

**PAGES
MISSING**

FEATURING OPENING PRICES ON NEW CANNED GOODS

CANADIAN GROCER

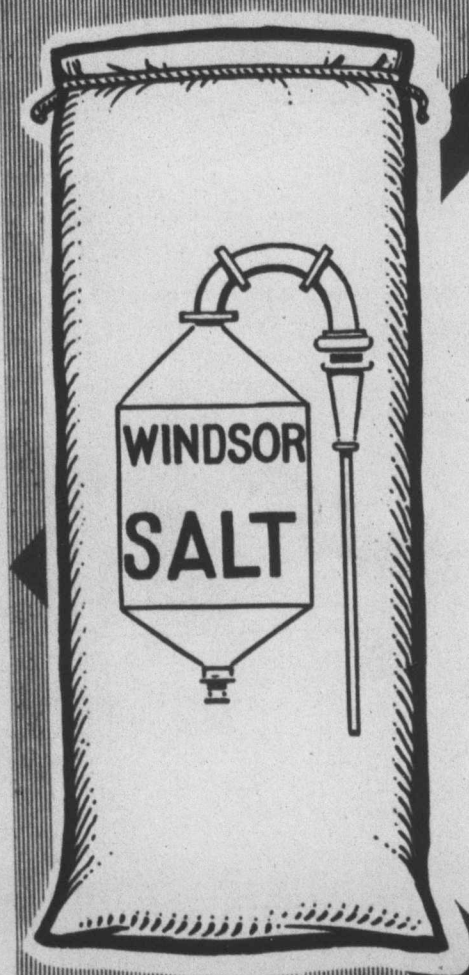
Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVIII

PUBLICATION OFFICE: TORONTO, SEPTEMBER 4, 1914

No. 36



'most
everybody
in Canada uses

WINDSOR SALT

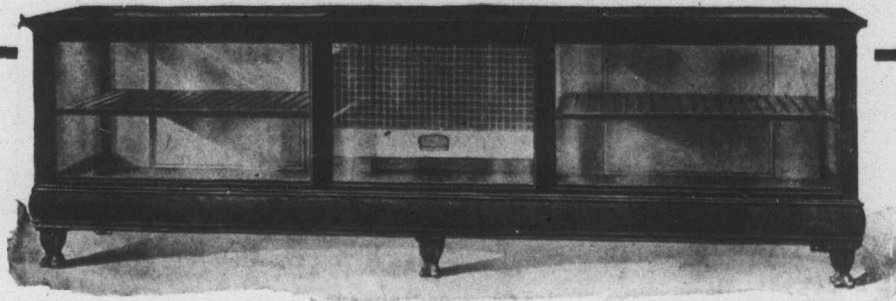
Every dealer in
Canada finds it his
best Salt Seller.

Canadian Salt Co.

LIMITED

Windsor, Ont.

LOOKS
COLD



IS
COLD

The scientific
and practical
display case

ARCTIC

Prevents loss
from spoiled
goods

What could be more attractive to the weary, heat-tired patron than a case full of dainty produce, fresh ripe fruits or cooked meats, kept fresh and clean by a circulation of dry cold air from a centre cage filled with blocks of clear-as-crystal ice? How cool and inviting the Arctic

display always looks and a regular sales producer of more than ordinary merit!

Case No. 984 shown above is made in 6 and 8 feet lengths, is perfectly made, strong and handsome.

Send for fuller particulars.

Catalog on request.

AGENTS:

Western Ontario: J. H. Gallo-
way & Co., Hamilton,

John Hillock & Co., Limited
TORONTO

AGENTS:

Saskatoon: Western Butchers' Supply
Co., Regina, Sask.
Montreal: W. S. Silcock, 33 St.
Nicholas Street.

Every Woman Who Puts Up Preserves, Knows

Redpath

EXTRA
GRANULATED

SUGAR

SHE knows that her Jellies will be clear and of just the right consistency—that her Jams and Marmalades will turn out right—that her Peaches, Pears and Plums will keep perfectly—when she uses "REDPATH EXTRA GRANULATED" for preserving. It pays the Grocer—and pays well—to fill all orders for sugar with "REDPATH," whether or not the customer asks for it.

The original packages mean greater satisfaction to your customers, and more profit to you, because there is no loss through over-weight—and no replacements because of paper bags broken in delivery.

And they enable you to give your customers *Canada's finest sugar at its best.*

CANADA SUGAR REFINING CO.
MONTREAL LIMITED



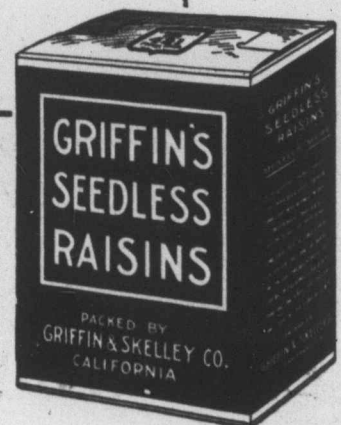
**Embargoes do not interfere
with Griffin & Skelley
shipments of Dried Fruits
—they are the quality leaders
of the American Continent**

For profit and customer-satisfaction dealers find the **Griffin & Skelley** Dried and Canned Fruits the most desirable line to handle. **G. & S.** quality is unsurpassed even by any foreign imported. **Griffin's Seedless** (not seeded) **Raisins** have been continental leaders for years. Ask your wholesaler for prices on **Griffin & Skelley** Fruit products before placing your Fall order.

Arthur P. Tippet & Co.

Agents

MONTREAL



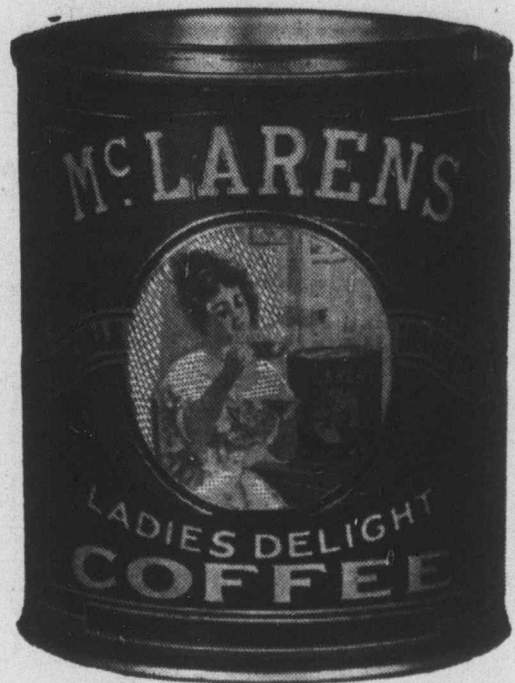
"Ladies' Delight" Coffee Cup Quality First

When selecting Coffees for use in Ladies' Delight we were determined to have the best drinking coffee possible. It took us a long time to get the right blend, but we have the satisfaction of knowing that the "CUP QUALITY" of Ladies' Delight stands supreme.

Try it at home and be convinced.

Put up in air-tight, germ-proof ½-lb., 1-lb., 10-lb., 25-lb., also 60-lb. caddies.

MANUFACTURED BY
McLARENS LIMITED
of Hamilton and Winnipeg



E. S. & A. ROBINSON, L^{TD}. BRISTOL, ENG.

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

PAPER BAG MAKERS

SPECIALITIES:—

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

Mail Enquiries for Samples and Quotations, to

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

Order your supply
of *E. D. S. Fruits*

Prices have not yet advanced



New season's pack of these high quality fruit products ready for shipment.

E. D. S.
Jams & Jellies

are backed with a widespread, convincing publicity campaign—this factor, combined with 100 per cent. purity and deliciousness, makes these lines easy, all-year-round sellers.



Made only by

E. D. Smith & Son
Limited
WINONA ONTARIO

AGENTS:

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



**"I have sold them
for years"**

It is a pleasure for the Grocer to sell Borden's Eagle Brand Condensed Milk and Borden's Peerless Brand Evaporated Milk, because they are such lively sellers and always prove so satisfactory to the customer. Established reputation for purity and quality, together with steady advertising, keep Borden's Brands of Milk moving rapidly from the grocer's shelves. You can handle Borden's milks with perfect confidence, knowing that every can in every case will sell and give satisfaction.

All Borden's Brands—"Eagle," "St. Charles," "Reindeer," "Jersey," "Peerless"—whether sweetened or unsweetened, are made from the highest grade full-cream milk, by the most modern method of manufacture, and are guaranteed absolutely pure. *Push their sale.*

Borden Milk Co., Limited

"Leaders of Quality"

MONTREAL

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

JAPAN TEAS:—

Our import orders and shipments are coming along regularly.

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

FURUYA & NISHIMURA



His wife makes such good coffee

She uses Symington's Coffee Essence—her grocer introduced this quick and easy way of making delicious coffee to her. He sells the regular supply to this home, as well as hundreds of others. The customers like it and he makes a good profit. You can get it from your wholesaler.

SYMINGTON'S *Regd Trade Mark* COFFEE ESSENCE

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

THOS. SYMINGTON & CO., Edinburgh and London



Length, 425 feet.

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

Depth, 120 feet.

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

Frontenac Beer is Selling

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

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

THE FRONTENAC BREWERIES LIMITED, MONTREAL

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



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

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

Have you a copy of Catalogue 913C?

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

COLES MANUFACTURING CO.

1615 North 23rd St.

PHILA., PA

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

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

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

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

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

HARGREAVES (CANADA), LIMITED,

33, PRONT STREET, E. TORONTO.

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



Right—Always right

It has never been anything else since we first turned out the goods in 1846. Its absolute purity, full strength and reliability make it always in demand by careful cooks.

COW BRAND BAKING SODA

is the best for satisfaction and profit—as such you should never fail to recommend it.

Get it from your jobber.

CHURCH & DWIGHT

Manufacturers LIMITED
MONTREAL



SANITARY, AIR-TIGHT, SEALED 50-LB
CAN OF BAYLE'S

PEANUT BUTTER

NO DUST—NO DIRT—NO FLIES—NO LEAKAGE—NO LOSS

Saves the Consumer—Pays the Trade.

Write for Special Folder.

CANADIAN REPRESENTATIVES:

Calgary, Alta.—W. H. Escott Co., Ltd.
Also for Lethbridge and Medicine Hat.
Ottawa, Ont.—Mr. H. D. Marshall.
Winnipeg—Ruttan, Alderson & Lound, Ltd.
British Columbia—Hamblin & Brereton, Ltd.
Edmonton, Alta.—Geo. J. Benjamin.
Regina—G. C. Warren.
London, Ont.—J. Harley Brown.
St. John, N.B.—Walter W. Chase.
Toronto—Harry Horne Co.
Montreal—Geo. Hodge & Son, Ltd.
Saskatoon—M. A. Schaffner.

MADE ONLY BY

Geo. A. Bayle, St. Louis, U.S.A.

Established 1888—Originator of Horseradish Mustard. Peanut Butter, Horseradish Cream, Etc.

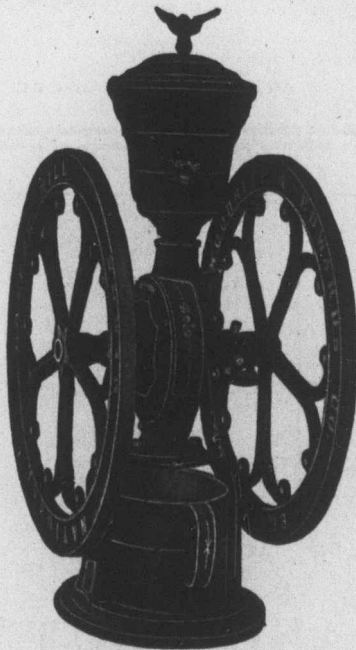
The fastest coffee grinding mill

We guarantee **Elgin National Coffee Mills** to grind **Faster** than any other Coffee Mills of corresponding size.

No Operating Expenses

These features along with lifetime durability and the perfection of the work it does is good reason why you should install one of the **Elgin Mills**.

The first cost is the only cost and in this there is a saving over the price of many other makes—there is no added expense for operation. A few turns and the coffee is ground.



No. 40

Write to any of these jobbers for illustrated catalog containing prices. Don't delay—Act to-day!

MONTREAL—L. Chaput, Fils & Cie, Limitee; The Canadian Fairbanks Co. (and branches); Minto Bros.

TORONTO—Eby, Blain, Ltd.; R. B. Hayhoe & Co.; Minto Bros.

QUEBEC—Minto Bros.

HAMILTON—James Turner & Co.; Balfour, Smye & Co.; McPherson, Glasco & Co.

LONDON—Gorman, Eckert & Co.

ST. JOHN, N.B.—G. E. Barbour & Co.; Dearborn & Co.

WINNIPEG—Blue Ribbon, Limited (and branches); The Codville Co. (and branches).

REGINA, Sask.—Campbell, Wilson & Strathdee, Ltd.

SASKATOON—Campbell, Wilson & Adams, Ltd.

EDMONTON, Alta.—The A. Macdonald Co.

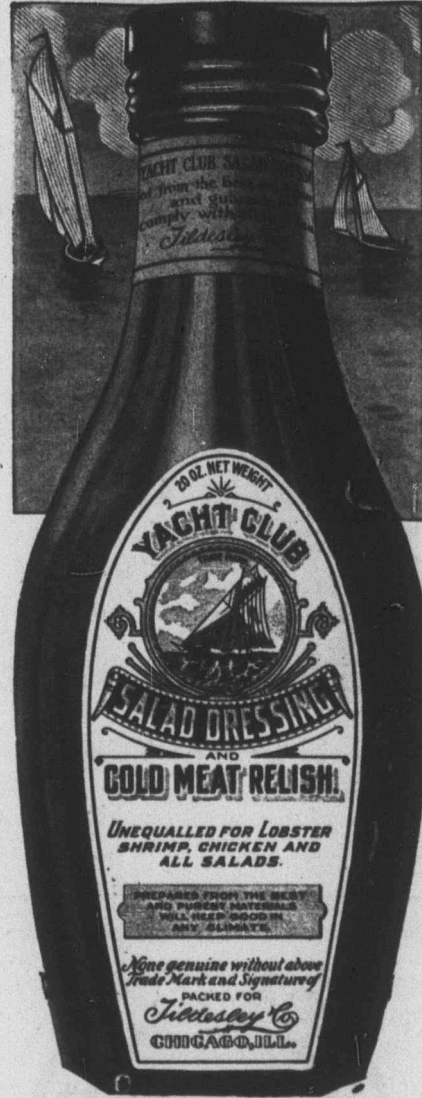
CALGARY—Campbell, Wilson & Horne, Ltd., and P. D. McLaren, Ltd.

VANCOUVER—The W. H. Malkin Co., Ltd.; Wm. Braid & Co.; Kelly, Douglas Co., Ltd.; Empress Manufacturing Co.

MADE BY

Woodruff & Edwards Co.

ELGIN, ILL., U.S.A.



YACHT CLUB SALAD DRESSING

Pays a fair profit and always pleases your customers.

Helps you sell other first-class, profitable items the year 'round.

If any of your customers are not using Yacht Club, recommend it to them.

We will stand back of your endorsement.

W. G. Patrick & Co., Ltd.

Montreal Toronto Winnipeg Vancouver

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

Boost Canadian Peas *Canadian Grown, Canadian Packed*

PUSH Dominion Canners
“Early June” and “Sweet
Wrinkle” Peas for better pro-
fit. They are 2½c. and 5c.
dearer per dozen than the
standard, but sell for more
money and give a better
percentage of profit.

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

Dominion Canners, Limited
HAMILTON, CANADA

We make it good; its friends make it famous

Domolco is a superior Molasses, made from an extra fine quality of cane sugar grown on the little tropical island of Barbadoes.

It is carefully refined and purified—a healthy and economical food.

It has the character and quality which instantly appeals to old and young. Makes a delicious dessert—excellent with hot biscuits, muffins, waffles, etc.

DOMOLCO

Is put up in attractive, sanitary, lever-top tins—the most sanitary, convenient, and profitable method of handling.

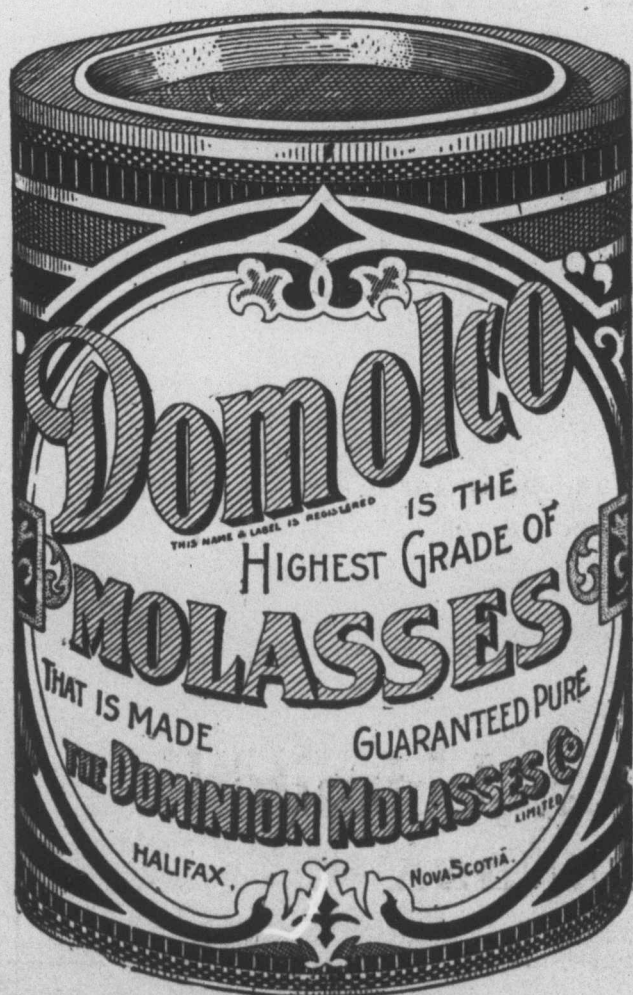
The quality and purity is absolutely guaranteed.

Contains no glucose.

Extensive consumer advertising has created a big demand. Profits are good.

Your wholesaler can supply you.

The Dominion Molasses Co., Ltd.
HALIFAX, N.S.



Note the
registered
Label
Guaranteed
pure Cane
Molasses
Extensively
advertised

Distributors for Manitoba and Saskatchewan:
Messrs. The W. H. Escott Co., Limited, Winnipeg

FROM COAST TO COAST

You can now obtain fresh supplies of

**McVitie & Price's
HIGH-CLASS
BISCUITS**

from the following appointed Agents:—

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

Quebec and Ontario: C. H. Cole, 501 Read Buildings, Montreal; C. H. Cole, 33 Front St. East, Toronto.

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

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

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

General Canadian Representative:

Mr. Sidney Owthwaite, 501 Read Buildings, Montreal.

McVitie & Price, Limited
EDINBURGH and London

"SOVEREIGN"

SALMON

FINEST BRITISH COLUMBIA

SOCKEYE



QUALITY

IS OUR FIRST

CONSIDERATION

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

**Century
Salt**

Pure,
even
crystals

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

THE DOMINION SALT CO. Limited
SARNIA - ONTARIO

**Continental
Quality**

has never been questioned.

If you have satisfied yourself that

**Continental
Grocery Bags**

have no superior in any feature, consider the prices which are no higher than are usually asked for bags of inferior quality and make.

Samples on request.

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

Manufacturers

OTTAWA

Branches: Montreal and Toronto

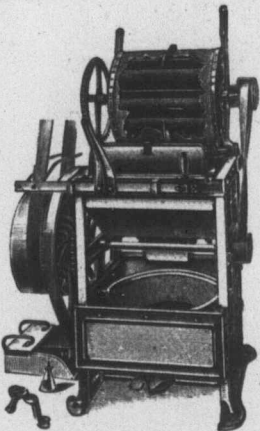
Agencies throughout Canada

Tartan
BRAND
THE SIGN OF PURITY

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

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

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



Complete Equipment for Modern Grocery and Allied Trades

As Installed in most of the Leading Houses in the United Kingdom

COFFEE ROASTERS (8 Types, 50 Sizes, 2 oz. to 1000 lbs. Capacity).
MODERN TEA SIFTING, CUTTING and BLENDING MACHINES.
COMPLETE RANGE OF HIGH-CLASS GRINDING MILLS.
THE IMPROVED CURRANT AND SULTANA CLEANER, ILLUSTRATED, GREATLY ENHANCES THE APPEARANCE AND VALUE OF THE FRUIT.

New 1914 Catalogue of all Specialities Free on Request. Mention C. G. Dept.

GROCCERS' ENGINEERING & WHITMEE LIMITED

COLE STREET

SWAN STREET

LONDON, S. E.

"SHELL" BRAND

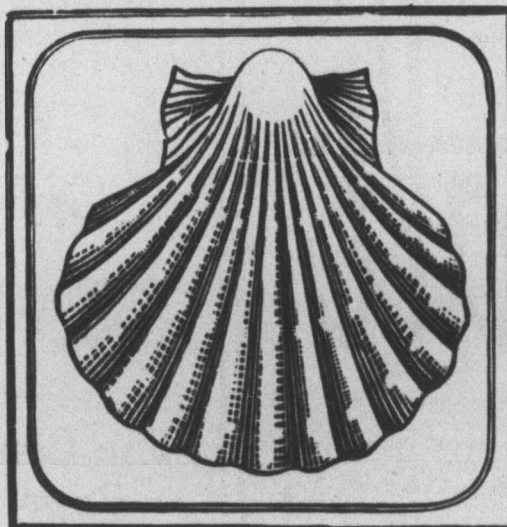
("La Coquille")

Genuine Imported French Castile Soap

The Standard of Purity

Has the largest sale
of any Castile Soap
in the Dominion.

For sale by all
wholesale houses.



A Pure Oil Soap

This soap is especially
manufactured
by

Messrs. Couret Freres
Marseilles, France
for
Messrs. Estrine & Co.

P. L. MASON & CO., Toronto, General Agents

CLARK'S TOMATO KETCHUP

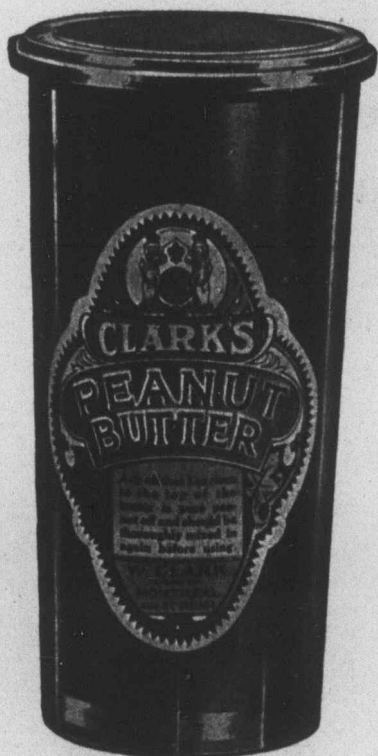
Sizes, 8 oz., 12 oz., 16 oz.,

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

Only the best ripe tomatoes used and absolutely no preservatives.

THE PUREST OF THE PURE.

ORDER NOW.



CLARK'S PEANUT BUTTER

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

BETTER THAN BUTTER

NICER THAN JAM

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

W. CLARK, LIMITED, - MONTREAL

Jackson's Real English Camphorated Wax Polish

THE ORIGINAL and GENUINE PREPARATION for producing a beautiful and lasting lustre on STAINED, PARQUET and HARDWOOD FLOORS, FURNITURE, FIXINGS, WOODWORK of every kind and wherever refined and durable polish is desired. Used on LINOLEUM, HARNESS, CAR and CARRIAGE HOODS, BROWN BOOTS, LEGGINGS—and all kinds of LEATHER it gives a BRILLIANT and WATERPROOF POLISH and so nourishes and preserves the material that the durability is greatly increased.

Packed in Patent Double-Lidded, Air-tight Tins.

5 SIZES.

Decorated enamel finish, Yellow, Blue and Black.



NO PAPER LABELS USED.

NO SOILED LABELS.

Will keep fresh and good for any length of time.

MANUFACTURED BY

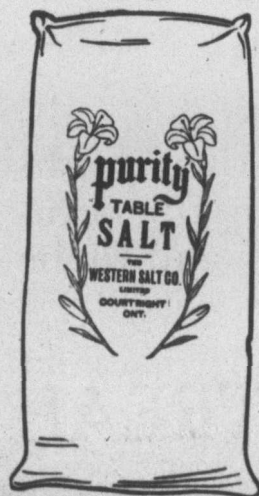
T. S. JACKSON & SONS, Corner Wharf, Malt St., London, S.E.

Contractors to H.M. ADMIRALTY, WAR OFFICE, CROWN AGENTS to the COLONIES, etc. ESTABLISHED 1852.

Messrs. B. R. HARRISON & CO., 505 Welton Building, VANCOUVER; Messrs. HARRISON, WHITE & BARKER, 430 Lougheed Building, CALGARY; W. B. BATE & CO., 172 King St. West, TORONTO, will furnish PRICE LISTS, SAMPLES, etc., or direct correspondence to JACKSON & SONS' WORKS will receive prompt attention.

No Advance In Prices

"PURITY" Salt will, for the present, remain the same as before the war, although jute sacks, of which large quantities are used for salt, have advanced nearly 100 p.c., and unless conditions improve shortly, it will almost be impossible to get them at all. We would urge our customers to specify



barrels in place of sacks wherever possible.

We have a large stock of salt on hand and can ship promptly.

The
**WESTERN SALT CO.
LIMITED**
COURTRIGHT, ONTARIO

King George's Navy is a winner

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

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

Most people insist upon having

CHASE & SANBORN'S High-Grade Coffees

If you don't sell them you are driving some good trade away from your store.

Chase & Sanborn, - Montreal
HIGH-GRADE COFFEES

Finest
Quality

Whittemore's Shoe Polishes

Largest
Variety

The Oldest and Largest Manufacturer of Shoe Dressings in the World



"GILT EDGE"

The only black dressing for ladies' and children's shoes that positively contains OIL. Softens and preserves. Imparts a beautiful black lustre. LARGEST QUANTITY. FINEST QUALITY. Its use saves time, labor and brushes, as it shines without brushing. Sponge in every bottle, so Always Ready for Use. Also for gents' kid, kangaroo, etc.

25c size.



"ROYAL GLOSS"

For Ladies' and Children's Black Shoes

Restores the color and lustre to all faded or worn black shoes, softens and preserves the leather. Apply with sponge attached to cork.

Always Ready for Use. Shines Without Brushing.

10c size.

A TRIAL WILL CONVINCe YOU

If you will only place a trial order at once with your jobber's salesman and then make a counter or showcase display of these shoe polishes, you will at once be convinced that it is the easiest thing in the world to make sales.

The name **Whittemore** stands for more than shoe polish; it stands for quality first and then quantity.

"Elite Black Combination"

The ONLY polish endorsed by the manufacturers of Box Calf leathers.

Contains oil and positively nourishes and preserves leather and makes it wear longer. Blacks and polishes. Cover remover attached to each box.

10c and 25c sizes.



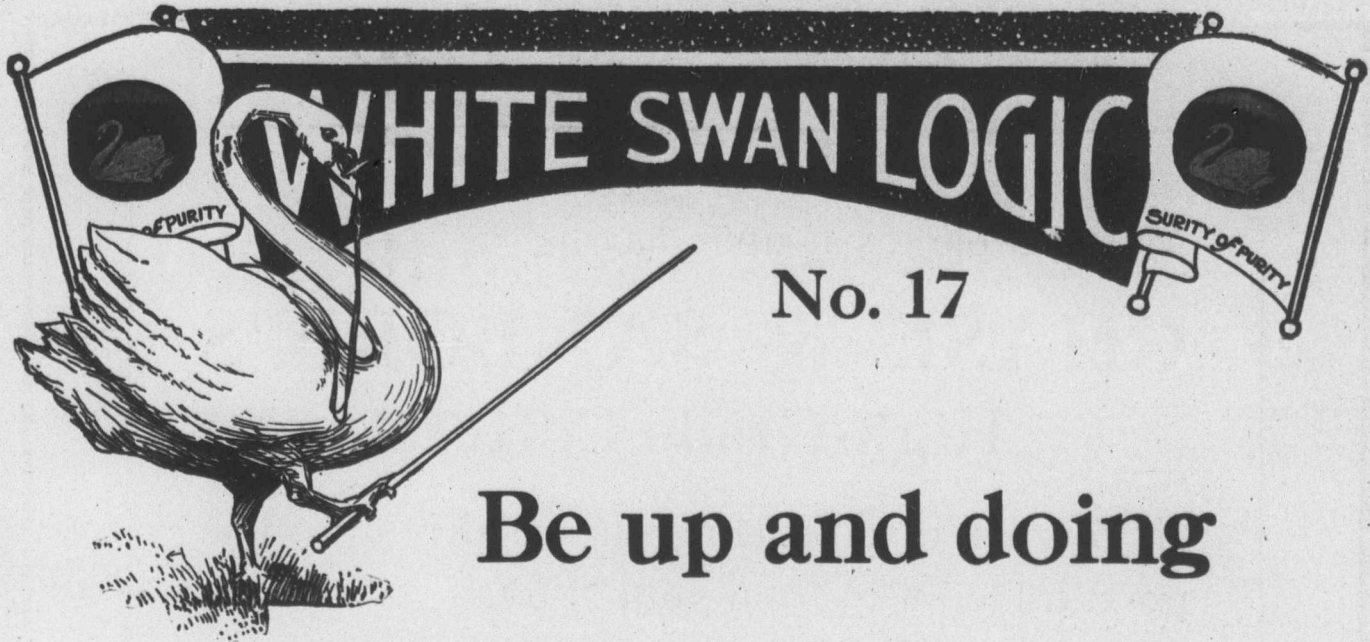
"Oil Paste"

For ALL kinds of Black Shoes.

