, hand-picked	5 90	6 50
Canadian, 5-lb. pickers	5 60	
Yellow eyes, per bushel	5 70	
Lima, per lb.	0 08½	
Peas, white soup, per bushel	3 25	3 50
Peas, split, bag 35 lbs.	5 00	6 25
Barley, pot, per bag	3 25	
Barley, pearl, lb.	0 04½	0 06

**SPICES.**—The price of black pepper was reduced 3c a lb., and it is now quoted at 25c instead of 28c. For quarter-pound tins the price is 35c. The quotation for ¼-lb. packages in dozen lots is unchanged, the reduction not being sufficient to affect them. Other lines in this department are unchanged, with the market still showing a tendency to weakness.

	5 and 10-lb. boxes.	¼-lb. pkgs. dozen.	¼-lb. tins lbs.
Allspice	—0 16	—0 09	—0 23
Cassia	—0 27	—0 08	—0 35
Cayenne pepper	—0 38	—	—0 35
Cloves	0 30—0 32	—0 80	—0 39
Cream tartar—85 to 87c.			
Cinnamon, per lb., 36c.	—0 25	—	—0 31
Ginger, Cochina	—0 28	—1 15	—0 29
Ginger, Jamaica	—0 80	—	—1 00
Mace	0 45—0 45	—0 45	—0 80
Nutmegs	—0 25	0 85—0 90	—0 35
Peppers, black	—0 35	1 15—1 20	—0 37
Peppers, white	—0 22	0 95—1 20	—0 29
Pastry spice	0 18—0 22	—	—
Pickling spice	0 21—0 23	—	—
Turmeric	—	—	—
Lower prices for pails, boxes or ballers when delivery can be secured.			
Cardamon seed, per lb., bulk	2 00	2 80	
Caraway—			
Canadian	0 13		
Dutch	0 20	0 22	
Cinnamon, China, lb.	0 14½	0 16	
Mustard seed, bulk	0 19	0 23	

Celery seed, bulk	0 36	0 46
Shredded cocconut, in pails	0 21	0 23
Pimento, whole	12-15	

**NUTS.**—An advance of 2c in the price of Sicily filberts was the only change in this market. Quotations are now 18c to 19c per lb. The position of the market is firm, with stocks only fair and the demand about as usual for the time of year.

Almonds, Tara, new	0 17	0 18
Marbots	0 17	0 18
Shelled walnuts, new, per lb.	0 13½	0 14
Shelled almonds, 25-lb. boxes, per lb.	0 35	0 36
Sicily vliberts	0 40	0 42
Filberts, shelled	0 18	0 19
Peanuts, large	0 19	0 20
Brazils, new	0 15	0 16
Peanuts, American, roasted	0 09	0 12½

**COFFEE.**—The market continues steady, with prices unchanged. There has been no actual development in the market for several weeks past. Supplies thus far have been ample to meet all requirements, and there seems no disposition on the part of dealers to anticipate any but satisfactory conditions.

Coffee, Roasted—		
Bogotas, lb.	0 27	0 31
Jamaica, lb.	0 22	0 24
Java, lb.	0 33	0 38
Maracaibo, lb.	0 22	0 23
Mexican, lb.	0 27	0 28
Mocha, lb.	0 33	0 36
Rio, lb.	0 18½	0 21
Santos, lb.	0 21	0 23
Chiocory, lb.	0 12	0 14

**TEA.**—The situation in tea is very quiet; in fact, so quiet, that one large dealer to whom an inquiry was directed facetiously replied: "The tea market is dead. You'd better apply at the morgue." A fair amount of business is being done, but the price situation is unchanged and a general lassitude pervades among tea jobbers.

**RICE AND TAPIOCA.**—Rice is unchanged at the quotations which have prevailed for some weeks, and the predictions that an advance was about due have not yet been fulfilled. It is generally the opinion that present prices are too low, but the market thus far shows no sign of activity. A reduction of 1c per lb. for pearl tapioca was listed this week, the quotation now being 9c to 10c. There is no change in seed tapioca or sago.

Rangoon Rices—		Per cwt.
Rangoon, "B"	4 30	
"C.C."	4 10	
India bright	4 45	
Lustre	4 50	
Fancy Rices—		
Mandarin, Patna	4 50	
Pearl	5 00	
Imperial Glace	5 70	
Sparkle	5 30	
Crystal	5 00	
Snow	5 20	
Ice drips	5 30	
Prices are per 100 lbs., packed in bags (250 lbs.), half bags (100 lbs.), and quarter-bags (50 lbs.); add 10c per 100 lbs. for pockets (25 lbs.), and 20c for half-pockets (12½ lbs.).		
Imported Patna—		Per lb.
Bags, 22 lbs.	0 06	
Half bags, 112 lbs.	0 06½	
Quarter bags	0 06½	
Velvet head Carolina	0 08	0 09
Sago, brown	0 06½	0 07
Tapioca—		
Pearl, lb.	0 09	0 10
Seed, lb.	0 10½	0 11

**CANNED GOODS.**—The highest grades of Fraser River salmon were marked up 5c a dozen this week, but otherwise no



price changes were recorded in canned goods since last report. There has been a fair demand, in view of the mid-summer season, when so many fresh fruits and vegetables are obtainable. Some retailers report that sales of certain classes of fruit have been larger than usual this year, due, it is said, to the high price of sugar, which has made some thoughtful housewives figure that the cost of "putting-down," with its accompanying troubles, was not an economy, but the opposite. A number of wide-awake dealers have been pointing out to their customers how cheap some lines of canned fruits really are under present conditions.

## Ontario Markets

Toronto, Aug. 17.—The past week has been one of uncertainty in the flour and wheat markets. With the rapidly changing prices in wheat, millers hardly knew where they were at in the fixing of their prices of flour. There was a slump in the price of wheat during Monday, but a firmness again on Tuesday. Until there is a further slump and some indication that prices are likely to remain lower the price of flour will remain at the present figures. From indications on the wheat market on Tuesday there was some indication that prices of wheat might even go beyond the present high levels.

There has been a big demand for dry salt meats and for all cooked meats during the past week. Lumber camps are stocking up for their winter's supply. The butter market has been firm, with half a cent advance in prices. Cheese prices are also firm. The quality of eggs is improving slightly owing to the fact that the hens are able to get on the stubble and pick grain.

In the fruit market the supply has been rather poor. Peaches and plums are beginning to come in fair quantities. In the vegetable market new American potatoes have advanced slightly. Ontario potatoes are not yet reaching the market in any quantities. Vegetable supplies are very light.

**SUGAR.**—Demand for sugar during the past week has been poor, owing to the uncertain market. On Monday refined sugar declined from 7.65c per pound to 7c, then recovered to 7¼c. But since the recovery, Arbuckle, Howell and the American have gone back to the 7c basis, while the other large American sugar concerns at the time writing are holding firm at 7¼c. This 7c basis is a half cent below Canadian refined on an equivalent net basis when all deductions are made. There was a sale of raws to a speculator on Tuesday at 4¾c, which is the lowest point touched. It

caused a total decline of 1c on recent highest point of 5¾c. The influence appears to be purely speculative, as one prominent sugar man put it. "Statistically the position is getting stronger each day," said a well-informed sugar man. "Production is small and the weekly meltings are pulling down stocks. It is felt, therefore, that as soon as speculative influences have run their course we may see a rapid recovery."

Extra Granulated Sugars, Montreal Refined—per 100 lbs.	
100 lb. bags	7 86
20 lb. bags	7 96
10 lb. bags	8 01
2 and 5-lb. cartons	8 16
Nova Scotia refined, 100-lb. bags	7 86
New Brunswick refined, 100-lb. bags	7 86
Extra Ground Sugars—	
Barrels	8 21
50 lb. boxes	8 41
25 lb. boxes	8 61
Powdered Sugars—	
Barrels	8 01
25 lb. boxes	8 41
Crystal Diamonds—	
Barrels	8 46
100 lb. boxes	8 61
50 lb. boxes	8 46
Paris Lumps—	
100 lb. boxes	8 56
50 lb. boxes	8 66
25 lb. boxes	8 86
Yellow Sugars—	
No. 1	7 56
Barrels granulated and yellow may be had at 5c per cwt. above bag prices.	

**MOLASSES.**—There is very little molasses moving at the present time. Demand is expected to be better with the fall season. Prices hold firm and at high levels. Corn syrups remain firm at recent advances.

Barrels, about 750 lbs.	0 04½
Half barrels, about 350 lbs.	0 04½
Quarter barrels, about 175 lbs.	0 04½
Cases, 2 dozen 2-lb. tins	3 60
Cases, 1 dozen 5-lb. tins	3 40
Cases, ½ dozen 10-lb. tins	3 30
Cases, ¼ dozen 20-lb. tins	3 25
Cane Syrups—	
Barrels, lb., 5¼c; ½ bbls.	0 65½
Cases, 2 lb. tins, 2 doz. in case	4 80
Molasses—	
Fancy, gallon	0 64
West India	0 43 0 45

**TEAS.**—Advices from London are to the effect that the common grades of teas are easier in price, while the first grades are firmer and higher in price. There has been a good demand for teas. A shortage in the Indian crop is reported. The quality of all teas is poor on the whole, but an improvement is expected within a week or two. Good useful common teas for importation, that can be landed here in two to three months are selling at 2c to 3c per pound less than the values during May. Japan teas are showing better values this year to the extent of about 2c per pound. Representative good average grades are quoted in the following. These prices do not indicate the wide range in tea values. They are for good average grades, and meant to give some indication of price movements:—

	Per lb.
Pekoe Souchongs	0 24
Pekoes	0 25
Orange Pekoes	0 28
Broken Pekoes	0 30
Broken Orange Pekoes	0 32

**COFFEE.**—Prices in the primary market in New York advanced 2 to 5 points on Monday of this week. These prices will not affect local quotations until about two months hence when

goods arrive. The market is firm, with a fair demand. Prices remain unchanged.

Coffee, Roasted—	
Bogotas, lb.	0 27 0 31
Jamaica, lb.	0 28 0 32
Java, lb.	0 33 0 38
Maracalibo, lb.	0 25 0 27
Mexican, lb.	0 27 0 28
Mocha, lb.	0 33 0 36
Rio, lb.	0 19 0 20
Santos, Bourbon, lb.	0 24 0 24
Santos, lb.	0 21 0 23
Chicory, lb.	0 14 0 15

**SPICES.**—Conditions in the spice market are very unsettled, due to prevailing war conditions. High prices prevail in most lines, due to the shortage in tonnage. Peppers, for instance, in some lines are 75 per cent. higher than they were preceding the war. Cream of tartar is easier in the primary market in France, but this will not affect local prices until about October 1, when the goods arrive. The demand for pickling spices is up to other years.

	Pure, lb.
Allspice	0 18
Cassia	0 32
Cinnamon	0 50
Cayenne	0 35
Cloves	0 35
Ginger	0 30
Mace	0 50
Nutmegs	0 40
Pastry	0 30
Pickling spice	0 22
Pepper, black	0 37
Pepper, white	0 40
Nutmegs, selects, whole	0 28
Mustard seed, whole	0 45
Celery seed, whole	0 13
Coriander, whole	0 28
Caraway seed, whole	0 28
Spice, pickling, whole	0 20

**BEANS AND PEAS.**—Difficulty is experienced in getting any kind of a first grade of beans. Demand has been so great that very poor samples are being brought into market in prime beans. Split peas have advanced, and are now selling to the retail trade at \$5.55 per bushel.

Beans, Japanese, hand-picked, bushel	5 60 6 00
Prime	5 00 5 10
Peas, blue, bushel	3 50 3 60
Split	5 55

**DRIED FRUITS.**—Apricots are not interesting Canadian buyers. Present quotations would have to retail around 25c per pound, and this is considered too high for the Canadian trade. There is a shortage in the crop. New crop currants uncleaned are quoted at about the basis for the present values for old, which is about 14½c to 15c landed for September shipment from Greece. Prunes to-day are 3c to 4c higher than at this time last year. There is a good crop. The bulk of the Canadian crop is yet to be purchased. Reports from Oregon state the North-west prune crop is good. The reports on Valencia raisins continue favorable. No prices have been named as yet.

Apples, evaporated, per lb.	0 08½ 0 09
Apricots—	
Std., 25's, faced	0 15 0 15½
Choice, 25's, faced	0 18 0 19
Extra choice, 25's, faced	0 19 0 20
Fancy, 25's, faced	0 20 0 21
Candied Peels—	
Lemon	0 20 0 22
Orange	0 18 0 20
Citron	0 25 0 27
Currants—	
Filtras, per lb.	0 15 0 16
Patras, per lb.	0 16 0 17
Vostinas, choice	0 16 0 17½
Cleaned, ¼ cent more.	



Dates—		
Fards, choicest, 12-lb. boxes	0 08½	0 10
Fards, choicest, 60-lb. boxes	0 09	0 09½
Pa.ckage dates	0 10	0 10½
Halloweew	0 08½	0 09
Prunes—		
30-40s, California, 25-lb. boxes	0 14	
40-50s, 25-lb. boxes	0 10½	0 11
60-70s, 25-lb. boxes	0 09½	0 10
60-70s, 50-lb. boxes	0 09	0 09½
70-80s, 50-lb. boxes	0 08½	0 08½
80-90s, 60-lb. boxes	0 08½	0 08½
90-100s, 60-lb. boxes	0 08	0 08½
25-lb. boxes, ½c more.		
Peaches—		
Choice, 50-lb. boxes	0 09	
Std.s., 60-lb. boxes	0 08	0 10½
Choice, 25 lbs., faced	0 09	0 09½
Extra choice, 25 lbs., faced	0 09½	0 10
Fancy, 25 lbs., faced	0 10	0 10½
Raisins—		
Valencia, Cal.	0 09	0 09½
Seeded, fancy, 1 lb. packets	0 10	0 10½
Seeded, choice, 1 lb. packets	0 09½	0 10
Seedless, 12 oz. packets	0 13	
Raspberries, black, dried, 25-lb. boxes	0 40	0 42

**NUTS.**—Tarragonas are costing 4c per pound higher in the primary market. Filberts are quoted 3c higher, with markets strong and tending higher. For walnuts there have been no prices named as yet in France. A forecast indicates very high figures for new crop, the expectations being about 25 per cent. higher than last year. This is partly due to shortage of crop and partly to shortage of labor, which will seriously affect the price of shelled walnuts.

