

**PAGES
MISSING**

CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVIII

PUBLICATION OFFICE: TORONTO, OCTOBER 16 1914

No. 42

A PROMINENT MANUFACTURER SAYS:

"And so we have settled down to business after the first shock of the war. We decided that affairs in Europe were in good hands, and we in Canada were expected to do our share by keeping the wheels of Commerce going; therefore our slogan for now and the future is-

Business as usual"



Pertinent Questions for the Grocer

Our automatic machines parcel sugar for you at

$\frac{1}{2}c$ for a 2-lb. Carton, or
 $1\frac{1}{4}c$ for a 5-lb. Carton.

Can you pay for clerks' time—paper bags—and twine—and do it at that price yourself?

And do you actually get 50 2-lb. or 20 5-lb. packages out of every 100 pounds of sugar?

How do the paper bags compare with the REDPATH Cartons for attractiveness—for quick service—for safety in delivery?

Which are your customers likely to prefer, the bags or the up-to-date, convenient

Redpath

2 lb. and 5 lb. Cartons?

CANADA SUGAR REFINING CO.
 MONTREAL Limited

Make every day Fish Day

There's big money in handling Fish



if you use the

ARCTIC

Fish Display Case

It's a handsome piece of furniture made in any finish of oak to match your store fittings; has slanting plate glass top, fitted with solid brass hardware. This case enables you to keep a small stock of fish in perfect condition, with very small ice consumption, being insulated with best mineral wool and best air and water-proof paper, lined with heavy galvanized iron, easily cleaned, always sanitary. No enamel to chip off and become unsightly.

Write for Catalog and Prices. Now is the time to start into handling fish—they're in big demand because they're much cheaper than meats.

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

John Hillock & Co., Limited
 TORONTO

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

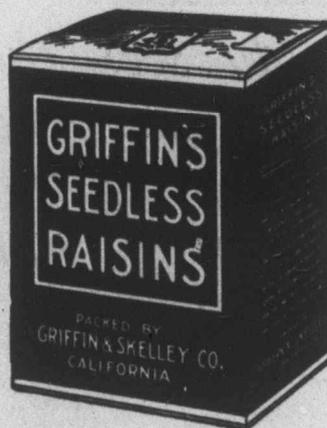
Let Your Ledger Decide

MANY grocers still cling to the fallacy that most package raisins are alike. But there is a broad distinction between Griffin & Skelley's Seeded and Seedless Raisins and other brands. The numerous markings on the profit side of your ledger will suggest what these differences are: larger sales, new trade attracted, new trade held, continuous heavy sales.

Do these differences mean anything to you? Then why be content with meagre sales when you can be sure of large profits, trade expansion and continuous sales by handling the Griffin & Skelley Brands? Let the profit side of your ledger decide what brands are best for you to push.

ARTHUR P. TIPPET & CO.

Agents
MONTREAL



No War Prices for Dickeson's Tea

THE fact that the sales of Dickeson's Tea have gone up so phenomenally of late, proves not only that the public recognize the merits of this favorite Old Country tea, but also that they are quick to appreciate the patriotic attitude adopted by Dickeson's in refusing either to advance the price or alter the quality at this time.

Support the firm who are thus supporting you by ordering—

DICKESON'S TEA

"The Beverage of the Old Country"

RICHD. DICKESON & Co., Ltd., LONDON, ENG.

(Established 1649)



Get in touch with any of the DICKESON Agents:—

TORONTO
Frederick E. Robson Co.

HAMILTON
C. G. Walker & Co.

OTTAWA
H. N. Bate & Sons, Ltd.

WINDSOR
G. Clair Bliss, Detroit, Mich.

ST. JOHN, N.B.
E. T. Sturdee.

QUEBEC
A. Francois Turcotte.

WINNIPEG
W. Lloyd Lock & Co.

AMHERST, N.S.
Morrison's, Ltd.

Hot Biscuits for Supper
—light and tasty, is the
inevitable result of
McLaren's Invincible
Baking Powder.

Madam Canada sees the necessity of economizing with home baking. Then why not guarantee her never-failing results?

McLarens Limited
Hamilton and Winnipeg, Canada



For economy, for richness of flavor, for wholesome goodness, careful housewives prefer

**E. D. S.
Jams and Jellies**

Why compromise their better judgment and incur the risk of lasting distrust in your suggestions, by offering jams "just as good"?