Blacks, Polishes and Preserves. Contains no acid to injure the leather. Will polish Wet or Oily shoes. Boxes open with a key (see cut). Also Tan Oil Paste.

10c size.





Be up and doing

No matter whether the war ends to-morrow or ten years from to-morrow, one thing is certain—no one will gain anything by sitting and waiting for things to happen. Be up and doing—feed the mouths that are to be fed, make the best of a bad political mix-up in Europe.

Push Canadian goods. Canada has facilities for manufacturing second to none in the world. She is a very large producer and importer of raw materials which she puts up in the finished product. And though the high costs of over-the-sea shipping may increase prices a trifle, yet thanks to the British navy there will be little or

no shortage during these unsettled times.

Though White Swan Products have all been affected more or less by the prevailing conditions, we are receiving reassuring cables which indicate early relief in over-the-sea shipments.

We stand for honest prices in this the greatest crisis Canada has ever known, and above all we uphold the high standard of purity of White Swan goods. Every package bears the Government Form of Warranty, which protects the retailer as well as the consumer.

Catalog and price list sent on request.



WHITE SWAN
SPICES AND CEREALS, LIMITED
TORONTO



St. Lawrence Granulated

100 Per Cent. Pure Cane. Put up in the sized grain your customers prefer: Red label for Fine Grain; Blue label, Medium Grain; Green label, Coarse Grain.



THE TEST OF TIME

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

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



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

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

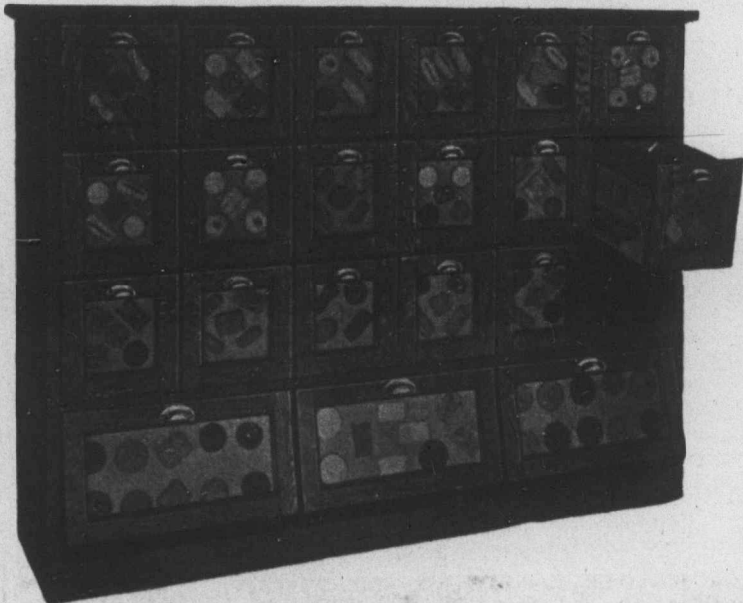
Standard Biscuit Case

In Sectional Lengths

makes provision for not only your tins, but also large wooden cake boxes which you find difficult to place and show contents to advantage.

This case shown is 6' long and 54" high, having 3 large patent roller bins in base, with bevel front to display cakes or contents of large cake boxes, and above this glass display oak front slides, fitted with rollers to insure easy running, show your stock of cakes in tins. Every large bin in base adds two feet to length of case.

Stock lengths are 6', 8' and 10', but may be made to order in any length and also fitted with shelving to match regular fixtures. Made in oak to match your fixtures and sell your cakes.



Walker Bin & Store Fixture Co.,

LIMITED

Berlin,

Ontario

Representatives:

Manitoba:—Watson & Truesdale, Winnipeg, Man.

Sask., Alta., and Eastern B.C.:—North-West Specialty Co., 226 3rd Ave., Saskatoon; 111 Howard Ave., Edmonton; 110 Eastman Chambers, Regina.

Vancouver, B.C.:—R. J. Borland, 1105 Pacific Street.

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

Maritime Provinces:—R. R. Rankine, 46 Adelaide St., St. John, N.B.

Manufacturers' Agents and Brokers' Directory

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

ONTARIO.

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

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

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

"We are in the market for White Beans, small or large lots. Send samples and prices immediately."
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 Wholesale Grocery Brokers
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 Manufacturers' Agents and Importers.
 51-53 Wellington St. W., Toronto

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 Established 1885
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HENRI DE LEEUW
 28 Front Street E. TORONTO
RICE, COFFEE, DRIED FRUITS, SEEDS, CANNED and FRESH FISH, CHEESE, EDAM, STILTON, ROQUEFORT; CONFECTIONERY, ETC.

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

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 Importers and Manufacturers' Agents. Winnipeg, Calgary, Vancouver.
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 Canadian, British and Foreign Agencies Solicited.
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 Successors to RUTTAN & CHIPMAN
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The Campbell Brokerage Co.
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 We have our own warehouse and truckage. Shipments stored and distributed. Can give special attention to a few good agencies.
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T. A. MACNAB & CO.
 ST. JOHN'S, - NEWFOUNDLAND
 MANUFACTURERS' AGENTS and COMMISSION MERCHANTS
 Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A, B, C, 5th edition, and private.

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

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Agencies Solicited

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

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458 St. Antoine St. Montreal

Phone Main 836.

Room 5.

H. D. GODARD & CO.

207 St. James Street,
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BROKERS AND MANUFACTURERS' AGENTS

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

THOSE WHO KNOW

the delicious uses of

MAPLEINE

will thank you for supplying them.

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

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

CRESCENT MFG. CO.
SEATTLE, WASH.



Every Merchant who handles—

Mathieu's Nervine Powders



knows that they sell themselves. So effective are they in all cases of headaches that when once tried they are immediately recommended. Every merchant can with perfect safety recommend Mathieu's Nervine Powders as a perfectly safe and harmless remedy in all cases of headaches. Any merchant may try Mathieu's Nervine Powders at our expense, as per coupon attached. *Mathieu's* is a specific in all forms of colds.

Syrup of Tar and Cod Liver Oil

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

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

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With (Name of firm)
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Oakey's

The original and only
Genuine Preparation
for cleaning Cutlery

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead Emery Glass
and Flint Cloths and Papers, etc.

Wellington Mills, London, England

BLACK JACK

**QUICK
CLEAN
HANDY**

1/2-lb. tin—
3 doz. in case



TRY IT

**SOLD BY
ALL
JOBBERS**

BUY

STARBRAND

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

BEST INCORRODIBLE

TEA LEAD

ALL SUBSTANCES AND SIZES

Grey & Marten, Limited

City Lead Works: Southwark Bridge, London, England

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AGENTS: TORONTO, C. H. Anderson, 59 Front Street East
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**TURKISH
DELIGHT**

No quality has yet been proven equal.
No price has yet been made to beat ours.

A Good Combination.

Packed in neat package. Toothsome and Enjoyable.

Write To-day

Oriental Produce Co., Montreal

AGENTS:

W. H. Lyne Usher, Halifax.

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Others Wanted.

GROCCERS

This is your opportunity to stock

Fretz Harvest Brand

"Made in Canada"

PURE JAMS

We have the goods and until our stocks of raw materials are exhausted we will continue to offer at our present prices, which are very reasonable.

QUALITY

Our goods are packed in the heart of Niagara's finest orchards from the choicest selected fruits, and are preserved under the most sanitary conditions. They are guaranteed absolutely pure.

DELIVERIES

We are prepared to make prompt shipments (Lake and Rail.) Send your orders to: Toronto, The Amos B. Gordon Co., 65 Front St. E.; Montreal, H. D. Godard & Co., 207 St. James St.; Winnipeg, Richards & Brown, or direct to

FRETZ LIMITED, Hamilton, Ont.

A Post Card will bring Prices and full Particulars.

Sell The Big Seller—

FOREST & STREAM TOBACCO

Let this quality tobacco make
a FOREST of satisfied customers
for you—and bring a steady
STREAM of profits to your store.

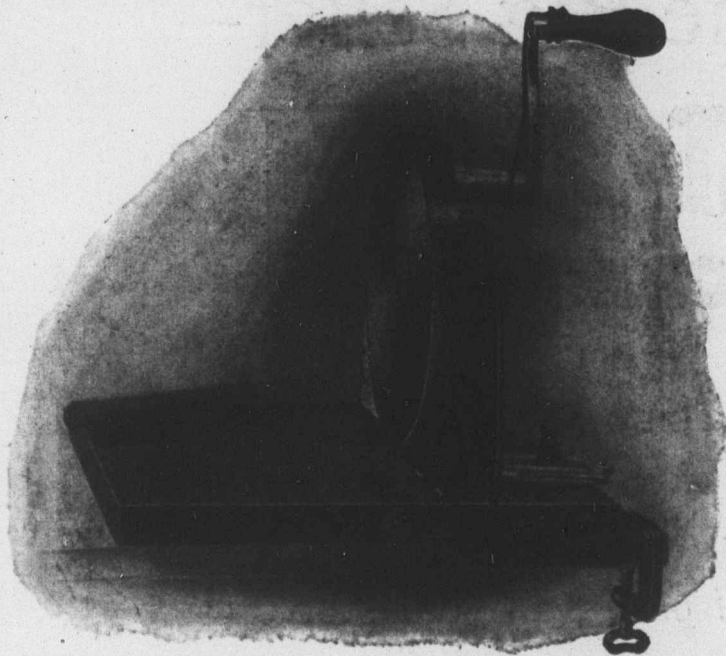


“It’s Great”

your customers say
so—and you will say
so too, when you count
up your profits.

Your Wholesaler
has it.

See Our Booth At Toronto Exhibition



You cannot afford to be without the lowest-priced meat slicing machine made

The dealer who slices his bacon, etc., by hand, cannot hope to compete with his neighbor who uses a quick, clean-cutting meat slicer.

The "Imperial" is a wonder. Write now to any of the following:

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J. B. Renaud & Cie., Quebec, Que.
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Codville Co., Ltd., Winnipeg, Man.
A. Macdonald Co., Ltd., Winnipeg, Man.
Jobin-Morrin Co., Ltd., Winnipeg, Man.

Codville Co., Ltd., Saskatoon, Sask.
Codville Co., Ltd., Moose Jaw, Sask.
Macdonald, Cooper & Co., Edmonton, Alta.
A. Macdonald Co., Ltd., Nelson, B.C.
A. Macdonald Co., Ltd., Fernie, B.C.
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JOHN BURGESS & SON, LIMITED

Sauce and Pickle Manufacturers
LONDON, ENGLAND

The firm was established in 1760 and for over 150 years has been manufacturing goods which have stood and still stand

PRE-EMINENT IN QUALITY.

TRY "M.M." PICKLE

A Sure Seller

THERE MAY BE GOODS AT LESS PRICES, BUT THERE ARE NONE OF EQUAL VALUE.

Write to or call on the Sole Agents in Canada

DAVIDSON-BOWLES, LIMITED

86 Wellington Street West, - - TORONTO

New Pack

“Swiss Bell” brand

“Frankford” “

“Riverside” “

Canned Peas

for immediate delivery.

Write for prices, the pack is short.

EBY-BLAIN, LIMITED

Toronto

Wholesale Grocers

THAT'S IT! is what she will say when she sees
JONAS

on the bottle. Because they don't forget its richness and strength. **JONAS' FLAVORING EXTRACTS** give satisfaction always.

HENRI JONAS & CO. - MONTREAL



A store convenience — costs little — gives big service



THE MCGREGOR PAPER BAG HOLDER.

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

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

Say You Saw It
in
Canadian Grocer



Foreign competition on nearly all preserved food products has practically disappeared.

Now is your opportunity to increase your trade. The great increase in the price of sugar necessitates that this best and most universal preservative be reduced to a minimum. To do so and yet not decrease the keeping quality of your product you must adopt some other means. The best in every way is an absolutely air-tight cap. The only cap which fills all requirements is the Anchor Cap. It is more sanitary than any other cap, in that the contents are in contact only with a non-corroding lacquer. Above all, Anchor Caps are absolutely air-tight. Goods put up under Anchor Caps will retain their flavor, color and purity longer than with any other closure. To secure a perfect product you require only two aids—perfect cleanliness and Anchor Caps. This Cap is no experiment. Its effectiveness has been demonstrated by many of the most successful packers of foodstuffs in Canada and United States.

Write us for samples and full particulars.

ANCHOR CAP & CLOSURE CORPORATION
OF CANADA LIMITED, TORONTO

MELAGAMA TEA AND COFFEE

Are Still Leading.

Our **40c.** Melagama Tea costs you but 30c. a pound. Good profit, fine Tea. Everybody satisfied. Why pay more?

Sale always guaranteed or money refunded.

Freight prepaid on all orders of 60 lbs. and over of package goods.

P.S.—Our new May picked Japans have arrived. (Matchless and Baked fired.) We will take pleasure in forwarding you samples and prices.

MINTO BROS., LIMITED

TORONTO

Gulf Brand Lobster

*Absolutely Uniform
Magdalen, 1s. Lobsters
Only; Attractive Label*

They make an attractive display, and their quality brings repeat orders. This season's pack is about exhausted.

Guaranteed finest quality, and all 1914 pack.

Wm. C. Christmas & Co.
MONTREAL

You Are Losing Custom

No question about it unless your store is equipped with the acme of Refrigerators—the EUREKA. Not only are you losing custom, but your profits are shrinking considerably through spoilage due to heat and damp atmosphere. Try to figure out your annual loss—the result will surprise you.

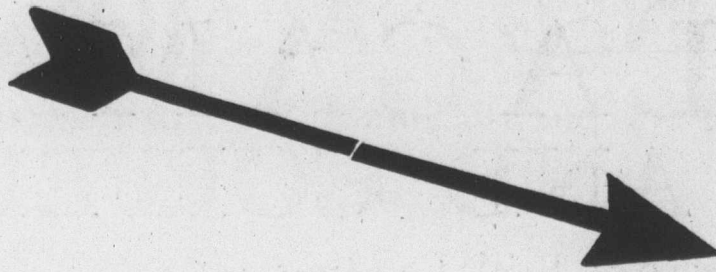


For over 28 years we have been **successfully** solving for Grocers, Butchers, etc., in all parts of the Dominion, the same problem that YOU are up against. Give us an opportunity to solve yours.

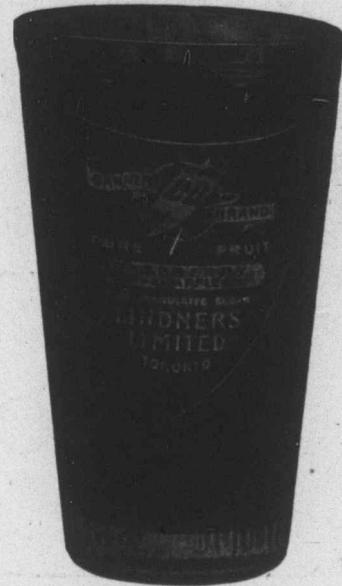
Call To See Us

When on visit to the National Exhibition and make us prove our claims—we can do it. Come out of curiosity, if for no other reason. We shall be pleased to see you.

Eureka Refrigerator Co.
31 BROCK AVENUE, TORONTO LIMITED



The new Anchor Cap on "Banner Brand" Jam tumblers again proves the leadership of this quality Jam—and again others will trail in on this idea as they did when we introduced our **Clip Cap** tumbler last spring.



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

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

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

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

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

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

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

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

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

LINDNERS LIMITED

306 Ross Ave.
WINNIPEG

340 Dufferin St.
TORONTO

Representatives:

H. Whissell, 2528 Drolet St., Montreal; H. D. Marshall, Ottawa; W. L. McKenzie & Co., Edmonton and Regina; Jacksons, Limited, Calgary; H. E. Cross, Vancouver; R. S. McIndoe, Toronto.

CANNED SALMON

Almost every packer has named prices on
1914 Pack

Prices are very much higher than 1913, but we have a good stock and are prepared to book at low prices for prompt shipment.

We offer about

7,000 Cases. All Brands.

- Clover Leaf and Primus (Sockeye)
- Horse Shoe and Sovereign (Sockeye)
- Lynx, O-wee-kay-no and Lacrosse (Sockeye)
- Peacock and Reigning (Red Spring)
- Eagle, Autumn Leaf and Mounted Police (Red Cohoe)
- Tip Top, Salad, Carnation (Pink)
- United Service and Sunflower (Pink)
- Fly and Auto (White Spring)

Get our prices, compare them, and you will save money.

CHLORIDE OF LIME AND LYE

Manufactured by THE UNITED ALKALI CO., LIMITED
Liverpool, England.

We are pleased to say that we can accept orders at the old figures, *no advance yet.*

Solid and Powdered Lye,

"Red Heart" 50 gross \$6.50 gross

Chloride of Lime,

1/4s tins 5 gross 4.00 gross

1/2s tins 5 gross 5.75 gross

1s tins 5 gross 9.75 gross

One kind or assorted.

TERMS: Net, 10 days.

Get in touch with us.

We can give you the best service and satisfaction.

L. Chaput, Fils & Cie, Limitée, Montreal

WHOLESALE GROCERS AND IMPORTERS

Colman's *SAVORA*

The new flavoring preparation
for salads, meats, fish, etc.

Delicious and Appetizing

Here is something that you and your trade will appreciate—the new appetizer with the new flavor, the new aroma. It puts zest into the meat, fish or salad at your dinner.

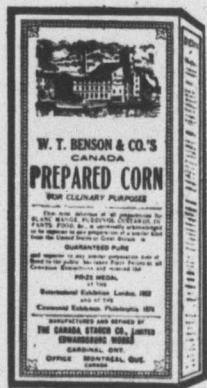
A small trial order will be the foundation of big business in "Savora." Send to-day and introduce it to your customers.



Magor, Son & Co., Limited

AGENTS FOR DOMINION OF CANADA

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



This is
the
goods

CORN STARCH

The Best Summer Food

All good housewives know its value and use it frequently.

All good grocers keep a fresh stock handy at all times.

It returns a good profit.

This is **BENSON'S**
the
Name **Prepared Corn**

MADE BY

Canada Starch Company, Limited

Montreal

Cardinal

Brantford

CANADIAN GROCER

VOL. XXVIII

SEPTEMBER 4, 1914

No. 36

Much Jam Came from Great Britain Last Year

Not Likely That Much Will Come This Year, Although Some Have Good Information That Embargo Has Been Lifted by British Authorities—French Peas Arrive and More Anticipated—Currants, Raisins, Nuts and Olives Coming From the Mediterranean.

SIX hundred and nine thousand nine hundred and ninety-seven dollars. That's the total value of the jam, jellies, preserved fruits and condensed mince meat that Canada imported from the United Kingdom during the fiscal year which ended on March 31 last.

In addition to that we imported \$30,579 worth from France, and \$5,164 from Holland, making a total of \$645,540 worth, little of which we can count upon this year. The embargo which has been placed on foodstuffs by the British Government covers jams, jellies, etc., as these foods are considered among the most important from a British army ration standpoint.

Some brokers are informed that they will receive British jams on order before the date of the embargo providing the goods were packed also before that time. Others are sceptical about this saying that they will believe it when they see the jams in Canada.

Retail dealers will, therefore have to govern themselves accordingly. It is not likely that anywhere near the quantity of imported jams and jellies that came to us from the United Kingdom last season will arrive this year. The temporary embargo has put a partial stop to that.

This makes the preserved fruit and jam situation one of extreme importance to the trade. There is also the fact to face that this year—at least the latter part of it—will not see nearly the same quantity of fruit preserved by the average housewife as last on account of the high price of sugar. The consumer to-day is paying 6 cents and more a pound, whereas a month ago the price was not five cents. A year ago sugar was only \$4.50 wholesale in Montreal, as compared with \$5.31 to \$6.15 to-day. Unless all signs fail therefore, the quantity of fruit "put down" by the housewife will not nearly reach the proportions of a year ago. More preserved

fruits will naturally be disposed of this year.

Freight Vessel Leaving Patras.

There are, however, many evidences that the situation overseas is loosening up. News comes by cable that on the fifteenth of this month a steamer will leave Patras, Greece, laden with currants for the Canadian market. This steamer is scheduled to call at Denia, Spain, and also Malaga, for raisins, nuts and olives. It should arrive here, bar untoward accidents, by the first of November, so that we shall have at least considerable of the Christmas cake and pudding ingredients in plenty of time. This boat is the "Jacona" which comes direct to

Canada, but owing to the war its sailings have not been on schedule lately. Currants are easy in Greece but the war risk, higher freights, etc., will mean higher prices than usual in this country.

One broker who imports large quantities of French peas has the report that his stock is now in England on the way to Canada. He confidently expects to get the shipment. They came, he is advised, through the port of Ostend in Belgium. Another importer has actually received his shipment of 700 cases of 100 tins to the case. Evidently, therefore, there will be some of these peas on the market, but it is safe to say that the usual quantities will not arrive in Canada.

Little French Olive Oil.

From present prospects there will not likely be much French olive oil come through. The British Government, it is stated, has seized all this for its own use, as olive oil is considered a great food. Unless, however, Italy goes to war in the near future there should be some shipments from that country.

As intimated last week, the embargo from all accounts has been lifted on confectionery, that is boiled goods, but not from sweetened chocolate. Other advices say that this only refers to that or order before Great Britain exercised her embargo rights. A broker who imports considerable quantities of a British made meat sauce expects his shipments as usual.

Tea is of course among the lines now allowed to be exported to British colonies, but there is no word of biscuits being let through. There may be a new factor in the tea trade should Turkey be drawn into the embroilment as with her fleet in the Dardanelles she might for a time be a serious menace towards getting tea through the Mediterranean safely. At any rate the war-risk would no doubt be increased.

BRITISH JAMS COMING?

Since the accompanying article was written, information has reached Canadian Grocer that the embargo has been lifted on Old Country jams. In fact a Toronto broker received a cable from a Scottish jam manufacturer that such was the case and that he would be sending through shipments. This broker is inclined to the belief that this refers only to jams, jellies, etc., in glass and stone containers but not to anything in tins. The latter goods would be held because of the facility with which they can be used for army and navy ration purposes. Of course about the only goods we are accustomed to get are in glass and stone. There still seems to be differences of opinion on whether jams will get through or not but it is reasonable to suppose that with the continuation of hostilities Canada will not get her usual supplies.

Steamer for Canada to Sail from Mediterranean

Reford & Co. Announce That the Thompson Line Will Take Consignments of Fruits, etc., to be Landed in Montreal About End of October Give Assurance of Keeping Ocean Lines Open—Cream of Tartar, Herbs, Mustard and Extracts Have Advanced 100 to 200 Per Cent.

Montreal, Que.—(Special).—One of the most reassuring announcements that importers have felt this week is that of Reford & Co., agents for the Thompson line, to the effect that they will have a steamer calling on Mediterranean ports and that orders can be booked from several points. This, together with the attitude of the British government in taking the embargo off some food commodities, indicates that the British government has confidence in the ability of the navy to keep the routes of commerce open.

Reford & Co. report to Canadian Grocer that one boat will be operated this fall only instead of the customary two, and that she will make the trip about mid-time between the two usual voyages. Delays are to be looked for, but she should be in Montreal about the latter part of October.

This announcement, according to Mr. Rose, of Rose, Laflamme, Ltd., importers, insures a supply of Mediterranean fruits for the holiday trade, but it must be expected that the prices will be higher for the reason that freight rates are up about fifty per cent., and there will be higher rates for insurance prevailing. The fact that there is only one steamer making the trip instead of the usual two is not very important, it is believed, from the fact that there is a very weak demand for high priced imported commodities which will have to come into competition with the California goods. Prices will have a big effect in shaping the public appetite. Spices, etc., will also come by this boat.

That for most of the standard lines of spices there should be no serious apprehension regarding the supply is the opinion expressed by Mr. Johnson of Herron, Leblanc Co. His firm has been receiving shipments, and he believes will continue to do so. Pepper is very firm at present and may go higher, but there is little reason to fear a famine.

With regard to herbs, mustard, extracts, jelly powders, etc., Mr. Johnson states that the situation is entirely different. Thyme, savory, sage and cream tartar all come from the war belt. Increases in price from one hundred to two hundred per cent. are noted and with regard to cream tartar it can only be secured in small lots in a few sources at any price. It has been intimated that

the supply of mustard from England and France will be cut off in which event we would have to depend on the States and there the supply is very small. Already prices on mustard are up about 150 per cent.

Mr. Ross of the Mount Royal Milling Co., announces that the reduction of 25c a cwt. in the price of Rangoon rice this week is the direct result of the embargo being raised by England, allow-

FREE FROM THE EMBARGO.

From an apparent official source comes the information that the embargo was removed from the following lines on August 17:

*Candied and drained peel;
Licorice; Marzipan (an almond paste);*

Crystallized fruits, and flowers;

Confectionery made up in fancy packages consigned to British destination where amount of sugar contained does not exceed 20 per cent.

Confectionery in boxes, tins, bottles, and similar containers to British destination, without regard to amount of sugar if packed for export before date of proclamation (5th to 10th August).

Tea in packets, tins, and other small packages labelled ready for retail sale.

ing shipments to come forward. He states further that prices for other varieties are very firm on the former basis.

That Hudon, Hebert & Cie, wholesale grocers, are cutting their prices on imported goods about 10 per cent. is announced. It was explained by Mr. Girard that the advances which were made were with a view to checking the demand and to protect the stocks of the concern, particularly in those goods which were liable to be cut off. Now the demand for many of the imported goods has been checked and the firm considers itself in position to reduce prices, particularly in view of the fact that the

situation now appears better in relation to prospects for further supplies.

Mr. Girard also states that there has been a marked falling off in demand for many luxuries which would indicate that the people are following the advice generally offered to live frugally until the war is over.

The reduction referred to covered all imported pickles, jams, biscuits, raisins, etc., and in addition such staples as oatmeal, corn meal, potato flour, etc. Attention was drawn to about a dozen lines which had been practically sold out since the war demand commenced and Mr. Girard remarked that there would have been others if prices had not been advanced by the trade.

The Montreal Retail Tobacco Association held a meeting following the readjustment of prices caused by the war tax. A. Michaels, vice-president, states that imported cigarettes have been advanced 5c a package and that material increases have been decided upon in imported cigars—from 2½c on the cheaper grades to 5c on the more expensive ones. Domestic cigarettes are not to be altered for the present, and as for tobaccos, the arrangement is that the size of the boxes have been reduced so that there is no trouble on that score. Regarding the advance, Mr. Michaels believes in a war tax if advances have to be made on package goods. If the public actually saw a 1c or 2c stamp on the box of cigarettes they would, in his opinion, be much more willing to dig down and put up the extra charge which would seem like a donation to the country's cause.

Many French reservists left Montreal last week for the war. This exodus has created vacancies in the staffs of many Montreal firms. One company alone, the Societe S. P. A., manufacturers of Paris Pate, has sent almost three-quarters of its large staff, leaving behind practically only the French chefs who are above the age requirements.

The vacancies thus created have been immediately filled, but the Paris Pate people have promised to reinstate all the reservists who return after the war is over. It is also gratifying to note that their families have all been provided for by the Paris Pate Company during the absence of the "bread winners."

Canned Peas Open 12½ Cents Above Last Year

New Prices On Early Fruits and Vegetables Are Out—Peas Will Likely Retail at 10 Cents Straight—Canned Strawberries and Raspberries a Little Higher, But Other Fruits Are Lower—Fruit Pack Generally Not Large.

A MONTH later than last year sees the opening prices on the early canned fruits and vegetables for Ontario and Quebec. The delay has been due to the upset conditions consequent on the war, but now that the situation is calming down considerably things are back to their normal stride again.

The trade has been awaiting the opening of these prices for some time, with a somewhat eager eye on peas particularly. During the past two months Canadian Grocer has advised the trade that the pea crop this year was considerably shortened by the drought and adversely affected by the depredations of the pea fly and other parasites, and that the chances were we would see higher prices. This it was pointed out would likely be the case even taking into consideration a hold-over in peas of a good many cases. In several issues it was estimated that the new price for standards would range somewhere between 90 cents and a dollar a dozen. How closely we came to the correct figure is seen in the accompanying table. Standards have opened at 95 cents for Grade A which means 92½ for grade B.

The Profit at 10 Cents.

While the price of peas is a little higher than last year, it is yet much below

that of 1912 when standards were quoted at \$1.25. Wholesale, they are therefore 30 cents a dozen less than two years

ago or 2½ cents the tin. Selling at 10 cents a tin this year will show a gross margin of practically 21 per cent. on the selling price or almost 27 per cent. on the first cost. At the same time the new price will eliminate all three-for-a-quarter or two-for-fifteen selling.