**CANNED GOODS.**—New prices have been named by the canners on peas. The high prices have come somewhat as a shock to jobbers. The new pack is quoted at prices to the jobber higher than the present retail prices. Standard peas will be sold to the trade around \$1.25 per dozen, while early June peas will be quoted around \$1.45. The further announcement is made by the canners that the percentage of delivery on orders booked prior to June 1 will be not more than 90 per cent. On the finer grades the deliveries will be much smaller, not exceeding 50 per cent. Prices on red raspberries are also exceptionally high. B grades will be quoted around \$2.55 to \$2.60 per dozen. Up to two months ago this grade was selling at \$1.45 per dozen. There will be only 50 per cent. delivery on these orders. Red cherries will be quoted around \$2.25 to \$2.30 per dozen. There will be only 90 per cent. delivery on these orders.

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

Salmon, Sockeye—		
1 lb. talls, cases 4 doz., per doz.	2 75	
½ flats, cases 8 doz., per doz.	1 75	2 00
Five cases or more, 2½c doz. less than above.		
Chums, 1-lb. talls		
Pinks, 1-lb. talls	1 20	
Cohoes, 1-lb. talls	1 30	
Red Springs, 1-lb. talls	2 00	
Humpback, ½-lb. tins	0 50	
Canned Vegetables—		
Tomatoes, 3's	1 40	
Peas, standards	1 30	1 25
Early June peas	1 45	
Corn, fancy, doz.	1 15	
Corn, 2's, doz.	1 00	
Red raspberries, 2s	2 55	2 60
Red cherries, 2s	2 25	2 30

## Manitoba Markets

Winnipeg, August 17.—The feature of the market is, of course, the remarkable advance which has taken place in flour

within the past two weeks, bringing the price of first patents up to \$8.00—the highest point reached since the war began. This was made necessary on account of the rise in the flour market, which was phenomenal. The real cause for all this is the alarming reports circulated regarding rust. There seems to be good ground for statements made to the effect that rust exists, but some millers insist that the high wheat market is not warranted. When the facts become known, and if they are not as bad as painted, there is liable to be a big slump in both the wheat and flour markets. In the meantime the trade are afraid of the high flour prices, and are now buying as they usually do on a rising market. The price of rolled oats and feeds have also advanced this week.

One of the topics of interest among the trade to-day is the scarcity of bulk dates. A prominent broker here states that the trade will have to purchase 1's. There appears to be an abundance of package dates, but no bulk goods, and for this reason prices are going to be high. Firms who have last year's bulk stuff are putting them up in packages, selling them under their own brand name. New dates are not expected here until December.

**SUGAR.**—Canadian refiners all dropped their prices another 20c last week-end, making a total decline inside of a week of 40c per bag. In spite of this, refiners insist that there are possibilities in the sugar market for higher prices. They point out that the Cuba crop is 84,000 tons less than expected, and this added to the 36,000 tons destroyed in the Jersey City explosion reduces the supply by 120,000 tons. The July production in Cuba was 27,000 tons less than July last year. The small quantities sold to American proves that United States refiners have not bought their requirements ahead. Stocks held by all refiners in the States are only 173,000 tons against 301,000 up to the same date last year. Notwithstanding the sensational declines in option prices of last week owners of sugar in Cuba held fairly firm. As might be expected the decline has not been conducive to heavy buying in Western Canada, although there is a certain amount of movement. In the trade, some think that the market will go down further, but nobody seems inclined to make any predictions on the sugar market.

**SYRUPS.**—Things are very quiet here. The advance in corn syrup had very little effect on the demand which was natural, as this is the quiet end of the season. The molasses market is firmer if anything.

Sugar, Eastern—	
Standard granulated	8 40
Extra ground or icing, boxes	9 25
Extra ground or icing, bbls.	8 95
Powdered, boxes	9 05

Powdered, bbls.	8 15
Hard lump (100-lb. case)	9 35
Montreal yellow, bags	8 00
Sugar, Western Ontario—	
Sacks, per 100 lbs.	8 35
Halves, 90 lbs., per cwt.	8 45
Bales, 20 lbs., per cwt.	8 45
Powdered, 50s	9 00
Powdered, 5s	9 25
Icing, barrels	9 00
Icing, 50s	9 20
Cut loaf, barrels	9 30
Cut loaf, 50s	9 50
Cut loaf, 25s	9 55
Sugar, British Columbia—	
Extra granulated sugar	8 40
Bar sugar, bbls.	8 85
Bar sugar, boxes, 50s	8 95
Icing sugar, bbls.	8 95
Icing sugar, boxes, 50s	9 25
H. P. lumps, 100-lb. cases	9 35
H. P. lumps, 25-lb. boxes	9 55
Yellow, in bags	8 00

**DRIED FRUITS.**—On account of reports from Ontario indicating that the apple crop in many cases is short, there are liable to be high prices on evaporated apples. Peaches—no sign of a break in the market. Currants—still firm. Stuff arriving is no better in quality, but there will be no easing off until new crop arrives in November, i.e., September shipment from Greece. Supplies even then will not be plentiful as the crop in Greece has been short, and prices are bound to be high. Raisins—seedless are not going to be any too plentiful. The Raisin Association is reported to be turning down orders, as they are sold to capacity. Prunes—very little change. Apricots are high on account of short crop.

Dried Fruits—		
Evaporated apples, choice, 50's	0 07½	
Evaporated apples, choice, 25's	0 08	
Evaporated apples, 3-lb. cartons	0 30	
Pears, choice, 25's	0 12½	
Apricots, choice, 25's	0 14½	
Apricots, choice, 10's	0 16½	
Peaches—		
Choice, 25-lb. boxes	0 07½	
Choice, 10-lb. boxes	0 08½	
Currants—		
Filiatras, dry cleaned	0 13½	0 15½
Vostizzas, dry cleaned		
1 lb. package Amalias	0 16½	
2 lb. package	0 29	0 33
Dates—		
Hallowee, loose, per lb.	0 09	
Hallowee, 12-oz. pkgs.	0 08½	
Raisins, California—		
16 oz. fancy, seeded	0 10	0 10½
16 oz. choice, seeded		0 10½
12 oz. fancy, seeded	0 06	0 08½
12 oz. choice, seeded		0 07½
Raisins, Muscatels—		
3 crown, loose, 25's	0 08½	
3 crown, loose, 50's	0 08½	
Raisins, Cal. Valencias—		
25-lb. boxes	0 09	
50-lb. boxes	0 09½	
Prunes—		
90 to 100, 25s	0 07½	
80 to 90, 25s	0 07½	
70 to 80, 25s	0 08½	
60 to 70, 25s	0 09	
50 to 60, 25s	0 09½	
40 to 50, 25s	0 10½	
Peels—		
Orange, lb.	0 17½	0 18½
Lemon, lb.		0 18
Citron, lb.		0 21½

**DRIED FRUITS.**—The market is still very high and there seems to be little to bring it down until the new crop arrives in November. The Ontario crop is three weeks to a month behind, and the same applies more or less to Michigans. Peas are holding about the same.

Beans—	
Japanese white beans, bushel	5 10
California Lima Beans—	
80-lb. sacks	0 07½
Barley—	
Pot. per sack, 96 lbs.	3 20
Pearl, per sack, 96 lbs.	4 30
Peas—	
Split peas, stck., 96 lbs.	6 50
Whole peas, bushel	3 30

**RICE.**—The trade are pretty well booked up, and the market is quiet.



Tapioca and sago have been tending down for some time, but the feeling there is that the lowest level has been reached.

Rice and Tapioca—		
No. 1 Japan, per lb., 100-lb. bags.....	0 05%	
No. 2 Japan, per lb., 100-lb. bags.....	0 04%	
Siam, per lb., 100-lb. bags.....	0 04%	
Patna, per lb., 100-lb. bag.....	0 07%	
Carolina, per lb., 100-lb. sacks.....	0 08%	
Sago, pearl, sacks, per lb.....	0 06%	0 08%
Tapioca, pearl.....	0 08%	0 09

COFFEE.—For some time the market has been declining slightly, but the decline never exceeded more than about 3/4c. It is felt here that the bottom has been reached, and an advance is looked for on Santos and Rios.

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

CANNED GOODS.—At the time of writing prices on new pack salmon have not reached Winnipeg, but indications point to the fact that they will be much higher than last year. In fact brokers state they will undoubtedly be higher. Spot stocks of canned salmon in Winnipeg are very light. New opening prices on strawberries were named some time ago and are considerably higher than last year. They are costing the jobber 65c per case more this year. While spot stocks of canned goods in Winnipeg are still fair, they are not heavy. The scarsest lines are fruits, particularly pears and peaches. Pears are practically cleaned up. Tomatoes are pretty well exhausted too, and it is almost impossible to buy in the primary market. In spite of this, tomatoes are selling as cheap as ever to the retail trade. It is stated that stocks of vegetables in Winnipeg will last out until the arrival of the new pack, but there will be very little left by that time. The trade sees nothing in sight but high prices on tomatoes, new pack, as the crop has been short, with cost of tins, labor, etc., up, and high quotations seem inevitable. The corn pack is expected to be fairly heavy. Reports from Ontario on apples disagree; some say apples are very small in size, while others say the crop is a good one. The feeling here is that apples will be higher.

**ALBERTA MARKETS (CALGARY)**

By Wire.

Calgary, Aug. 16.—Following up the advances of last week, flour again jumped 30c a sack, making 98's \$4.05. Rolled oats took a jump of 15c, and are firm at \$2.90 for 80's. Matches are again up 15c to 35c a case. Corn syrup is up 10c a case, and starches are likely to follow. Large cheese is firm at 21c to 22c. Sugar is weak. Another advance on canned vegetables is likely to take place locally before the end of the month.

General—		
Beans, small white Japan, lb.....	0 08%	
Flour, No. 1 patent, 98's.....	4 05	
Molasses, extra fancy, gal.....	0 75	
Roller oats, bail.....	3 15	

Roller oats, 88s.....	2 90
Itica, Siam, cwt.....	4 75
Potatoes, local, per bush.....	0 50
Sago and tapioca, lb.....	0 10
Sugar, pure cane, granulated, cwt.....	9 05
Shelled walnuts, finest halves, lb.....	0 49
Shelled walnuts, broken, lb.....	0 30

Produce and Provisions—		
Cheese, No. 1 Ontario, large, per lb.....	0 21	0 22
Butter, creamery, lb.....	0 31	
Butter, No. 1, dairy, lb.....	0 25	
Lard, pure, 5s, per case.....	10 30	
Bacon, smoked backs, per lb.....	0 23%	
Bacon, smoked bellies, per lb.....	0 25%	
Lard, pure, 3s, per case.....	10 00	
Eggs, new laid.....	9 00	
Eggs, No. 1.....	8 00	

Canned Goods—		
Tomatoes, 3s, standard, case.....	3 70	
Corn, 2s, standard, case.....	2 45	
Peas, 2s, standard, case.....	2 45	
Tomatoes, gals., case.....	2 50	
Apples, gala., Ontario, case.....	1 75	
Strawberries, 2s, Ontario, case.....	4 90	
Raspberries, 2s, Ontario, case.....	4 50	
Salmon, finest sockeye, tails, 48x1s, cs.....	10 00	
Salmon, pink, tails, 48x1s, per case.....	4 50	
Lobster, 4s, per doz.....	3 00	

Dried Fruits—		
Currants, lb.....	0 15	
Evaporated apples, 50s, per lb.....	0 10%	0 10%
Peaches, choice, 25s, per lb.....	0 07%	
Apricots, choice, 25s, per lb.....	0 17%	
Pears, choice, 25s, per lb.....	0 14	
Plums, 90-100.....	0 08	0 08%
Sultana raisins, Cal., extra fancy.....	0 15	
Manchurian shelled walnuts.....	0 30	
Fresh Fruits and Vegetables—		
Oranges, Val., box.....	5 25	6 00
Lemons, box.....	9 50	
Raspberries, crate.....	2 00	3 00

**SASKATCHEWAN MARKETS**

By Wire.

Regina, Aug. 16.—Cutting has commenced in several Saskatchewan districts. Weather conditions for harvesting are very favorable. There has been a 30c advance in flour, which is now \$4.10. Lard is lower at \$10. Rolled oats are up: 40's are \$1.47 1/2; 80's, \$2.90. Syrup has advanced 10c a case. Shelled walnuts are now worth 42c. Canned beans, \$2.28; corn and peas, \$2.38; plums, \$2.40; peaches, \$3.75; raspberries, \$3.85; tomatoes, \$3; apricots, 18 3/4c. Cloverleaf salmon is \$9.85; humpbacks are \$4.50. Currants are down 1c. Citron peel is at 24 1/2c; orange peel at 21 3/4c.

Produce and Provisions—		
Butter, creamery, per lb.....	0 29	
Butter, dairy, No. 1.....	0 21	
Cheese, per lb.....	0 19%	0 19%
Eggs, new laid.....	0 18	
Lard, 3's, per case.....	10 00	
Lard, 5's, per case.....	9 95	
Lard, 19's, per case.....	9 90	
Lard, 20's, per case.....	10 00	

General—		
Beans, Ontario white, per bush.....	4 55	
Coffee, whole roasted, Rio.....	0 21%	
Cream of tartar, lb.....	0 60	
Cocoa nut, lb.....	0 23	
Flour, 98's.....	4 10	
Roller oats, 48s.....	1 47	
Roller oats, 88s.....	2 90	
Rice, per cwt.....	4 35	
Onions, B.C., 100 lbs.....	3 00	
Sugar, standard gran., per cwt.....	8 74	
Sugar, yellow, per cwt.....	7 89	
Tapioca and sago, lb.....	0 08	
Walnuts, shelled, 47-49c; almonds.....	0 42	

Canned Goods—		
Apples, gals., case.....	1 80	
Beans.....	2 28	
Corn, standard, per 2 dozen.....	2 28	
Peas, standard, per 2 dozen.....	2 45	
Plums, Lombard.....	2 40	
Peaches.....	3 75	
Raspberries, \$3.85; Strawberries.....	4 73	
Tomatoes, standard, per case.....	3 00	

Salmon—		
Sockeye, 1's, 4 dozen case.....	9 60	
Sockeye, 3/4's.....	12 45	
Cohoos, 1's.....	6 10	
Humpbacks, 1's.....	4 50	
Dried Fruits—		
Apricots, per lb.....	0 18%	
Currants, lb.....	0 14%	
Citron peel, lb.....	0 24%	
Lemon peel, lb.....	0 20%	
Orange peel, lb.....	0 21%	

**NEW BRUNSWICK MARKETS**

By Wire.

St. John, Aug. 16.—Corned beef is selling at \$2.60-\$3.50. Pork (American

clear) at \$35 and \$35.25. Flour per barrel is now \$8.95 for Manitoba, while Ontario is \$8.10. Other prices remain as last week.