The fruits in the E.D.S. Line come fresh from our own orchards to the jars, with only the purest cane sugar added—no compounds or adulterants included to weaken their pure goodness.

Other grocers find the E.D.S. Line a ready seller, with repeat orders increasing in number. The thousands of dollars we are spending in aggressive consumer advertising have created a large demand right in your locality. Let this publicity earn profits for you by getting the E.D.S. Line on display in your store.

Ask us to ship you a trial order to-day.

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.



The High Cost of Spoiled Milk

is meeting with short shrift in these days of compulsory carefulness. Thousands of housewives are turning to the greater economy of

Borden's
Condensed Milk

For with Borden's, milk is used only as required and without the possibility of spoiling what is left over. Why not meet this growing demand by getting Borden's in your store? Start out with a few good displays. Show the Borden line in your window or on your counter. You'll find the effort well repaid in the large and increasing sales, and in the goodly profit afforded by the Borden line. Then there are the Borden lines of Reindeer Coffee and Cocoa whose economy and convenience is well established in the minds of careful housewives. It would be well worth your while to get the whole line on display. Just write us to-day for trial order.

Borden Milk Co., Limited

"Leaders of Quality"

MONTREAL

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

JAPAN TEAS are the most satisfactory for the Jobber, Retailer and Consumer. There are four distinct crops in a season. From the first picking to the last in fourth crop there are numerous grades and therefore numerous prices. Character and excellent cup quality throughout.

FURUYA & NISHIMURA

Montreal, Chicago, New York and Shidzuoka

Can You Do What Hundreds of Other Grocers Have Done?

Unusual profits and easy sales are being made every day by grocers all over Canada with this delectable confection.

Chocolate Turkish Delight

Healthful and irresistibly pleasing, you'll find sales easy and continuous. Surely it would be well worth your while to handle this quick-selling line, especially in view of the large profit it affords you. Shall we send you a case for trial order? Write us to-day.

Oriental Produce Co., Montreal, Que.



Concentrate on the Lines that Bring You Most Profits

Why spend your best efforts and time on goods that afford only a meagre profit, when you can make quick sales and good returns with

7-20-4 CIGARS

Displayed in a case where the men folk can see them, you are assured of steady sales. Only the best tobacco obtainable goes into 7-20-4 Cigars, and together with our well-equipped plant and skilled labor, you secure a cigar unexcelled in quality and flavor.

If you want to know what quick and easy profits really are just ask us to-day to send you a few boxes of 7-20-4 Cigars for trial order.

THE SHERBROOKE CIGAR COMPANY
SHERBROOKE, QUE.

Cleave's

CELEBRATED

DEVONSHIRE CREAM

Chocolate

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

THE CHOCOLATE THE PEOPLE WANT.

Also other new and attractive
5 cent lines.

AGENTS:

MONTREAL—F. Davy & Co., 6 St. Sacrament St.
TORONTO—Mason's Ltd., 25 Melinda St.
WINNIPEG—Hamblin & Brereton, Ltd., 149 Notre Dame Ave. E.
VANCOUVER—Hamblin & Brereton, Ltd., 842 Cambie St.

JOHN CLEAVE & SON, LIMITED
CREDITON, DEVON, ENGLAND

Like to win the Confidence of a Paying Tobacco Trade?

Then look to the quality, freshness and flavor of your tobaccos. Rose Quesnel and Master Mason Smoking Tobacco are maintaining great popularity on these points, and incidentally building up big sales for other grocers. King George Navy and Maple Sugar Chewing Tobaccos are their twin brothers both in popularity and easy profits.

If you want to win the confidence of you customers and build up a paying tobacco trade, get these quick selling lines on display in your store NOW.

How much will we send you as trial order? Write to-day.

The Rock City Tobacco Co.
WINNIPEG and QUEBEC



The highly nourishing
qualities, delicious flavor
and economy of

SIMCOE BAKED BEANS

has built up steady sales
and easy profits for
hundreds of other grocers
throughout Canada. If
you want to make sure
of future profits, of large
and increasing sales,
better stock the favorite
brand of Canadian
families — SIMCOE
BAKED BEANS.