On the whole beets are only 2½ cents a dozen higher than last year. No. 2 costing a dollar will mean a good profit at two-for-a-quarter, but the trade should taboo the selling of them at 10 cents. In such a case the gross margin would be less than 17 per cent.

Asparagus is 5 cents a dozen higher than last year whereas spinach is 12½ and 27½ cents lower.

Golden wax beans which opened at 85 cents last year are 10 cents higher at 95. In fact beans are generally 10 cents above last season. They are however, 5 cents less than in 1912.

Strawberries are Higher.

As was generally expected the price of new pack canned strawberries is higher than

Opening Prices With 1913 and 1912 Comparisons

Ontario and Quebec Prices.
VEGETABLES.

	1914 Group A	1913 Group A	1912 Group A
2's Asparagus tips	\$2 32½	\$2 27½	\$2 27½
2's Asparagus butts	1 47½	1 42½	1 42½
2's Beans, crystal wax	1 05	0 95	.....
2's Beans, golden wax, midget	1 25	1 15	.....
2's Beans, golden wax	0 95	0 85	1 00
3's Beans, golden wax	1 32½	1 22½	.....
Gals., Beans, golden wax	3 77½	3 52½	.....
2's Beans, Lima	1 22½	1 17½	.....
2's Beans, red kidney	1 00	0 97½	.....
2's Beans, Refuge or Valentine green	0 95	0 85	1 00
3's Beans, Refuge (green)	1 32½	1 22½	.....
2's Beans, Refuge, midget	1 25	1 15	.....
Gals. Beans, Refuge	3 77½	3 52½	.....
2's Beets, sliced blood red, Simcoe	1 00	0 97½	.....
2's Beets, whole, blood red, Simcoe	1 00	0 97½	.....
2's Beets, whole, blood red, Rosebud	1 30	1 27½	1 30
3's Beets, sliced, blood red, Simcoe	1 35	1 32½	.....
3's Beets, whole, blood red, Simcoe	1 40	1 37½	.....
3's Beets, whole, blood red, Rosebud	1 45	1 52½	.....
2's Peas, standard, size 4	0 95	0 82½	1 25
2's Peas, early Junes, size 3	0 97½	0 85	1 30
2's Peas, sweet wrinkles, size 2	1 00	0 87½	1 35
2's Peas, extra fine sifted, size 1	1 40	1 27½	1 75
Gals. Peas, standards	4 07½	4 02½	.....
Gals. Peas, Early Junes	4 17½	4 12½	.....
Gals. Peas, sweet wrinkles	4 32½	4 27½	.....
2's Spinach	1 15	1 27½	1 30
3's Spinach	1 50	1 77½	1 80
Gals. Spinach	4 55	5 30	5 32½
FRUITS.			
2's Blueberries, standard	1 52	1 47½	.....
2's Blueberries, preserved	1 82½	1 77½	.....
Gals. Blueberries, std.	6 57½	6 52½	.....
2's Blk. cherries, pitted, H.S.	1 92½	1 92½	1 97½
2's Blk. cherries, not pitted, H.S.	1 52½	1 52½	1 55
2's Red ptd. cherries, H.S.	1 92½	1 92½	1 97½
2's Cherries, red, pitted, L.S.	1 45	.....	.....
2's not ptd. red cherries, H.S.	1 52½	1 52½	1 55
Gals. ptd. red cherries	8 52½	8 52½	8 55
Gals. not ptd. red cherries	8 02½	8 02½	8 05
2's Cherries, white, ptd. H.S.	1 92½	1 92½	1 97½
2's Cherries, white, not ptd. H.S.	1 52½	1 52½	1 65
2's Black currants, H.S.	1 47½	1 92½	2 00
2's Preserved black currants	1 77½	2 27½	2 30
Gals. black currants, std.	5 27½	5 27½	5 30
Gals. black currants, solid pack	8 27½	8 27½	8 30
2's Red currants, H.S.	1 47½	1 92½	2 00
2's Red preserved currants	1 77½	2 27½	2 30
Gals. red currants, standard	5 27½	5 27½	5 30
Gals. red currants, solid pack	8 27½	8 27½	8 30
2's Gooseberries, H.S.	1 47½	1 77½	2 00
2's Gooseberries, preserved	1 77½	2 02½	2 30
Gals. gooseberries, standard	7 02½	7 02½	7 02½
Gals. gooseberries, solid pack	8 77½	8 77½	8 80
2's Lawtonberries, heavy syrup	1 97½	1 92½	.....
2's Lawtonberries, L.S. (group B)	1 45	.....	.....
2's Lawtonberries, preserved	2 17½	2 12½	.....
Gals. Lawtonberries, std.	7 07½	7 02½	.....
2's Raspberries, black, H.S.	1 97½	1 92½	2 15
2's Raspberries, black, L.S. (group B)	1 45	.....	.....
2's Raspberries, black, preserved	2 17½	2 12½	2 40
Gals. Raspberries, black, std.	7 07½	7 02½	.....
Gals. Raspberries, black, solid pack	9 32½	9 27½	.....
2's Raspberries, red, H.S.	1 97½	1 92½	2 15
2's Raspberries, red, L.S. (group B)	1 45	.....	.....
2's Raspberries, red, preserved	2 17½	2 12½	.....
Gals. Raspberries, red, std.	7 32½	7 27½	.....
Gals. Raspberries, red, solid pack	9 32½	9 27½	.....
2's Rhubarb, preserved	1 57½	1 52½	1 55
3's Rhubarb, preserved	2 32½	2 27½	2 30
Gals. Rhubarb, standard	3 57½	3 52½	3 52½
2's Strawberries, H.S.	2 17½	1 92½	2 15
2's Strawberries, preserved	2 32½	2 27½	2 30
Gals. Strawberries, standard	7 57½	7 52½	7 52½
Gals. Strawberries, solid pack	9 82½	9 77½	9 77½

a year ago. Strawberries in heavy syrup No. 2's have opened at \$2.17½ per dozen, an advance of 25 cents over 1913. The advance in preserved is only 5 cents the dozen. Black and red raspberries at \$1.97½ a dozen for 2's are only 5 cents higher than last year, whereas in 1912 the price was \$2.15. The price of cherries shows no change and they are 2½ cents less than in 1912. Huckleberries are 5 cents above last year while black and red currants in the small sizes are 45 and 50 cents below the 1913 opening figures. Gooseberries are also considerably lower in the small sizes.

On the whole, therefore there is little change in the prices from a year ago, and considering the high prices of sugar at the present time we should see considerable consumption of canned fruit during the coming winter and next spring.

There are to come yet prices on tomatoes and corn and on peaches. These, however, will not likely be announced for another month or six weeks, or until the canners know more definitely the extent of their pack and the estimate of orders.

Fruit Stocks Not Large.

In issuing their prices the Dominion Canners state they are in a position to make full delivery of orders for all goods covered by these prices. They further point out that the pack of peas and beans has been considerably shortened this year and in some sections there was almost a failure. This resulted in enhancing the cost of packing, and accounts for the slightly higher prices. In referring to fruits the canners say that the stocks are limited and that prices are subject to change without notice. Quality this season is reported excellent.

the pound instead of eleven, and the cost will be advanced some 9 or 10 cents. The duty on cut tobacco as well as other manufactured tobaccos was advanced exactly 10 cents per pound, as will be seen by referring to the table in last week's issue.

French Supplies Cut Off.

Tobacco men report a big shortage in Zig Zag cigarette paper. This comes from France, and on account of the war is practically off the market. One wholesaler stated that his firm had only a limited quantity, and they were retailing in one box lots to one customer. Briar pipes also come from France, and the supply of these in Canada is gradually diminishing. The 25-cent line is being sold by them at \$2 net. The usual 10 per cent. discount is being discarded, and they are not encouraging the sale at all. Even should the war conclude shortly they do not anticipate any further supplies of consequence before August of next year.

It is interesting to note that the new duty on cigars, tobaccos, etc., was made retroactive with spirits to August 7, and this is causing the trade considerable anxiety. Tobacco men are objecting to the payment of this extra duty on all goods taken out of bond which were required for their regular trade, but do not object to that on the goods in excess of the usual requirements. The matter is now hanging fire, and in the meantime tobacco concerns are being billed for the entire extra duty on all goods taken from bond before August 7.

War Tax Drives Up Tobacco Prices

Cigars, Cigarettes and Tobaccos Now on a New Basis — Increase in Duty on Manufactured Tobaccos Amounts to 10 Cents Per Pound.

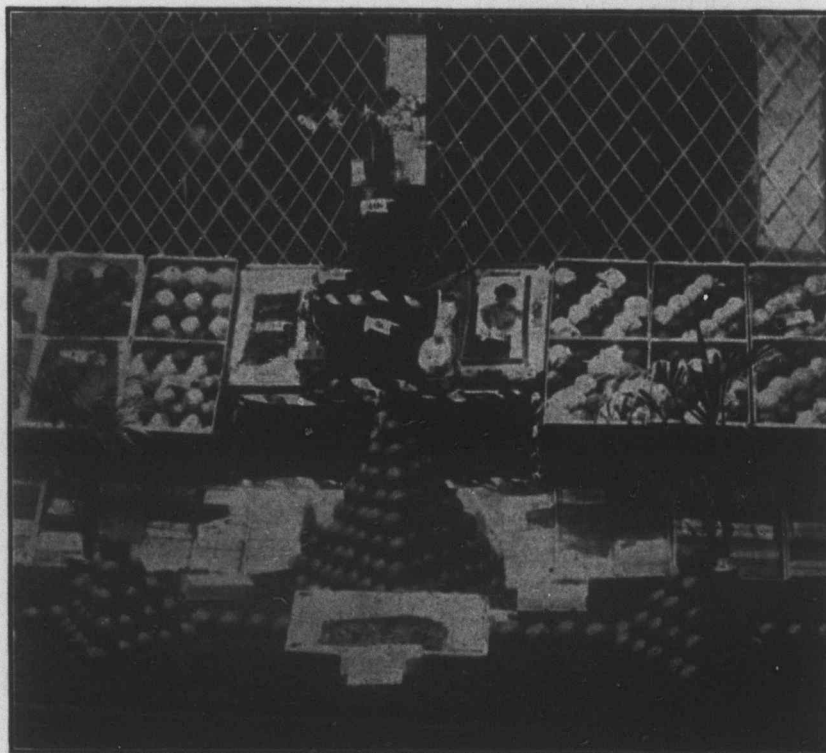
IT required more than the outbreak of the European war to advance the prices of cigars, cigarettes and tobaccos. But the war tax accomplished it quite effectively. Following the extra duty which the Government saw fit to place upon these goods, most prices were withdrawn until the daylight could be more distinctly seen. This week sees a partial readjustment, and from out the eruption we see many advances.

In connection with tobaccos, it is evident that manufacturers are meeting the higher duty, at least in many cases, by putting out new sizes. While, for instance, Maedonald's plug is advanced 5 cents per pound, the sizes of some tobaccos will be reduced. The advance on imported manufactured lines means about 9 or 10 cents per pound. Some package tobaccos will be packed 12 to

The advances in cigarettes vary. A number of them are 30 cents a thousand and others 50 cents. The former include such lines as Sweet Caporal, Player, Hassan, and Gold Crest, and the latter, Moguls, Murads, and Fatimas. Cravens are higher by 50 cents, Black Cat 25 cents, and Tuxedo 30 cents per thousand. The old duty on cigarettes was \$3 per lb., and 25 per cent. ad valorem, whereas the duty under the new regulations is \$3.50 and 25 per cent. The rise in the excise is, therefore, just 50 cents per pound, and this is the reason why the advances have been made in the prices to the retailer.

Advance in Cigars.

Most of the regular 10-cent cigars have advanced to \$2.50 the thousand. Some others remain the same. Five-cent domestic cigars, like the Humber, Stonewall, and the Pegtop, have advanced \$1 per thousand. The actual extra duty on many imported cigars, wholesalers say, has meant an advance of from \$5 to \$10 per thousand. The advance in the cigar duty is the same as that on cigarettes, as given above.



Suggestion for fruit window trim in a small store.

Retailers Advertise to Calm Down the Public

Reassuring Newspaper Copy Concerning the Supplies of Food-stuffs—No Necessity for Anxiety Point Out the Dealers—Cause of The Advancing Prices.

MONTREAL, Que. — (Special). — There has been a noticeable note of reassurance through the advertisements of many of the big houses doing business in Montreal since the outbreak of the war behind which has been an evident desire to dissuade the people from extravagant buying, which has to the present been responsible for conditions which have bordered on a panic.

There would seem to be nothing upon which there can be foundation for any real anxiety on the part of the people as to staple supplies. There may be shortages of imported goods, but for the most part these are luxuries. If Canada

with her millions of acres of rich land and a population of only eight million people cannot raise enough foodstuffs to prevent any serious shortage, then it will certainly go hard with some of the other countries.

Imported goods may be short, but if there are not imported luxuries there will be something just as good to take their place.

The Stampede Advances Prices.

It is evident that the conditions which marked the first stages of the war were caused in the grocery business by the attitude of the general public. There was an immediate rush to buy supplies. The next step was that the retailer saw

his stocks going out and started in to buy heavy. This again told on the wholesaler who had short stocks and who began to raise prices. As is often the case the raising of the prices seemed to have the effect of stimulating the demand and of confirming the opinion of the public that there was danger of a serious shortage. Here

we get the whole circle—with the wholesaler at one end and the consumer at the other, and each trying to protect himself from the other—and it really looks as if the wholesaler stands to be the gainer. But at that he is gambling on what he may be able to replenish his stocks at, for if he buys heavy now it may be that prices will recede before he clears his stock and it is not likely that the public will want to pay the high prices after there is a reduction of the costs.

Many of the retailers have through their advertising endeavored to reassure the public. We give samples of two advertisements here which appeared in Montreal. These did not contain prices but were merely an argument for the public to be conservative in dealing with the situation. Many other advertisements contained price lists of groceries which were being sold at practically the old figures and these resulted in bringing big business.

As an instance of what the demand of the public meant in the way of business, we might refer to one of the largest retail houses in Montreal where it was found to be almost impossible to deal with the rush. The storehouse was not able to hold enough goods to fill the orders. A portion of the china department, adjoining the grocery, was cleared and here huge stocks of flour, sugar, oatmeal, etc., were placed and alongside additional parcelling tables were set up and clerks were employed at every point where there was room for their accommodation.

SUPPLYING BIG CHEESE GIFT.

The four million pounds of cheese being donated by the Government of the Province of Quebec will be supplied through the Quebec Cheesemakers' Co-operative Agricultural Society. From four to five thousand boxes of cheese must be delivered each week and the interests of the Government and the producers as well as the reputation of Canadian cheese will be safeguarded. The price to be received by the society will be an average based upon the four principal markets of Ontario with the addition of an eighth cent per pound for No. 1 cheese. Payments will be made weekly. The society makes an appeal for a particularly choice article at this time as the honor of the Province and the reputation of her dairy products are at stake.

W.H. Scroggie

**It's Only A Matter
Of Confidence!**

The British Empire is facing a serious situation, and we, the Canadian people, must take our share of the great responsibilities. It is our business to be cool and calm, and to have confidence. There seems to be a tendency to create a trade panic in Canada. As retailers, we say there is no excuse for such a condition. The British Admiralty tells us "Trade may proceed in safety on the high seas." If this is so—and surely the British Admiralty ought to know—why should WE WORRY? The Empire is safe—Canada and all other British Possessions are safe. England and France control the sea.

**HAVE CONFIDENCE---LET TRADE PROCEED
ALONG IN ITS USUAL MANNER**


It is true that in the past much German merchandise was shipped to Canada. This market is now closed, and the goods to Canada and Canadian manufacturers. Canadian factories. Merchandise that Canada imported from Austria be made here in Canada by Canadians.

Our enormous wheat crops will go to Britain in safe hands, there will be an article of merchandise that we articles will be luxuries and not necessities of life.

We have large Stocks of Merchandise to be sold at a just and fair value. Keep calm, keep confidence. Buy now when you but do not overbuy. We trade.

Do not Worry. Do Your Share. We

W.H. Scroggie



**Walter Paul,
The Grocer,
Says:**

Don't be alarmed about
WAR PRICES
for he **WILL NOT ADVANCE** the Price of any article in his Store—until he is forced to do so by the purchase and fresh stock.

Old Prices Will Be Adhered To
as far as possible, and the First Class Quality of his goods maintained.

The Largest Stock of Sundries and Fancy Groceries of any Retail Store in the City.

Careful attention and prompt delivery is the motto at

**Walter Paul's
New Store**

Corner of Burnside and University Streets

Five Phones: Uptown 1237, 1238, 1239, Uptown 5720, 5721.

These two newspaper advertisements run by Montreal dealers were designed to create confidence among the buying public. Both firms are to be commended for their endeavor to instill courage and confidence into the people at a time when they were needed.

Confidence Displayed by Maritime Dealers

Business so Far Better Than Year Ago—Crops of Grain, Roots and Apples Generally Good in the Provinces Down by the Sea, and in Majority of Cases Prospects for Future Are Bright—Accounts Being Watched Closely.

From Interviews with Maritime Grocers.

WITH a view to obtaining some definite and authentic information on the progress of trade in the Maritime Provinces, Canadian Grocer recently got in touch with a number of dealers in that section of Canada. From their reports business in the Maritime Provinces so far has been much better than a year ago. Collections, too, have been splendid, and with the crop outlook just as good as, and in some cases better than a year ago, the business men of the East are looking forward to a good half-year's business.

Jno. Forsyth, of Forsyth, Jr., Dartmouth, N.S., states that business with him is some 30 per cent. ahead of the first seven months of 1913. There will be an average crop in the district of Dartmouth, with the probable exception of hay, the crop of which varies on different farms. The retail business outlook, he says, is fair, and collections have been good. Mr. Forsyth specializes on collections. He carefully checks over all posting, and in this way keeps well informed as to how customers are paying. He carries in his pocket a small book with the accounts which require careful watching. "If people do not pay," he says, "I see them frequently, and usually get the money; often, too, the customer even comes back." While his business is probably 75 per cent. credit, he keeps his losses in bad accounts down to about 4/5 of 1 per cent. of the total sales.

Mr. Forsyth was in business twenty-four years on the 22nd of August, and the loss above stated covers the entire period. This surely is a remarkable record. He has heard from time to time of dealers who do a credit business and who never lost anything. He says he would like to meet them and get a leaf out of their books.

July Best Month Yet.

"Our July business," says M. E. Grass, of St. John, N.B., "was the best month I ever had. Business is much better this year so far than last. The crops are up to the average, but a little late, and, apart from the European situation, the outlook is good." With him collections have also been good, and he makes it a point to watch accounts closely, weekly and monthly as the case may be.

Business with Jas. F. Miles, Sydney,

C.B., during the first seven months of the year exceeded that of 1913 by 10 per cent. While the crops have been good in his district, the war has had a certain adverse effect on trade generally. His accounts are mostly all monthly, and they have been promptly met when due.

R. T. Holman, of Charlottetown, P.E.I., reports business very much better so far this year than last. While the crops are a little late, they are splendid. "We are counting upon increases in sales," he says, "in the coming half year. Our collections have been very good, as we look after them promptly. All goods when charged are marked at an advanced price, and the discount we allow for cash. Our policy is stated on the bill, and the customer generally takes advantage of it by remitting."

Harvest Late, But Crops Good

According to Northup & Co., St. John, N.B., business is much better this year than last. The harvest is a little late, but the crops are good, the ultimate results depending upon the kind of weather we have during the autumn. Despite the European situation, they are figuring on just as good a business between now and January 1 as last year. Accounts are confined strictly to thirty days, subject to draft, and they report collections good.

W. P. Mosely & Co., Dartmouth, N.S., report apples a fair crop; fruit crops very good so far, and quite equal to last year.

Jno. Hopkins, St. John, N.B., states that business with them has been as good as in 1913. Prospects for a good crop yield are bright from their reports. He thinks that if the European situation does not have an adverse effect, the retail business will be fair during the remainder of the year. Collections have been fairly good.

Nice Increase Over Last Year.

T. S. Bown, Sydney, C.B., reports a 7 per cent. increase in business over the first seven months of last year. The hay crop in their vicinity is normal, and the root crops look exceedingly well. The closing down of the local steel works has interfered somewhat with business, but if these open shortly, as many anticipate, trade will be good from now on. As Mr. Bown is very careful to whom he gives credit, he has not much difficulty

in making collections. Money has been coming in well.

J. F. Courtney, Halifax, N.S., finds business this year equally as good as last. Nova Scotia apples will be plentiful this year, and as good as ever they were. In their opinion the European war may have a somewhat quieting effect on business until the situation clears up.

"A considerable increase," is the way G. T. Whelply, Fredericton, N.B., sums up the business this year so far, as compared to last. "Considering that one hears no complaints from the farmers," he adds, "I think the crops must be very good." Collections with him have been good.

F. Hill, Halifax, N.S., states that since the war began things have been booming in so far as the grocery trade is concerned. The crops have been good and collections fair.

During the first seven months business with G. A. Cook & Co., Halifax, N.S., has shown an improvement over the first part of last year. They report the crop outlook decidedly good, and they anticipate good business during the latter half of the year. As their business is strictly cash they have no trouble with collections.

"I expect business to continue good during the last half of the year," states M. A. Malone, St. John, N.B., who has recently opened a store there on Main Street. All crops except hay are reported by him to be well up to the average. He also does a cash business.

R. E. Mutch & Co., Charlottetown, P.E.I., are optimistic in their view of the general situation. They report a good business, good crops, and a good outlook.

Collections Are Good.

S. P. Gondey, Yarmouth, N.S., during the first seven months of the year has had a 20 per cent. increase over last. In his district the crops are better than a year ago, and he looks forward to good business during the remainder of the year. By getting promptly after collections and impressing customers with the necessity of paying regularly collections with him have been good.

Crowells, Ltd., Sydney, C.B., say that on account of the partial closing down of the steel works there, there was na-

(Continued on page 41.)

Opening Canned Goods Prices Not High

Some Advances Over Year Ago, but Others Are Lower — Standard Peas Are 95c—Sugar Refiners Holding Down Speculation — Rice Easier, Embargo Lifted — Tea Situation Problematical—Nearly Famine in Cream of Tartar.

Publication Office, Toronto, Sept. 3, 1914.

THERE has been a pronounced settling of conditions in the trade during the week. The situation shows little change of a material nature so far as the outside influences are concerned; in fact if anything the outlook indicates a longer drain upon resources as the days pass and there is no definite change in the European situation. But the edge has been worn off the demand to some extent and there has been a recession of prices within the range made by wholesalers who took a lead in the bull movement—otherwise the basis holds with some exceptions.

The raising of the embargo on tea and rice by England and the prospects that some other British goods which might be classed as luxuries will be shipped has cleared the situation materially and the result has been an easing of prices—tea 2c to 4c lb., and rice 25c cwt.

One of the features of the week is the announcement of the opening prices on early fruits and vegetables by Dominion Cannery. In view of the comparatively poor crops in peas and beans and the present war situation which has had the effect of advancing so many staples, it is somewhat gratifying to note that the new prices show but small advances over a year ago and some are even lower. Standard peas for instance are only 12½c a dozen higher than last year, which only means a cent a tin advance. This year, while standards cannot be retailed at three-for-a-quarter, they can still be sold at the popular price of 10 cents. Strawberries and raspberries are only slightly higher than a year ago, and several of the canned fruits are the same or lower. In view of the high price of sugar and of tin, caused by the war, the new quotations are quite reasonable and should mean good sales during the coming season.

Wholesalers in the East, at least some of them, announce a reduction of 10% on practically all of the imported lines, including pickles, biscuits, jams, canned goods, raisins, nuts, spices, etc., and also oatmeal, corn meal, hominy, potato flour and some other staples. This should hardly be considered in relation to trade in general, however, as some of these prices were at the top of the range and the basis is not materially changed.

The splendid control which the British navy is holding over the routes of transportation as shown by the chartering of boats from Mediterranean ports and the calmer and more discriminate buying on the part of the public in addition to the assurance which is given by the raising of embargoes by England have had their effect and conditions may be expected to remain more settled until some new factor is introduced.

Sugar remains in the same position as a week ago, with a big spread between the quotations of the refiners and a bigger range in the trade, but there is not the same demand either on the jobbers or the retailers, although, of course, the refiners see but little change on account of the heavy orders already placed.

Grain products have been the feature of the week so far as advancing prices are concerned. Here it would appear that the prospects for improved transportation are having the opposite effect as in other departments. Export business is on a good basis, although the domestic demand is still keeping the mills pretty busy. An additional advance of 40c was made in flour on the 26th. Rolled oats are also higher, and advances from \$1 to \$5 a ton are noted for mill feeds.

The cheese situation in Quebec indicates good business on the part of the Government in donating 4,000,000 pounds to the British Government. With this big order and prospects for good export business there has been a material advance in prices. Other commodities in this department are firm.

QUEBEC MARKETS.

Montreal, Sept. 3.—Business has settled materially. Prices for most lines remain firm, but there is no feverish demand. Raising of embargo on tea and rice have resulted in easier prices and general assurance of control by England of ocean routes. One large house announces a reduction of 10 per cent. in practically all lines of imported goods, and in this the fact that there is a weakening demand for anything in way of luxuries is probably important factor. Flour has been advanced another 40c.

Markets in Brief

QUEBEC MARKETS.

FLOUR AND CEREALS—

Flour advances another 40c.
Rolled oats and packages higher.
Mill feeds advance \$1 to \$5 ton.

FISH AND OYSTERS—

First oysters to arrive Thursday.
Swordfish now on market.
Scotch herrings arrive.

FRUIT AND VEGETABLES—

Lemons are much cheaper.
Big crop of Quebec apples.
Local vegetables are plentiful.

PRODUCE AND PROVISIONS—

Hogs slightly higher.
Cool weather interferes with demand.
Cheese is firmed and may advance.

GENERAL GROCERIES—

Further settling of conditions.
Molasses advance another 3c.
Rice down 25c cwt.
Tea situation easier.

ONTARIO MARKETS.

FRUITS AND VEGETABLES—

Lemons easier; down to \$6.
Peach crop poor; St. John's selling \$1 to 75c.
Cantaloupes plentiful and cheap.
Clapp's Favorite and Bartlett pears in.
Tomatoes cheaper.
New potatoes plentiful; good quality.

PRODUCE AND PROVISIONS—

Lard market firmer.
Live hog prices higher.
Cheese advances 1c lb.
Egg market firm; butter easier.

FISH AND OYSTERS—

New oysters poor quality.
Poultry quiet.
Smoked herrings off market.

FLOUR AND CEREALS—

Flour advanced 40c bbl.
Mill feeds went up \$1 to \$2 per ton.
Graham flour up to \$3 to \$3.30.

GENERAL MARKETS—

Sugar and tea markets unchanged.
Cream of tartar reaches 80c.
Beans to remain higher.
Tapioca scarce at 8c.
California sultanas substituted for European.
Prunes advanced ¼d.

CANADIAN GROCER

and situation is firm, with mill feeds up from \$1 to \$5 ton. Shipments of lemons are coming forward, and the price has receded a couple of dollars a case. Prices still show considerable spread between the different houses, but something like a general basis is rapidly being arrived at. New quotations of Dominion Canners are received, also some new figures for some varieties of salmon. Price re-adjustments have been affected on tobaccos and on wines and liquors in accordance with the war tax.

SUGAR.—Situation has not changed during week, with exception that the feverishness has gone out of demand. There is still a considerable spread between prices of refiners, and while St. Lawrence is at \$5.75, Canada refineries are quoting \$5.20. In the jobbers' trade the figures must still be considered as nominal, and quotations are to be heard from \$5.55 to \$6.50. Reports from New York are that the situation is a trifle easier for the time being, but conditions are very strong in Canada. Refiners are getting orders for more than they can turn out, and are endeavoring to distribute the supply as well as possible.

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

DRIED FRUITS.—Where advances of a material character were made in dried fruits following declaration of war there are now some reductions being made by individual concerns, but the basis remains about the same. Condition is that there has been no great demand in this market, and at present the outlook is that there will be supplies from the Mediterranean, and if not, many orders can be taken care of with California goods, which should be comparatively easy in price with the handicaps which exporters will have to face.

EVAPORATED FRUITS.		Per lb.
Apples, 50-lb. boxes	.....	0 11 0 11 1/2
Nectarines, choice	.....	0 11
Peaches, choice	.....	0 09 0 09 1/2
Pears, choice	.....	0 14 0 15
Apricots	.....	0 16 0 20

DRIED FRUITS.		Per lb.
Candied Peels—		
Lemon	.....	0 16 0 20
Lemon	.....	0 10 1/2 0 14 1/2
Orange	.....	0 11 1/2 0 15 1/2
Currants—		
Amalias, loose	.....	0 07 0 11
Amalias, 1-lb. pkgs.	.....	0 08 1/2 0 12 1/2
Filiatras, fine, loose	.....	0 07 0 11
Dates—		
Dromedary, package stock, per pkg.	.....	0 10 0 13 1/2
Paris, choicest	.....	0 11 0 14 1/2
Hallowes, loose	.....	0 05 1/2 0 08
Hallowes, 1-lb. pkgs.	.....	0 07 1/2 0 09 1/2
Figs—		
Finest, 6 crown, about 12 lbs.	.....	0 13 0 13 1/2
Same fruit, 5 and 4 crown, 1 and 2 cents less.	.....