Produce and Provisions—		
Bacon, breakfast, per lb.....	0 22	0 23
Bacon, roll, per lb.....	0 17	0 21
Beef, corned, 1's.....	2 60	2 50
Pork, American clear, per bbl.....	35 00	35 25
Butter, dairy, per lb.....	0 25	0 26
Butter, creamery, per lb.....	0 30	0 32
Eggs, new laid, per doz.....	0 30	0 32
Lard, pure, lb.....	0 18%	
Cheese.....	0 17	0 17%

Flour and Cereals—		
Cornmeal, gran.....	6 65	
Cornmeal, ordinary.....	2 05	
Flour, Manitoba, per bbl.....	8 95	
Flour, Ontario.....	8 10	
Flour, buckwheat, western, 98-lb. bag.....	3 90	
Roller oats, per bbl.....	6 90	

Fresh Fruits and Vegetables—		
Apples, box.....	3 00	3 25
Lemons, Messina, box.....	4 00	4 25
Lemons, Cal., box.....	5 00	6 00
Oranges, Cal., case.....	4 00	5 00
Potatoes, new, bush.....	1 00	
Sugar—		
Standard granulated.....	7 95	8 00
United Empire.....	7 85	7 90
Bright yellow.....	7 75	7 80
No. 1 yellow.....	7 55	7 60
Paris lumps.....	8 95	9 00
Beans, white, per bush.....	5 75	6 00
Molasses, Barbadoes, gal.....	0 60	0 61
Cream of tartar, per lb.....	0 51	0 53
Currants.....	0 15	0 15%
Pork and beans, case.....	4 00	
Rice, per cwt.....	4 75	5 25

**People Are Now Back on Egg Diet**

With End of Berry Season Demand for Eggs Is Greater—Cured Meats Up

Winnipeg

**PRODUCE AND PROVISIONS.—**

The hog market last week opened easy, although receipts were light. The market sagged to \$11.50, but with keen local and outside demand reached a record price of \$12 on Thursday, August 10. With heavy receipts on Friday, it sagged again to 11 3/4c. The effect of this high market has been to increase quotations on cured meats. Lard prices are unchanged. The egg market, while nominally unchanged, has a stronger undertone due to cool weather.

Hams—		
Light, per lb.....	0 24	0 25
Medium, per lb.....	0 22	0 23
Large, per lb.....	0 19	0 20
Bacon—		
Breakfast, per lb.....	0 24	0 25
Breakfast, select, lb.....	0 25	0 27%
Backs, select, per lb.....	0 26	0 28
Backs, best.....	0 22	0 23
Dry Salt Meats—		
Long clear bacon, light.....	0 16%	
Cooked Meats—		
Hams, boiled, per lb.....	0 32%	0 33
Shoulders, boiled, per lb.....	0 24	0 25
Roast hams, lb.....	0 36	0 37
Barrelled Pork—		
Mess pork, bbl.....	34 00	
Lard, Pure—		
Tierces.....	0 16	
Falls.....	3 32%	
Cases, 10s.....	10 05	
Cases, 5s.....	10 13	
Cases, 3s.....	10 20	
Cartons.....	0 17%	
Lard, Compound—		
Tierces.....	0 13%	
Tubs, 50s, net.....	6 14	
Falls, 20s, net.....	2 80	
Butter—		
Fresh made creamery, No. 1.....	0 30	
Creamery, No. 2.....	0 29	
Rest dairy.....	0 24%	0 25
No. 2 dairy.....	0 20	0 21
Cooking.....	0 16	0 18
Fresh Eggs—		
Extras in cartons.....	0 30	
No. 1's, cases.....	0 25	
Trade cases.....	0 25	
Cheese—		
Ontario, large.....	0 18%	0 19%
Ontario, twins.....	0 18%	0 19%





# FRUIT AND VEGETABLES



## Apples In Barrels Are Now Plentiful

**Big Quantities Also Reaching Market  
in Boxes—Quality of Fruits  
Continue to Improve**

**Montreal**  
**FRUIT.**—In so far as price is concerned there has been very little change since last week, but the quantity of local fruit coming in continues to show improvement. Native apples are now plentiful and are offered in barrels at prices ranging from \$1.50 to \$3.00 according to size and quality. Countrymen are also bringing in huge quantities in boxes for local consumption. Blueberries declined again this week and are now offered at \$1.60 to \$1.75 per 16-qt. box. Raspberries are about done and blackberries also are practically off the market. A few native pears have appeared but the quantity does not warrant them being listed as yet. Montreal melons, which made their appearance about a week ago are coming in very slowly, in fact the ripening process is not keeping pace with the demand and sales were made this week at an advance of \$3 over last week's quotation. Bananas are very firm at present prices and dealers report that there is some difficulty in getting sufficient good stock to meet the demand. California oranges are also scarce. Arrivals of California peaches, pears and plums have only been about equal to the demand and the prices therefore are stationary at last week's figures. Limes are slightly cheaper than last report and watermelons are also easier. Business generally has been about the average for this season of the year, and dealers for the most part express satisfaction with present conditions.

Apples, Duchess, per bbl.—No. 1.....	3 00	.....
No. 2.....	2 50	.....
No. 3.....	1 50	1 75
Apples, Red Astrachan, bskts.....	1 75	.....
Apples, Early Williams, bskts.....	1 75	.....
Apples, Canadian, 11-qt. basket.....	0 40	.....
Bananas, bunches.....	2 25	2 75
Cantaloupes, per crate.....	3 50	4 00
Cherries, crates.....	2 50	3 00
Cherries, black, eating, 6-qt. basket.....	1 00	1 10
Cherries, red, eating.....	0 75	1 00
Cherries, red, sour.....	0 50	0 75
Currants, black, 11-qt. basket.....	0 75	.....
Currants, red, 11-qt. basket.....	0 75	.....
Grapefruit, 46-54-64-80-96.....	7 00	.....
Gooseberries, per gal.....	0 40	.....
Blueberries, Lake St. John, 16-qt. box.....	1 60	1 75
Lemons—		
Verdellis.....	7 00	8 00
Messina, 30 size, box.....	6 50	7 00
Montreal melons, per doz.....	12 00	13 00
Oranges—		
California seedless.....	4 50	5 50
Plums, 4 basket crate.....	2 50	3 00
Peaches, in baskets, 6 to crate.....	3 50	.....
Peaches, California.....	2 00	.....
Pears, California, per box.....	4 00	5 00
Pineapples, 18-24 and 30-36.....	3 00	3 60
Limes, per box.....	1 35	1 50
Watermelons.....	0 40	0 50

## LOCAL POTATOES ARE COMING IN QUANTITIES

**Montreal**  
**VEGETABLES.**—The situation is decidedly easier as regards price and quantity. Favorable weather conditions have resulted in considerably larger arrivals of all kinds of new vegetables and as a result prices have sagged to a large degree. Such products as carrots, turnips, cucumbers, onions, tomatoes, etc., have all been marked down this week. Tomatoes are very plentiful and being sold at \$1 per box for "reds" and \$2 for "rose." (Gin boxes are the popular measure used for marketing tomatoes.) Native white potatoes are now in good supply and are selling at \$1.75 for an 80-lb. bag. American potatoes are still being sold but the demand for them is dropping off as the quality of the local potatoes improves. With larger receipts of new onions the price of Spanish in crates has declined 25c per crate.

Beans, Mel, 20-lb. bag.....	0 75	1 00
Beets, new, per doz. bunches, Montreal.....	0 50	0 50
Cabbage, Montreal, per doz.....	0 25	0 50
Carrots, new, per doz. behs.....	0 25	0 30
Cauliflower, Montreal.....	2 50	.....
Celery, per doz.....	0 50	0 75
Corn, Montreal, per doz.....	0 10	0 15
Cucumbers, Montreal, per doz.....	0 15	0 25
Egg plant, N.Y., doz.....	0 25	2 00
Garlic.....	0 30	.....
Leeks, bunch.....	0 15	.....
Head lettuce, Montreal, per 2 doz. box.....	1 50	.....
Curly lettuce, doz.....	0 15	0 20
Mint, doz.....	0 25	2 50
Mushrooms, 4-lb. basket.....	2 00	0 25
Onions, Montreal, per doz. bunches.....	1 00	1 00
Onions—Spanish onions, per crate.....	5 25	5 50
Parsnips, new, per doz. behs.....	1 00	.....
Parsley, Montreal, per doz.....	0 25	.....
Potatoes—		
New, per bbl., Amer.....	4 60	.....
Montreal, white, 80 lbs., bag.....	1 75	.....
Sweet, hamper.....	2 50	.....
Radishes, per doz.....	0 10	0 15
Rhubarb, per doz.....	0 10	0 15
Spinach, Montreal, box.....	0 75	1 00
Turnips, bag, Quebec.....	1 25	.....
Turnips, new, per doz. bunches.....	0 10	0 25
Tomatoes, hothouse, lb.....	0 25	0 30
Tomatoes, Montreal, Red, per box.....	1 00	.....
Tomatoes, Montreal, Rose, per box.....	2 00	.....
Watercress, Canadian, doz.....	0 30	.....

## Plums and Pears Reaching Market

**Early Abundants Plums and Bell Pears  
From Ontario Points Now In—  
Receipts Very Light**

**Toronto**  
**FRUIT.**—Receipts of all kinds of fruit have been somewhat light during the week. Red raspberries are over. The first of the early plums, known as the Abundants, are now reaching the market. They are of a medium size and fair quality. Eleven-quart baskets are selling at 85c and 6-quart at 45c. Some of the first Canadian freestone peaches, grown in the Queenstown district, are reaching

the market. These are known as St. Johns. They are selling at \$1 per 11-quart basket, and the samples are fairly good. A few early Ontario pears are also reaching the market. Early Alexander or Triumphs are selling at lower prices, the six-quart basket being sold at 40c to 50c. This size has become more popular than the 11-quart basket and some merchants are having their stocks arrive entirely in the 6-quart size.

Apples, American harvest, hamper.....	1 75
Apples, yellow harvest, 11 qt.....	0 25
Apples, astrachan, 11 qt.....	0 35
Bananas, bunch.....	1 50
Blackcaps, qt.....	0 11
Cantaloupes, Indiana, standards.....	3 50
Cantaloupes, flats.....	1 50
Cantaloupes, Indiana, baskets.....	1 35
Cherries, Can., 11-qt.....	0 85
Cherries, Can., 6-qt. basket.....	0 50
Gooseberries, 11-qt. basket.....	0 85
Grapefruit—	
Cuban, case.....	4 50
Oranges—	
Late Valencias, case.....	5 00
Grapes, Cal., case.....	3 25
Lemons, Verdill, case.....	9 00
California, 420's.....	8 00
360's-300's.....	8 50
Limes, per 100.....	1 75
Pears, boxes.....	4 25
Canadian, 6-qt. bkt.....	0 30
11-qt. bkt.....	0 40
Peaches, Elbertas, case.....	1 75
Peaches, Crawfords, late.....	1 75
Peaches, Alexanders or Triumphs, 6-qt.....	0 40
Peaches, Alexanders or Triumphs, 11-qt.....	0 60
Peaches, St. John freestone, 11-qt.....	1 00
Plums—	
Canadian Abundants, 6-qt.....	0 45
11-qt.....	0 85
Plums, 4 baskets.....	2 25
Peaches, California, box.....	1 25
Melons, sugar, Canadian, 11-qt.....	1 00
Currants, red, qt.....	0 07
Currants, black, 11 qt.....	1 25
Thimbleberries, qt.....	0 15
Watermelons.....	0 60

## NEW POTATOES CONTINUE TO ADVANCE IN PRICE

**Toronto**  
**VEGETABLES.**—American new potatoes continue to advance in price, the market having firmed to the extent of 25c to 50c per barrel. They are now quoted at \$4.75 to \$5 per barrel. New Ontario potatoes have not yet reached the market in any quantities, although a few have dribbled in in baskets. Some rather fine samples of Canadian cabbage were shipped in barrels and large crates. The barrels were quoted at \$3 and the crates at \$3.25. Some bulk American potatoes reached the market, and were sold at \$2.50 per 90-pound bag. Vegetables of all kinds are scarce. Beets and carrots are coming to the market in small quantities.

Cabbage, Canada, case.....	3 25
Cabbage, Canada, barrel.....	3 00
Beets, basket.....	0 50
Beans, green.....	0 50
Beans, wax.....	0 50
Carrots, basket.....	0 50
Celery, Canadian, dozen.....	0 40
Corn, doz.....	0 13
Cucumbers, basket.....	0 40
Onions—	
Yellow, American, 40-lb.....	2 50
Spanish, crate 120 lbs.....	4 25

(Continued on page 30.)





# FLOUR AND CEREALS



## Demand For Flour Has Been Heavy

One Miller Reports He is 400 Cars Behind Orders — Demand Overreaches Supply

Montreal

FLOUR.—In sympathy with the continued advance and the uncertainty and excitement in the wheat market, flour has again soared upwards and prices on all grades of flour were marked up 60c since last report. There was one advance of 40c and another of 20c, making a total climb of \$1.60 since July 27. The demand from both city and country dealers has been very heavy, in fact far ahead of the supply, and one miller reports being 400 cars behind with orders—and they are still pouring in.

It is now stated that the American buying has not been unusually heavy and the entire blame for higher prices can be laid at unfavorable crop reports from the western provinces.

Manitoba Wheat Flour—	Per bbl. of 2 bags
First patents	8 20
Second patents	7 70
Strong bakers	7 50
Winter Wheat Flour—	Car Small
Fancy patents	lots 6 50 6 75
90 per cent. in wood	lots 5 85 6 00
90 per cent. in bags	lots 2 75 3 00

### CORN FLOUR GOES UP TEN CENTS PER BAG

Montreal

CEREALS.—Corn flour registered a further advance of ten cents per bag, making the price now \$2.85. Other lines are unchanged. The market for corn is very strong, and there is a tendency to look for still higher prices in this direction. The demand for rolled oats and other cereals is reported fairly good for the time of year.

Cornmeal—	Per 98-lb. sack
Gold dust	2 50
Rolled Oats—	90 in jute.
Small lots	2 75
25 bags or more	2 50
Packages, case	3 90 4 00
Oatmeal—fine, standard and granulated, over rolled oats in 90's, in jute.	10- per cent.
Rolled Wheat—	100-lb. bbls.
Hominy, per 98-lb. sack	4 00
Hominy, per 98-lb. sack	2 75
Corn flour, bag	2 85
Rye, flour, bag	2 65 2 80
Barley, pot	3 00
Barley, pearl, lb.	0 04 1/2

### ALL MILL FEED PRICES HAVE BEEN MARKED UP

Montreal

FEEDS.—The advance in the wheat and flour markets was strongly reflected this week in the mill feed list. Every quotation has been marked up, the changes ranging from \$1 to \$2 per ton. Millers report a great difficulty in keep-

ing up with the demand for feeds and in some instances the prices have been advanced even beyond the figures quoted as the millers say they are absolutely unable to make deliveries in any reasonable time under present conditions.