Prunes—		
40 to 50, in 25-lb. boxes, faced	.....	0 12 1/2 0 13
50 to 60, in 25-lb. boxes, faced	.....	0 11 1/2 0 12
70 to 80, in 25-lb. boxes, faced	.....	0 10 0 10 1/2
80 to 90, in 25-lb. boxes, faced	.....	0 09 1/2 0 10 1/2
95 to 100, in 25-lb. boxes, faced	.....	0 06 0 06 1/2
60 to 70, in 25-lb. boxes, faced	.....	0 10 1/2 0 11
Raisins—		
Malaga table, box of 22 lbs., accord- ing to quality	.....	5 00 6 60
Muscadels, loose, 3 crown, lb.	.....	0 14 0 16 1/2
Sultana, loose	.....	0 15 0 18
Lower grades Sultana, 1 lb. pkgs.	.....	0 06 0 06 1/2
Valencia, new	.....	0 10 1/2 0 11
Seeded, fancy	.....	0 10 1/2 0 11
Seeded, choice	.....	0 10 0 10
Prices quoted on all lines of fruits are liable to be shaded for quantities, according to the state of market.		

COFFEE.—Situation shows no change during week, and trade is adjusting itself to the increases demanded as result of the war tax. The tax itself means an increase of 2 to 3 cents lb., while higher costs of transportation, etc., have been responsible for advances of 4c to 5c all round.

Coffee, Roasted—		Per lb.
Bogotas	.....	0 30 0 34
Gatemala	.....	0 28 0 32
Jamaica	.....	0 26 0 29
Java	.....	0 34 0 39
Maricao	.....	0 29 0 31
Mexican	.....	0 30 0 34
Mocha	.....	0 32 0 36
Rio	.....	0 23 0 26
Santos	.....	0 27 0 29
Chicory, per lb.	.....	0 12 0 15

SPICES.—Peppers are firm, and further advances may be looked for. Cream of tartar is practically out of the market, and, although the price basis has been advanced to 55c and 60c, this is merely nominal, and purchases can not be made at any price except in occasional small lots. Generally speaking, the market is firm, but there is a better outlook than a few weeks ago, and there does not appear to be any serious shortage in sight. Herbs, mustard, extracts, etc., have advanced from 100 to 200 per cent., and supplies are practically cut off.

	5 and 10-lb. boxes.	1/2-lb. pkgs. dozen.	1/4-lb. tins. dozen.
Allspice	0 15-0 18	0 60-0 70	0 70-0 80
Cassia	0 22-0 25	0 72-0 90	0 80-0 90
Cayenne pepper	0 30-0 35	1 02-1 15	1 10-1 25
Cloves	0 35-0 40	1 15-1 30	1 25-1 40
Cream tartar	0 55-0 60	1 35-1 60	.....
Ginger, Cochon	0 21-0 25	0 90-1 05	0 95-1 10
Ginger, Jamaica	0 25-0 30	0 90-1 05	0 95-1 10
Mace	0 85-1 10	.....	.....
Nutmegs	0 30-0 35	1 02-1 20	1 10-1 25
Pepper, black	0 23-0 25	0 90-0 90	0 90-1 00
Pepper, white	0 31-0 32	1 05-1 10	1 10-1 20
Pastry spice	0 25-0 32	0 85-1 10	0 95-1 15
Pickling spice	0 20-0 25	0 75-0 90	0 80-0 95
Turmeric	0 20-0 22	.....	.....

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

Cardamom seed, per lb., bulk	.....	2 00 2 50
Caraway—		
Canadian	.....	0 12
Dutch	.....	0 20
Cinnamon, Ceylon, lb.	.....	0 60
Mustard seed, bulk	.....	0 18 0 22
Celery seed, bulk	.....	0 35 0 45
Cayenne chillies	.....	0 25 0 30
Shredded coconut, in pails	.....	0 20 0 25

RICE.—Lifting of embargo on rice on part of England has cleared situation somewhat, as shipments which were held up there should now come forward. Result has been a reduction of 1/4c lb.—25c cwt.—in prices for Rangoon quality. Other varieties are holding to the same basis, and prices are generally firm, although demand is not quite so strong as during past few weeks.

Rangoon Rices—		Per cwt.
Rangoon "B"	.....	3 75
"C.C."	.....	3 65
India bright	.....	3 90
Lustre	.....	4 00
Fancy Rices—		Per cwt.
Polished	.....	5 50
Pearl	.....	5 60
Imperial Glace	.....	5 90
Sparkle	.....	6 10
Crystal	.....	6 16

Snow	.....	6 30
Ice drips	.....	6 45
Carolina head	.....	6 10
Prices are per 100 lbs., packed in bags (250 lbs.), half-bags (100 lbs.), and quarter-bags (50 lbs.); add 1c per 100 lbs. for pockets (25 lbs.), and 20c for half-pockets (12 1/2 lbs.).		

Imported Patna—		Per lb.
Bags, 224 lbs.	.....	0 06 1/2 0 07 1/2
Half bags, 112 lbs.	.....	0 06 1/2 0 06 1/2
Quarter bags, 56 lbs.	.....	0 06 1/2 0 06 1/2
Velvet head Carolina	.....	0 10 0 11
Sago, brown	.....	0 06 0 06 1/2

MOLASSES.—A further increase of 3c gallon has been made in molasses, and situation is firm on the up-grade. Advance is considered to be fully warranted by increase in prices of sugar, with which market sympathizes strongly; in fact, further increases might be looked for were it not for the reason that there are heavy stocks on hand, and no new goods are looked for until after the new year.

Barbadoes Molasses—		Price for Island of Montreal, Fancy, Choice.
Punchoons	.....	.38 .36
Barrels	.....	.41 .39
Half barrels	.....	.43 .42
For outside territories prices range about 3c lower per gallon than for delivery, Island of Montreal.		
Carload lots of 20 punchoons or its equivalent in barrels or half barrels, to one buyer, may be sold at "open prices." No discounts will be given.		

Corn Syrups—		Per lb.
Barrels, per lb., 3/4c; 1/2 bbls., 4c; 1/4 bbls., 0 04 1/2	.....	1 40
Pails, 3 1/2 lbs., \$1.95; 25 lbs.	.....	2 65
Cases, 2 lb. tins, 2 doz. in case	.....	3 00
Cases, 5 lb. tins, 1 doz. in case	.....	2 90
Cases, 10 lb. tins, 1/2 doz. in case	.....	2 85
Cases, 20 lb. tins, 1/4 doz. in case	.....	2 85

Maple Syrups—		Per lb.
Pure, per 8 1/2 lb. tin	.....	0 75
Pure, in 15 gal. kegs, 8c per lb., or per gal.	.....	0 10 0 11
Maple sugar, pure, per lb.	.....	0 10 0 11

DRIED VEGETABLES.—Although situation is generally firm, there is some reduction from top of the market in quotations of several wholesalers. This amounts to nothing more, however, than a narrowing of spread, for in this market nothing like cheap prices can be looked for with a continuance of the war.

Beans—		Per bush.
Hand picked, per bush.	.....	3 70 4 45
Canadian white, per bush.	.....	3 60 4 20
Yellow, per bush.	.....	3 85 4 50
Yellow eyes, per bush.	.....	4 35 5 00
Lima, per lb.	.....	0 10 0 11
Pean, per bushel	.....	3 40 3 50
Pean, Imperial green, per bush.	.....	3 50 3 60
Barley, pot, per bag	.....	3 50
Barley, pearl	.....	5 00

NUTS.—Demand is not strong, and there is tendency in certain quarters to reduce prices; but these reductions will rather have effect of bringing quotations to a more uniform basis rather than reducing the market in general. In the trade there is the prospect that stocks can be replenished in due course.

Shelled walnuts, per lb.	.....	0 50 0 52
Shelled almonds, 25-lb. boxes, per lb.	.....	0 52 0 54
Finest filberts	.....	0 14 0 20
Pecans—		
3 crown	.....	0 17 0 18
Large	.....	0 18 0 20
Giants	.....	0 21 0 22
Almonds	.....	0 20 0 25
Walnuts, Grenoble	.....	0 16 0 27
Brazils, new	.....	0 14 0 16
Peanuts, No. 1, 13c; No. 2	.....	0 11
Peanuts, No. 3, 9 1/2c; No. 4	.....	0 09

TEA.—The raising of the embargo in England has relieved tea situation to some extent, although outlook is very uncertain. Shipments will now be released for Canadian trade, but it should be remembered that stocks in England are comparatively short. Increases at present time show something like 4c to 6c a lb. above the basis in force before outbreak of war; this is somewhat easier

CANADIAN GROCER

than a week ago. Dealers are expecting that supplies will come freely from Japan and China, but practically nothing is being received in England from Ceylon and India, and it is questionable as to when these shipments will be resumed.

ONTARIO MARKETS.

TORONTO, September 3.—The retailer knows best how to buy at this time. He should be governed by his stocks, his purse and his nerve. Nobody seems able to predict how the markets will be influenced next week. A prominent tea broker, speaking of the uncertainty of things, suggested that at that very moment events might be transpiring in the English Channel which would completely upset the market. In considering tea several facts may be taken into consideration: the embargo may be re-imposed at any hour, few supplies are on the way from India and Ceylon, and stocks in Toronto are practically exhausted. Further than that, little can be said.

In the cases of tea and Mediterranean fruits and many other lines, prices at the source of supply are low, owing to inability to ship. It is the fact that shipping has been hazardous and since stocks in Canada are becoming daily lower that is causing prices here to become so high. Another factor which is playing a great part is the difficulty in financing. Better quotations are secured on sight drafts than on letters of credit, and the former are almost indispensable in countries like Spain and Turkey. Freights on trans-Atlantic shipments are up 50 per cent., but insurance has been reduced considerably. All these factors have a strong bearing on prices. Many lines have shown a weaker tendency during the past week, despite the fact that stocks are low, and shipments difficult to secure. This may be due to the confidence brought about by the success of the British navy in the North Sea.

The embargo, although there are contrary reports, is said to remain on British jams and marmalade, which is important, as the amount exported is enormous. Other lines still affected by the embargo, according to semi-official advices, are:—Olive oil, castor oil, glycerine, quinine, saltpetre, sugar, molasses, condensed milk, golden syrup and treacle.

SUGAR.—There has been little let-up in demand for sugar, and prices remain firm at last week's figures. Supplies are more difficult to secure, manufacturers still adhere to their policy of limiting sales to where they are most needed, and overloading is discouraged. It is not expected there will be any increase in price just now, the demand being so great, and the price of raw sugar so high.

Extra Granulated Sugars, Montreal Refined—per 100 lbs.	
100 lb. bags	5 31
20 lb. bags	5 21
10 lb. bags	5 26
2 and 5 lb. cartons	5 41
Second grade granulated, 100-lb. bags	6 71
Nova Scotia refined, 100-lb. bags	6 10
Extra Ground Sugars—	
Barrels	5 51
50 lb. boxes	4 71
25 lb. boxes	5 91
Powdered Sugars—	
Barrels	5 31
50 lb. boxes	5 51
25 lb. boxes	5 71
Crystal Diamonds—	
Barrels	5 86
100 lb. boxes	5 86
50 lb. boxes	5 96
Paris Lump—	
100 lb. boxes	5 86
50 lb. boxes	5 96
25 lb. boxes	6 16
Cartons (20 to case)	7 91
Cartons (50 to case)	7 91
Crystal Dominoes, cartons	8 10
Yellow Sugars—	
No. 1	4 21
Barrels granulated and yellow may be had at 5c per cwt. above bag prices.	

DRIED FRUITS.—A letter received here from Smyrna this week states that the Turkish government has prohibited the export of sultanas and figs. A local house have an order from Smyrna on the way, but do not know how they are going to pay for it, so peculiar is the financial situation. In Spain only sight drafts are being accepted. Letters of credit are of little value, and quotations are lower in the first case, the money being secured more easily. The war has had the effect of cheapening dried fruits on primary markets; the trouble is, it is difficult to secure them. California sultanas are being accepted in place of Smyrnas. The quality is fair. A seedless variety of California raisins is being withdrawn. The embargo placed by the Turkish government on dates is said to be firm, yet contracts are being made, subject no doubt to the embargo being raised. Prunes are up ½ cent. Dates are easier, choicest Fards being quoted 12-lb. boxes 9-9½c. Hallowees, 6-6½c. Fancy seeded raisins are quoted 9¾ to 9½. Valencia raisins are firm at 9 to 9½. Evaporated apples are not in yet. They will be as low as 7 cents for good stocks.

Apples, evaporated, per lb.	0 10½	0 11
Apricots—		
Standard, 25 lb. boxes	0 16½	0 18
Choice, 25 lb. boxes	0 18	0 18½
Fancy	0 22	0 24
Candied Peels—		
Lemon	0 12	0 15
Orange	0 12	0 15
Citron	0 18	0 20
Currents—		
Filiatras, per lb.	0 09½	0 10
Amalas, choicest, per lb.	0 12	0 10
Patras, per lb.	0 10½	0 12
Vostizas, choice	0 12	0 14
Vostizas, shade dried	0 13½	0 14
Cleaned, ¼ cent more.		
Dates—		
Fards, choicest, 12-lb. boxes	0 09	0 09½
Fards, choicest, 60-lb. boxes	0 08½	0 09
Package dates	0 07½	0 09
Hallowees	0 06	0 06½
Prunes—		
30-40s, California, 25 lb. boxes	0 13½	0 14½
40-50s, 25 lb. boxes	0 12½	0 13½
50-60s, 25 lb. boxes	0 12	0 13
60-70s, 50 lb. boxes	0 10	0 10½
70-80s, 50 lb. boxes	0 09½	0 10
80-90s, 50 lb. boxes	0 09	0 09½
90-100s, 50 lb. boxes	0 07½	0 08
25-lb. boxes ¼c more.		
Peaches—		
Standard, 50-lb. boxes	0 08	0 08½
Choice, 50-lb. boxes	0 09	0 10
25-lb. boxes ¼c more.		
Raisins—		
Sultana, choice, new	0 10	0 11
Sultana, fancy, new	0 12	0 14
Valencia	0 09	0 09½
Seeded, fancy, 1 lb. packets	0 09½	0 09½
Seeded, choice, 1 lb. packets	0 09½	0 09½
Seeded, choice, 12 oz.	0 09½	0 09½
Seedless, 16 oz. packets	0 10½	0 11
Seedless, 12 oz. packets	0 10	0 10

TEA.—The first auction of tea since the war began will be held at Colombo on September 8. No advices are to hand regarding Calcutta, but it is believed that auctions will be held there at the same time as in Ceylon. A cable from Colombo dated Aug. 31 states that the City of Durham will sail on Sept. 3 with a cargo of tea, and a number of other vessels are now said to be on the way. Local brokers have been sending open orders for tea, allowing growers to ship what they think well. Teas in Ceylon and India are cheap, but are expensive in London. Stocks in Toronto are very light, and some are bringing exceptional prices, although the price to the retailer remains unchanged from advances already made, and will remain so if fresh supplies arrive before stocks here are completely exhausted. To give an idea of the condition of the market: A local firm was approached by a broker, who had twenty-seven cases of tea for sale. Of three grades, the second only equalled the firm's lowest grade of package tea. This was offered to them at 37c net cash, whereas their package tea is sold at 29c, and delivered to all parts of the Dominion. The opinion seems to be held generally that the tea market will be easier before long, unless the embargo is proclaimed again by Great Britain.

COFFEE.—Supplies are getting short, as no imports are coming in. There has been no change since the 4c and 5c war tax was imposed.

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

SYRUPS.—Corn syrups and starch are unchanged. Manufacturers are just doing a regular grocery business and refusing all speculative buys. West Indies molasses are firm.

Syrups—		Per case.
2 lb. tins, 2 doz. in case	2 65	
5 lb. tins, 1 doz. in case	3 00	
10 lb. tins, ½ doz. in case	2 90	
20 lb. tins, ¼ doz. in case	2 85	
Barrels, per lb.	0 03½	
Half barrels, lb.	0 04	
Quarter barrels, lb.	0 04½	
Pails, 38½ lbs. each	1 95	
Pails, 25 lbs. each	1 40	
Molasses, per gallon—		
New Orleans, barrels	0 28	0 28
New Orleans, half-barrels	0 28	0 30
West Indies, barrels	0 24	0 26
West Indies, half barrels	0 28	0 28
Barbadoes, fancy, barrels	0 45	0 45
Barbadoes, fancy, half barrels	0 47	0 51
Maple Syrup—Compound—		
Gallons, 6 to case	4 40	4 80
¼ gals., 12 to case	4 70	5 40
¼ gals., 24 to case	4 70	5 40
Pints, 24 to case	2 50	3 00
Maple Syrup—Pure—		
5 gallon cans, 1 to case	6 45	6 60
Gallons, 6 to case	6 60	6 60
¼ gallons, 12 to case	6 85	7 25
Quarts, 24 to case, in glass	7 00	7 25
Pints, 24 to case	4 00	5 90
Maple Sugar—		
Pure, per lb.	0 12½	
Maple Cream Sugar—		
24 twin bars	1 80	
40 and 45 twin bars	3 60	4 85
Maple butter, lb. tins, dozen	1 90	
NUTS. —Prices are slightly easier on nuts with the exception of shelled almonds and walnuts, both of which are		

CANADIAN GROCER

bringing 60 cents. Almonds are being shipped from Spain, but some shippers refuse to sell. From Bordeaux comes the information that as the men are at the war, it is difficult to get shelled walnuts and shipments are being refused. Orders are not being accepted until December or later. Brazils are easier, selling 10³/₄ to 11c for medium and 12¹/₂ to 13c for medium. Peanuts are almost over; shelled are down to 10¹/₂ to 11¹/₂c.

In shell—	Per lb.
Almonds, Tarragona	0 17 ¹ / ₂ 0 18
Brazils, medium, new	0 10 ³ / ₄ 0 11
Brazils, large, washed, new	0 12 ¹ / ₂ 0 13
Chestnuts, peck	1 75 1 90
Filberts, Sicily, new	0 14 0 15
Peanuts, Jumbos, roasted	0 12 ¹ / ₂ 0 13 ¹ / ₂
Peanuts, hand-picked, roasted	0 10 ³ / ₄ 0 11
Peanuts, fancy, roasted	0 09 ¹ / ₂ 0 10
Pecans	0 17 0 18
Walnuts, Grenoble	0 17 ¹ / ₂ 0 18
Walnuts, Bordeaux	0 18 0 19
Walnuts, Marbots	0 19 0 20
Shelled—	
Almonds	0 60 0 60
Filberts	0 27 0 27
Peanuts	0 10 ³ / ₄ 0 11 ¹ / ₂
Pecans	0 56 0 60
Walnuts	0 60 0 60

BEANS.—Wholesalers are paying \$3.05 per bushel to brokers, and the price, \$3.50 to \$4, they claim is warranted. Beans have not been so high in many years. New beans will not be in until the middle of October, and as the crop is probably below that of last year, and Austrian beans being eliminated, strong prices should obtain. Old beans are very scarce. Blue peas are about the same. New peas will be in by October. It is hard to estimate what will happen, as farmers hold on tight to their pea crops.

Beans—	Per bushel.
Canadian primes	3 50 4 00
Kidney Beans—	
Brown	3 25 3 25
Lima, per lb.	0 11 0 12
Peas, blue, Canadian, per bush.	3 00 3 25
Peas, whole, white, per bush.	3 00 3 25

SPICES.—Cream of tartar is up to 80 cents with some firms. In a month's time there will be none, and it will be impossible to replace stocks until the war is over. Pepper market firm; supply is very limited. Compound cream of tartar is bringing 25c to 35c.

Spices—	Compound, per lb.	Pure, per lb.
Allspice, ground	0 12 0 13	0 12 0 13
Allspice, whole	0 12 0 13	0 12 0 13
Cinnamon, whole	0 21 0 26	0 21 0 26
Cinnamon, ground	0 18 0 19	0 21 0 26
Cinnamon, Batavia	0 26 0 36	0 26 0 36
Cloves, whole	0 28 0 33	0 28 0 33
Cloves, ground	0 21 0 26	0 31 0 33
Cream of tartar	0 25 0 35	0 25 0 35
Curry powder	0 25 0 27	0 25 0 27
Ginger, Cochin	0 14 0 17	0 23 0 25
Ginger, Jamaica, ground	0 17 0 20	0 24 0 27
Ginger, Jamaica, whole	0 24 0 27	0 24 0 27
Ginger, African, ground	0 18 0 18	0 18 0 18
Mace	0 80 1 05	0 80 1 05
Nutmegs, brown, 64s, 52c; 80s, 42c; 100s	0 37 0 37	0 37 0 37
Nutmegs, ground, bulk, 4c; 1 lb. tins	0 57 0 57	0 57 0 57
Pastry spice	0 18 0 22	0 18 0 22
Peppers, black, ground	0 12 0 16	0 12 0 16
Peppers, black, whole	0 20 0 22	0 20 0 22
Peppers, white, ground	0 19 0 27	0 33 0 37
Peppers, white, whole	0 31 0 33	0 31 0 33
Pickling spice	0 17 0 17	0 17 0 17
Turmeric	0 20 0 23	0 20 0 23

RICE AND TAPIOCA.—Tapioca is scarce, and cannot be bought first hand at less than 5¹/₂c, which brings the price up to 8c by the time it reaches the retailer. Local brokers have placed orders this week at Singapore for supplies, which will be shipped this month. The rice market has been slightly easier

since the embargo was removed. Stocks held in Toronto are fair. Rangoon brings 3³/₄ to 4¹/₂, and 4³/₄ to 5¹/₂ for fancy.

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

TOBACCOS.—Imperial Tobacco Co. announce new prices for tobacco and cigarettes. Derby cigarettes, \$4.50; Sweet Caporal, \$4.40; standard plug lines up about 5c. Increases on imported cigarettes are greater, and retailers are getting an increase of 5c in many cases. Some wholesalers are reported to have shouldered the whole tax on domestic lines and others a part of it.

WINES AND LIQUORS.—Adjustments have been on liquors to meet the war tax. On imported whiskies the prices have advanced from \$1.50 to \$2 case and on domestic products \$1 case. These must be taken as average quotations. On the other hand, there has been a reduction on imported wines; increase which had reached \$1 gallon has come down to 25c, but may go up again. French wines will be replaced to some extent with shipments from Spain and Italy if war continues.

CANNED GOODS.

MONTREAL.—New quotations have been received from Dominion Cannery for the earlier vegetables and fruits, which are considerably higher than a year ago. Some of the leading lines are as follows:—

	Group B.	Group A.
Golden wax beans....	92 ¹ / ₂	95
Standard peas	92 ¹ / ₂	95
Early June peas	95	97 ¹ / ₂
Cherries	1.90	1.92 ¹ / ₂
Raspberries	1.95	1.97 ¹ / ₂
Strawberries	2.15	2.17 ¹ / ₂

New quotations have been received on some qualities of canned salmon:

Ped Cohoes, 1 ^c , per case....	6.00
Red Cohoes, 2 ^s "	8.00
Pink	4.50

These prices are but little higher than the same lines came in at a year ago.

An advance of 25c has been made in prices of condensed milk, being the result of the higher prices for sugar.

MANITOBA MARKETS.

Winnipeg, Sept. 3.—Outside of the movement in prices, which result followed hard upon the declaration of war, one other change is now becoming very apparent—this is a change in the system of credits. The general movement seems to be to call for cash 15 days, instead of

cash 30 days. Apparently retailers are falling in readily with this, and are themselves watching credit much closer than formerly. It is reported on a number of hands that a big turn towards cash business has occurred during August.

Price changes have been less in number this week than last. Coffee was the one staple product to move upward materially. It is very evident, however, that other products will take further advances before any great lapse of time.

Generally trade is brisk. For the most part orders seem to be wisely made up, enabling retailers to meet all demand without forcing them to carry too large a stock.

Sugar to Go Higher.

SUGAR.—Sugar has taken no further rise this week, but there is every indication that a still higher price will be struck—probably before the next issue of this paper. One serious feature of this market is that all the refineries are behind with their orders, and cannot at present supply enough to provide such stocks as will enable dealers to fill all the needs of their customers. It is believed that this trouble will adjust itself in two or three weeks.

One difficulty resulting from the short stocks of sugar which many dealers have, is that this is bringing a reduction in demand for green fruits. People cannot get the sugar which will enable them to preserve these fruits, therefore they are not buying the fruits themselves.

The reason for the almost certain further advance of sugar is of course the condition of the raw market. This is quite clearly brought out in a letter which an American sugar refining company has sent out. In this the point is made that the beet sugar, which has previously been secured from the countries now at war, amounted to practically 8,000,000 tons, Germany itself having an output of 2,738,000 tons. This constituted about 45 per cent. of the world's supply of raw sugar. It is a certainty that this European crop will be tremendously reduced, and raws will be worth very much more in the States in consequence.

B. C. syrup is higher by about 75 cents per case.

Sugar, Eastern—	Per cwt. in sacks.
Extra standard granulated	6 20
Extra ground or icing	6 70
Powdered	6 55
Lump, hard	7 15
Montreal yellow	6 80
Sugar, Western Ontario—	
Sacks, per 100 lbs.	7 10
Barrels, per cwt.	6 05
Halves, 50 lbs., per cwt.	6 10
Bales, 30 lbs., per cwt.	6 15
Powdered, barrels	6 40
Powdered, 50s	6 75
Powdered, 25s	7 05
Icing, barrels	6 70
Icing, 50s	6 25
Icing, 25s	7 10
Icing, pails	7 00
Cut loaf, barrels	4 80
Cut loaf, 50s	7 05
Cut loaf, 25s	7 00

CANADIAN GROCER

B. C. Cane Syrups—	
2-lb. tins, 2 doz. to case, per case.....	3 60
5-lb. tins, 1 doz. to case, per case.....	4 00
10-lb. tins, 1/2 doz. to case, per case.....	3 75
20-lb. tins, 3 tins to case, per case.....	3 70
(These prices prevail in Winnipeg, Calgary, Regina, Moose Jaw and Lethbridge. For Edmonton and Saskatoon they are 5c case higher.)	

Molasses—	
Barbadoes	Per gal. 0 49
New Orleans	0 31
Maple Syrups—	
Imperial quarts, case, 2 doz.....	5 40
Imperial 1/2 gals., 1 doz.....	5 55
New, pure, 1/2 gal., case.....	9 00
New, pure, 1/4 gal., quarts, case 2 doz.....	9 70
New, pure, quart bottles, case 2 doz.....	9 75

DRIED FRUITS.—Currants are still strong and prospects are all for a shortage during the next six weeks or two months. Prices are high now, and will undoubtedly be maintained for at least that length of time. Apricots are a little easier, but are still being quoted at the same price. There is a likelihood, that they will decline somewhat during the coming week. Peaches, although low now, show no signs of recovery. The sales are extremely heavy, owing to the reasonable prices. Old evaporated apples are practically off the market. The new crop will be on about the middle of September. Prunes are stronger at California points, and indications are for higher prices during the coming year, than obtained during the past twelve months. After the new crop is available, however, prices will decline somewhat from their present high point. The Manitoba quotations will then be put on the basis of the new crop quotations at the primary market. Dates are high and scarce. This condition is sure to continue as long as the war lasts. At the present time there seems small chance of getting new Turkish figs. In all events, these figs will be high and certainly late in reaching the market. Raisins are stronger on the California markets, and it seems certain this strength will be apparent on the Manitoba market in the near future. Raisins at the present prices should be good buying.

Apples, evaporated, new, 25s	0 13	0 13%
Apricots, choice, 25's	0 15%	0 15%
Apricots, choice, 10's	0 16%	0 16%
Apricots, standard, 25's	0 14	0 14
Currants—		
Dry clean	0 08%	0 08%
Washed	0 09%	0 09%
1 lb. package	0 09	0 09
2 lb. package	0 18	0 18
Vostizzas, 1 lb.	0 12	0 12
Dates—		
Hallowi, loose, per lb.	0 06%	0 06%
Hallowi, 1 lb. pkgs.	0 07%	0 07%
Fard dates, 12-lb. boxes	1 10	1 10
Peaches—		
Standard, 25-lb. boxes	0 06%	0 06%
Choice, 25-lb. boxes	0 07%	0 07%
Choice, 10-lb. boxes	0 08%	0 08%
Extra choice, 25-lb. boxes	0 08%	0 08%
Prunes, in 25-lb. boxes—		
90 to 100	0 08%	0 08%
80 to 90	0 09	0 09
70 to 80	0 11	0 11
60 to 70	0 12	0 12
50 to 60	0 13	0 13
40 to 50	0 13%	0 13%
Raisins, Valencia—		
Extra select Valencia, 25's, box	2 15	2 15
Raisins, Sultanas—		
California	0 09%	0 09%
Smyrnas	0 12%	0 12%
Raisins, Muscatels—		
3 crown, loose, 50's	0 08%	0 08%
3 crown, loose, 25's	0 09	0 09
Choice, seeded, lb.	0 09%	0 09%
Extra fancy seeded, lb.	0 09%	0 09%
Raisins, Australian—		
Lexias, 50-lb. boxes	0 08%	0 08%
12-oz. packages, fancy	0 07%	0 07%
12-oz. packages, choice	0 07%	0 07%

TEAS AND COFFEES.—The tea market has been steady during the week. Following the war tax on coffee, how-

ever, and owing to the higher rate of transportation and insurance, it has been found necessary to still further advance the price on coffee 1c.

Coffee—		
Rio, No. 5, green	0 18	0 19
Rio, roasted	0 20%	0 21%
Santos, green, No. 4	0 20%	0 20%
Santos, roasted	0 23%	0 23%
Chicory, per lb.	0 08	0 09
Teas—		
Japans—		
Extra fine, basket, fired	0 45	0 45
Fancy	0 35	0 39
Choicest	0 33	0 36
Choice or medium	0 29	0 33
Common	0 24	0 27
India and Ceylon—		
Broken Orange Pekoe	0 32	0 44
Pekoe	0 30	0 34
Pekoe Souchong	0 27	0 30
Souchong	0 25	0 27
China—		
Common Moning	0 21	0 22
Good Paklum	0 38	0 38
Keemum	0 63	0 63

BEANS.—These are impossible to get from a wholesale standpoint until the new crop comes on, and this seems likely to be very late, not getting here probably until the last of November. The present stocks of the wholesalers, there-

fore, will have to supply the demand for the next two months. These stocks, from what can be learned, are none too large, and as long as the war lasts, regardless of new or old crop, bean prices will be very high.

Beans—	
Austrian, hand picked	3 30
3 lb. picker	3 00
Cal. Lima, per lb.	0 06%
Barley—	
Pot, per sack, 98 lbs.	3 60
Pearl, per sack, 98 lbs.	5 00
Peas—	
Split peas, sack, 98 lbs.	3 30
Whole peas, bushel	2 25

RICE AND TAPIOCA.—Rice is still high and apparently will go higher in Japan, Siam and Patmos. Tapioca and sago are due for an advance in the near future as the stocks arriving are costing more, owing to transportation charges.

Rice and Tapioca—	
No. 1 Japan, per lb.	0 05%
No. 2 Japan, per lb.	0 04%
Siam, per lb.	0 04%
Patna, per lb.	0 06%
Carolina, per lb.	0 08
Sago, pearl, per lb.	0 06%
Tapioca, pearl, per lb.	0 06%

Saskatchewan Crops and Market Situation

Regina, Sask., Sept 3.—(Special.)—Advances are still the order of the day so far as local market situation is concerned. Few, if any, commodities have shown any decrease, while on other hand, practically all staples, and many other lines, still continue to have an upward tendency. The most notable change this week is in flour, which advanced 20 cents per sack, or 40 cents per barrel. Flour is now commanding \$3.45 per sack. An advance in cornmeal is anticipated. Sugar market has been cause of considerable speculation as to what the week-end would see, but while the market has been very strong, no notable change in price has taken place. It is still wholesaling at \$6.57 per 100 pounds. Raw sugar commanded \$6.02 on August 28 on New York market. As was expected, all confectionery this week advanced in proportion to the advances already reported in sugar. The advance amounted to between 10 or 15 per cent. All tobaccos and cigarettes have been considerably advanced. Currants are higher by 2 cents per lb. Gold Seal milk is up 25 cents per case, and cheese has advanced 1/2c per lb., selling at present for 16 7/8 or 17 cents. Egg market has also been affected, wholesalers being required to pay 20 cents for first-class goods, and they will likely be higher. Creamery butter is selling at .29 and dairy at .21.

Produce and Provisions—		
Butter, creamery, per lb.	0 28	0 29
Butter, dairy, No. 1	0 21	0 21
Cheese, per lb.	0 16%	0 17
Eggs, fresh, per doz.	7 50	7 50
Lard, 3's, per case	7 45	7 45
Lard, 5's, per case	7 40	7 40
Lard, 10's, per case	7 40	7 40
Lard, 20's, each	2 50	2 50
General—		
Beans, Ontario, per bushel	3 75	3 75
Coffee, whole roasted, Rio	0 28	0 28

Evap. apples, 50's	0 12%
Potatoes, new, per bushel	1 75
Rolled oats, 20's, 75c; 80's	2 85
Rolled oats, ball	2 50
Flour, 98's,	3 45
Rice, per cwt.	4 50
Sugar, standard, gran., per cwt.	6 57
Sugar, yellow, per cwt.	6 17
Walnuts, shelled, 54c; almonds	0 53
Canned Goods—	
Apples, gals., case, \$1.61-\$1.91, doz.	3 82
Broken beans, 2's	2 60
Corn, standard, per 2 dozen	2 21
Peas, standard, per 2 dozen	2 05
Plums, Lombard	2 10
Peaches	3 15
Strawberries and raspberries	4 71
Tomatoes, standard, per dozen	2 65
Salmon, Sockeye, 4 doz. talls, case, 1s	10 50
Red springs, 1s	6 70
Cohoos, 1's, 95c; humpbacks, 1's	4 25
Fruits—	
Lemons	12 00
Oranges	4 00
4 75	
Dried Fruits—	
Currants, per lb.	0 11%

ALBERTA MARKETS.

By Wire.

Edmonton, Sept. 3.—The Edmonton trade has been advised of an increase of 10 cents per pound in tobacco. Evaporated apples are lower, through German demand being cut off. Rolled oats and flour are firm; prices advancing. Meats and vegetables are steady, and rice is higher. Sugar is high in price and difficult to obtain. It is having an effect on preserving.

Produce and Provisions—	
Butter, creamery, per lb.	0 28
Butter, dairy, No. 1, 21c; No. 2	0 16
Cheese, per lb.	0 16%
Lard, pure, 3's, per case	7 50
Lard, pure, 5's, per case	7 45
Lard, pure, 10's, per case	7 40
Lard, pure, 20's, each	2 45
General—	
Beans, Ontario, per bushel	3 15
Beans, Austrian	3 35
Coffee, whole roasted, Rio	0 16%
Evaporated apples, 50's	0 12
Potatoes, new, per bushel	0 60
Rolled oats, 20's	0 79
Rolled oats, ball	3 40
Flour, 98's, \$3.65; rolled oats, 80's	3 00
Rice, per cwt.	4 10
Sugar, standard, gran., per cwt.	6 50
Sugar, yellow, per cwt.	6 15
Canned Goods—	
Apples, gals., case	1 85
Corn, standard, per two dozen	2 15
Peas, standard, 2 dozen	1 95
Plums, Lombard	2 20
Peaches	3 15

CANADIAN GROCER

Strawberries, \$4.10; raspberries	3 90
Tomatoes, standard, per dozen.....	2 45 2 65
Salmon, sockeye, 4 doz. talls, case, 1s	10 25
Cohoos, 1's, \$6.75; humpbacks, 1's.....	3 60
Fruits—	
Lemons	8 50 10 00

NEW BRUNSWICK MARKETS.

(By wire.)

St. John, Sept. 3.—Nearly all markets are strong but unsettled as to future. Business generally is good. Quotings are still off on different lines. The provision market is firm. Domestic pork is easier at \$30 to \$31, but no change in American. There has been a change in flour since last week, Manitoba and Ontario being 40 cents higher and are now \$7.55 and \$7.25. Rolled Oats have also advanced 25 cents, and oatmeal is up 10 cents. Cream of tartar is much dearer, and has advanced to 45 and 48c. Currants are higher and cheese is up. Factories are looking for big business this winter. Outlook is good for potatoes and there is a fine apple crop.

Produce and Provisions—	
Bacon, breakfast, per lb.	0 20 0 22
Bacon, roll, per lb.	0 17
Beef, barrel	26 00 27 00
Beef, corned, 1 lb.	3 15 3 30

Pork, American clear, per bbl.....	31 00	33 00
Pork, domestic, per bbl.	30 00	31 00
Butter, dairy, per lb.	0 22	0 23
Butter, creamery, per lb.	0 23	0 24
Cheese, new, lb.	0 15½	0 15½
Eggs	0 26	0 27
Lard, compound, per lb.	0 11½	0 12
Lard, pure, per lb.	0 15	0 15½
Flour and Cereals—		
Cornmeal, gran.	6 00	
Cornmeal, ordinary	2 15	
Flour, Manitoba, per bbl.	7 55	
Flour, Ontario	7 25	
Rolled oats, per bbl.	6 50	
Oatmeal, standard, per bbl.	7 15	
Fresh Fruits and Vegetables—		
Lemons, Messina, box	7 00	
Oranges, Val., case	4 00	5 50
Potatoes, new, bushel	0 90	1 00
Sugar—		
Standard granulated	7 00	7 10
United Empire	6 90	7 00
Bright yellow	6 80	6 90
No. 1 yellow	6 50	6 60
Paris lumps	8 00	8 08½
Beans, white, per bush.	3 25	3 50
Beans, yellow eyes, per bush.	4 50	
Canned pork and beans, per case	2 90	
Molasses, per gal.	0 45	0 48
Cream of tartar, per lb., bulk.....	0 11	0 11½
Currants, per lb.	0 11	0 11½
Rice, per cwt.	6 00	

—●—

Fall Fairs should go on just as if there were no war. There can be no better method of creating confidence than by acting as if the country were not engaged in any struggle.

MORE LOBSTERS FOR HOME CONSUMPTION.

One of the effects of the European War will be a greater interest taken in Canadian canned lobster by the retail grocery trade. Heretofore Canada has been exporting a large percentage of her lobster pack to Europe, as the official Government figures will show. During the year ending March 14, Canada exported no less than \$2,983,987 worth altogether of this line. The United Kingdom took \$1,101,367 worth, France \$703,469 worth, Germany \$182,033 worth, and Belgium \$124,283 worth.

Furthermore, the official figures show that from the first of August last year to the end of December, the exports of canned lobster amounted to \$1,494,854 worth, distributed as follows: August, \$690,049; September, \$344,730; October, \$290,580; November, \$138,055; December, \$31,440. This indicates that only about 50% of the usual exports for the year have as yet left the country, and because of the outbreak of the war about the first of August, the exports to Europe during the latter part of the year will be greatly curtailed if not practically stopped.

From this situation it looks as if canned lobster will become a more familiar article to the grocery trade of Canada, and the consuming public this year than ever before. It is one Canadian product that Canadians will become better acquainted with, due to the war.

PUTTING OUR FAITH INTO PRACTICE.

As soon as the first shock of the European war was over, manufacturers and merchants in United States began to ask themselves: "Is it a WORLD calamity? Cannot WE get something in the way of benefit to make up in part for the trouble it will cause?"

This is a question the people of Canada might well ask themselves. The people of the United States are awake already to the fact that many of the necessities of life—yea, and luxuries—that were formerly supplied by Continental Europe must now be produced in the factories of United States.

Already there are indications that the war spells almost feverish activity in many lines of business in United States.

This is a time for the manufacturers of Canada to buckle down to work and make and sell right here at home many of the things the people of Canada have formerly imported from Continental Europe.

And the manufacturers of Canada can count upon the people of Canada to respond to their efforts in this direction. Canadian patriotism is on fire; Canadians never realized until now how deeply they believe in themselves—how strong is their faith in England, in the Empire, in Canada.

Now is the time for Canadians to APPLY that abiding faith—to carry it into the BUSINESS of life.

This much is certain: Most of what we eat and wear and use for months to come—perhaps for years—must be produced on this Continent of North America.

Many Canadian manufacturers—already awake to their opportunity—are arranging to get machinery in motion to supply Canadians with those articles they have formerly imported—the dresses and millinery and perfumes from France; the silverware, enamelware, and hosiery and countless other things from Germany; the parasols from Austria; the laces and watches from Switzerland.

Soon Canadian manufacturers will begin to tell the people of Canada that THEY—our own manufacturers—have these things for them; soon the merchants of Canada will announce that they are well stocked with these goods—of home manufacture. These announcements will come to the people of Canada in the form of advertisements in the newspapers. Watch for these advertisements and when they appear read them and respond to them. It is a duty the people of Canada owe to their country, their industries, and themselves.

IMPORTANT TO MANUFACTURERS.

If you are in doubt about how to word your announcement, or if you wish advice of any kind, get in touch with the business manager of the Canadian Grocer.

EXPERIENCE THAT IS VALUABLE

"Experience is a good teacher," is considered an important axiom, but of what use is experience if we do not profit by it? Many men are to-day behind counters who have ever so much experience who do not profit much by it. When there is something to be learned, their minds are somewhere else. They do not like it because some comparative newcomer has been pushed ahead of them, but the proprietor or manager sees that the newcomer belongs to the get-ahead class, that he is an apt student of the business, makes what he learns count in the business, and does his work not only faithfully, but intelligently. Experience is of the greatest value to the man who is anxious to learn, but with the indifferent man whose mind, heart and soul are not in his work, experience doesn't amount to much. The thing to do is to learn all one can, and thus qualify for promotion. There is much more demand for "those who know" than for the commonplace men.

Flour Advances Again 40 Cents Per Barrel

Rise Went into Effect After Paper Went to Press Last Week—
Due to Higher Wheat Situation—Cornmeal Market Firm and
Mill Feeds Are Higher.

MONTREAL.

FLOUR.—Important price advances have been made in grain products during the week, chief of which was an increase of 40c in flour, which was announced on the 26th, and went into immediate effect. The increase came in the face of lighter demands for the domestic trade, but this was to be expected, as the phenomenal business could hardly continue; although even yet the demand is strong, and some of the mills have not been able to give any attention to export. Continuance of the war and the foreign situation in general appears to be the influence in the advance. Export bids are on a good basis, and there is a demand for everything that can be spared above the domestic business. Some trouble is reported regarding transport, but nothing to seriously interfere with the demand. The situation generally is firm on the advance.

Manitoba Wheat Flour—	Per bbl.
First patents	6 70
Second patents	6 20
Strong bakers'	6 00
Flour in cotton sacks, 10 cents per barrel more.	

Winter Wheat Flour—	Car lots.	Small lots.
Fancy patents	6 35	6 60
90 per cent.	6 00	6 20
Straight roller	5 80	6 00
Blended flour	5 85	6 35

CEREALS.—Higher prices are quoted for cereals, and there is a spread between the quotations of some of the mills, which no doubt is more emphasized in the trade. Rolled oats have gone up materially and rolled wheat slightly. The Quaker Oats Company announce a second advance of 15c on package goods, taking effect on Tuesday. This is the second advance since the war outbreak, the difference being \$4.30, as compared with \$4.

Cornmeal—	Per 96-lb. sack.
Kiln dried	2 30
Softer grades	2 45
90's in jute.	1 95
25 bags or more	2 90
90's in jute.	3 00
Small lots	3 20
25 bags or more	2 90
3 10	
Rolled oats in cotton sacks, 5 cents more.	
Oatmeal—fine, standard and granulated, 10 per cent. over rolled oats in 90s, in jute.	

MILL FEEDS.—Important price changes have been made throughout this department, ranging from one to five dollars a ton. The demand is very strong, and continues so despite the fact that the mills are working full capacity. It is stated, however, that the operations have not been on the twenty-four-hour basis long enough to make any material difference in the stocks on hand, and these were very low. Again all products of grain are bound to be firm under the existing conditions.

Mill Feeds—	Car lots, per ton
Bran	25 00
Shorts	27 00
Middlings	30 00

Wheat moulee	30 00
Feed flour	32 00
Mixed chop, ton	36 00
Crushed oats, ton	36 00
Barley, pot, 98 lbs.	3 00
Oats, chop, ton	36 00
Barley chop, ton	36 00

TORONTO.

FLOUR.—Speculation in the wheat market has had its effect on the price of flour, which was raised in price 40 cents per barrel all around. It is not expected that another rise will take place just yet, as the wild rush experienced about the first of the month of August has pretty well died out, and the demand now is only for immediate requirements. The mills are all behind with their orders as a result of the August rush.

Manitoba Wheat Flour—	Small lots, per bbl.	Car lots, per bbl.
First patent	6 80	6 60
Second patent	6 30	6 10
Strong bakers'	6 10	5 90
Flour in cotton sacks, 10c per bbl. more.		

Winter Wheat Flour—	Small lots, per bbl.	Car lots, per bbl.
Fancy patents	5 50	5 30
90 per cent.	5 10	4 90
Straight roller	5 00	4 80
Blended flour	5 35	4 95

CEREALS.—No further change has taken place in the price of rolled oats since that of last week. The market is reported to be strong. Graham flour has advanced, and is now quoted at \$3 to \$3.30. This is no doubt due to the high corn market. All grains are advancing.

Barley, pearl, 98 lbs.	5 00
Buckwheat grits, 98 lbs.	5 50
Corn flour, 98 lbs.	2 50
Cornmeal, yellow, 98 lbs.	2 65
Graham flour, 98 lbs.	3 30
Hominy, granulated, 98 lbs.	3 00
Hominy, pearl, 98 lbs.	3 00
Oatmeal, standard, 98 lbs.	3 63
Oatmeal, granulated, 98 lbs.	3 63
Peas, Canadian, boiling, bush.	3 00
Peas, split, 98 lbs.	5 00
Rolled oats, 90-lb. bags	3 30
Rolled wheat, 100-lb. bbl.	3 65
Rye flour, 98 lbs.	3 80
Wheatlets, 98 lbs.	4 00
Whole wheat flour, 98 lbs.	4 00

MILL FEEDS.—Mill feeds advanced \$1 to \$2 per ton on August 26, together with flour, owing to strengthening of the wheat market. The demand is exceptionally good for this season of the year.

Mill Feeds—	Mixed cars, per ton
Bran	25 00
Shorts	27 00
Middlings	29 00
Wheat moulee	30 00
Feed flour, per bag	1 60

WINNIPEG.

FLOUR AND CEREALS.—On Friday of last week a still further change in flour was struck. This rise was 30c a bbl. The advance is entirely the result of higher prices for wheat on the exchange. Along with the advance in wheat have come advances in oats, and as a result cereals moved upward about 40c. Rolled oats are now quoted at \$2.80

and oatmeal at the same figure. The heavy buying of oats by the government for war purposes is said to have been one of the principal causes for these advances. Millers generally seem to be looking for still higher prices, although they say there is no certainty to the market at present.

Manitoba Wheat Flour—	Per bbl.
First patents	6 40
Second patents	5 80
Strong bakers'	5 10

Cereals—	Per 80 lbs.
Rolled oats, per 80 lbs.	2 80
Oatmeal, fine, standard and gran'd, 98 lbs	2 80

SURVIVAL OF THE FITTEST.

Try as we will, says Associated Advertising, we can never escape from the truth that the fit survive and the unfit decline, according to the adaptability or inadaptability to environment. There is no luck; there is no chance. Back of every result is cause. A business succeeds because it proves itself fit to serve the public. Businesses that fail merely prove their unfitness. The wise man feeds his body nourishing food because he knows that without nourishing food he cannot live and grow. The man who feeds his mind and neglects his body is a fool. The manager who gives all his thought to the officers and stockholders of his store, who plans for their comforts and for their profits, and who neglects to give careful thought to the workers in the ranks is preparing his store for sickness and death. The managers may be the mind of the store, but the workers are its body.

GOOD GRAIN PRICES.

Edmon, Alta, Sept. 3.—(Special).—While some dislocation of business has resulted from the European war, merchants in Edmonton and throughout central and northern Alberta are more optimistic than a month ago. The country generally is in excellent shape. Enormous crops are reported and prices of grain, hay and livestock are higher than usual. However, dealers do not look for any undue increases in foodstuffs. On the other hand, the property owners are meeting tenants half way in the matter of rent reductions. Collections are fairly good. The banks are not extending credits, but the situation is more promising than at any time since the outbreak of hostilities in Europe. There is a general feeling throughout the city that the war will help rather than hinder the Province of Alberta in a commercial way.

Lemons Take Drop; Now Coming via New York

Are, However, Not Very Plentiful—Peaches a Little Easier but Not Coming Rapidly—Plenty of Tomatoes, and Price is Reasonable—Potatoes Are Cheaper.

MONTREAL.

FRUITS.—With the weather rather cool for the season there has not been a strong demand, while at the same time the war may also be responsible to some extent for a falling off of business in imported fruits, although there has not been an advance in price, and if anything the tendency is in the other direction. The lemon situation has greatly improved and \$5 to \$6 is now being paid. Supplies have been coming forward via New York, and there is no immediate apprehension of serious interference though transportation expenses will be higher. Native apples are coming in plentifully and the prospects are for an unusually big yield which will surpass that of last year in this province. Ontario fruits are coming freely now; there are good shipments of plums, but peaches are very scarce and for this reason the prices remain high. The Montreal melon season is now at its best and the crop is a good one. Oranges, grapefruit, cantaloupes, plums, pears, grapes, etc., are all quoted at somewhat lower prices.

Apples—		
Dutchess, bbl.	2 50	3 00
No. 1 Winesaps, box		3 00
Bananas, crate	2 00	2 50
Grapefruit, 54-64-80-96 size, case	4 50	4 00
Grapes, Cal., box	2 25	3 00
Grapes, Can., small basket	0 40	0 50
Cocconuts—		
100 to 150 size		4 25
Lemons, Messinas—		
Extra fancy, 300 size		6 50
Fancy, 300 size		6 00
Choice, 300 size, bags		5 00
Limes, small boxes		1 25
Oranges—		
California, late Valencia, 176-200-216-250		3 50
California, 126-150 size, box		3 50
Blueberries, basket		1 50
California cantaloupes, per crate of about 45		4 50
Watermelons, each	0 50	0 60
Peaches, per box	1 50	2 00
Plums, per crate	1 75	2 25
Plums, Canadian, basket	0 75	1 00
Peaches, Canadian, basket	0 75	1 00
Pears, basket	0 60	0 80
Pears, Cal., box	3 25	3 50
Canadian cherries, per basket	0 90	1 00

VEGETABLES.—Season is now at its height, although cool weather has to some extent interfered with the demand. Grocers at this time of the year make practically all of their purchases on the open market. Prices are generally easy. Quebec tomatoes now hold the market and few are coming from Ontario. Season has been a good one, and the prices have been reasonable.

Beans, wax, basket, Canadian	0 75
Beans, green, basket, Canadian	0 75
Beans, native, bushel, 17-20 lbs.	1 50
New beets, doz.	1 75
Cabbage, per dozen	0 75
Cabbage, new, per bbl.	2 00
Carrots, doz.	1 00
Carrots, new, doz.	0 60
Cauliflower, native, doz.	1 50

Cucumbers, dozen	0 25
Celery, bunch	1 25
egg plant, per dozen	2 50
Lettuce, head, per doz.	0 50
Curly lettuce, per box, 3 to 4 doz.	0 50
Mushrooms, basket, 4 lbs.	2 50
Onions—	
Spanish, per case	4 25
Spanish, crates	1 25
New Egyptian, per lb.	0 05 1/2
Native, per doz.	0 75
Red, 100-lb. bags	3 50
Parsnips, new, per doz. bunches	3 00
Parsley, Canadian, per doz. bunches	0 60
Peas, native, bushel, 17-20 lbs.	1 00
Peppers, green, 3 1/2 qt. basket	0 75
Potatoes—	
Montreal, new, bag	1 25
Montreal, new, barrel	3 00
Potatoes, new, sweet, Jersey, hpr.	2 50
Rhubarb, dozen	0 15
Spinach, Montreal, in boxes	0 80
Sour grass, per box	1 00
Turnips, Quebec, bag	1 50
Turnips, Canadian, bag	1 00
Tomatoes, Ontario, basket	0 50
Tomatoes, Montreal, box	0 75
Quebec, box	2 25

TORONTO.

GREEN FRUITS.—Lemons are easier. They were quoted at \$7 last week, and brought \$6.50. Some wholesalers have them; others have none. They will sell at \$6 this week. Cantaloupes, which brought 75c for crates last week, are selling at 60c now; 11 qt. baskets bring 15 to 35c. Lots of plums on market, bringing 30 to 40c; few open baskets at 60c. Peaches should be along by this. It is believed the crop is almost a failure. Yellow St. Johns are bringing \$1 and some \$1.25. Last week 11-qt. baskets brought \$1.40. The price this week should be down to 75c. Canadian grapes are slow in making appearance. Moore's Early, 6-qt. leno baskets, are bringing 45c. Malagas are firm at \$2 case, and are nearly over. Tokeys are rather plentiful. Bartlett pears bring 30c to 50c basket, according to size. Open baskets bring \$1. Clapp's Favorite sell 25c to 40c basket. Flemish Beauties and Anjus are expected.

Apples—		
Canadian, basket	0 20	0 45
Dutchess, bbl., Can.	2 00	2 50
Bananas, per bunch	1 50	2 00
Blueberries	1 50	1 15
Cantaloupes—		
Canadian, 11-qt. basket	0 15	0 35
Canadian, 16-qt. basket		0 55
Bushel basket		0 90
Cocconuts, sack		3 75
Grapes—		
Moore's Early, 6-qt. bkts.		0 45
Malagas, case		2 00
Oranges—		
California, late Valencias	3 00	3 25
Lemons, Verdilla		6 00
Limes, per 100		1 25
Plums, Can., basket		0 30
Pears—		
Bartletts, basket	0 30	0 50
Clapps Favorite	0 25	0 40
California, box	2 00	2 50
Peaches, Can., yellow, St. Johns		1 00
Peaches, 1/2 baskets, fancy	0 65	0 75
Peaches, Cal., crate	1 10	1 25

VEGETABLES.—Cabbage and good cauliflower are scarce, and will be for

a week. Lots of cucumbers, and price is down from 25c to 15c. Green peppers are considerably cheaper. Tomatoes are not coming in as plentifully as they should, but price is reasonable—25c to 30c, and 50c for fancy open baskets. Toronto gardeners have grown a lot of tomatoes this year, and are selling as low as 25c bushel. Until the gardeners' supplies are down, tomatoes will not be so important on the market. New potatoes are plentiful, New Brunswick stocks having come in well. Quality is good, and prices are down to \$1 per bag. Sweet corn brings 8c per doz., and common corn is selling at 6c.

Beets, Canadian, new, doz. bunches	0 20	0 30
Beans, Canadian, basket	0 25	0 30
Cabbage, Canadian, crates	1 00	1 25
Carrots, Canadian, new, doz. bunches	0 25	0 30
Cucumbers, Canadian, basket	0 15	0 25
Gherkins	0 40	0 75
Celery, doz.	0 35	0 40
Corn, per doz.	0 08	0 10
Lettuce, doz.	0 15	0 25
Mushrooms, per lb.	0 60	0 75

Onions—		
Green, long, doz. bunches	0 20	0 30
Spanish, big crate		4 25
Can., 100-lb. bags		3 50
Can., 75-lb. bags		2 75
Green peppers, basket	0 35	0 50
Potatoes, new, Canadian, per bag		1 00
Parsley, basket	0 25	0 50
Rhubarb, per dozen		0 30
Spinach, Canadian, bush.		0 50
Tomatoes, Canadian, basket	0 25	0 30
Radishes, Can., per doz.		0 25

WINNIPEG.

GREEN FRUITS.—The week has seen a still further advance in the price of lemons, Californians now being quoted at \$11. What other changes there have been are in a downward direction. Peaches, which become more plentiful, are quoted at \$1.10. B. C. Plums are now on market taking place of Californians, and as result price here has dropped to \$1.10.

The volume of business being done is somewhat curtailed, by reason of the scarcity of sugar, which makes preserving more difficult.

Apples—		
Washington		1 75
Bananas, lb.		0 04 1/2
Grapefruit, 54-64-80 size, case		6 50
Lemons—		
California		11 00
Messina		18 00
Oranges—		
California Valencias		4 00
Peaches, fresh, Cal.		1 10
Plums, fresh, B.C.		1 10

VEGETABLES.—Aside from onions, very little imported stuffs are now being handled by the wholesaler. Local vegetables are filling the demand.

Head lettuce, Minnesota, hampers		3 50
Head lettuce, Cal., crate		4 50
Onions—		
Cal., 100-lb. sacks	2 25	2 50
Parsley, per doz. bunches		0 40
New potatoes, per bush.		1 20
Tomatoes, Ont., basket	0 90	0 50

New Oysters Begin to Make Their Appearance

Shipments Later Than Usual—Prices Likely to be Little Higher Than Last Year—Not More Than Five Cents a Gallon in Toronto—Good Business in Fish.

MONTREAL.

FISH AND OYSTERS.—First shipments of Malpeque oysters of the season from private beds are expected to arrive about Thursday of this week. Prices will be about the same as year ago so far as known. There is considerable interest being displayed in the trade, and demand appears likely to be better than usual.

Business continues good in fish. War conditions and the higher prices for meats seem to be having a good effect, which is seen particularly in the demand for fresh varieties. High prices continued for imported stocks, some shipments of which are reported as arriving despite the embargo.

TORONTO.

FISH AND OYSTERS.—New stock of oysters are coming in, but so far not so good as that of last year. The reason is as follows:—Oysters require four weeks to recuperate after coming out of spawn, and it takes that time for the young oyster to be strong enough to be moved. It is not usual to disturb oysters on good beds until a month after spawning. As spawn was late this year, stock from good beds will not be obtained until September 15. Stock will be good as far as future is concerned, and will be about 5 cents a gallon higher than a year ago.