Mill Feeds—	Per ton.
Bran	24 00
Shorts	26 00
Middlings	29 00
Wheat moulee	33 00
Feed flour	34 00
Mixed chop, ton	34 00
Crushed oats, ton	36 00
Oats, chop, ton	36 00
Barley, chop, ton	34 00
Feed oats, Manitoba, bush.	0 60
Feed wheat, bag	2 25

## Think Prices Have Reached Top Limit

Wheat Went as High as \$1.60 During Week—Now Back at Lower Prices—Flour May Follow

Toronto

FLOUR.—During the week flour advanced another 60 cents per barrel, and at the time of writing is selling at \$8.10 per barrel in car lots. The market is weak, however, owing to the big drop in the price of wheat during the week. On Monday wheat prices shaded off in the neighborhood of 7 cents per bushel, and dropped from the high level of \$1.60 reached on Saturday last for No. 1 Northern at track bay ports. On Tuesday the market in wheat opened weak and for a time went as low as \$1.40 1/4 track bay, but recovered during the morning to \$1.49 1/4. The opinion prevails among millers that the present high prices are occasioned purely by the speculative element. Damages had been exaggerated and more favorable crop reports sent the price downward. There is very little flour changing at present prices. Another decline of 5 or 6 cents per bushel in wheat would send the price of flour down 50 cents a barrel.

Manitoba Wheat Flour—	Small Car
	lots. lots.
	per bbl. of 2 bags
First patents	8 30 8 10
Second patents	7 80 7 60
Strong bakers	7 60 7 40
Ontario winter wheat flour, 90 per cent.	6 10 5 80

### BIG DEMAND FOR OATMEAL AND OTHER CEREAL FOODS

Toronto

CEREALS.—There has been a good demand for cereals during the past week. This has been particularly so in the case of oatmeal. Advances have been recorded in the latter of 5 cents per 98-pound bag. Rolled oats have also advanced 10 cents and are now selling at \$3.05. Whole wheat flour has also advanced 30 cents and is quoted at \$3.80.

Wheatlets are quoted at \$4.05. Graham flour has advanced to \$3.80.

Barley, pearl, 98 lbs.	4 30	4 40
Barley, pot, 98-lbs.	3 25	
Buckwheat grits, 98 lbs.	4 50	
Corn flour, 98 lbs.	3 00	3 25
Cornmeal, yellow, 98 lbs.	2 70	
Graham flour, 98 lbs.	3 80	
Hominy, granulated, 98 lbs.	3 00	
Hominy, pearl, 98 lbs.	3 00	
Oatmeal, standard, 98 lbs.	3 30	
Oatmeal, granulated, 98 lbs.	3 30	
Peas, Canadian, boiling, bush.	3 00	
Rolled oats, 90-lb. bags	3 05	
Rolled wheat, 100-lb. bbls.	3 25	
Rye flour, 98 lbs.	2 95	
Whole wheat flour, 98 lbs.	3 80	
Wheatlets, 98 lbs.	4 05	

### MILL FEEDS ADVANCE AND ARE FIRM IN PRICE

Toronto

FEEDS.—There has been a heavy demand for all mill feeds during the week. Millers in certain instances state they have been unable to supply the demand. It is pointed out that mill feeds have not advanced proportionately with wheat and that consequently the recent drop will not affect the market unless prices go considerably below present quotations. There has been an advance of \$1 per ton on all feeds.

Mill Feeds—	per ton
Bran	34 00
Shorts	26 00
Special, middlings	27 00 29 00
Feed flour, per bag	1 75 2 10
Oats—	per ton
No. 3, Ontario, outside points	6 55 6 56

## Claim Wheat Is Too High in Price

Some Western Millers Assert It Has No Right to be Where It Is To-day

Winnipeg

FLOUR AND CEREALS.—The flour market advanced another 60c on Wednesday, Aug. 9, making a total advance of \$1.40 per barrel. This brings the price of first patents up to \$8, which is the highest point reached since the war began two years ago. The flour market went up, of course, with wheat, the market for which has been touching unheard-of levels during the past week, advancing as much as 6c per bushel inside of a day. When the big jump took place on Wednesday, August 9, some millers nut the advance on flour into effect right away; others did not advance their quotations until the following Friday.

Cereals also advanced. Rolled oats are now \$2.50, an advance of 25c per 80 lbs. This was the result of an advance in raw material, oats having gone up in sympathy with wheat. The demand for rolled oats has improved considerably, and the mills are running pretty well to capacity.

# When You Visit the "Ex."

We cordially invite you to make our down town offices your headquarters. We are conveniently located at 1401-2 Royal Bank Bldg., corner of King and Yonge.

Drop in and talk things over before leaving the city.



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





# FISH AND OYSTERS

## American Market Supplying Haddock

Cost More Than Canadian Product But Prices are Unchanged—Salmon Still Scarce — Small Quantities of Lake Fish

Montreal

FISH.—The past week brought no relief to fish dealers and a scarcity in many lines still continues to restrict trade in both wholesale and retail circles. The price of salmon was advanced during the week, and Gaspé is now quoted at 22 cents and Western at 18c. Gaspé salmon is now very scarce and the supply of fresh stock is about cleaned up. Haddock is still scarce due to the fish leaving some of the banks. A considerable quantity of haddock has been bought lately in the American market, and this has cost more than the native production, though quotations to the retailer have not been changed. Very small quantities of lake fish are arriving now but as the Manitoban lakes will open next week it is expected there will be plentiful supplies in the near future. There are a few mackerel on the market, the price being firm at 10c a lb. The demand for lobsters is keeping up well and the price has advanced to 35 and 36c. In pickled and salt lines there have been a few inquiries, but no large sales have taken place lately. A good many Scotch cured herring are going into consumption, and it is expected when the weather becomes cooler that still larger sales will be effected. The demand for bulk and shell oysters, clams, etc., is very limited, and business in this department is without feature.

### SMOKED FISH

Haddies, per lb., new cured	09
Haddies, fillets, per lb.	12
Digby herring, box	0 75
Smoked boneless herring, 10-lb. box	1 30

### PRAWNS, SHRIMPS, LOBSTERS

Lobsters, medium and large, per lb.	0 35	0 36
Prawns, Imperial gal.		2 25
Shrimps, Imperial gal.		2 25

### FRESH SEA FISH

Halibut	13	-14
Haddock, fancy, express, lb.	06	-07
Mackerel, medium, each		20
Mackerel, per lb.		10
Steak, cod, fancy, express, lb.		08
Flounders		6
Flounders, New York		9
Salmon, Western		18
Salmon, Gaspé		22

### FRESH LAKE FISH

Carp, lb.	0 00
Pike, lb.	0 08
Perch	0 10
Whitefish, lb.	0 13
Lake Erie whitefish	
Herrings, each	0 03½

Herrings, lb.	0 05
Lake trout	0 13
Eels, lb.	0 08
Dore	0 14

## Fish Supplies Not Meeting Demands

Western Salmon and Halibut Coming to Market in Small Quantities—Whitefish and Trout Somewhat Scarce

Toronto

FISH.—Just at the present time supplies of fish reaching the local market are hardly sufficient to meet the demands. With cooler weather there has been a slightly increased consumption. On the other hand western salmon has been reaching the market in rather sparse shipments. Halibut also has been somewhat backward. Whitefish and salmon trout are just now between seasons. Larger quantities are expected in October and the big run of the spring has petered out somewhat. Prices in these commodities have consequently held firm. There have been no price changes during the week.

### SMOKED FISH.

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

### SHRIMPS, LOBSTERS.

Lobsters, medium and large, per lb.	0 45
Shrimps—	
1 gallon	1 25
2 gallons	2 40
4 gallons	4 60

### FRESH SEA FISH.

Halibut	0 13
Haddock, fancy, express, lb.	0 07
Steak, cod, fancy, express, lb.	0 09
Flounders, New York	0 07
Flounders	0 07
Salmon, Western	0 16

### FRESH LAKE FISH.

Pike, lb.	0 08
Whitefish, lb.	0 12
Herrings, lb.	0 07
Lake trout	11-12

## Salmon Is Scarce And Has Advanced

Has Gone Up Cent a Pound—Poultry More Plentiful—Trout and Pickerel Scarce

Winnipeg

FISH AND POULTRY.—The market all round is firm. Salmon is scarce, and is bringing a cent more this week—16c. Trout is also scarce, but the price remains at 12c. Plenty of trout is expected in about a week. Pickerel will be plentiful in two weeks, but is scarce now, and is bringing 10c; in two weeks it will likely drop to 8c. From now on whitefish will be scarce, but the price

remains at 9½c. There are still a few gold eyes on the market at 50c per doz. Poultry is more plentiful; fowl is bringing 21c, and broilers \$1.50 per pair.

Fish—

Fresh salmon	0 16
Fresh halibut	0 11
Steak, cod, per lb.	0 09
Lake Winnipeg whitefish	0 09½
Fresh finnan haddie	0 11
Kippers, per box	2 00
Fresh lake trout, per lb.	0 13
Bloaters, per box	2 00
Salt mackerel, 20-lb. kit	3 00
Pickerel, lb.	0 10
Smoked gold-eyes, doz.	0 50
Poultry, Live—	
Fowl	0 21
Broilers, pair	1 50

## FRUIT AND VEGETABLES

(Continued from page 27.)

Cincinnati, 100-lb. sack	4 90	4 75
Green, doz. bunches	0 20	0 30
Oregon, 100 lbs.		3 90
Lettuce, leaf, doz.	0 15	0 25
Lettuce, head, dozen and half		0 60
Parsley, 11 qt. basket		0 40
Peppers, green, basket	0 75	0 90
New, barrel	4 75	5 00
Potatoes—		
Ontario, bag		1 90
New, barrel	4 25	4 50
New, bag, American		2 50
Squash, summer, basket		0 50
Cress, water, basket		0 75
Tomatoes, Canadian, 11-qt. basket	0 40	0 70
Flowers, gladiolas, bkt.		0 75

## CRAB APPLES AND ITALIAN PRUNES EXPECTED IN SOON

Winnipeg

FRUIT AND VEGETABLES.—The demand for fruit has not been exceptionally good during the past week, this being a little between seasons. Probably the best demand is for peaches, although the market on these is rather high, sales of peaches being made anywhere between \$1.25 and \$1.50 per crate. There are very few new lines on the market, but crab apples are expected this week, opening around \$1.75 per box. Italian prunes are expected in about two weeks. There is no very important feature to the vegetable market, most of the stuff selling being local produce. One of the newest lines on the market is Spanish onions, which are bringing \$2.50 per crate.

Fresh Fruits—

Apples, Washington, box	2 50
Bananas, lb.	0 04½
Cantaloupes, crate	6 00
Grapefruit, case	6 50
Grapes, California, crate	3 00
Valencia oranges, case	5 50
California lemons	8 50
Plums, crate	2 25
Peaches, crate	1 25
Apricots, crate	1 75
Watermelons	7 00
Crab apples, box	1 75

Vegetables—

Peppers, per basket	0 75
Mushrooms	0 90
Carrots, dozen bunches	0 30
New potatoes, bbl.	4 50
B.C. potatoes	1 20
Garlic, per lb.	0 25
California onions, lb.	0 04½
Spanish onions, crate	2 50
Mississippi tomatoes, box	1 50

# Fine Meat Department Helps Trade

Adams Bros., of Lindsay, Ont., Recently Installed Very Complete Arrangements for the Handling of Meats of All Kinds—Refrigerator Built With Plate Glass Sides to Show Meats.

**A**DAMS BROS., of Lindsay, Ont., have recently moved into their new store where new fittings have been installed complete in their meat and provisions department. The firm was burned out in April of this year, and has been using temporary quarters in the market building until the completion of the fittings and other store arrangements at the corner of Kent and Cambridge streets in that city. The grocery department occupies the corner store while the meat and provision department occupies a space equally as large adjoining and fitted with all the latest equipment for the economical and safe handling of provisions. The meat and provision department is connected with the grocery department by an archway.

The company has its own refrigerating plant and in connection therewith has three large ice boxes and a showcase

the supplies kept therein when it is closed tightly. For this reason it is necessary to leave the side of the showcase thrown open.

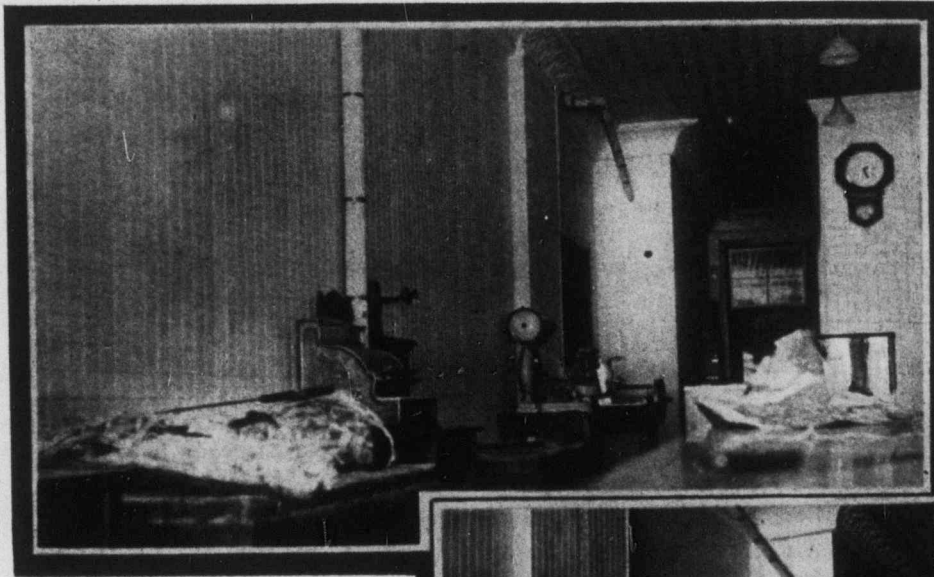
The refrigerator space for the fresh meats is a very spacious compartment and is built in the store about three-quarters of the way to the rear. The side of this compartment facing the front of the store is built with a large plate glass side. It is possible for customers to see the meats as they hang in an invitingly cool place. In this way it is an inducement for patrons to buy meat where they would perhaps not otherwise be enticed. Additional cold storage space is provided in the rear of the store and still another cold storage box is erected in the grocery department for butter and eggs.