Smoked herrings are off the market, but will be back again as soon as the weather is a little cooler, which will be in a month's time. Trout and whitefish have been scarce during the last two weeks. A few shipments are in this week, but it will be two weeks before trout and whitefish are plentiful again. Good supplies of halibut are coming in. There is a good demand for everything.

FRESH FISH.

	Montreal	Toronto
Halibut, fancy, express, per lb.	0 11	0 12
Haddock, fancy, express, lb.	0 04	0 07
Steak cod, fancy, express, lb.	0 06	0 08
Market cod, per lb.	0 05	.....
Flounders, fancy, express, lb.	0 07	0 08
Gaspe salmon, per lb.	0 17	.....
B. C. salmon	.....	0 17
Chilled salmon	0 15	.....
Buck shad, fancy, express, each	0 30	.....
Roe shad, fancy, express, each	0 60	0 80
Dressed bullheads, per lb.	0 10	.....
Brook trout, per lb.	0 30	.....
Whitefish, per lb.	0 13	0 12
Lake trout, per lb.	0 13	0 12
Bluefish, per lb.	0 13	0 12
Herrings, per 100 count	1 80	1 75
Herring	.....	0 07
Dore, per lb.	0 13	0 12
Mackerel, per lb.	0 11	.....
Swordfish	0 10	0 12
Striped bass, per lb.	0 15	0 12
Pike, per lb.	0 08	0 08
Perch, per lb.	0 05	0 07
Sea bass, lb.	0 10	0 12
Carp	0 08	.....
Eels	0 08	0 08

SMOKED FISH.

	Montreal	Toronto
Haddies, per lb.	0 08	0 08
Haddies, 15-lb. and 30-lb. boxes, lb.	0 07 1/2-08	08-09
Haddies, fillets, per lb.	.....	11
Haddies, Nobe, boneless, per lb.	.....	1 10
St. John blotters, 100 in box	1 20	1 20

Yarmouth blotters, 60 in box	1 20	1 20
Smoked herrings, medium, box	.....	16
Smoked boneless herrings, 10-lb. box	.....	1 20
Kipperd herrings, selected, 60 in box	.....	1 00
Kipperd herrings, ordinary, 60 in box	.....	1 10
Smoked salmon, per lb.	.....	25
Ciscoes herrings, basket of 15 lbs.	.....	1 75
Smoked eels	.....	12
Smoked halibut	.....	30

FROZEN FISH—SEA FISH.

	Montreal	Toronto
Salmon—Gaspe, large, per lb.	.....	12
Salmon, red—steel heads, per lb.	12-13	12-13
Salmon, red—cockeyes, per lb.	10-11	11
Salmon, red—Cohoos or silvers, lb.	10	11
Salmon, pale quality, dressed, per lb.	07-07 1/2	08 1/2
Salmon, pale quality, dressed, per lb.	07-07 1/2	08 1/2-09
Halibut, white western, large and medium, per lb.	07 1/2-08	09
Halibut, eastern chicken and medium, per lb.	.....	09
Mackerel, bloater, per lb.	07-08	09
Haddock, medium and large, lb.	08 1/2-09	07-08
Market codfish, per lb.	08-08 1/2	07-08
Steak codfish, per lb.	.....	09
Canadian soles, per lb.	.....	08
Blue fish, per lb.	10-11	15

FROZEN—LAKE AND RIVER.

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

PICKLED FISH.

Salmon, Labrador, tierces 300 lb.	21 00	.....
Salmon, Labrador, bbls., 200 lbs.	15 00	.....
Salmon, Labrador, half bbls., 100 lbs.	8 00	.....
Salmon, B.C., bbls.	15 00	14 00
Sea trout, Baffin's Bay, bbls., 200 lb.	12 00	.....
Sea trout, Labrador, bbls., 200 lb.	11 00	.....
Sea trout, Labrador, half bbls., 100 lb.	6 00	.....
Mackerel, N.S., bbls. 200 lb.	12 00	.....
Mackerel, N.S., half bbls., 100 lb.	7 00	.....
Mackerel, N.S., pails, 20 lb.	1 75	.....
Herrings, Labrador, bbls.	6 00	.....
Herrings, Labrador, half bbls.	3 50	.....
Herrings, Nova Scotia, bbls.	6 00	.....
Herrings, Nova Scotia, half bbls.	3 25	.....
Lake trout, half bbls.	5 00	8 00
Quebec sardines, bbls.	5 00	.....
Quebec sardines, half bbls.	2 75	.....
Tongues and sounds, per lb.	0 10	.....
Scottish herrings, imported, half bbls.	8 00	.....
Holland herrings, imp'ted milkers, hf bbls	7 00	.....
Holland herrings, imp'ted milkers, kegs	0 85	.....
Holland herrings, mixed, half bbls.	7 00	.....
Holland herrings, mixed, kegs	0 75	0 85
Lochfyne herrings, box	1 35	.....

DRIED AND PREPARED FISH.

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

BULK OYSTERS, CLAMS, ETC.

Standards, solid meats, gal.	1 80	.....
Standards, ordinary, gal.	1 50	.....
Selects, per gal.	2 00	.....
Best clams, imp. gallon	1 00	.....
Best scallops, imp. gallon	2 00	.....
Best prawns, imp. gallon	2 25	.....
Best shrimps, imp. gallon	2 25	.....
Sealed best standards, quart cans, each	0 35	.....
Sealed best select, quart cans, each	0 45	.....

OYSTERS, CLAMS, MUSSELS AND SHELL FISH

CRUSTACEANS, ETC.	
Cape Cod shell oysters, per bbl.	12 00
Malpeque, shell oysters, selected J.A.F., per bbl.	10 00
Malpeque, shell oysters, C.C.I., bbl.	12 00
Clams, per bbl.	6 00
Mussels, per bbl.	6 00
Live lobsters, medium and large, lb.	0 25
Boiled lobsters, medium and large, lb.	0 15
Soft shelled crabs, doz.	.....
Winkles, bush.	.....
Little Necks, per 100	.....

CONFIDENCE DISPLAYED BY MARITIME DEALERS.

(Continued from page 32.)

turally a contraction in business. A month or so, however, prior to the opening of the war there was a considerable revival evident, but the war is causing

some uneasiness. Quite a number of laborers have been laid off.

M. A. McLeod, Charlottetown, P.E.I., is quite optimistic regarding the crops in that district. "The outlook is good," he says. "Haying is over and the crop turned out well. Everything points to a bumper crop of grain, roots and vegetables." The business with Mr. McLeod has shown an increase over last year, but on account of the war he finds it difficult to estimate the future. He tells of people laying in heavy stores of goods when the trouble broke out. Flour to the extent of three barrels and whole chests of tea, with other articles in proportion, were among the goods laid away. This he thinks will make things a little quiet later on.



GEORGE E. PEARSON,

Member of the MacLean Publishing Co.'s editorial staff, Toronto, who goes to the front with No. 1 Company Princess Patricia Light Infantry. Mr. Pearson is a splendid type of man and has many warm friends throughout the country.

The Princess Patricia Light Infantry, which is now recruited up to its full strength of 1,000 men, will be the first Canadian force to leave for the front.

The regiment is practically all composed of veterans, either Canadian or British, who have seen active service. They present a splendid appearance, and will undoubtedly create a most favorable impression on landing in England. Before crossing the channel the regiment will probably be given a little further training at Aldershot or Salisbury Plains.

After reviewing the Princess Patricia Light Infantry the Minister of Militia, Col. Hughes, sent a cable to Earl Kitchener stating that there was no finer regiment to be found in the world.

Butter Market Shows Declining Tendencies

Cheese the Only Market Advancing This Week—New Goods up from 3/4 to a Cent a Pound—Pure and Compound Lard Firm—Hogs Are Higher.

MONTREAL.

PROVISIONS.—With cool weather business has not been so brisk as might be looked for at this time of year. Situation remains firm, with still higher prices being quoted for carcasses, although there has been no change in any of the prices to the trade. Lard continues firm, with some indication of higher prices.

	Per lb.	
Hams—		
Medium, per lb.	0 19	0 20
Large, per lb.	0 18 1/2	0 19
Backs—		
Plain, bone in	0 24	
Light, per lb.	0 22	
Boneless	0 23	
Peameal	0 27	
Bacon—		
Breakfast, per lb.	0 18	0 19
Roll	0 17	
Shoulders, bone in	0 15	
Shoulders, boneless	0 16 1/2	
Cooked Meats—		
Hams, boiled, per lb.	0 29	
Hams, roast, per lb.	0 29	
Shoulders, boiled	0 27	
Shoulders, roasted	0 28	
Dry Salt Meats—		
Long clear bacon, 50-70 lbs.	0 15 1/2	
Long clear bacon, 80-100 lbs.	0 14 1/2	
Flanks, bone in, not smoked	0 15 1/2	
Barrelled Pork—		
Heavy short cut mess	0 32	
Heavy short cut clear	0 32	
Clear fat pork	31 00	
Clear pork	30 00	
Lard, Pure—		
Tierces, 50 lbs. net	0 13 1/2	
Tubs, 50 lbs. net	0 14 1/2	
Boxes, 50 lbs. net	0 14	
Pails, wood, 20 lbs. gross	0 14 1/2	
Pails, tin, 20 lbs. gross	0 13 1/2	
Cases, 10-lb. tins, 60 in case	0 14 1/2	
Cases, 3 and 5-lb. tins, 60 in case	0 14 1/2	
Bricks, 1 lb., each	0 15	
Lard, Compound—		
Tierces, 37 1/2 lbs. net	0 10 1/2	
Tubs, 50 lbs. net	0 11	
Boxes, 50 lbs. net	0 11	
Pails, wood, 20 lbs. net	0 11 1/2	
Pails, tin, 20 lbs. gross	0 11 1/2	
Cases, 10-lb. tins, 60 in case	0 12	
Cases, 3 and 5-lb. tins, 60 in case	0 12	
Bricks, 1 lb. each	0 13	
Hogs—		
Dressed, abattoir killed	14 25	14 15

CHEESE.—It looks as if the action of the Quebec Government in giving 4,000,000 pounds of cheese to Great Britain has been a good business move in the interests of the cheese industry. The result was to ease the situation at a time when exports could not be made, and now with export business resumed there is a demand which has driven the price up 3/4c lb. It is also significant from the price standpoint that the receipts at the present time are almost 20 per cent. behind the same time a year ago.

	Per lb.	
Cheese—		
New make	0 15 1/2	0 16 1/4
Old specials, per lb.	0 17	
Stilton	0 18	

BUTTER.—Situation is very easy, with slackening in demand from England and Vancouver. Orders from Western coast are expected to pick up shortly, but from England the report is that the high price of butter has resulted in a falling off in the consumption, and that the people are being content with cheaper substitutes.

	Per lb.	
Butter—		
Finest creamery, new milk	0 29	0 30
Dairy butter	0 21	0 23

EGGS.—The market continues firm, and there is an upward tendency to prices, which at present are without change. Dealers at country points are asking more than packers are willing to pay. Situation is firm.

Eggs, case lots—	Per dozen.
New laid	0 30
Selects	0 28
No. 1s	0 25
Splits	0 20

HONEY.—First of the new honey now being offered to trade. Clover in comb is being sold at 19c. Heavy stocks of old supply on hand keep the market easy, despite shortness of new crop.

Honey—	White Clover	Buckwheat
Barrels	0 11 1/2	per lb. 0 08
Tins, 60 lbs.	0 12	0 09
Tins, 30 lbs.	0 12 1/2	0 10
Tins, 5 and 10 lbs.	0 12 1/2	0 10
Comb, 13-14 oz. section	0 19-0 20	0 15-0 16

POULTRY.—Small supplies of fresh poultry are being received, and price continues low, with dealers endeavoring to push frozen stock. Present offers do not warrant big consignments.

Fresh stock—	Live.	Dressed.
Broilers, per lb.	0 15-0 17	0 18-0 20
Ducks, milk fed	0 12-0 13	0 15-0 16
Fowl	0 13-0 15	0 16-0 18
Geese	0 15-0 16	0 15-0 16
Turkeys, spring	0 20-0 23	0 20-0 23
Turkeys, old Tom	0 20-0 23	0 20-0 23
Milk fed chickens, lb.	0 20-0 23	0 20-0 23
Milk fed broilers, lb.	0 25-0 28	0 25-0 28

TORONTO.

PROVISIONS.—The principal change in this market is an advance in price of 1/2 cent on pure and compound lard. Packers report that the demand is good, but that money is hard to get. The prices of live and dressed hogs have advanced considerably recently, and the price of meats, packers say, is not too high in view of this advance.

Hams—		
Light, per lb.	0 20	0 20 1/2
Medium, per lb.	0 19 1/2	0 20
Large, per lb.	0 18	0 19
Backs—		
Backs, per lb.	0 24	0 25
Boneless, per lb.	0 25	0 26
Pea meal, per lb.	0 25	0 26
Bacon—		
Breakfast, per lb.	0 20	0 20 1/2
Roll, per lb.	0 15 1/2	0 16
Shoulders, per lb.	0 14 1/2	0 15
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, light	0 14 1/2	0 14 1/2
Cooked Meats—		
Hams, boiled, per lb.	0 27	0 28
Hams, roast, per lb.	0 27	0 28
Shoulders, boiled, per lb.	0 23	0 24
Shoulders, roast, per lb.	0 23	0 24
Barrelled Pork—		
Heavy mess pork, per bbl.	26 00	26 00
Short cut, per bbl.	30 00	32 00
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 13	0 13 1/2
Tubs, 60 lbs.	0 13 1/2	0 13 1/2
Pails, 20 lbs., per lb.	0 13 1/2	0 14
Tins, 3 and 5 lbs., per lb.	0 14	0 14 1/2
Bricks, 1 lb., per lb.	0 14 1/2	0 15 1/2
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 10	0 10 1/2
Tubs, 50 lbs., per lb.	0 10 1/2	0 10 1/2
Pails, 20 lbs., per lb.	0 10 1/2	0 11 1/2
Hogs—		
F.O.B., live, per cwt., off car.	9 75	
Live, fed and watered, per cwt.	10 10	
Dressed, per cwt.	14 50	15 00

BUTTER.—Market is steady at the last advance. Another rain has improved the pasture, so that the flow of

milk should be large, and prices easier. Prices are not expected to go higher just now. Wholesalers profess not to see any particular reason why it should have advanced as much as it did, not being affected directly by the war. While conditions seem to indicate a drop in price next week, it is not absolutely known on the market whether this will take place.

Butter—		
Creamery prints, fresh made	0 30	0 31
Separator prints	0 28	0 28
Dairy prints, choice	0 25	0 26
Dairy, solids	0 22	0 24
Bakers	0 18	0 20

CHEESE.—Cheese is the leading feature of the produce market this week, having advanced a cent per lb. all round, with the exception of old twins. The advance is said to be warranted, as the price of cheese did not rise with butter a few weeks ago. The offer of cheese made by the Quebec Government to the Imperial Government is credited with having helped to raise the price of cheese.

Cheese—		
Old, large	0 17	0 17 1/2
Old, twins	0 17 1/2	0 17 1/2
New, large	0 16	0 16 1/2
New, twins	0 16 1/2	0 16 1/2

EGGS.—There is an unusual demand being experienced for strictly new-laid eggs, the consumer seemingly having come to a point where she will not take chances. Production is good, and yet the market holds firm. While the supply is good, outside packers are storing some, which accounts a lot for the firm market.

Eggs, case lots—	Per dozen.	
Strictly new laid, in cartons	0 28	0 30
Selects	0 26	0 28
Straights	0 24	0 26
Trade eggs	0 20	0 21

HONEY.—Considerable of the new honey on the market is off flavor, and is not so good in quality, generally speaking, as that of a year ago. Supplies are just beginning to come in. Prices are down, clover honey, bbls., per lb., being quoted at 9 to 10 cents, and 10 to 11 cents for 60-lb. tins. Buckwheat honey is practically off the market. The advance in the price of sugar is reported to be causing a bigger demand for honey this year.

Honey—		
Clover honey, bbls., per lb.	0 09	0 10
60 lb. tins	0 10	0 11
30 lb. tins	0 11 1/2	0 11 1/2
10 lb. tins	0 11	0 12
5 lb. tins	0 11	0 12
2 1/2 lb. tins	0 12 1/2	0 13
Comb	2 50	3 00

POULTRY.—Demand not so good. People are a little panicky yet, and saving their money. Hotels not so busy, which makes a big difference. Fowl has biggest sale in poultry line.

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

WINNIPEG.

Provisions.—The market remains firm. In lard some changes in price have been noted, all in an upward direction. Slight upward movements in eggs and butter have also occurred. There is strong evidence that Western live stock will be in great demand. Already it is apparent that heavy export shipments are going to be made, and Eastern houses are now opening buying branches here that they may get what offers in cattle.

Cured Meats—	
Hams, per lb.	0 22
Shoulders, per lb.	0 15
Bacon, per lb.	0 25
Long clear, D.S., per lb.	0 14
Mess pork, bbl.	28 00
Lard—	
Tierces	0 11
Tubs, 60s	6 75
Pails, 20s	2 32
Cases, 5s	6 97
Cases, 3s	7 05

BUTTER.—Current receipts have practically ceased. The butter is now being supplied out of storage. Creamery and Manitoba is generally quoted 2c higher than last week.

Butter—	
Creamery, Manitoba	0 29
Dairy	0 19
Cooking	0 12

CHEESE.—The market here is strong. Prices remain as last week, and it is not expected there will be any further change.

Cheese—	
New, large	0 15½
New twins	0 17

EGGS.—Current receipts here also have practically ceased—extra firsts are now quoted at 20c.—1c up from last week.

Eggs, extra first	0 30
Checks	0 12
Extra, in cartons	0 24

IMPORTANCE OF CAPONIZING.

Chickens, November, 4 to 5 lbs., .20c lb.—80c to \$1.00.
Capons, January, 7 to 9 lbs., 25c., 28c. lb.—\$1.75 to \$2.50.

Here is a little lesson in arithmetic that might be passed on to the raiser of poultry for the market. It gives an emphatic illustration of the significance of caponizing. It shows that caponizing means money to the pocket of the farmer or poultry man who is looking to get the best out of his work and investment. It gives a broader view of the possibilities of the business. If by the aid of a little trouble \$1.00 can in the course of two months be turned into \$2.50 on the same capital expenditure, with the addition of feed for that period, it looks like good business.

The trouble is that the average poultry raiser looks upon caponizing, not from the standpoint of commercial advantage, but something in the nature of a scientific experiment. Where poultry is raised in a large way it has ceased to be an experiment—it is business.

WE CAN HAVE PIE.

There was once a good woman who couldn't make pies but had two kind neighbors who kept her supplied with that article of food.

One day her two neighbors got to fighting, and so badly injured one another that neither of them was able to make pies for some considerable time.

What did the pie-less one do? Go without pie? Not much. SHE HUNTED UP A COOK BOOK AND FOUND OUT HOW TO BAKE PIES HERSELF.

Canada to-day is in the position of the-lady-who-couldn't-make-pies. There are many things she does not make at home because she has been getting them so easily from Continental Europe. But now her neighbors in Europe are at war with one another and so—for some time to come—cannot supply those things.

Canada is too thrifty and serious and sensible a housewife to sit with hands folded at such a time.

While loyally contributing a number of her best sons to help settle things in Europe, Canada will not entirely overlook her other sons who remain at home.

The manufacturers of Canada will get out the recipe book and learn how to MAKE many of the things that Europe can no longer send us because of the war. And in the making of those things the manufacturers of Canada should have the support of the financial interests and the people of Canada.

The manufacturers of Canada are now making much of the woolen goods, motor cars, rubber goods, corsets, millinery, hosiery, silverware—and countless other things—that are used in Canada, and generally speaking are making these goods at least as well as they are being made anywhere else. The people of Canada know that most of these things are being made by the manufacturers of this country. They do not know yet whether the manufacturers of Canada are going to serve them still more by making many of the things that were formerly imported from Continental Europe.

The manufacturers of Canada should tell the people of Canada at this time more than ever, just what they are making and the merits of their products. Let them drive home the facts through the great modern message medium—advertising. Let them use the newspapers to inform the people that they "have the goods." Let them explain that notwithstanding the war the people of Canada CAN have "the pie"—"home-made pie," and all the better for being home-made.

And after the war is over—if not before—perhaps our neighbors in Europe will be coming to Canada for some of this "pie"—importing from Canada some of the things Canada now imports from them.

One of the troubles seems to be that some poultry raisers do not seem to have any idea of when the operation should be performed. We know of one case where just recently the head of the poultry department of one of the big provision companies got notice about the middle of August that a party with whom he had been communicating during the spring months had a bunch of birds ready for caponizing. This was the result of a promise he had made that he would run down to the neighboring town and treat a bunch of the birds for some of the poultry raisers.

These people did not seem to know that there is only one time for caponizing and that is as soon as the sex of the chicken can be decided—when the bird is a couple of months older the operation would have an unfavorable rather than a favorable effect. Caponizing should never be practised under usual conditions after about the 20th or end of June, for if the chickens are not far enough advanced by that time

they are too late for the best commercial results in any event.

Poultry raisers generally will find that the large dealers will be willing to give every information in connection with this subject and also instructions as to how the experiment may be carried out and it will be found that the increased returns show big profits for the additional trouble and care.

TWELVE THINGS TO REMEMBER.

By Marshall Field.

- The value of time.
- The success of perseverance.
- The pleasure of working.
- The dignity of simplicity.
- The worth of character.
- The power of kindness.
- The influence of example.
- The obligation of duty.
- The wisdom of economy.
- The virtue of patience.
- The improvement of talent.
- The joy of originating.

CANADIAN GROCER

Established 1886.

Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING CO., LIMITED

John Bayne MacLean - - President

Publishers of Trade Newspapers 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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Subscription: Canada, \$2.00; United States, \$2.50;

Great Britain and Colonies, 8s. 6d. Elsewhere, 12s.

PUBLISHED EVERY FRIDAY.

TORONTO, SEPTEMBER 4, 1914

OUR MARKET SERVICE

THE EUROPEAN conflict has for one thing served the purpose of demonstrating the superiority of the weekly grocery trade paper. At a time like the present the grocery interests of the country are bound up chiefly in the question of supplies and price alterations. When the war first broke out, Canadian Grocer was in the thickest of the fight with all the available information on the effect it would have on various lines of foodstuffs; and subsequent events have demonstrated the timeliness and accuracy of our forecasts.

This is a service impossible in the case of a monthly paper. Every retail grocer knows that, at the present time. No periodical issued once every thirty days can even begin to inform the trade on the course of events in the grocery arena that change from week to week. So many complimentary references have come to us on the market service we have been rendering since the war commenced that naturally we take considerable pride in it. This service will, of course, be continued from week to week and as the shifting of events occur and the outlook changes, Canadian Grocer will be right on the job. That is why markets are now being featured at the front of the paper.

The retail trade will be well advised to follow the market reports and special market features closely. While the turmoil lasts in Europe there will be many price readjustments, and even long after the last shot has been fired will these readjustments continue.

Just to demonstrate the keenness the retail trade is evidencing in markets these days it is only necessary to state that during the third week in August, 22 more dealers subscribed to Canadian Grocer than in the corresponding week in July, and that during the entire month of August the number of new subscribers was the largest of any this year or last, and the net gain was away beyond any month in the past five years. The net gain during the last week in August was greater than any since the second week of June, 1911.

THE DUTY OF THE TRAVELER

THAT THE TRAVELING salesman has a duty of great magnitude to perform in the present turmoil into which the world has been thrown, is evident to every knight of the grip who seriously considers the situation. It is he who is now responsible for the revolving of the wheels of our factories and keeping employed the vast army of workmen upon whose wages so much depends in the arena of commerce.

Now is the time, if ever, when the traveler should set his teeth and get the business that will give the laboring man employment. In recent years when the country was at the height of its prosperity the salesman in a great many lines had little difficulty in getting his quota of orders, and from year to year in gradually increasing sales. He has been care-free to a great extent and has probably enjoyed a good many extra hours of recreation. But for this he was not criticized because he was bringing in the business. Now, however, circumstances have temporarily changed, due to the war. Timidity characterizes a great many people. It is the duty of the traveler to exert every effort to exterminate this feeling, but a still greater obligation rests upon his shoulders to turn in the business. Upon the sales force depends the extent of the products turned out in the manufacturing plant, and if the orders are not forthcoming it means that the bread-winner of the workman's family must fall by the wayside. This in turn adversely affects the retailer and wholesaler.

The traveling salesman is the man of the hour. It is to him we must look for encouragement in the present crisis more than to anyone else. If he plays his part in the commercial world as is clearly his duty, he will work as he never did before to make the wheels go round.

UNJUSTIFIED CRITICISMS OF RETAILERS

A WHOLESALE GROCER of St. John, N.B., criticizes a local paper for its suggestion that the retail grocers should not advance prices of goods on hand

in conformity with present values and the advances made by the war tax. This wholesaler quite properly points out that if the retail trade followed this suggestion it would suffer in the end because sooner or later values will drop, when losses on stock on hand would have to be taken. Daily newspapers are too ready frequently to talk on trade matters about which they know but little and they should be carefully watched, and unfair statements refuted.

Canadian Grocer maintains that the retailer should follow the market carefully and charge a fair profit on present values, but that there should be no attempts at extortionate prices. Few cases have yet come to our attention of retailers taking advantage of the present scare on the part of the public to levy undue profits. In the crisis we are now facing the retail dealer on the whole is conducting himself in a dignified manner and worthy of the best traditions of the ancient trade. Insinuations are appearing from time to time in the press that he is exceeding his rights, but the accusations are of a vague and general character and nobody in particular is pointed to. This is a mean policy towards making a bid for public favor at the expense of the reputation of a reputable body of fair and honest men.

OLD COUNTRY SITUATION BRIGHTER

CONFIDENCE HAS to a great extent been restored in the grocery trade. The situation is not by any means clear, but it has taken definite form and the panic element has been eliminated. Now that the first big rush of buying is over without very seriously depleting the stocks of supplies, things may be expected to continue their course quietly, at least until there is some further disturbing development in the European situation.

That there has been a settling of conditions in England also is indicated in the following from the Grocers' Review, one of the prominent organs of the trade in Great Britain: "Already markets are settling down, public confidence has been restored, and events point to a steady flow of foodstuffs into the United Kingdom. It is satisfactory to note the strong line taken by traders, and the promptness with which they have reassured their customers, at the same time emphasizing the futility of laying in large stocks of provisions. Altogether the outlook is distinctly more favorable."

EDITORIAL BRIEFS.

THE HOUSEWIVES' Leagues have been stirred up again by the European War. Wonder how long the activity will last this time.

ONE OF THE rations of the German foot soldier is 1½ ounces of vegetables, mostly onions. The onion is a great disease preventive.

IF IT HAD NOT been for the hogging of sugar on the part of the consuming public it is certain it would not have run up so high and so rapidly.

ONE DAILY PAPER says that the coming Christmas will be puddingless. While nuts, currants, dates, etc., may be a little higher than last year, there is every reason to believe that many of us will as usual be confronted with the customary dessert on December 25.

New Butter Regulations

ATTENTION IS AGAIN called to the new regulations passed by the Dominion Government at its last session in respect to the packing-labelling and sale of butter. The act is known as the Dairy Industry Act. The underlying principle of this legislation as aimed at by the Government, is protection to the consumer and the honest trader. The whole object of the law is to prevent misrepresentation and fraud.

A new subsection in The Dairy Industry Act deals with the weight of butter as put up in prints or blocks. This subsection reads as follows:

"No person shall sell, offer, or have in his possession for sale, any butter moulded or cut into prints, blocks, squares or pats, unless such prints, blocks, squares or pats are of the full net weight of one-quarter pound, one-half pound, one pound or two pounds at the time they are moulded or cut. Nothing in this paragraph shall be held to apply to butter in rolls or lumps of indiscriminate weight as sold by farmers."

The Regulations passed under authority of The Dairy Industry Act came into force September 1, 1914, the chief innovations being with regard to the branding of butter.

These regulations provide that all packages containing whey butter must be branded with the words "Whey Butter" at the time of packing the butter.

Any butter which consists of a mixture of whey butter and creamery butter or whey butter and dairy butter must be branded "Whey Butter."

Any mixture of dairy butter and creamery butter must be branded "Dairy Butter."

All parchment papers used on dairy butter which has been moulded or cut into blocks, squares or prints must be branded "Dairy Butter."

All boxes similar to those used for the packing of creamery butter must when used for dairy butter, be branded "Dairy Butter" at the time of packing.

All brands required by these regulations shall be legible and indelible and shall consist of letters not less than one-half an inch long and three-eighths of an inch wide, except in the case of parchment paper wrappers for butter, the branding of which shall be in letters not less than one-quarter of an inch square.

Any one making or packing butter, who does not comply with the regulations regarding branding is liable to prosecution, and any one who knowingly sells, offers, exposes or has in his possession, for sale, any butter not properly branded as required by these regulations is equally liable to prosecution.

No person except the final purchaser or consumer shall remove, obliterate or erase any brand placed upon any package containing butter as required by these regulations.

AN ONTARIO BISCUIT firm is receiving inquiries from France. 'Tis surely an ill wind that blows nobody good.

WHILE NO ONE is elated over the reasons for the opportunities granted manufacturers in this country at the present time to extend their trade, nevertheless those opportunities exist.

Grocers at War Against Misrepresentations

At Large Meeting They Voice Their Vigorous Opposition to Those Who Accuse Them With Questionable Methods— Consumer Societies and Their Promoters Who Take Advantage of the War Are Scored—Two Resolutions and Many Fighting Speeches.

Reported by Staff Correspondent.

TORONTO, Sept. 3.—(Special).— It was an indignation as well as an organization meeting of retail dealers who assembled on Monday night in the R. M. A. rooms to discuss the questions of the day and to demonstrate to the trade the urgent necessity of lining up in battle array against the forces of prejudice and misrepresentation. The meeting was some hundred strong. In fact the Board Room of the R.M.A. could scarcely accommodate the men. Neil Carmichael, president of the Toronto Retail Grocer's Ass'n, which on October 1 amalgamates with the Grocers' Section of the R. M. A., was the general in charge.

Since the European war broke out, the retailers find there are a number of promoters taking advantage of the situation that forced higher prices on the community, to establish consumer concerns, which excite the prejudice of the general public against the retailers. At the same time, a number of daily papers, spurred on by their anxiety and endeavors to catch the popular ear, have published most unfair references to the retail grocers, going so far as to intimate that a check should be placed upon them insofar as advancing prices were concerned. These were the subjects discussed at the meeting on Monday night in vigorous fashion. The war has apparently served the good purpose of awakening in the trade the self-preservation germ, which it is hoped will soon develop into a powerful opponent to misrepresentation and unfair competition.

Unfairness of Daily Press.

In his opening remarks Mr. Carmichael referred to the present condition of affairs and the possibility of others to come that will require united action on the part of the grocery trade. At a time like this, he pointed out, the trade should be in a position to jointly protect itself against people who travel from one part of the city to another leaving unpaid bills. The charter of the R. M. A. permitted united action in this regard and he advised everyone to take advantage of it. "It will be seen, too, that some daily newspapers are holding up the grocers to ridicule. While there may be one or two who have unduly taken advantage of the present situation, no doubt due to mistakes in ideas in view of so many price changes, yet the rank and file of the grocery trade is acting on the

square." He read a clipping from The Toronto World under the heading "Report Dishonest Merchants." This editorial asked the general public to send to the editor any evidence of the retail trade unduly enhancing prices, giving details of overcharges, etc. "One would think," added Mr. Carmichael, "to read such an article that we were the common foe of the public."

E. H. Trowern, Sec'y of the R. M. A., urged that it was time a stop were put to newspapers trying to run the business of the retailer.

Holding up a circular dealing with the formation of a new co-operative society, which had for its alleged purpose the lowering of the cost of living, he demanded that the retail trade make this new concern prove its statements or answer for them in the police court. There was now a False Advertising law on the statutes which prevented false statements, and this concern should be asked to prove what it said. He also pointed to the advertisement that appeared in several Canadian papers on a new food supply company which wanted to know if the consumer would like to save from \$50 to \$250 a year. He characterized this concern as one making an experiment on the people's money, and he believed it would eventually fail. "There are holes in the road," he said, "and we have got to put a red light on them." He strongly urged publicity that would show such concerns in their true light.

He further called attention to a new soap concern that was introducing its soap on the market by means of a coupon system, published in the daily press. He maintained that this was in contravention of the Trading Stamp Act, and that the Association was getting after it. He read the correspondence that had taken place between the R. M. A. and the concern which showed that the matter might be one of serious consequences.

Short talks were given by Mr. Ward, a representative of F. W. Humphrey, wholesale grocer, F. Coward, grocery broker, and Frank Sloan of Jno. Sloan & Co., wholesale grocers. All of these referred to the co-operative stores, both wholesale representatives declaring their policy was not to sell them. Mr. Coward gave some timely information on why the cost of imported goods was going up. Steamship freight has advanced 50 per cent.; the war insurance rate, al-

though now down to 3 per cent. had been as high as 6 per cent.; regarding rate of exchange the importer had to pay from 20 to 30c more per pound sterling than before the war; railway cartage was higher, and some of the duties had advanced.

J. C. Van Camp, President of the Toronto Branch R. M. A., spoke of the value of organization, and gave evidence of what the R. M. A. could accomplish.

Everybody Stands.

When Chairman Carmichael asked those to stand up who would lend their assistance to the propagation of the work, every man in the room arose. "We are glad to see such manifestations of your support," he remarked.

Someone asked what wholesaler was supplying the co-operative stores. Mr. Carmichael pointed out that while they had the information they did not care just then to divulge the name until it was found whether the firm would continue when the objections of the trade were voiced.

D. W. Clark, in moving a resolution, declared that in one way it was a good thing the war had come along. It was stirring up the trade as never before. His resolution, which was seconded by G. J. Vader, calls for the assistance of the wholesale grocery trade to prevent the new consumer societies from deceiving the public. It was carried amid applause. Another resolution by Mr. Clark and seconded by Mr. McCullough, called upon the retail trade not to handle the soap referred to above, and which was being introduced to the public by what the Association considered an illegal method.

References were made at the meeting to the advances of staple lines of goods, which the retail trade was practically compelled to sell at the old prices. It was pointed out by many that although there were a great many advances in prices, the profits of the grocer in several cases were lower. As soon as the amalgamation of the two associations is effected, committees will be determined upon to go into these matters to see if the situation can not be more equitably arranged insofar as the retail grocery trade is concerned. Before dispersal practically every man in the room signed his name to become a member of the organization. War is certainly creating stirring times among the retail trade.

CURRENT NEWS OF THE WEEK

Quebec and Maritime Provinces.

Phileas Parent, general merchant, Beauport, Que., passed away recently.

The promoters of the new plant of the Atlantic Sugar Refineries do not anticipate that the pending of operations there will be deferred because of the European troubles. It will be about two months before operations are begun, as various delays have taken place with the result that the completion of the plant has been interrupted. The most of the heavy machinery has now been installed, and the raw material necessary for the commencement of activities had been purchased before hostilities broke out.

Wm. C. Cross, general manager of the wholesale grocery firm of Hall & Fairweather, Ltd., St. John, N.B., returned home last week after a trip to Europe. Mr. Cross was in Paris at the outbreak of the war and gives a vivid description of events through which he passed, thrilling and exciting as they were, in order to reach England in safety. Crossing the channel the steamer on which he sailed was guarded on either side by British war-ships. The joy of his homecoming was saddened by the news that during his absence his youngest daughter had died, he having no intimation of the regrettable event until his arrival, because of the difficulties attending the cable service to England.

Ontario.

Henry Hyde, a Toronto grocer, has disposed of his business.

R. T. Laughlin, grocer, Sarnia, Ont., has disposed of his business.

A. E. Foreman has opened a grocery store at 839 Manning Ave., Toronto.

The London Grocers' Association held their annual picnic to Springbank Park on Wednesday.

The Caldwell Feed Co., Dundas, Ont., have been succeeded by the Caldwell Feed and Cereal Co.

The grocers of Walkerville, Ont., are discussing the formation of a Grocers' Section of the R. M. A.

Jno. Scott, of Jno. Scott & Co., wholesale and retail grocers, Windsor, Ont., has disposed of his interest.

A. M. Cowling has purchased the grocery and business of Harry Bradshaw, Charlotte St., Peterborough, Ont.

The Canada Bread Co., of Toronto, have announced that they will not raise the price of bread at the present time.

The W. K. Kellogg Cereal Co. have moved their Toronto office to 59 Yonge St., Toronto. A typographical error in last week's issue made this read York St.

A number of the foodstuffs manufacturers of the country are working overtime supplying goods for the Canadian soldiers concentrating at Valcartier Camp. Among these are biscuit and jam concerns.

The business men of Blenheim, Ont., petitioned the council to have the Saturday night moving picture show discontinued on the grounds that it greatly injured business. The petition was granted.

Grocers of Windsor and Sandwich, Ont., have formed a Grocers' Branch of the R. M. A. The officers are: George Nairn, president; H. Philips, vice-president; A. L. Paige, of Sandwich, second vice-president; W. Hawthorne, secretary and P. Harvey, treasurer. A petition is being circulated among the different retail merchants of the city to be presented to the city council in the near future. The petition is to have the council pass a by-law whereby no stores may stay open to do business later than seven o'clock.

Western Canada.

The estate of A. Grant, grocer, Winnipeg, has been succeeded by A. O. Grant.

J. A. Valentine, general merchant, Lawson, Sask., is succeeded by Valentine & Kerr.

The 500,000 bushels of oats given by the Alberta Government to Britain cost 45c per bushel. It will cost 15c a bushel to deliver them to the Atlantic seaboard.

Wholesale and retail dealers and private citizens of Edmonton, Alta., presented a wagon-load of fruits, tobacco and other things to the officers and soldiers of the 101st regiment Edmonton Fusiliers when the first contingent entrained for Valcartier, fifteen thousand men.

Furs of all kinds will be higher throughout Western Canada this fall on account of the shortage of imported furs and the fact that the demand upon native furs will be larger than ever before.

Local dealers are not now shipping to Europe, and, as a result, it is likely that many furs will be manufactured in this country.

Announcement is made by A. E. Dodman, manager of the Hudson's Bay Company's stores in Edmonton, Alta., that those employees who have gone or will go to the front will find their positions open when they return. The company recently contributed a large number of blankets among members of Princess Patricia's light infantry, organized there early in August.

The merchants of Nelson, B.C., are endeavoring to keep collections up to the standard by concentrated action. Secretary R. G. Joy states that the attitude of the association is expressed in a circular sent out to customers which read as follows: "We have received a letter from the wholesale merchants, stating that owing to the financial conditions throughout the Dominion of Canada, and especially in the Province of British Columbia, they, the wholesalers, will have to curtail credit to the retailers; they also urge upon us the necessity of keeping in close touch with our accounts and to sell for cash as nearly as possible. Owing to the above conditions the wholesalers are curtailing our credit, collecting from us so closely that we are compelled to restrict our credit to the consumer for the period of 30 days net."

IMPROVING RIGHT ALONG.

MacLean Pub. Co.:

Dear Sirs.—Enclosed money order for renewal of subscription to Hardware and Metal and Canadian Grocer for one year.

These papers are improving right along, and are very satisfactory.

Please send me a sample copy of Dry Goods Review publication. Back number will do.

E. A. PRITCHARD,

Wyman, Que., Aug. 27th, 1914.

'SITUATION WANTED

WANTED — EXPERIENCED GROCERY clerk wishes position. Handy with sign brush and experienced in window dressing, etc. Can show excellent recommendations, or can give good references. Apply, stating wages, etc., to Box 61, Canadian Grocer, Toronto. 118

Grocer 24 —

76

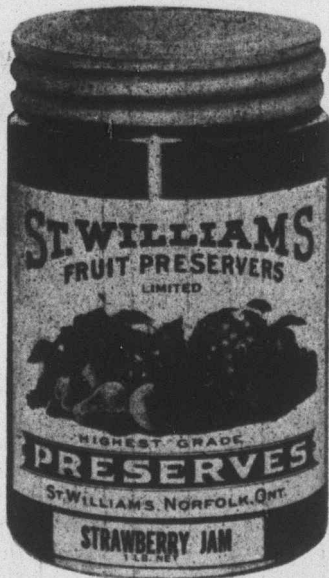
AGENCY WANTED

AGENCY WANTED FOR VANCOUVER AND District by an A.I. man. What have you got? Write "Agent", 250 Dunsmuir St., Vancouver, B.C. (250)

The new Jam that makes new Sales—ST. WILLIAMS

Pure Jams, Jellies and Fruits in Syrup

No house is stronger than its foundation. Quality, Purity, Deliciousness and Satisfaction Guaranteed are the foundation stones on which the solid reputation of St. Williams Pure Jams is being built.



All our Jams are made from fresh fruit grown locally. Nothing but fresh fruit and refined cane sugar is used; no artificial coloring or glucose enter into their composition whatever. Absolute Purity is insisted upon. The fresh, natural flavor of these products will please your most fastidious patrons. Put up in 5-lb. pails and 1-lb. glass jars. Get in touch with our agents.

St. Williams Fruit Preservers Limited

St. Williams, Ont.

Selling Agents

Gunn, Langlois & Co., Ltd., Montreal; Geo. Hodge & Sons, Ltd., Montreal; Gunns, Limited, Toronto; MacLure & Langley, Winnipeg.

When Buying Seeded Raisins

You are Sure to get the very Finest quality if you specify

**"PANSY" brand
Fancy Quality**

**"DAPHNE" brand
Choice Quality**

Packed by

**Guggenlime & Co.
San Francisco, California**

QUOTATIONS FOR PROPRIETARY ARTICLES

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

BAKING POWDER.

COOK'S FRIEND BAKING POWDER.

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

ROYAL BAKING POWDER

Sizes	Per doz.
Royal—Dime	\$ 0 95
" ¼-lb.	1 40
" 6-oz.	1 95
" ½-lb.	2 55
" 12-oz.	3 85
" 1-lb.	4 90
" 3-lb.	13 60
" 5-lb.	22 35

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

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Baking Powder—5c tin, 40c per doz.; 4-oz. tin, 65c per doz.; 6-oz. tin, 90c per doz.; 8-oz. tin, \$1.20 per doz.; 12-oz. tin, \$1.60 per doz.; 16-oz. tin, \$2.25 per doz.; 3-lb. tin, \$5 per doz.; 5-lb. tin, \$9.50 per doz.

FOREST CITY BAKING POWDER.

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

BLUE.

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

COUPON BOOKS—ALLISON'S.

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

UN-NUMBERED.

100' books and over, each	0 03½
500 books to 1,000 books.	0 03

For numbering cover and each coupon, extra per book, ¼ cent.

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

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

DOMINION CANNERS.

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

Jellies.

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

Marmalade

Orange Jelly	1 55
Green fig	2 25
Lemon	1 60
Pineapple ...	2 00
Ginger	2 20

Pure Preserves—Bulk

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

14's and 30's per lb.

Freight allowed up to 25c per 100 lbs.

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

COCOA AND CHOCOLATE.

THE COWAN CO., LTD.

Cocoa—

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

Special quotations for Cocoa in barrels, kegs, etc.

“Ship all the Grape-Nuts you possibly can”—

is the substance of a cablegram just received from our London, England, house.

Notwithstanding the big extra foreign demand due to the war, we expect to take care of all the demand, both at home and abroad—and it's bound to be large in the months to come.

Grape-Nuts is a repeater. People like it. It has a pleasing taste, exceptional food value, economy and convenience. **Ready to eat.**

And, while other foods are increasing in cost—

The Price of Grape-Nuts Remains the Same

The **Grape-Nuts** business is immense, and growing remarkably. **Get your share of the good, clean profit.**

“There's a Reason”

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

CAN-O-WAX

a household necessity

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

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

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

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



CANADIAN OIL COMPANIES, Ltd.

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

Don't Sell Imitations

We have secured a permanent injunction against a manufacturer selling imitation Wrigley's Spearmint. The Supreme Court of Ontario has granted this to us upon presentation of evidence that the public is deceived into buying a fake instead of

This Genuine



The Real Spearmint!

Do yourself full justice by handling the genuine Wrigley's—the most widely advertised gum in Canada—the kind the public likes and wants, because it does not chew "mushy" and granulating—because it's springy and fresh at all times in its sealed package.

Get the Genuine Wrigley's

Wm. Wrigley Jr. Co., Ltd., 7 Scott Street, Toronto

Unsweetened Chocolate.

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

EPP'S.

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

In 1/4, 1/2, and 1-lb. tins, 14-lb. boxes, per lb. 0 25
10c tins, 3 doz. in box, doz. 0 90

JOHN P. MOTT & CO.'S.

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

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

WALTER BAKER & CO., LTD.

Premium No. 1, chocolate, 1/4 and 1/2-lb. cakes, 34c lb.; Breakfast cocoa, 1-5, 1/4, 1/2, 1 and 5-lb. tins, 30c. lb.; German's sweet chocolate, 1/4 and 1/2-lb. cakes, 6-lb. boxes, 24c lb.; Caracas sweet chocolate, 1/4 and 1/2-lb. cakes, 6-lb. boxes, 32c lb.; Cinqueme sweet chocolate, 1-5-lb.

cakes, 6-lb. boxes, 21c lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked cocoa, 1/2-lb. pkgs., 6-lb. bags, 31c lb. Caracas tablets, 5c cartons, 40 cartons to box, \$1.25 per box; Caracas tablets, 5c cartons, 20 tons to box, 65c.
The above quotations are f. o. b. Montreal.

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

East of Fort William, Ont.

Preserved— Per case.	
Eagle Brand, each 4 doz. ..	6 00
Reindeer Brand, each 4 doz.	6 00
Silver Cow Brand, each 4 doz.	5 40
Gold Seal Brand, each 4 doz.	5 25
Mayflower Brand, each 4 doz.	5 25
Purity Brand, each 4 doz.	5 25
Challenge Brand, each 4 doz.	4 50
Clover Brand, each 4 doz.	4 50

Evaporated (Unsweetened)—

St. Charles Brand, small, each 4 doz.	2 00
Peerless Brand, small, each 4 doz.	2 00
St. Charles Brand, Family, each 4 doz.	3 90
Peerless Brand, Family, each 4 doz.	3 90
Jersey Brand, Family, each 4 doz.	3 90
St. Charles Brand, tall, each 4 doz.	4 50
Peerless Brand, tall, each 4 doz.	4 50
Jersey Brand, tall, each 4 doz.	4 50
St. Charles Brand, Hotel, each 2 doz.	4 25
Peerless Brand, Hotel, each 2 doz.	4 25
Jersey Brand, Hotel, each 2 doz.	4 25
St. Charles Brand, gallons, each 1/2 doz.	4 75
"Reindeer" Coffee and Milk, "large," each 2 doz.	4 80
"Reindeer" Coffee and Milk, "small," each 4 doz.	5 50
"Regal" Coffee and Milk, each 2 doz.	4 80
"Reindeer" Cocoa and Milk, each 2 doz.	4 80

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

1-lb. decorated tins, lb.	0 35
Mo-Ja, 1/4-lb. tins, lb.	0 25
Mo-Ja, 1-lb. tins, lb.	0 30
Mo-Ja, 2-lb. tins, lb.	0 35
Presentation (with tumblers) 25c per lb.	

MINTO BROS.

MELAGAMA BLEND.

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

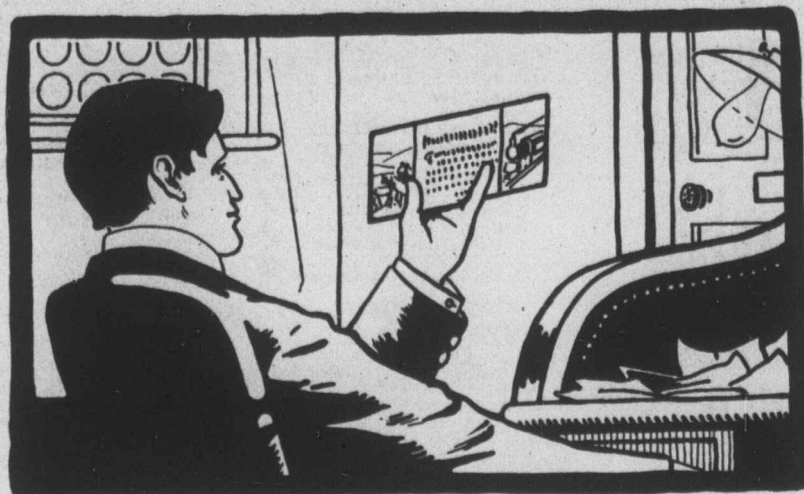
FLAVORING EXTRACTS.

SHIRRIFF'S.

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

CRESCENT MFG. CO.

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



Read our Proposition Carefully

Mr. Manufacturer—

We are prepared to sell goods for direct shipment to the wholesale trade, or to carry stocks on consignment. Six large track warehouses right in the great distributing centres, and our staff of efficient

salesmen who make daily calls will keep your lines prominently before the trade. We have the knowledge of conditions, the experience, the facilities, the connection and the financial standing to handle successfully your particular line.

A large number of United States, European and Eastern Canadian manufacturers have found it particularly profitable to have their accounts in Western Canada handled by a reliable firm on the ground.

Do not overlook this market.

Write us to-day.

Nicholson & Bain, Wholesale Commission Merchants and Brokers **Winnipeg, Man.**
Branches: REGINA, SASKATOON, EDMONTON, CALGARY, LEITHBRIDGE, VANCOUVER

A tip on the side, Mr. Grocer

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

PRICES:

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

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

Malcolm's Condensing Co.

St. George, Ontario





**For INFANTS,
INVALIDS and the AGED.**

GOLD MEDAL AWARDED

Health Exhibition, London,
Adelaide and Melbourne.

The "LANCET"
describes it as:
"Mr. Benger's admirable
preparation."

The "BRITISH MEDICAL
JOURNAL" says:
"Benger's Food has by its
excellence established a
reputation of its own."

Circulars & Showcards on application.

Benger's Food and other Preparations
may be obtained through all Wholesale
Jobbers in Canada.

BENGER'S FOOD, LIMITED,
Otter Works, ——— MANCHESTER, Eng.



Ontario's Finest Apples

*All Standard Winter
Varieties in Car Lots*

Finest selected apples from the Aylmer district—Ontario's richest apple growing belt—best shipping facilities, ready access to refrigerator cars, prompt service to all parts of the Dominion.

EGGS! EGGS!

We solicit your early inquiry re prices, etc. Let us quote on fresh and storage eggs.

The H. M. Hambidge Co.

Wholesale Apple and Egg Merchants
AYLMER, ONTARIO

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

GELATINE.

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

CLARK'S PORK AND BEANS IN TOMATO SAUCE.

Per doz.
No. 1, 4 doz. in case 0 60
No. 2, 2 doz. in case 0 95
No. 3, flats, 2 doz. in case 1 15
No. 3, talls, 2 doz. in case 1 35
No. 6, 1 doz. in case 4 00
No. 12, 1/2 doz. in case 6 50

EBY-BLAIN, LIMITED, TORONTO, ANCHOR BRAND.

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

Baking Powder— Per doz.
"Anchor"
4 oz. tins, cases 4 doz. 0 67 1/2
6 oz. tins, cases 4 doz. 0 90
8 oz. tins, cases 3 doz. 1 20
12 oz. tins, cases 3 doz. 1 65
16 oz. tins, cases 2 doz. 2 00
2 1/2 lb. tins, cases 1 doz. 4 50
5-lb. tins, cases 1 doz. 8 40

Chocolate—Unsweetened—"Anchor"
10c cakery, boxes 2 doz. 0 90

Cocoa—"Anchor" Per doz.
10c tins, cases 4 doz. 0 90
Per lb.
1/4s. tins, cases 4 doz. 0 36
1/2s. tins, cases 2 doz. 0 35
1s. tins, cases 1 doz. 0 35

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

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

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

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

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

Icings, Prepared—"Anchor"
10c pkgs., cases 3 doz. 0 90

Mustard, D.S.F.—"Anchor"
5c tins, boxes 4 doz. 0 45
10c tins, boxes 4 doz. 0 90
Per lb.
1/4s. tins, boxes 12 lbs. 0 35
1/2s. tins, boxes 12 lbs. 0 37
1s. tins, boxes 12 lbs. 0 36

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

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

"GOLD MEDAL" COFFEE. Whole or Ground— Per lb.
1/4 lb. tins, cases 30 lbs. 0 34
1 lb. tins, cases 30 lbs. 0 33
2 lb. tins, cases 30 lbs. 0 32

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

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

"KOLONA" CEYLON TEA.

Per lb.
30c black, green or mixed, 1/2 and 1 lb. pkgs. 0 25
40c black, green or mixed, 1/2 and 1 lb. pkgs. 0 30
50c black, green or mixed 0 35
60c black, green or mixed 0 42
80c black, green or mixed. 0 55

Per doz.
"Meat of Wheat" Breakfast Food, cases 2 doz. 1 45
"Wheat-Os" Breakfast Food, cases 2 doz. 1 45

Per doz.
"Piccaniny" pancake and buckwheat 1 00

LAPORTE, MARTIN, LIMITED. Montreal Agencies.

BASIN DE VICHY WATERS.

L'Admirable, 50 qts., case 6 00

VICHY LEMONADES.

Efficace 5 50
Neptune 6 00
San Rival 7 00

La Savoureuse, Cork—
50 qts., case 7 50
100 pts., case 9 00

CASTILE SOAP.

"Le Soleil," 7 1/2 p.c. Olive Oil.
Cs. 25 11 lb. bars, lb. 0 08 1/2
Cs. 200 3 1/2 lb. pieces, cs. 4 25
Cs. 12 3 lb. bars, lb. 6 60 1/2
Cs. 50 1/2 lb. pieces, cs. 4 70
Cs. 50 1 lb. sq. pieces, cs. 4 75
Cs. 50 1 lb. long pieces, cs. 4 75
Cs. 200 200 grs. pieces, cs. 7 75
Cs. 010 300 grs. pieces, cs. 6 00
Cs. 200 300 grs. pieces, cs. 12 00

ALIMENTARY PASTES.

BLANC & FILS.

Macaroni, Vermicelli, Animals, Small Pastes, etc.
Box, 25 lbs., 1 lb. 0 06
Box, 25 lbs., loose 0 07

Imported Peas "Soleil."

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

MINERVA PURE OLIVE OIL.

Case—
12 litres \$8 00
12 quarts 6 00
24 pints 6 50
24 1/2 pints 4 25
Tins—
5 gals, 2s 2 00
2 gals, 6s 2 05
1 gal. 10s. 2 10
20s, 1/2 gal. 2 00

CANNED HADDIES "THISTLE" BRAND.

A. P. TIPPET & CO., Agents.

Cases, 4 doz. each, flats per case \$5 40
Cases, 4 doz. each, ovals, per case 5 40

INFANTS' FOOD.

Robinson's patent barley, 1/4 lb. tins, \$1.25; 1-lb. tins, \$2.25; Robinson's patent groats, 1/4-lb. tins, \$1.25; 1-lb. tins, \$2.25.

PLEASES AND PAYS

Royal Baking Powder pays you a greater profit, pound for pound, than any other baking powder.

It sells easier.

It sells faster.

It pleases your customers.

You wouldn't think of trying to establish a business by selling

strong butter, stale eggs and rancid lard, when you can sell fresh, sweet goods, so why should you sell baking powder containing alum and phosphate of lime, when you can sell Royal Baking Powder made from pure cream of tartar?

"Purity pleases and pays."

ROYAL BAKING POWDER COMPANY
NEW YORK

R. H. C.

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

Your wholesaler will supply you.

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



BOLOGNA

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

MADE UNDER GOVERNMENT
INSPECTION

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



*You'll find it
easy and very
profitable to sell
"King Oscar"
Brand Sardines*

These zesty Norwegian Sardines hit the popular taste wherever they are introduced. Being widely advertised the dealer has little trouble in making the initial sale, and the first sale makes for more sales. The people enjoy the deliciousness.

Ask your wholesaler for prices.

Canadian Agents
J. W. Bickle & Greening
(J. A. Henderson)
Hamilton, Ontario

By Special royal permission.

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

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

OYSTERS

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

WHITE & CO., Ltd., Toronto

Wholesale Fruit, Fish and Oysters

**BOAR'S HEAD LARD
COMPOUND.**

N. K. FAIRBANK CO., LTD.

Tierces	.....	0 17 1/2
Tubs, 20 lbs.	.....	0 10 1/2
Pails, 20 lbs.	.....	0 10 1/2
Tins, 20 lbs.	.....	0 10 1/2
Cases, 3 lbs., 20 to case	..	0 11 1/2
Cases, 5 lbs., 12 to case	..	0 11 1/2
Cases, 10 lbs., 6 to case	..	0 11

F. O. B. Montreal.

MARMALADE.

**SHIRRIFF BRAND.
"SHREDDED."**

1 lb. glass (2 doz. case)	\$1 90	\$1 80
2 lb. glass (1 doz. case)	3 20	3 30
4 lb. tin (1 doz. case)	5 50	5 25
7 lb. tin (1/2 doz. case)	8 00	8 25

"IMPERIAL SCOTCH."

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

MUSTARD.

COLMAN'S OR KEEN'S.

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

VERMICELLI AND MACARONI

C. H. CATELLI CO., LIMITED.

Hirondelle Brand.
Prices for Quebec.

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

Catelli Brand.

Vermicelli, Macaroni, Spaghetti, 30 lbs. (loose)	.....	5 1/2
30 lb. cases, 1 lb. pkgs.	.....	5 1/2

Terms, Net 30 days.

Ontario.

L'ETOILE (STAR) BRAND.

Freight Prepaid.

1 lb. pkg., 25 cases or more	.....	.07 1/2
1 lb. pkg., less than 25 case lots	.....	.07 1/2
5 lb. box, loose, per lb.	.....	.05 1/2
10 lb. box, loose, per lb.	.....	.05 1/2
21 lb., loose, long, per box	.....	1.50

Terms net 30 days.

JELLY POWDERS.

JELL-O.

Assorted case, contains 2 doz 1 80

Straight.

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

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

JELL-O ICE CREAM POWDER.

Assorted case, contains 2 doz 2 50

Straight.

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

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

SOAP AND WASHING POWDERS.