### Equipment Complete

To facilitate the handling of meats

there are computing scales and cash registers of the latest design. With this concern the matter of hot summer weather, is no longer a bar or a detriment to the successful handling of provisions. Waste is reduced to the minimum and the business is on such a basis that customers feel inclined to buy more meats than they otherwise would if the department were handled with less care and attention to detail.

As an indication of the significance this concern attaches to this branch of their business, it will be seen that the new store has been organized with a view to keeping things in the very best possible condition. It is in a separate store with a separate entrance from the street, together with an archway entrance from the grocery department. Three clerks are employed in this department for the most part. In busy seasons the number is increased. Adams Bros. is one of the progressive concerns of this central portion of Ontario as will be indicated by the methods they have adopted, and the thought expended in the working out of their new provision department.



View showing rear of meat department of Adams Bros. Meats can be seen through plate-glass side of refrigerator. There is ample space for a large storage of fresh meats.

Interior of the meat department of Adams Bros., showing tasteful and complete equipment of meat department. Above is a view of the front interior of the store.

that is supplied with cold pipes for the keeping of meats in hot weather. As will be noted by reference to the snapshots taken by a Canadian Grocer representative on the occasion of a recent visit to Lindsay, the provision store is most neatly and conveniently arranged. The store is wide and gives ample space for the cutting blocks behind the counters. The window is large and is suitable for a fine display of meats. The counters are wide and on one end there is a showcase for the use of such provisions as sausages, Bologna, cooked meats and other goods of a similar nature. In the warmest day in summer it is possible to keep this space cool enough to freeze







# PRODUCE AND PROVISIONS



## Some Live Hogs Sold Over \$13

Record Price of \$13.35 Per Hundred Reached—Pork Products May Advance in Sympathy

**Montreal**  
**PROVISIONS.**—The first of the present week saw another advance in the price of hogs, sales being made in the West End market at \$12.50 to \$13.25. One carload of selected stock sold at the record price of \$13.35. At the time of writing this advance had not affected quotations of pork products, but if these figures are maintained another advance in all the main lines will follow. Packers advise that the demand for all lines of pork products has been exceptionally good. Sales to the old country have also been very good and higher prices are expected.

<b>Hams—</b>		
Small, per lb.	0 23	0 24
Medium, per lb.	0 22	0 23½
Large, per lb.	0 22	0 22
<b>Backs—</b>		
Plain, bone in	0 25	
Boneless	0 29	
Peameal	0 29	
<b>Bacon—</b>		
Breakfast, per lb.	0 26	
Roll	0 17	0 20
Shoulders, bone in	0 17	
Shoulders, boneless	0 19	
<b>Cooked Meats—</b>		
Hams, boiled, per lb.	0 36	
Hams, roast, per lb.	0 38	
Shoulders, boiled	0 28	0 29
Shoulders, roasted	0 30	
<b>Dry Salt Meats—</b>		
Long clear bacon, 50-70 lbs.	0 16½	
Long clear bacon, 80-100 lbs.	0 15½	
Flanks, bone in, not smoked	0 16½	
<b>Barrelled Pork—</b>		
Heavy short cut mess	30 06	
Heavy short cut clear	32 00	
Clear fat backs	35 00	
Clear pork	33 00	
<b>Lard, Pure—</b>		
Tierces, 375 lbs. net	0 17	
Tubs, 50 lbs. net	0 17½	
Tins, 50 lbs. net	0 17½	
Pails, wood, 20 lbs. net	0 17½	
Pails, tin, 20 lbs. gross	0 17	
Cases, 10 lb. tins, 60 in case	0 17½	
Cases, 3 and 5-lb. tins, 60 in case	0 18½	
Bricks, 1 lb. each	0 19½	
<b>Lard, Compound—</b>		
Tierces, 350 lbs. net	0 14½	
Tubs, 50 lbs. net	0 14½	
Tins, 50 lbs. net	0 14½	
Pails, wood, 20 lbs. net	0 15	
Pails, tin, 20 lbs. net	0 15½	
Cases, 10-lb. tins, 60 in case	0 16	
Cases, 3 and 5-lb. tins, 60 in case	0 15½	
Bricks, 1 lb., each	0 16½	
<b>Hogs—</b>		
Dressed, abattoir killed, cwt.	17 00	

## EXPORT DEMAND CAUSES BUTTER PRICES TO GO UP

**Montreal**  
**BUTTER.**—Receipts of butter for the past week were 23,000, which is considerably in advance of the previous week. Notwithstanding the larger production, however, the market continues to advance due to the export demand. On Saturday at Cowansville and St. Hyacinthe the butter sold at 32¾c, which is one

cent higher than the previous week. If the export trade continues there will no doubt be a steady and firm market with higher prices.

<b>Butter—</b>	
Finest creamery, fresh	0 34
Dairy prints	0 28
Dairy, solids	0 27
Separator prints	0 25
Bakers	0 26

## INQUIRY IS BEING MADE FOR EGGS FOR EXPORT

**Montreal**  
**EGGS.**—There continues to be a wide range in quality though with cooler weather it is expected there will be less complaint on that score. In the country districts 24 and 25c, loss off, is being paid. Receipts last week were 8,790 cases. There has been some export enquiry but very little business has been put through during the last three or four weeks.

<b>Eggs, case lots—</b>		
No. 2's	0 24	0 26
No. 1's	0 29	0 30
Extras	0 28	0 33

## IMPROVEMENT IN CHEESE EXPORT IS LOOKED FOR

**Montreal**  
**CHEESE.**—Receipts for last week were larger than for the week previous being 88,549 boxes. The price in the country is a shade easier, 17½c being the top price paid last week. The export demand has been fairly good, but not as large as it might be and an improvement in this direction is looked for.

<b>Cheese—</b>		
1916 make	0 18	0 19
Stilton	0 22	0 22
1915 make	0 22	0 22

## POULTRY MARKET EASIER DUE TO BIG DELIVERIES

**Montreal**  
**POULTRY.**—In the poultry department the feature this week has been heavy deliveries of broilers, old fowl and ducklings, and as a result the market is a shade easier. Receipts have been quite satisfactory, and the market has been fairly well cleaned up every day.

<b>Poultry—</b>		
<b>Frozen Stock—</b>		
Turkeys	0 29	0 31
Ducks	0 26	0 26
Geese	0 17	0 18
Roasting chicken, milked, 5 lbs. or over	0 30	0 30
Roasting chickens, ordinary	0 22	0 22
Squabs, Canadian, pair	0 50	0 50
Squabs, Philadelphia, pair	0 70	0 70
Pigeons, pair	0 25	0 30
<b>Fresh Stock, Dressed—</b>		
Fowls, large, per lb.	0 22	0 22
Fowls, small, per lb.	0 20	0 20
Turkeys, Tom, per lb.	0 27	0 28
Turkeys, Hen, per lb.	0 28	0 30
Broilers, per lb.	0 25	0 30
<b>Live Stock—</b>		
Fowl, 5 lbs. and more	0 7	0 18
Fowl, small	0 15	0 16

Turkeys	0 22	0 23
Ducks, young	0 18	0 19
Ducks, old, per lb.	0 16	0 16
Geese	0 13	0 15
Broilers	0 18	0 20

## COUNTRY DEALERS MAKING INQUIRIES ABOUT HONEY

**Montreal**  
**HONEY.**—There has been no change in the market, but inquiries from country dealers are continuing to come in and indications point to a good supply with the quality well up to if not above the average.

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

## Lumber Camps Are Laying in Meats

**Demand for Dry Salted Article Has Consequently Been Heavy — High Prices Hold Firm**

**Toronto**  
**PROVISIONS.**—Lumber camps have been stocking their winter supplies of dry salt meats and in consequence some provision men are cleaned out of long clear bacon. This is a commodity that keeps well and lumber companies secure their supplies in good time for their winter needs. All cooked meats continue to have a heavy demand but with a continuation of cooler weather it is expected the demand will begin to decline. Higher prices are not looked for as they are about the limit that the trade will pay. With increase in the price of hogs commission men find their margins gradually decrease. Live hogs have had another advance during the week and are now selling at \$12.75, fed and watered.

<b>Hams—</b>		
Light, per lb.	0 24½	0 25
Medium, per lb.	0 24½	0 25
Large, per lb.	0 22½	0 23
<b>Backs—</b>		
Plain	0 25	0 26
Boneless, per lb.	0 27	0 30
<b>Bacon—</b>		
Breakfast, per lb.	0 24	0 29
Roll, per lb.	0 19	0 21
Pickled meats—1c less than smoked.		
<b>Dry Salt Meats—</b>		
Long clear bacon, ton lots	0 18	0 19½
Long clear bacon, small lots	0 19½	0 19½
Fat backs, lb.	0 17	0 18
<b>Cooked Meats—</b>		
Hams, boiled, per lb.	0 35	0 36
Hams, roast, per lb.	0 35	0 36
Shoulders, boiled, per lb.	0 30	0 31
Shoulders, roast, per lb.	0 30	0 31
<b>Lard, Pure—</b>		
Tierces, 400 lbs., per lb.	0 17	0 17½
Tubs, 60 lbs.	0 17½	0 17½
Pails	0 17½	0 18
Bricks, 1 lb., per lb.	0 18½	0 19

<b>Lard, Compound—</b>		
Tierces, 400 lbs., per lb. ....	0 14½	0 14½
Tubs, 50 lbs., ..... ..	0 14½	0 14½
Pails, 20 lbs., per lb ..... ..	0 14½	0 15
Bricks, 1 lb., per lb. .... ..	0 15½	0 16
<b>Hogs—</b>		
Live ..... ..		12 25
Dressed, abattoir killed..... ..	16 50	17 00
Live, fed and watered ..... ..		12 75

**BUTTER IS UP HALF CENT DURING WEEK**

**Toronto**  
**BUTTER.**—There has been a good demand for first quality creamery butter during the week and prices in consequence have become firmer by a half cent per pound for creamery prints. It still continues to be a problem to get really first-class quality owing to the difficulty in keeping cream. With continued cool weather this condition should soon right itself. Farmers are diverting their milk to the cheese factories in large quantities and this continues to have a firming tendency. There has not been much butter exported during the week.

Creamery prints, lb. .... ..	0 31½	0 33½
Creamery solids ..... ..	0 31½	0 32½
Dairy prints, choice, lb. .... ..	0 25	0 25
Dairy prints, lb. .... ..	0 25	0 25
Bakers ..... ..	0 23	0 25

**CHEESE PRICES FIRMER IN PRIMARY MARKETS**

**Toronto**  
**CHEESE.**—There has been a firmer tendency in the cheese market at country points, although selling prices to the retail trade have not been advanced since recent quotations. Some commission houses report considerable old cheese being offered with a small demand for the same. The big export business in cheese continues.

<b>Cheese—</b>		
Cheese, large, per lb. .... ..	0 18	0 18½
New, twins, per lb. .... ..	0 18½	0 19½
Sept., large, per lb. .... ..		0 22
Sept., twins, per lb. .... ..		0 22½
Sept., triplets, per lb. .... ..		0 22½

**HENS ARE GETTING ON STUBBLE—EGGS BETTER**

**Toronto**  
**EGGS.**—The quality of eggs during the past week has shown a considerable improvement. With the cutting of wheat the farmers' hens are able to get on the stubble and pick the shelled grain. This has helped make the eggs firmer in quality, and better able to stand warm weather and transportation. A gradual improvement in quality is looked for. Some commission houses continue to have serious trouble in getting eggs delivered at terminal points. There are some who are refusing shipments owing to the length of time they have been held up.

<b>Eggs—</b>		
New laids, cartons ..... ..	0 32	0 34
New laids, ex-cartons ..... ..	0 28	0 30
No. 2's ..... ..	0 24	0 25

**OLD FOWL PRICES TAKE DECLINE OF TWO CENTS**

**Toronto**  
**POULTRY.**—There has been a good supply of old fowl reaching the market during the week, indicating a plentiful supply at country points. In conse-

quence the price has declined two cents a pound for live and one cent on dressed. Broilers are being delivered to city points in the live condition during warm weather as commission men find they can better take care of them when properly chilled after being killed. Milk-fed fowl have been scarce. Ducklings reached the market freely during the past week. Demand for these has been only fair.

<b>Poultry—</b>		
Spring broilers (1½ lbs. and over).....	Live 0 20	Dressed 0 25-0 35
Old fowl, lb. .... ..	0 14-0 16	0 19-0 22
Milk-fed ..... ..	0 17-0 20	0 25-0 26
Ducklings ..... ..	0 12-0 14	0 16-0 18

**COMMISSION MEN NOT GETTING MUCH HONEY**

**Toronto**  
**HONEY.**—Provision men have not

been overburdened or drowned out with the supplies of new honey that are being shunted their way. Although there is a large honey crop it has not yet begun to filter into the hands of commission merchants. Producers are going direct to retailers where they can in the hope that they will get a little better price. When this market has been supplied they will try and dispose of the remainder to commission dealers. However, some is reaching dealers in five-pound pails, and is being quoted at 12½¢ to 13 cents.

<b>Honey—</b>		
Clover, 50 lb. tins, per lb. .... ..	0 12½	0 13½
Clover, 5 and 10-lb. tins ..... ..	0 12½	0 13
Comb, No. 1, doz. .... ..	2 75	3 00
Comb, No. 2, doz. .... ..	2 25	2 50

**SAVE YOUR MONEY**

FOR THE

**DOMINION WAR LOAN**

TO BE ISSUED IN SEPTEMBER.

By purchasing a bond you will help to WIN THE WAR and obtain for yourself an investment of the highest class yielding a most attractive rate of interest.

DEPARTMENT OF FINANCE  
 OTTAWA.



# New Season Japan Teas

All grades of this year's crop have now arrived in store. We have a splendid selection to offer the trade at prices ranging from 60c. to 16c. per lb.

Packed in 5-10-20-40-80 lb. boxes.

Sifting and Fannings in 1 lb., 3 lb. and 5 lb. packages at lowest prices.

Before purchasing for your requirements drop us a postal for samples and quotations.

*We will save you money.*

## KEARNEY BROS., LIMITED

TEA AND COFFEE MERCHANTS

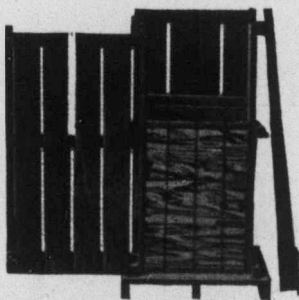
33 St. Peter St.