SNAP HAND CLEANER.

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

30 days.

RICHARDS' PURE SOAP.

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

Richards' Quick Naptha Soap.

GENUINE. Packed 100 bars to case.

FELS NAPTHA.

Prices—Ontario and Quebec:

Less than 5 cases	.....	65 00
Five cases or more	.....	4 95

STARCH.

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

		Boxes.	Cents.
		Laundry Starches—	
40 lbs., Canada Laundry	.....		.06 1/2
40 lbs., Boxes Canada white gloss, 1 lb. pkgs.	.....		.06 1/2
45 lbs., No. 1 white or blue, 4 lb. cartons	.....		.07 1/2
45 lbs., No. 1 white or blue, 3 lb. cartons	.....		.07 1/2
100 lbs., kegs, No. 1 white	.....		.06 1/2
200 lbs., bbls., No. 1 white	.....		.06 1/2
30 lbs., Edwardsburg silver gloss, 1 lb. chrome pkgs.	.....		.07 1/2
45 lbs. silver gloss, in 6-lb. tin canisters	.....		.08 1/2
36 lbs., silver gloss 6-lb. draw lid boxes	.....		.08 1/2
100 lbs., kegs, silver gloss, large crystals	.....		.07 1/2
25 lbs., Benson's Satin, 1-lb. cartons, chrome label	.....		.07 1/2
40 lbs., Benson's Enamel (cold water), per case	.....		3 00
20 lbs. Benson's Enamel (cold water), per case	.....		1 50
Celluloid—boxes containing 45 cartons, per case	.....		3 00

Culinary Starch.

40 lbs. W. T. Benson & Co.'s prepared corn	.....	.07 1/2
40 lbs. Canada pure corn starch	.....	.06 1/2

(120-lb. boxes 1/4c higher.)

Casco Potato Flour, 20-lb. boxes, per lb.10

BRANTFORD STARCH.

Ontario and Quebec.

		Laundry Starches—		
		Canada Laundry—		
Boxes about 40 lbs.	.....	.06
		Acme Gloss Starch—		
1-lb. cartons, boxes of 40 lbs.	.....	.06 1/2
First Quality White Laundry—				
3-lb. canisters, ca. of 45 lbs.	.....	.07
Barrels, 200 lbs.	.....	.06 1/2
Kegs, 100 lbs.	.....	.06 1/2
		Lily White Gloss—		
1-lb. fancy cartons, cases 30 lbs.	.....	.07 1/2
8 in case	.....	.07 1/2
		6-lb. toy trunks, leek and key, 6-lb. toy drum, with drumsticks, 8 in case06
		Kegs, extra large crystals, 100 lbs.07
		Canadian Electric Starch—		
Boxes containing 40 fancy pkgs., per case	.....	3 00	
		Celluloid Starch—		
Boxes containing 45 cartons, per case	.....	3 00	
		Culinary Starches—		
		Challenge Prepared Corn—		
1-lb. pkts., boxes of 40 lbs.	.....	.06
		Brantford Prepared Corn—		
1-lb. pkts., boxes of 40 lbs.	.....	.07 1/2
		"Crystal Maise" Corn Starch—		
1-lb. pkts., boxes of 40 lbs.	.....	.07 1/2

(20-lb. boxes 1/4c higher than 40's.)

UPTON'S KETCHUP

is steadily making friends for itself.

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

Write us for prices or ask your jobber.

THE T. UPTON CO.

Limited

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

DOMESTIC FRUIT

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

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

IMPORTED FRUIT

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

EVERYTHING THE BEST.

The House of Quality.

HUGH WALKER & SON

Established 1861

GUELPH and NORTH BAY



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

Retails at 10 Cents per Cake.

JOHN P. MOTT & CO.

MANUFACTURERS

HALIFAX, NOVA SCOTIA

Hot Weather Special

on

Brooms

only while they last.

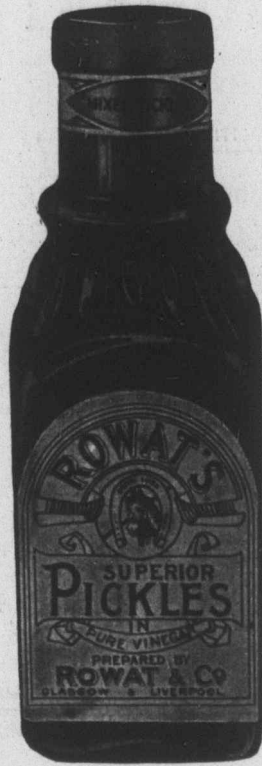
4	String, No. 100,	\$3.00	line at	\$2.40
4	“ “ 200,	\$3.20	“	\$2.60
4	“ “ 300,	\$3.60	“	\$3.00

Regular goods.

Walter Woods & Co. Hamilton

**Fresh Juicy
Pickles
ROWAT'S**

Carefully packed in pure vinegar. Every bite is a delight. Most of your customers know this; the others will just as soon as you stock and display these profit-makers.



ROWAT & CO.
Glasgow - Scotland

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

Put your efforts on the lines that give you the most profits

7-20-4 Cigars

Make up that deficiency caused by unsettled conditions. 7-20-4 CIGARS, if displayed in a case where your tobacco customers can see them, will reap you a profit worth while, as well as ensure customer satisfaction. The very best tobacco obtainable, together with our well-equipped plant and skilled labor, has enabled us to produce a cigar unexcelled. If you are not handling these cigars write us to-day for a trial order.

THE SHERBROOKE CIGAR COMPANY
SHERBROOKE, QUE.

Diamond Cleanser

Has no equal as a cleaner.
Perfectly odorless.
Harmless to hands.

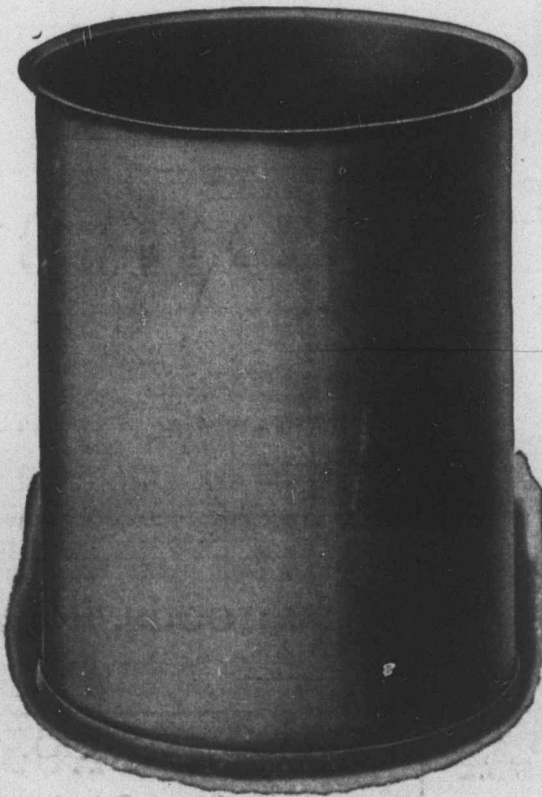
COSTS \$3.00 PER CASE
four doz. cans to case

SELLS at 3 for 25c
or 10c a can

giving the grocer a good profit. Five case lots cost \$2.85 a case.
Handled by all jobbers.

Manufactured by
Stephens, Welch & Co.

7 Ossington Av., Toronto



Sanitary Cans

"The Can of Quality"

Baked Beans,
Soups,
Meats and Milk.

Sanitary Can Company

LIMITED

NIAGARA FALLS, ONTARIO

Georgian Bay — Apples —

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

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

Can also quote Crab Apples and Pears.

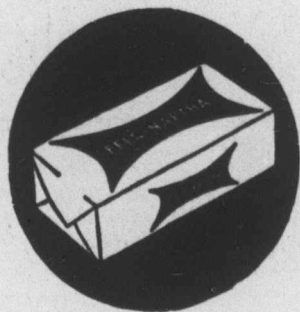
Beaver Brand Evaporated Apples. We can quote in large or small quantities. Where once tried, they are repeaters and sell themselves. Buy the best and sell more. Enquiries cheerfully answered.

ELLIS BROS.

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

No Dealer

should ever be without a goodly supply of Fels-Naptha soap. It's the easy soap for grocer and the easiest soap for consumer. And it's easy on the clothes, too!



ESTABLISHED 1949

BRADSTREET'S

Offices Throughout the Civilized World

OFFICES IN CANADA:

Calgary, Alta.	Vancouver, B.C.
Edmonton, Alta.	Hamilton, Ont.
Halifax, N.S.	Montreal, Que.
London, Ont.	Quebec, Que.
Ottawa, Ont.	Toronto, C. A.
St. John, N.B.	Winnipeg, Man.

Reputation gained by long years of vigorous, conscientious and successful work.

THOMAS C. IRVING, GENERAL MANAGER
WESTERN CANADA
TORONTO

"Aurora"

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

Better.

Ask your jobber

J. J. McCabe

AGENT

TORONTO, ONT.

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.

PRICE \$2.00

ALL ORDERS PAYABLE
IN ADVANCE.

MacLean Publishing Co.

143-153 University Ave., Toronto

Apples

We will pack

10,000

barrels

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

LEMON BROS.

Owen Sound, Ontario

Buyers' Guide

Write us for New Price List of
WINDSOR SALT

TORONTO SALT WORKS
TORONTO, ONT. G. J. CLIFF, Manager

You Want This
Taylor's Prepared Mustard
IN JARS
Over 100 years of success. A great deal
different and a great deal better.
Royalty has used it.
Agents Wanted
H. P. Taylor, 14 Place Royale, Montreal

COMTE'S

Satisfaction and profits with every sale.
We want more agents. Write

Augustin Comte & Co.,
Limited, P. O. Box 763, MONTREAL
COFFEES

SUCHARD'S COCOA

The Highest Quality
Most Reasonably Priced
"Quality" Cocoa.
On Sale Anywhere.

FRANK L. BENEDICT & CO.
Agents Montreal

WRITE TO

10 Garfield Chambers, Belfast, Ireland,
for Sample Copy of the

**Irish Grocer, Drug, Provision
and General Trades' Journal**

If you are interested in Irish trade.

GRATTAN & CO., LIMITED
ESTD. 1825

The Original Makers of
BELFAST GINGER ALE

Agents in Western Canada
EMERSON, BAMFORD CO.
842 Cambie Street VANCOUVER, B.C.

HOLLAND RUSK

No other food product compares with Holland Rusk. It
is in a class by itself and will bring and hold trade for you.
Order from your jobber to-day.

HOLLAND RUSK COMPANY
HOLLAND, MICH.



TWO CENTS PER WORD

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

53 Highest Awards in Europe and America

**WALTER BAKER & CO.'S
CHOCOLATE
& COCOA**



Registered
Trade-Mark

Our Cocoa and Chocolate
preparations are Absolu-
tely Pure — free from
coloring matter, chemical
solvents, or adulterants
of any kind, and are
therefore in full conform-
ity to the requirements

of all Pure Food Laws.

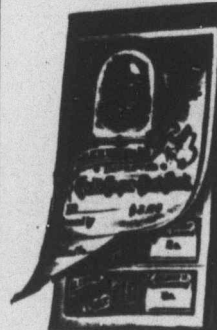
Walter Baker & Co. Limited

Established 1780

Montreal, Can. Dorchester, Mass.

20th Century Retailing DEMANDS the
use of

**ALLISON COUPON
BOOKS**



You can't get
away from
credit business
without driving
away trade. And
if you don't use
Allison Coupon
Books you are
bound to lose
some money on
credit accounts.
Allison Coupon
Books make
credit business
"good as gold."

**HERE'S HOW
THEY WORK:**

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

For Sale Everywhere by Jobbers.

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

John Wanamaker says that advertising doesn't jerk —
it PULLS. He ought to know, and yet some men think
that advertising should go against all rules and preced-
ents and jerk them to success with one tremendous yank.

Talk across Canada for two cents a word

WHAT DO YOU WANT TO BUY OR SELL?

A Show Case, Cheese Cutter, Coffee Mill, a Meat Slicer, a Business? Whatever your wants may be, always use this page. It is only through Canadian Grocer's Condensed Ad. Page that the fullest publicity can be given, because "Canadian Grocer" goes into the hands and is read from cover to cover by every progressive Grocer from the Atlantic to the Pacific.

Try it out.

CLASSIFIED ADVERTISING

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

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

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

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

COLLECTIONS

COLLECTIONS—ACCOUNTS AND CLAIMS of every nature collected everywhere. Send for free booklet C and forms. Commercial Collection Co., 77 Victoria St., Toronto, Ont.

MISCELLANEOUS

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

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adequate to all classes of business. The Copeland-Chatterson Co., Limited, Toronto and Ottawa.

ADDING TYPEWRITERS WRITE. ADD OR subtract in one operation. Elliott-Fisher, Ltd., Room 134, Stair Building, Toronto.

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

FIRE INSURANCE INSURE IN THE Hartford. Agencies everywhere in Canada.

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

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

ACCURATE COST-KEEPING IS EASY IF you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to a decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination — employees' time register and cost keeper. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for catalogue. International Time Recording Company of Canada, Limited. Office and factory, 29 Alice Street, Toronto.

WANTED

WANTED—MANAGER OF STORE. Married man between twenty-five and forty, thoroughly experienced in the grocery trade, of good address, and competent to handle all departments. Salary and share of profits to the right man. State fully experience, references and salary expected. Box 68, Canadian Grocer, Toronto. (4-9-14)

WANTED—A RELIABLE, AMBITIOUS MAN in every town, to look after the circulation of magazines. Work very remunerative. MacLean Publishing Company, 143-153 University Ave., Toronto, Ont. t.f.

ENERGETIC SALESMAN, AGE ABOUT 40, wanted. Must have grocery connection between Montreal and Quebec. White Swan Spices & Cereals, Pearl St., Toronto, Ont. t.f.

WANTED—WHAT ARE YOU WANTING? A clerk, a business, a salesman, a partner? An outlay at the rate of two cents a word will make your wants known throughout the Dominion to just the men who can satisfy you. See our rates above and send along your ad. to-day.

WANTED—A POSITION IN GROCERY AS clerk or manager. Am now manager of Grocery Dept. of Best Grocery Store in the Boundary. Address, C. J. Allen, Greenwood, B.C., Can.

FOR SALE

GROCERY STORE FOR SALE — EXCELLENT proposition. Stock and fixtures about \$3,500. Turnover \$13,000 to \$14,000 yearly. Will sell property with business or rent. Illness reason of selling. Good buy for quick sale. Box 59, Canadian Grocer, Toronto.

FOR SALE — CASH REGISTER, SINGLE drawer. Best condition. At half cost. Apply E. A. Stahl, Berlin. 4914

GENERAL STORE AND MEAT MARKET—phone central, in connection. On Calgary and McLeod branch C.P.R. Stock \$5,500.00, turnover \$1,500.00 per month. Living rooms above store. Reply to Box 57, Canadian Grocer Toronto.

FOR SALE—AN ADVERTISEMENT UNDER this heading would be seen by practically every progressive grocer in the Dominion. This means that it will be read by the very man who is in need of such a coffee mill, cash register, cheese cutter, showcase, etc., that may be standing idle in your store, and which could be turned into money by an outlay of just two cents a word. See our rates above and send your ad. along to-day.

AGENCIES WANTED

MONTREAL JOBBING FIRM SEEK agency for Canadian independent canners. Good references. Box 60, Canadian Grocer, Toronto. 119

WANTED

WANTED—A RELIABLE, AMBITIOUS MAN in every town, to look after the circulation of our magazines. Work very remunerative. MacLean Publishing Company, 143-151 University Ave., Toronto, Ont. t.f.

Are You Interested?

In Buying a Business,
In Selling a Business,
In Engaging a Clerk,
In Securing a Position,
In Securing a Partner,
In Disposing of Second-hand Fixtures,

Then you should use Canadian Grocer's Classified Ad. Columns.

It should find for you among the progressive Grocers of Canada at least one individual who is on the lookout for just such a proposition that you have to offer.

CANADIAN GROCER reaches the retailer, the wholesaler, the manufacturer, the clerk and the traveler, just the men to whom you wish to sell or from whom you would buy.

No Other Paper Reaches All These Men.

RATES:

(payable in advance)

2c per word, first insertion.
1c per word, subsequent insertions.
5c extra per insertion when replies are to be addressed c/o Canadian Grocer.

Canadian Grocer

143-153 University Ave., Toronto

THE "WANT AD."

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force 'n the small affairs and incidents of daily life.

Despite the high prices prevailing, the Demand and Consumption of

CANNED LOBSTERS

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

Owing to the War

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

To Secure Uniformity of Quality

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

“ENCORE BRAND”

A Standard quality in the Export trade for 35 years
The Product of the Largest Lobster Shippers and Packers
in the World

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

INDEX TO ADVERTISERS

A		L	
Allison Coupon Co.	60	L'Chaput, Fils & Cie.	25
Anglo-B.C. Packing Co.	9	Lambe & Co., W. G. A.	16
Anchor Cap & Closure.....	22	Lapointe Co.	17
B		M	
Baker & Co.	60	MacNab, T. A., & Co.	16
Balfour-Smye & Co.	10	McCabe, J. J.	59
Bayle, Geo. A.	5	McGregor Paper Co.	22
Beauchamp, Claude	16	McLarens, Limited	2
Benedict, F. L.	60	McVitie & Price	9
Benger & Co.	52	Magor, Son & Co.	26
Bickle & Greening	54	Malcolm & Son, John	51
Borden Milk Co.	3	Mason, P. L., & Co.	10
Bradstreets	59	Mathieu & Co., J. L.	17
Burgess & Co.	20	Millman, W. H., & Sons ...	16
C		N	
Campbell Brokerage Co. ...	16	Nicholson & Bain	51
Canada Starch Co.	26	Nickel Plate Stove Polish Co.	17
Canada Sugar Co.		O	
Inside front cover		Oakey & Sons, John	17
Canadian Oil Co.	50	Oriental Produce Co.	17
Canadian Postum Cereal Co.	49	P	
Canadian Salt Co.	13	Patrick & Co., W. G.	16
Chase & Sanborn	23	Pennock, H. P., Co., Ltd. ...	16
Christmas & Co.	5	Q	
Church & Dwight	11	Quaker Oats Milling Co.	
Clark, Ltd., W.	61	Inside back cover	
Classified Condensed Ads. ...	16	R	
Cockburn, Nolan & Co.	5	Robinson, E. S. A.	2
Coles Mfg. Co.	16	Rock City Tobacco Co.	12
Coles, Charles H.	61	Rose & Lafamme	48
Commercial Collection Co.	62	Rowat & Co.	58
Comte & Co.	56	Royal Baking Powder Co. ...	53
Connors Bros.	9	Ruttan, Alderson & Lound,	
Continental Bag & Paper Co. ...	20	Ltd.	16
Craig, W. G., & Co.	17	S	
Crescent Mfg. Co.		St. Lawrence Sugar Refining	
D		Co.	15
Diamond, John	15	St. Williams Fruit Preserv-	
Dominion Cannery, Ltd.	7	ers, Ltd.	48
Dominion Molasses	8	Salada	25
Dominion Salt Co.	9	Sanitary Can Co.	58
E		Sherbrooke Cigar Co.	63
Eby-Blain	21	Sherer-Gillett	62
Eckardt, H. P., & Co.	59	Simpson & Co.	3
Ellis Bros.	60	Smith & Son, F. D.	16
Emerson, Bamford & Co.	16	Snurgeon, H. G.	16
Escott & Co., W. H.	23	Stanway & Co.	58
Eureka Refrigerator Co.		Stephens-Welch Co.	58
F		Symington & Co.	4
Fearman, F. W., Co.	53	T	
Fels & Co.	59	Taylor's Mustard	60
Financial Post of Canada ..	64	Tildesley & Co.	6
Fretz, Limited	18	Tippet, Arthur P., & Co. ...	1
Frontenac Breweries	4	Toronto Salt Works	60
Furuya & Nishimura	4	Tucketts, Limited	
G		Inside back cover	
Godard & Co.	17	U	
Gorman, Eckert & Co.	53	Upton & Co.	57
Grey & Martin	17	V	
Grocers Eng. & Whitmee,		Walker Bin & Store Fixture	
Ltd.	10	Co.	15
H		Walker, Hugh, & Son	57
Hamblin, Brereton Co.	16	Warren, G. C.	16
Hambidge Co.	52	Watson & Truesdale	17
Hamilton Cotton Co.	17	Wellington Mills	12
Hargreaves (Canada), Ltd. ...	5	Western Salt Co.	13
Hillock & Co., John		Whittemore Bros. & Co. ...	54
Inside front cover		White & Co.	14
Holland Rusk Co.	60	White Swan Spices & Cereals,	
I		Ltd.	16
Imperial Extract Co.	Back Cover	Wiley, F. H.	57
Imperial Tobacco Co.	19	Woods & Co., Walter	6
Irish Grocer	60	Woodruff & Edwards	50
J		Wrigley, Wm., Co., Jr.	6
Jackson & Son	12		
Jonas & Co.	22		

The Sherer Grocery Counter
MADE IN CANADA

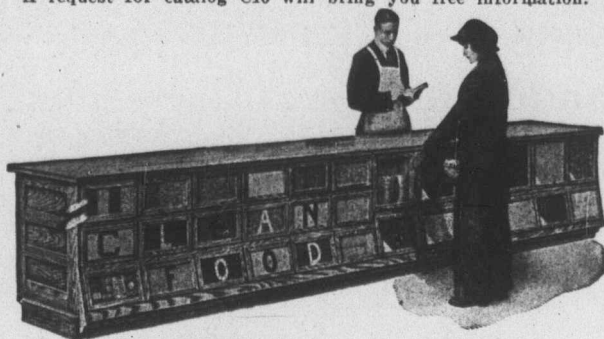
This splendid grocery counter is in use in hundreds of progressive Canadian stores.

BIGGS BROS. LIKE THEIRS.
Sherer-Gillett Co., Chicago, Ill. Regina, Sask., Canada, December 1st, 1913.

Dear Sirs:-
We are very well satisfied with your counter; in fact we don't know how we could get along without it now. It is clean, dust-proof, and is well built as good furniture, and we do not hesitate to say that it has paid for itself.
Next year we intend to enlarge our store and we will be in the market for another counter, and it will be a Sherer.

Yours very truly,
BIGGS BROS.,
per Chas. A. Biggs.

Give us—please—the opportunity to tell you some of the many ways in which our counter will increase your net profits. A request for catalog C10 will bring you free information.



PATENT PENDING

SHERER-GILLETT COMPANY

Head Office: Chicago, Ill.

Canadian Office and Factory: Guelph, Ont.

Safe Investments

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

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

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

The Financial Post of Canada

TORONTO

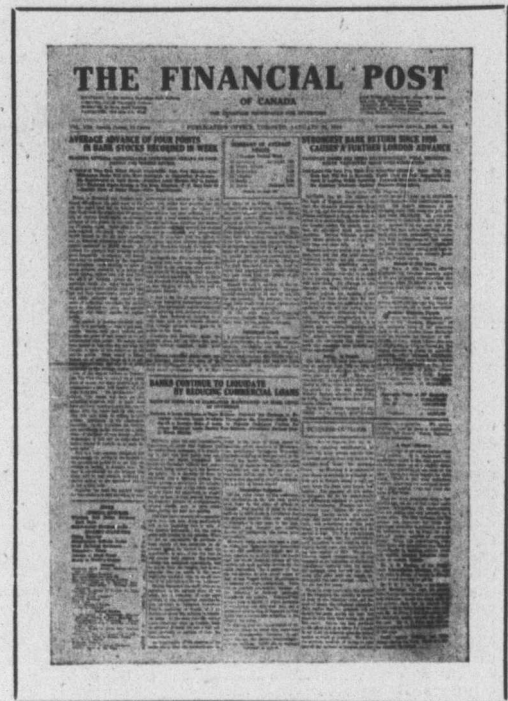
"The Canadian Newspaper for Investors."

The Business Outlook

The daily sensational rumors from unauthoritative sources should not guide the proficient manufacturer or business man.

It is not sufficient merely to have "news"—

YOU MUST HAVE FACTS



The Canadian Business Man

has never been in greater need of accurate knowledge of actual conditions — and of the best possible business and financial counsel! The Financial Post through its unexcelled sources of information, and its exact analyses and forecasts, coupled with its by-mail Information Bureau which deals with financial or business problems, furnishes a service of unsurpassed value.

Date 1914

To:

THE FINANCIAL POST
143-153 University Ave., Toronto

Dear Sirs:

Please enter ^{my} _{our} subscription to The Financial Post at the rate of one dollar for four months.

Name

Street or Box No.

City

Annual Subscription \$3.00 the year
C.G. IV

LET

The Financial Post of Canada

serve you at least during the next four months

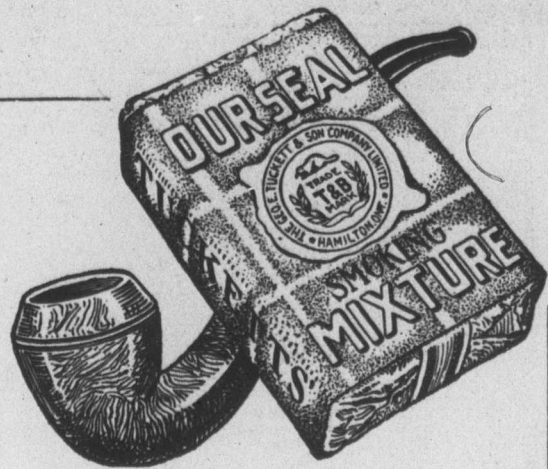
Sign ← the attached Coupon and return

to us with one dollar for four months, or if more convenient pay on receipt of bill.

The Prince of Tobacco Blends

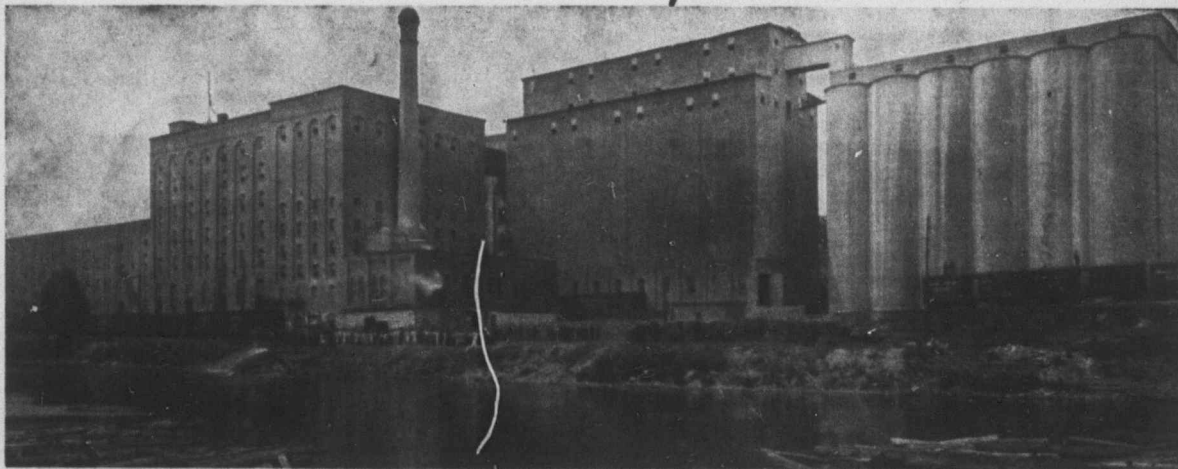
After experimenting with various blends for six years our expert blender produced "Our Seal" smoking mixture and pronounced it good, and it is good. It is of a rich mellow flavor and has a peculiarly delightful fragrance that satisfies the young smoker as well as the hardened veteran. It pleases them all and brings ready sale and good profit. "Our Seal" is the prince of all tobaccos.

Stock it to-day—Write your wholesaler.



Tuckett Limited
HAMILTON, ONT.

Our Seal TUCKETT'S SMOKING *Tobacco*



Quaker Flour, Quaker cereals and Quaker feeds are the products of this magnificent plant at Peterborough.

Quaker Flour makes better bread because it is better flour, made in a better mill. In your business it would mean flour satisfaction.

Total Flour Capacity 5,000 Barrels Per Day
Sold the World Over

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

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



No Advance in
Shirriff's
Orange
Marmalade

We feel it is our duty as Canadian citizens and Canadian manufacturers to supply the people's food at the old prices, if possible, in this crisis. In times of peace Shirriff's Orange Marmalade has been

*The Leading
Canadian Make*

In times of war it is the leader in the fight for fair prices. Even though sugar has greatly advanced, Shirriff's Marmalade has not been advanced.

We have on hand a considerable stock and will fill all orders for prompt shipment at the old list price.

In times like these we want to do our share in bringing trade back to a normal condition, and are helping to do so by keeping the price of marmalade down to the lowest possible.

Retain and satisfy the most fastidious trade by selling Shirriff's Marmalade—the finest that money can buy. It is the equal of any imported brand and will have a lasting and increasing demand once you have introduced it.

Put up in the following sizes:

- 1-lb. glass,
- 2-lb. glass,
- 4-lb. tins,
- 7-lb. tins.



Imperial Extract Co.

12-24 Matilda Street
TORONTO