WHOLESALE ONLY

MONTREAL

# MONEY IN WASTE PAPER

\$2.00 to \$10.00 a Month for Your Waste Paper



Waste Paper Bin and Baler Combined. An ever-ready receptacle for that burdensome accumulation.

Floor space 23 x 26 inches; height 4 feet 3 inches. Size of bale 14 x 18 inches, with an average weight of 75 pounds.

## THE "JEWEL" BALER—

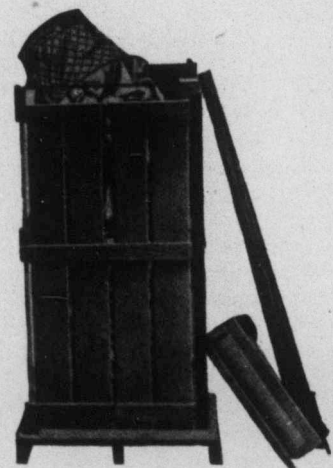
Complete with one bundle of wire.

**\$17.50 f.o.b. Hamilton**

(by 10 day draft)

*Not only pays for itself but makes you money.  
Strong, Durable, and Easy to Operate.*

There is always a market for baled waste paper, and the installation of a 'Jewel' means a permanent addition to your equipment that will not only very quickly pay for itself but on account of its capacity and ease of operation will be found a positive convenience to any place of business. It affords every facility for keeping your premises in a tidy condition and reduces to a minimum the risk of fire.



By all means GET A BALER—better still—GET A "JEWEL." Hundreds of satisfied users testify to its value. All information re Balers or the disposal of Waste Paper is free for the asking. Order your Baler to-day.

**GENERAL SALES COMPANY**

Distributors

**203 Stair Bldg.**

**TORONTO**

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

# The troubles of the grocer and how to stop them

*Nothing on the market to-day does so much to help grocers and butchers make money as the modern National Cash Register*

## Some things our complete new model does

It accurately records all transactions between clerks and customers.

In two seconds it prints a receipt or sales-slip showing the amount paid or charged.

It gives the merchant the cheapest, most direct, and most effective advertising of his store and service.

It prints a visible list showing 42 of the last transactions. This tells the merchant what is done when he is away from the store.

A good location is important. A clean, well-arranged store is important. A good volume of trade is important.

The most important thing of all is to take care of the money customers give you in exchange for goods.

National Cash Registers do this, and do it better than it can be done in any other way. And this particular "National" is the one we recommend to grocers and butchers and general storekeepers.

For further information mail in the coupon to-day, or write

It stops disputes with customers about money and accounts.

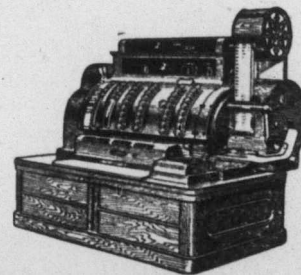
It tells the total number of customers daily.

It tells how many customers each clerk waits on and the amount of his sales.

It saves the merchant's time.

It frees him from work and worry.

It attracts trade and increases profits.



The National Cash Register Company, Ltd., Toronto, Ont., Canada.

Please send me the "Hints for Grocers" booklet. I saw your "Troubles of the Grocer" advertisement and am interested. This does not obligate me to buy.

Name.....

Address.....

**The National Cash Register Company, Limited**  
**Toronto Ontario**

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



# BACK BACON

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

Made Under Government Inspection.

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

## Freeman's Dry Air Refrigerator

We have enlarged the air circulating capacity and multiplied many times the air-drying and ice-saving efficiency of present day Butcher Refrigerators until we have produced a Refrigerator measuring inch for inch more air circulating capacity than any other made during the past or present.

This Interior View 

shows our warm air flue arranged along the ceiling, where the largest volume of warm air rises to in all cold rooms. It is placed where warm air flues are most needed. These flues form a hollow recess for receiving the warm air; they discharge the air from both ends and convey it above the ice.

Price list and catalogue free and mailed to any address.

Manufactured by the  
**W. A. FREEMAN CO., LIMITED**  
HAMILTON, CANADA

## QUOTATIONS FOR PROPRIETARY ARTICLES

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

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

	Per doz.
5c Tins, 4 doz. case, weight 10 lbs. ....	\$ 0 45
4 oz. Tins, 4 doz. to case, weight 20 lbs. ....	0 75
6 oz. Tins, 4 doz. to case, weight 25 lbs. ....	0 90
8 oz. Tins, 4 doz. to case, weight 25 lbs. ....	1 30
12 oz. Tins, 4 doz. to case, weight 48 lbs. ....	1 75
16 oz. Tins, 4 doz. to case, weight 65 lbs. ....	2 25
3 lb. Tins, 2 doz. to case, weight 85 lbs. ....	5 00
5 lb. Tins, 1 doz. to case, weight 75 lbs. ....	9 50

### ROYAL BAKING POWDER

Size	Less than 10 case lots Per doz.	Bbl. lots or 10 cases and over Per doz.
Dime	\$.95	\$0 90
4-oz.	1 40	1 35
6-oz.	1 95	1 90

### DOMINION CANNERS, LTD. JAMS

"Aylmer" Pure Jams and Jellies Guaranteed Fresh Fruit and Pure Sugar Only.

	Screw Top Glass Jars 16 oz. glass 2 doz. case Per Doz.
Apricot	\$2 45
Assorted	2 35
Blackberry	2 35
Blueberry	2 35
Currant, Red	2 35
Currant, Black	2 45
Cherry	2 35
Gooseberry	2 25
Plum	2 10
Plum, Green Gage	2 25
Pear	2 25
Peach	2 25
Raspberry, Red	2 45
Raspberry, Black	2 35
Raspberry and Red Currant	2 35
Raspberry and Gooseberry	2 35
Strawberry	2 50

### CATSUPS—In Glass Bottles

	Per doz.
1/4 Pts. Delhi Epicure	\$ 1 20
1/2 Pts., Red Seal, screw tops	1 00
1/2 Pts., Red Seal, crown tops	0 90
Pts., Delhi Epicure	1 90
Pts., Red Seal	1 40
Pts., Tiger	1 15
Ots., Delhi Epicure	2 40
Ots., Red Seal	1 75
Ots., Lynn Valley	1 75

### BAKED BEANS WITH PORK.

Brands—Aylmer, Simcoe, Quaker, Little Chief, Log Cabin.

	Per doz.
Individual Baked Beans, Plain or with Sauce, 4 doz. to case	0 47 1/2
1's Baked Beans, Plain, 4 doz. to case	0 70
1's Baked Beans, Tomato Sauce, 4 doz. to case	0 70
1's Baked Beans, Chili Sauce, 4 doz. to case	0 70
2's Baked Beans, Plain, tall, 2 doz. to case	1 05
2's Baked Beans, Tomato Sauce, tall, 2 doz. to case	1 05
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	1 16

Family, Plain, \$1.20 doz.; Family, Tomato Sauce, \$1.30 doz.; Family, Chili Sauce, \$1.30 doz.; 3's, Plain, Flats, Aylmer only, \$1.40 doz.; 3's, Tomato Sauce, Flats, Aylmer only, \$1.50 doz.; 2's, Chili Sauce, Flats, Aylmer only, \$1.50 doz.; 2 1/2's, Plain, \$1.45 doz.; 3's, Plain, Tall, \$1.60 doz.; 3's, Tomato Sauce, \$1.75 doz.; 3's, Chili Sauce, \$1.75 doz. The above 2 doz. to case. 10's, 1/2 doz. per case, for hotel and restaurant use (gals.), \$5.25 doz.

### "AYLMER" PURE ORANGE MARMALADE

	Per Doz.
10 1/2 oz. Gross Jars	\$ 0 75
Tumblers, Vacuum Top, 2 doz. in case	1 15
12 oz. Glass, Screw Top, 2 doz. in case	1 40
14 oz. Glass, Screw Top, 2 doz. in case	1 60
16 oz. Glass, Screw Top, 2 doz. in case	1 90
16 oz. Glass, Tall, Vacuum Top, 2 doz. in case	1 95
2's Glass, Vacuum Top	3 10
2's Tin, 2 doz. per case	2 75
4's Tin, 12 pails in crate, per pail	0 50
5's Tin, 8 pails in crate, per pail	0 61
7's Tin or Wood, 6 pails in crate	0 79
14's Tin or Wood, 4 pails in crate, per lb.	0 11
30's Tin or Wood, one pail only, per lb.	0 11

### BLUE

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

### CEREALS

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

### COCOA AND CHOCOLATE

THE COWAN CO., LTD.

	Per doz.
Cocoa—Perfection, 1-lb. tins, doz.	4 50
Perfection, 1/2-lb. tins, doz.	2 40
Perfection, 3/4-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 80
Perfection, 5-lb. tins, per lb.	0 37
Soluble bulk, No. 1, lb.	0 22
Soluble bulk, No. 2, lb.	0 20
London Pearl, per lb.	0 24
(Unsweetened Chocolate)	
Supreme chocolate, 1/2's, 12-lb. boxes, per lb.	0 31
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80

*Bigger and bigger sales for you*  
**GOLD DUST**



Grocers who have displays of Gold Dust in their windows and on their shelves find that they are selling many extra packages. Put a Gold Dust display in your store *now*.

Every woman who enters your store *knows* Gold Dust—the chances are, has tried it.

Our extensive, continuous advertising *actually* works for you. It explains how Gold Dust saves work—how it can be used for cleaning *everything*.

Gold Dust has made good with women because it saves them work—and it has made good with merchants because it makes satisfied customers—the biggest asset any store can have.



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

*“Let the GOLD DUST TWINS do your work.”*

# PREPAREDNESS

We have learned a great deal about Preparedness as regards matters military, and we know the advantages of the people who were prepared.

The same thing applies to matters of trade and commerce. The individual who is prepared to take advantage of the enormous business that is sure to come to Canada in the years to come will be the one who benefits.

The Grocerman is going to get a lot of business that was formerly done by the cafes and saloons, and CIGARS and TOBACCO will form no small part of that business.

A good three-for-a-quarter cigar, something that the public approves of, will be a business-getter.

ORLANDO (Invincible) will get you that business.

ORLANDO spells Preparedness.

**W. R. Webster & Co., Limited, Sherbrooke, Canada**

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



# The polish that sells



You can always depend on "Stop-On" polishes to give that absolute satisfaction that means quicker sales and better profits. Unlike most others, a "Stop-On" shine will retain its brilliancy in damp or foggy weather—a point that your customers will surely appreciate.

"Stop-On" polishes can be had in Black, Tan, Ox-Blood, and Nut Brown. "STOP-ON" WHITE is the most permanent dressing for white shoes obtainable. It will not rub off on the clothing.

A supply of "Stop-On" ordered to-day will open up a bigger source of revenue for you. Send your order in now before you forget about it.

**Strang Brothers**  
WINNIPEG



## They'll keep your cash register ringing

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

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



The MALCOLM CONDENSING CO.  
ST. GEORGE Limited ONTARIO

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

**BORDEN MILK CO., LTD.**

**CONDENSED MILK**

Terms net 30 days.

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

**EVAPORATED MILK**

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

**CONDENSED COFFEE**

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

**COFFEE.**

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

**WHITE SWAN**

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

**ENGLISH BREAKFAST COFFEE.**

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

**MOJA**

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

**PRESENTATION COFFEE.**

A Handsome Tumbler in Each Tin.

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

**FLAVORING EXTRACTS**

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

1 oz. bottles, per doz., weight 3 lbs. ....	\$1 05
2 oz. bottles, per doz., weight 4 lbs. ....	2 00
2½ oz. bottles, per doz., weight 6 lbs. ....	2 20
4 oz. bottles, per doz., weight 7 lbs. ....	3 50
8 oz. bottles, per doz., weight 14 lbs. ....	6 50
16 oz. bottles, per doz., weight 23 lbs. ....	12 00
32 oz. bottles, per doz., weight 40 lbs. ....	22 00
Bulk, per gallon, weight 16 lbs. ....	10 00

**CRESCENT MFG. CO.**

**CRESCENT MAPLEINE**

Per doz.

½ oz. (4 doz. case), weight 9 lbs., retail each 15c. ....	\$1 35
1 oz. (4 doz. case), weight 14 lbs., retail each 30c. ....	2 50
2 oz. (3 doz. case), weight 15 lbs., retail each 50c. ....	4 25
4 oz. (2 doz. case), weight 17 lbs., retail each 90c. ....	7 50
8 oz. (1 doz. case), weight 17 lbs., retail each \$1.00. ....	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, ½s, \$2; 1s, \$3.50; 2s, \$7.50; 6s, \$25; 14s, \$60.	
Roast Beef, ½s, \$2; 1s, \$3.50; 2s, \$7.50; 6s, \$25.	
Boiled Beef, 1s, 3.50; 2s, \$7.50; 6s, \$25.	
Jellied Veals, ½s, \$2; 1s, \$3; 2s, \$4.50; 6s, \$21.	
Corned Beef Hash, ½s, \$1.50; 1s, \$2.50; 2s, \$4.50.	
Beefsteak and Onions, ½s, \$2; 1s, \$3.35; 2s, \$6.50.	

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



# Quality Counts Costs More Worth It!

**E**LSEWHERE in this issue is the story of a Grocer who made more money than his competitors by selling quality spices.

**W**HAT this man did you can do. Wouldn't you like the extra profit to be derived from the increased business which the added customer confidence will buy you?

**R**EMEMBER this—it's Quality that counts in the long run. It's the only thing that will "make customers come back." It costs more, of course, but— isn't it worth it? For instance in the case of pickling spice it will pay you well to sell only the very best quality obtainable. It will pay you a better net profit, it will please your customer and there is no come-back. It is good business.

**W**HITE SWAN Pickling Spices are absolutely pure spices.

**E**VERY berry, seed and leaf is included that goes to produce for the housewife that rare, appetizing flavor that results in favorable comment on her pickles—and it helps *your* business.

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

*We know our goods and want none but satisfied customers.*

*Send for new price list.*

**White Swan Spices & Cereals**  
LIMITED  
Toronto, Canada

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



Lithographed Dredge Tins  
90c. per doz.



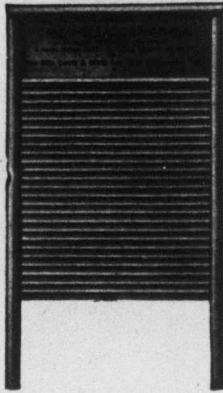
Pickling Spice Window Front,  
4-oz. pkgs., 4 doz. to case,  
90c. per doz.

Government Warranty.



# Made to wear best where the wear is hardest

The long-wearing service which distinguishes the **New All-Canadian, All-Wooden Washboard** is largely due to the fact that the rubbing surface is made of specially selected Canadian hardwood.



This insures your customer a board that's most satisfactory—long-wearing, serviceable.

The fact that zinc and aluminum boards have almost doubled in price (owing to the price of these materials) will make the "New All-Canadian," retailing at 20c., a splendid selling line in every store in Canada.

Don't let your store be an exception. Order a supply to-day.

**The Wm. Cane & Sons Company**  
Limited  
Newmarket, Ont.



## Increase your soap sales

Bring your Soap Sales up to the highest of profit and satisfaction by featuring **WONDERFUL SOAP**—the Canadian-made all round cleaner that has given complete satisfaction to the most particular housewives.

A window or counter display of the reliable red labelled soap will start bigger sales and better profits coming your way.

Put Wonderful Soap to the test. Results will convince you that our claims are justified.

**Guelph Soap Company**  
GUELPH, ONT.

- Cambridge Sausage, 1s, \$3.00; 2s, \$5.50.
- Boneless Pigs' Feet, 1/2s, \$1.75; 1s, \$2.75; 2s, \$5.50.
- Lambs' Tongues, 1/2s,
- Sliced Smoked Beef, tins, 1/2s, \$1.85; 1s, \$2.80; 4s, \$15.50.
- Sliced Smoked Beef, glass, 1/4s, \$1.50; 1/2s, \$2.25; 1s, \$3.25.
- Tongue, Ham and Veal Pate, 1/2s, \$1.50.
- Ham and Veal, 1/2s, \$1.20.
- Potted and Devilled Meats, tins —Beef, Ham, Tongue, Veal, Game, 1/4s, 50c; 1/2s, \$1.
- Potted Meats, Glass — Chicken, Ham, Tongue, 1/4s, \$1.50.
- Ox Tongues, tins, 1/2s, \$3.50; 1s, \$6.50; 1 1/2s, \$9.50; 2s, \$13.
- Ox Tongues, Glass, 1 1/2s, \$12; 2s, \$14.
- Mince-meat, Hermetically Sealed Tins, 1s, \$2; 2s, \$3.25; 3s, \$4.55; 4s, \$6.25; 5s, \$8.
- In Palls, 25 lbs., 12c lb.
- In 50 lb. Tubs, 12c lb.
- In 85 lb. Tubs, 11 1/2c.
- In Glass, 1s, \$2.30.
- Clark's Peanut Butter — Glass Jars, 1/4, 95c; 1/2, \$1.40; 1, \$1.85. 50 lb. Palls, 17c.
- Clark's Peanut Butter—Palls 24 lbs., 17c per lb.
- Clark's Tomato Ketchup, 8 oz., \$1.25; 12 oz., \$1.90; 16 oz., \$2.40; 1 gal. jars, \$1.30; 5 gal. jars, \$1.25 per gal.
- Pork and Beans, Plain Talls, 1s, 85c; 2s, \$1.40; 3s, \$2; 6s, \$6.25; 12s, \$9; 3s, flat, \$1.75. Individuals, 70c doz.
- Pork & Beans, Tomato Sc. Talls, 1s, 85c; 2s, \$1.40; 3s, \$2; 6s, \$6.25; 12s, \$9; 3s, flat, \$1.75. Individuals, 70c doz.
- Pork and Beans, Chili, 1s, 85c; 2s, tall, \$1.40; 3s, flat, \$1.75. Individuals, 70c doz.
- Tomato Sauce, 1 1/2s, \$1.15; Chili Sauce, 1 1/2s, \$1.15; Plain Sauce, 1 1/2s, \$1.15.
- Pork and Beans, 1 1/2, Chili Sauce, \$1.15 doz.
- Vegetarian Baked Beans, Tomato Sauce, Talls, \$1.40.
- Clark's Chateau Chicken Soup, \$1.10.
- Clark's Chateau Concentrated Soups, 95c.
- Clark's Chateau Concentrated Soups, No. 1, Assorted, 95c.
- Spaghetti with Tomato and Cheese, 1/2s, 95c; 1s, \$1.30; 3s, \$2.35 doz.
- Fluid Beef Cordials, 20 oz. btls., 1 doz. per case, at \$10.00 per doz.
- English Plum Puddings, 1s, \$2.30 doz.; 2s, \$3 doz.

**THE N. K. FAIRBANKS CO., LIMITED.**

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

- Tierces ..... 0 14 1/2
  - Palls ..... \$2 93
- This price list cancels all previous ones and is effective at once. Subject to change without notice.
- All orders received must be shipped within a period of 30 days.
- Advance over tierce basis for small packages:
- 3-lb. tins, 20 to the case, 1c over tierces; 5-lb. tins, 12 to the case, 1/2c over tierces; 10-lb. tins, 6 to the case, 3/4c over tierces; 20-lb. wood palls, 1/2c over tierces; 60-lb. tubs, 1/4c over tierces; half-barrels, 1/4c over tierces; 50-lb. tins, 1/4c over tierces; 20-lb. tins, 1/4c over tierces.

- LAPORTE, MARTIN, LIMITED**  
Montreal. Agencies
- BASIN DE VICHY WATERS,**  
L'Admirable, 50 btles, litre, cs. .... 5 30  
Neptune ..... 7 00  
San Rival ..... 8 00
- VICHY LEMONADE**  
La Savoureuse, 50 btles, cs. .... 8 00
- NATURAL MINERAL WATER**  
Evian, Source Cachat, 50 btles, cs. .... \$9 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 35  
Princess Blend, 50 and 30-lb. tins, lb. .... 0 35
- JAPAN TEAS**  
H. L., ch. 90 lbs., lb. .... 0 25  
Victoria, ch. 90 lbs., lb. .... 0 30
- COFFEES**  
Victoria, Java and Mocha Blend, 1-lb. tin, lb. .... 0 34 1/2  
Victoria, Java and Mocha Blend, 5, 10, 25, 50-lb. tins, lb. .... 0 32  
Princess, Java and Mocha Blend, 1-lb. tin, lb. .... 0 22
- MUSTARD**  
**COLMAN'S OR KEEN'S**  
Per doz. tins  
D. S. F., 1/4-lb. .... \$ 1 60  
D. S. F., 1/2-lb. .... 2 90  
D. S. F., 1-lb. .... 5 75  
F. D., 1/4-lb. .... 0 90  
Per jar  
Durham, 4-lb. jar ..... 0 93  
Durham, 1-lb. jar ..... 0 31
- JELLY POWDERS**  
**WHITE SWAN SPICES AND CEREALS, LTD.**  
White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz. .... \$ 0 90  
List Price
- SPICES**  
**WHITE SWAN SPICES AND CEREALS, TORONTO**  
5c 10c  
Round Oval lith. litho. dredge. dredge. 2 1/2 oz.  
Per doz. Per doz.
- SPICES**  
Allspice ..... \$0 45 \$0 90  
Arrowroot, 4 oz. tins, 85c .....  
Cayenne ..... 0 45 0 90  
Celery salt .....  
Celery pepper .....  
Cinnamon ..... 0 45 0 90  
" whole, 5c. pkgs., window front, 45c .....  
Cloves ..... 0 45 0 90  
Cloves, whole, 5c. pkgs., window front, 45c .....  
Curry powder .....  
Ginger ..... 0 45 0 90  
Mace ..... 1 25  
Nutmegs ..... 0 45 0 90  
Nutmegs, whole, 5c pkgs., window front, 45c .....  
Paprika ..... 0 45  
Pepper, black .... 0 45 0 90  
Pepper, white .... 0 50 0 95  
Pastry spice .... 0 45 0 90  
Pickling spice, window front, 90c .....  
Shipping weight per case ..... 10 lbs. 15 lbs.  
Dozens to case... 4 4

**Everything**  
**Seasonable**  
 in  
**Fruit and Vegetables**  
 of  
**Very Best Quality**

Send your orders  
 to

*The House of Quality*

**HUGH WALKER & SON**

GUELPH, ONTARIO

Established 1871

**Local Fruits**

Plums, Pears, Peaches,  
 Tomatoes, Cantaloupes,  
 Lawton Berries.

Also

California Pears, Peaches,  
 Malaga Grapes,  
 Oranges, Lemons,  
 Bananas, New Potatoes.

**WHITE & CO., LIMITED**  
 TORONTO

NEW JOY FOR THE PALATE  
**MAPLEINE**  
 FLAVORING

THE outstanding qualities of Mapleine are  
 in its deliciousness and its universal use.  
 MAPLEINE is used for everything—in Icings,  
 Soft Drinks, Candies,  
 Cakes, etc.

YOUR CUSTOMERS  
 WILL BE PLEASED.

Order from:

Frederick E.  
 Robson & Co.

25 Front Street E.  
 Toronto, Ont.

Mason & Hickey

287 Stanley Street,  
 Winnipeg, Man.



**CRESCENT MFG. COMPANY**  
 SEATTLE, WASH.

**Fruits**

**Bananas**

**Lemons**

**Oranges**

and also

**All Early**

**Vegetables**

**Lemon Bros.**

OWEN SOUND, ONT.

**Lemons**

In Hot Weather,  
 Cold Weather,  
 High Prices or  
 Low Prices the  
 Lemons of **Real**  
**Value** are packed  
 by Franc Traenzzu  
 under

“St. Nicholas”

“Queen City”

“Kicking”

**J. J. McCabe**

Agent  
 TORONTO

**Page 45**

Contains some interest-  
 ing Reading.

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



# End the loss of slow-moving lines to-day

Ask your jobber to stock you up with a supply of

## Brunswick Brand Sea Foods

—the well established popular lines that never become dust collectors.

There's a distinctive, appetizing quality about every **BRUNSWICK BRAND** line that immediately appeals to the most particular palate. This is due to the extreme care we exercise in selecting none but the very choicest fish and processing them under conditions that make for purity and deliciousness. Display Brunswick Brand to-day and learn what a nice profit can be made from lines that have won the confidence of the Canadian housewife.

Here's our list.

- ¼ Oil Sardines
- Kippered Herring
- Herring in Tomato Sauce
- Finnan Haddies
- (Oval and Round Tins)
- Clams



**Connors Bros. LIMITED**  
Black's Harbor, N.B.

**THE CANADA STARCH CO., LTD., EDWARDSBURG BRANDS and BRANTFORD BRANDS**

Laundry Starches—	
Boxes	Cents
40 lbs., Canada Laundry..	.06½
40 lbs., 1 lb. pkg., White Gloss .....	.07
48 lbs., No. 1 White or Blue Starch, 3 lb. cartons .....	.07½
100 lbs. kegs, No. 1 White.	.07
200 lbs., bbls., No. 1 white	.07
30 lbs., Edwardsburg Silver Gloss, 1 lb. chromo pkgs.	.08
48 lbs., Silver Gloss, in 6 lb. tin canisters .....	.08½
36 lbs., Silver Gloss, in 6 lb. draw lid boxes .....	.08½
100 lbs., kegs, Silver Gloss, large crystals .....	.07½
28 lbs., Benson's Satin, 1 lb. cartons, chormo label	.07¾
40 lbs., Benson's Enamel, (cold water), per case...	3.00
20 lbs. Casco Refined Potato Flour, 1 lb. pkgs. ....	.12½
Celluloid, 45 cartons, case.	3.75

**Culinary Starch**

40 lbs., W. T. Benson & Co.'s Celebrated Prepared	.08
40 lbs., Canada Pure Corn (20 lb. boxes ¼c higher)	.06¾

**BRANTFORD STARCH**

Ontario and Quebec

Laundry Starches—	
Canada Laundry—	
Boxes about 40 lbs. ....	.06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lbs. ....	.06¾
First Quality White Laundry—	
3-lb. canisters, cs. of 48 lbs.	.07¼
Barrels, 200 lbs. ....	.06¾
Kegs, 100 lbs. ....	.06¾
Lily White Gloss—	
1-lb. fancy carton cases 30 lbs. ....	.07¾
8 in case .....	.08
6-lb. toy trunks, lock and key, 6-lb. toy drum, with drumsticks, 8 in case ...	.08¼
Kegs, extra large crystals, 100 lbs. ....	.07¼
Canadian Electric Starch—	
Boxes, containing 40 fancy pkgs., per case .....	3 00
Celluloid Starches—	
Boxes containing 45 cartons, per case .....	3 60
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. pkts., boxes of 40 lbs.	.06½
Brantford Prepared Corn—	
1-lb. pkts., boxes of 40 lbs.	.07¾
"Crystal Maize" Corn Starch—	
1-lb. pkts., boxes of 40 lbs.	.07¾
(20-lb. boxes ¼c higher than 40's)	

**COW BRAND BAKING SODA**  
In boxes only.

Packed as follows:	
5c packages (96) .....	\$ 3 20
1 lb. packages (60) .....	3 20
½ lb. packages (120) .....	3 40
½ lb. 60 } Packages Mixed	3 20
1 lb. 30 }	

**SYRUP**

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

Perfect Seal Jars, 3 lbs.	
1 doz. in case .....	\$ 3 00
2 lb. tins, 2 doz. in case...	3 00
5 lb. tins, 1 doz. in case...	3 40
10 lb. tins, ½ doz. in case.	3 30
20 lb. tins, ¼ doz. in case.	3 25
Barrels, about 700 lbs....	.04¼
Half bbls., about 350 lbs..	.04¼
¼ bbls., about 175 lbs....	.04¼
2 gal. wooden pails, 25 lbs.	1.60
3 gal. wooden pails, 38½ lbs. ....	2.25
5 gal. wooden pail, 65 lbs.	3.50

**LILY WHITE CORN SYRUP**

2 lb. tins, 2 doz. in case....	\$ 3 50
5 lb. tins, 1 doz. in case....	3 90
10 lb. tins, ½ doz. in case.	3 80
20 lb. tins, ¼ doz. in case.	3 75

**ST. LAWRENCE SUGAR REFINING CO.**

Crystal Diamond Brand Cane Syrup	
2-lb. tins, 2 doz. in case..	4 80
Barrels, per 100 lbs.....	5 25
½ barrels, per 100 lbs....	5 50

**THE BRITISH COLUMBIA SUGAR REFINING CO., LTD.**

**ROGERS' GOLDEN SYRUP**  
Manufactured from pure cane sugar.

2 lb. tins, 2 doz. in case....	\$4 05
5 lb. tins, 1 doz. in case....	4 75
10 lb. tins, ½ doz. in case...	4 45
20 lb. tins, ¼ doz. in case...	4 35
Delivered in Winnipeg in carload lots.	

**CALIFORNIA FRUIT CANNERS ASSOCIATION**

**CALIFORNIA RIPE OLIVES DEL MONTE BRAND**

Size	Mam.	Large	Med.
2½ Can. ....	\$ 4.75	\$ 3.75	\$ 2.50
No. 1 Tall Can	2.75	2.25	1.60
No. 16 Jar ....	3.00	2.25	1.80
No. 4 Jar .....	1.50	1.25	1.15
No. 10 Can ...	14.00	12.00	9.00

**YUBA BRAND**

2½ Can .....	\$3.00	\$2.25
No. 1 Tall Can .....	1.50	1.20
No. 10 Can .....	9.00	8.00
Picnic Can .....	.90	

**INFANTS' FOOD**

**MAGOR SONS & CO., LTD.**

Robinson's patent barley, ½-lb. tins, ....; 1-lb. tins, ....; Robinson's patent groats, ½-lb. tins, ....; 1-lb. tins, ....

**STOP-ON POLISHES** Doz.

Polish, Black, Tan, Ox-blood and Nut-brown .....	0 85
Dressing, White, 4-oz. bottle .....	2 00

**NUGGET POLISHES**

Polish, Black and Tan ....	0 85
Metal Outfits, Black and Tan	3 85
Card Outfits, Black and Tan	2 25
Creams and White Cleanser	1 10

**YEAST**

White Swan Yeast Cakes, per case, 3 doz. 5c pkgs..	1 20
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**IMPERIAL TOBACCO CO. OF CANADA, LIMITED, EMPIRE BRANCH.**

Black Watch, 8s, butts 9 lbs. ....	\$ 0 60
Bobs, 6s and 12s, 12 and 6 lbs. ....	0 46
Currency Bars, 12s, ½ butts, 12 lbs., boxes 6 lbs. ....	0 46
Currency, 6s, ½ butts, 9 lbs. 0 46	
Stag Bars, 6½s, butts, 11 lbs., boxes, 5½ lbs. ....	0 48
Walnut Bars, 8½s, boxes 7 lbs. ....	0 64
Pay Roll, thick bars, 8½s, 6 lb. boxes .....	0 68
Pay Roll, thin bars, 8½s, 5 lb. boxes .....	0 68
Pay Roll, plug, 8½s, 12 and 7 lb. caddies .....	0 68
Shamrock, plug, 7½s, ½ butts, 12 lb. boxes, 6 lbs.	0 57
Great West, pouches, 9c. ....	0 72
Forest and Stream, tins, 11s, 2 lb. cartons .....	0 89
Forest and Stream, ¼s, ½s and 1-lb. tins .....	0 80
Forest and Stream, 1-lb. glass humidors .....	1 00

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

# Buyers' Guide

## CLASSIFIED ADVERTISING

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

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

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

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

### WANTED

TRAVELER WITH BEST REFERENCES, desires lines suitable for grocery and confectionery trade in N.S. and N.B. Address Traveler, 57 Louisburg Street, Halifax, N.S.

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

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

### FOR SALE

FOR SALE—GROCERY BUSINESS, DOING about \$35,000 a year. Clean stock, up-to-date fixtures. Apply Box 148, Canadian Grocer.

## Grocery Advertising

By Wm. Borsodi

It contains suggestions for special sales, bargain sales, cash sales, etc.; ideas for catch lines or window cards, and many hints for the preparation of live advertising copy. A collection of short talks, advertising ideas and selling phrases used by the most successful grocery advertisers.


ALL ORDERS PAYABLE  
IN ADVANCE.

PRICE \$2.00

MacLean Publishing Co.

143-153 University Ave., Toronto

**OAKLEY'S KNIFE POLISH**



2012-2112

JOHN OAKLEY & SONS, LIMITED,  
LONDON, ENGLAND.

AGENTS:

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

### Toronto Butchers' Supply Co. LIMITED

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

PORT ARTHUR, ONT. MONTREAL, QUE.

### FRESH FISH FOR NEXT WEEK

Halibut, Cod, Haddock, Trout, Whitefish

Price Quality Service  
**J. BOWMAN & CO.**  
26 Duncan St., Toronto, Ont.

## Want Ads.

There is someone who is looking for just such a proposition as you have to offer. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

TRY IT OUT.

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

We are now located in our new and more spacious warehouse at  
**60-62 JARVIS ST.**  
**TORONTO SALT WORKS**  
GEO. J. CLIFF

**"TRENT LOCK" EGG FILLERS**  
For 30 dozen cases.  
For one dozen cartons.  
**THE TRENT MFG. CO., LIMITED**  
Trenton, Ontario, Canada

Kindly mention this paper when writing advertisers

## Merchants Baler

MADE IN CANADA



No.	Bale	Weight	Price
2	17x18x31	140 lbs.	\$21.00
3	18x24x33	160 "	25.50
4	18x26x36	175 "	27.75

**Stephenson, Blake & Co.**

Manufacturers

60 Front St. West, - Toronto





**The brand of 100% broom value**

Every broom bearing the above trade-mark is as well formed, well sewn and as evenly balanced as expert workmanship can make it. That is why the "Excelsior" line is such a big seller. Dealers find the "Excelsior" a dependable "repeating" line, one that gives customers the biggest value for the money.

Now is a splendid time to send in an order. We have an assorted stock of 2,000 dozen, and guarantee immediate shipments. The following is just one of the many "snaps" we offer you:

**No. 1 "Excelsior" Broom**

5 strings, 1 1/2 brush, oiled handle, good corn, about 25 lbs. Doz., \$3.75.

"Excelsior" Carpet Brooms are unexcelled. A postcard will bring you the complete "Excelsior" Price List.

Send it in to-day.

**J. C. SLOANE CO.**

Makers of Fine Brooms and Whisks

854 5th Avenue, - Owen Sound, Ontario

**McVitie & Price  
of Canada, Limited**

beg to announce that they are importing for  
**NOVEMBER DELIVERY,**

a full line of the famous

**McVITIE & PRICE'S**

genuine

**Scottish Shortbread**

in Special Tins

Strath Asstd., 11 varieties; Highland Scottish, Moray, Beaufort, Dornoch, Thistle, Round Scottish, Thrums, Forfar, Afternoon Tea, Melrose.

Also Asstd. Biscuits in Special Tins—  
Selected Rich, Tea Assorted, Rich Mixed, Queen's Mixed, Edina, Xd.

For prices and description see our representatives or write

**McVitie & Price of Canada, Limited, Montreal**

**INDEX TO ADVERTISERS**

<b>A</b>		Lemon Bros. ....	41
Acadia Sugar Refining Co. ...	Inside front cover	Lightcap, O. F. ....	44
<b>B</b>		<b>M</b>	
Balfour-Smye & Co. ....	10	MacKenzie & Morris ....	44
Betts & Co. ....	Inside back cover	Maclure & Langley ....	44
Borden Milk Co. ....	1	MacNab, T. A., & Co. ....	44
Bowman & Co., Geo. ....	45	Magor, Son & Co. ....	12
<b>C</b>		Malcolm Condensing Co. ....	38
California Associated Raisin Co. ....	6	Mann, Laurie Co. ....	44
Canadian Cereal & Flour Mills Co. ....	29	Mathieu Co., J. L. ....	9
Canadian Salt Co. ....	4	McCabe, J. J. ....	41
Canadian Shredded Wheat Co. ....	9	McVitie & Price, Ltd. ....	46
Cane, Wm., & Sons Co., Ltd. ....	40	Millman, W. H., Sons ....	44
Chase & Sanborn ....	Inside back cover	Minto Bros. ....	2
Church & Dwight ....	11	<b>N</b>	
Clark, Ltd., W. ....	5	National Cash Register ....	35
Cochran, J. N. ....	44	National Licorice Co. ....	48
Codville Co. ....	2	Niagara Peninsula Publicity Association ....	46
Concord Canning Co. ....	48	<b>O</b>	
Condensed Ad. Page ....	45	Oakey & Sons, John ....	45
Connors Bros. ....	42	<b>P</b>	
Crescent Mfg. Co. ....	41	Patrick & Co., W. G. ....	44
<b>D</b>		Pennock, H. P., Co., Ltd. ....	44
Dept. of Finance ....	33	Perry Co., The H. L. ....	44
Dominion Cannery ....	Back cover	<b>R</b>	
Duncan & Co., John ....	38	Red Rose Tea Co. ....	11
<b>E</b>		Rock City Tobacco Co. ....	4
Eckardt, H. P., & Co. ....	42	<b>S</b>	
Estabrooks Co., Ltd., T. H. ....	11	Sloane, J. C. ....	46
Eureka Refrigerator Co. ....	11	Smith & Son, E. D. ....	3
<b>F</b>		Smith & Proctor ....	10
Fairbanks Co., N. K. ....	37	Spratts ....	10
Fearman, F. W., & Co. ....	36	Star Egg Carrier & Tray Mfg. Co. ....	44
Freeman Co., W. A. ....	36	Stevens-Hepner Co., Ltd. ....	4
Furnivall-New ....	8	Strang Bros. ....	38
<b>G</b>		Stephenson, Blake & Co. ....	45
General Sales Co. ....	34	<b>T</b>	
Grant, C. H. ....	44	Tippet, A. P., & Co. ....	Inside front cover
Guelph Soap Co. ....	40	Toronto Salt Works ....	45
<b>H</b>		Toronto Butchers' Supply Co., Ltd. ....	45
Hamilton Cotton Co. ....	6	Trent Mfg. Co. ....	45
Hargreaves (Canada), Ltd. ....	7	<b>V</b>	
Hillock, John, & Co. ....	10	Varty, W. Geo. ....	44
Hygienic Products Co. ....	6	<b>W</b>	
<b>I</b>		Walker, Hugh, & Son ....	41
Imperial Extract Co. ....	8	Watson & Truesdale ....	44
Imperial Rice Milling Co. ....	9	Webb, Harry ....	44
<b>J</b>		Webster & Co., W. R. ....	37
Japan Tea Co. ....	7	Wethey's, J. H. ....	48
<b>K</b>		White & Co. ....	41
Kearney Bros. ....	34	White, Fred. J. ....	44
<b>L</b>		White Swan Spices & Cereals, Ltd. ....	39
Lambe & Co., W. G. A. ....	44	Whittemore Bros. Corp. ....	12
Laporte, Martin, Limitee. ....	47	Woods & Co., Walter ....	6

**Drifting Days Are Over**

Raisins have always drifted through the channels of trade, no one was behind them. We have ended all that. We have organized the raisin business from grower to consumer. We have stabilized the product and the price. And we have made money out of it for everyone concerned.

**SUN-MAID Raisins**

SUN-MAID Brand of raisins is the only raisin that has ever been greatly advertised. Hundreds of thousands of dollars are being spent in telling people about this brand of raisins. This advertising is creating a new appetite and a new demand for this noted fruit food.

Get the benefit of this new life in the raisin business by identifying yourselves with us. Get in touch with us at once. Order Sun-Maid Brand from your jobber. He has these raisins for you.

**THREE VARIETIES**

Sun-Maid Raisins come in three varieties: Seeded (seeds extracted), Seedless (from seedless grapes), and Cluster (on stem, not seeded).

**CALIFORNIA ASSOCIATED RAISIN CO.**

Membership 8000 Growers  
FRESNO, CALIFORNIA

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



Try Us—



We Won't Disappoint You!

If you are not quite satisfied with the bulk teas you are now selling, why not let us send you samples of the following:

**JAPANS**

Japanese Lady .....In 30 lbs. matts.  
 H.L. 1916 .....In 90 lbs. half-chest.  
 Victoria .....In 80 lbs. "  
 Princess Louise 1916.....In 80 lbs. "

**GREEN CEYLONS**

Duchess .....In 60 lbs. half-chest.

**GUNPOWDERS**

Pea Leaf R.I.S.....In approx. 40 lbs. caddies.  
 Imperial W.J.M. .... " " 40 " "

**BLACK CEYLONS AND INDIAN BLENDS**

"Victoria" .....In 30 and 50 lbs. tins.  
 "Princess" ..... " 30 " 50 " "  
 "Princess" .....Chest and half-chest.

The above brands will get you control of the tea trade in your district because of their quality and give you a larger margin of profit.

*Samples and prices will convince you!*

*Ask for them.*



**Laporte, Martin, Limitée**

Wholesale Grocers

584 St. Paul Street West

MONTREAL



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



## CONCORD NORWEGIAN SARDINES

will bring satisfaction and profit to every Grocer handling them, because they are highest quality goods, backed by a guarantee appearing on each tin.

Only the finest, freshly-caught autumn fish, and the purest olive oil are used, all hard, tough fish being rejected. 24 to 28 fish go to a tin, and they are mild cured and not too much smoked.

The demand for these high-class sardines is steadily increasing, appreciation of their quality being thereby shown.



Are you handling  
CONCORD? Order  
from your wholesaler  
TO-DAY.

### LIST OF AGENTS:

R. S. McIndoe, Toronto.      Watson & Truesdale, Winnipeg.  
Maritime Fish Corp'n., Limited.      W. A. Simonds, St. John, N.B.  
H. C. Janlon, Vancouver, B.C.

Have you tried

## WETHEY'S ORANGE MARMALADE?

It is making  
a hit.

## Y & S STICK LICORICE

48 5c. Packages to Box



**The old-fashioned remedy  
for Coughs and Colds**

For sale by leading Wholesale Grocers, Druggists and  
Confectioners throughout the Dominion.

**NATIONAL LICORICE COMPANY  
MONTREAL**

## Keep Up The Connection

you have made by past efforts in advertising. New friends are alright, but it is a fallacy for one thing, and bad business for another, to create a demand for goods or service and then lose the fruits of your work by default. Letting your old friends know that you want their business is also the surest way to gain new ones.

Advertising in CANADIAN  
GROCER is the medium.

Rate Cards and full particulars on  
request.

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

**W**HAT are you doing to build up your trade among the best people in your neighborhood?

Many a grocer has been surprised to see the kind and number of new customers brought into his store by selling

**CHASE & SANBORN'S COFFEES**

*Chase & Sanborn*  
*Montreal*

## LARGEST MAKERS IN THE WORLD

*Tin Foil*—all descriptions

*Tea Lead*—all gauges and sizes

*Metal Bottle Capsules*—any size,  
color or stamping

*Collapsible Tubes*—plain or colored

ALL BRITISH MADE

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

**BETTS & COMPANY, LIMITED**

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



New 1916 Strawberry Jam  
Now Ready in the Reliable

“Aylmer”  
Brand

You will do a wise thing  
if you buy heavy now.

Sugar is high and the  
housewife will not put  
down much jam this year.

This means a rush in the  
fall and higher prices.

Our tip to you is—BUY  
NOW.

**Dominion Cannery, Limited**  
HAMILTON - - CANADA