Dominion Canners Limited

HAMILTON, ONTARIO



THE EVIDENCE OF QUALITY

NO ADVANCE IN PRICES

has made it difficult for us to cope with the enormous demand for

STUART'S PURE JAMS

So far we have found it unnecessary to increase the price of Stuart's Jams with the result that our modern, efficient factory is being pushed to its full-est capacity to meet the demand for high quality, delicious fruit jams at a saleable, moderate price.

In Stuart's you will find just the dessert your customers have been looking for, and at 15c retail offers you an excellent profit. Stuart's Pure Jams are most attractive on display and come in the popular tumbler glass jar so useful for other household purposes. Why not get them on display in your store? Shall we send you a few cases for trial order? Write us to-day.

STUART, LIMITED, SARNIA, ONT.



**Century
SALT**

is pure, clean salt.

To build a business honestly you must sell purity in food products. Century Salt, from one year end to the other, is exactly the same, always pure white crystals, refined with the greatest care.

Excellent for table, cooking or dairy—you can satisfy every customer with Century Salt.

The DOMINION SALT CO., Limited
SARNIA, ONT.



COW BRAND BAKING SODA has been for years a "staple" with almost every grocer who carries high-class goods. Careful cooks insist on this famous, well-proven soda—Cow Brand. It puts the baking at its very best, gives full satisfaction to customer and dealer.

The demand is steadily growing. Are you supplying the demand?

Church & Dwight
LIMITED

Manufacturers
MONTREAL

Jonas' Extracts

*The same high quality for
over forty-four years*

Jonas' Extracts have had lots of time to make friends—over forty-four years of use by particular people in Canada. If sale increase is any indication of the real feeling of the Canadian housewives towards Jonas' Extracts, we can truthfully say they have given satisfaction.

Their purity, richness of flavor and strength are features that catch the new trade and hold the old.

Stock up now.



Henri Jonas & Co.

Established 1870

Montreal

"SOVEREIGN" SALMON



**FINEST
BRITISH
COLUMBIA
SOCKEYE**

**QUALITY
IS OUR FIRST
CONSIDERATION**

PACKED BY
**THE ANGLO BRITISH COLUMBIA PACKING CO.
LIMITED!**
VANCOUVER, B.C.

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; Todhunter, Mitchell & Co., Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburn & Co., Calgary, Alta.

Every Day is Dusting Day



More and more women are learning to dust the cleaner, easier, more sensible way, using

**LOCO
LIQUID GLOSS**



Dry dusting merely scatters the dust. A dust-cloth moistened with Ioco Liquid Gloss gathers up all the dirt, and leaves a clean, disinfected, and polished surface.

Ioco Liquid Gloss is needed almost daily in every household. We are pushing its popularity throughout the Dominion with extensive advertising in all leading magazines.

Put up in convenient sizes—half-pint, pint, quart, half-gallon and five gallon lithographed tins; also in barrels and half barrels. For terms and prices, write

THE IMPERIAL OIL COMPANY, LIMITED

Toronto
Ottawa
Halifax

Montreal
Quebec
St. John

Winnipeg
Calgary
Regina

Vancouver
Edmonton
Saskatoon

Tartan
BRAND
THE SIGN OF PURITY

NEW FALL FRUIT ARRIVING DAILY

New Valencias (In stock)
New Malaga Raisins
New Shelled Almonds
New Currants
New Sultanas
New California Prunes, Apricots, Peaches,
Raisins.

Our travelers have full information, or

'Phone No. 3595, 3596, 3597, 3598, 3800, 748; Night 'Phone, 1807.

BALFOUR, SMYE & CO., Wholesale Grocers HAMILTON



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.

BLACK JACK

**QUICK
CLEAN
HANDY**



TRY IT

**SOLD BY
ALL
JOBBER**

¼-lb. tin—
3 doz. in case

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

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



MADE IN CANADA CLARK'S TOMATO KETCHUP

in 8 oz., 12 oz., 16 oz. Bottles.

New season's pack now ready for shipment.

A high-grade Ketchup prepared from the finest ripe tomatoes only.

Guaranteed to contain no artificial preservatives, coloring matter or adulterants.

ABSOLUTELY PURE

Put up in attractive bottles and packed
2 Dozen to the case.

You will find this, Mr. Grocer, a valuable addition to your stock. Get prices from your jobber or send us a post card.



W. CLARK, LIMITED, - MONTREAL

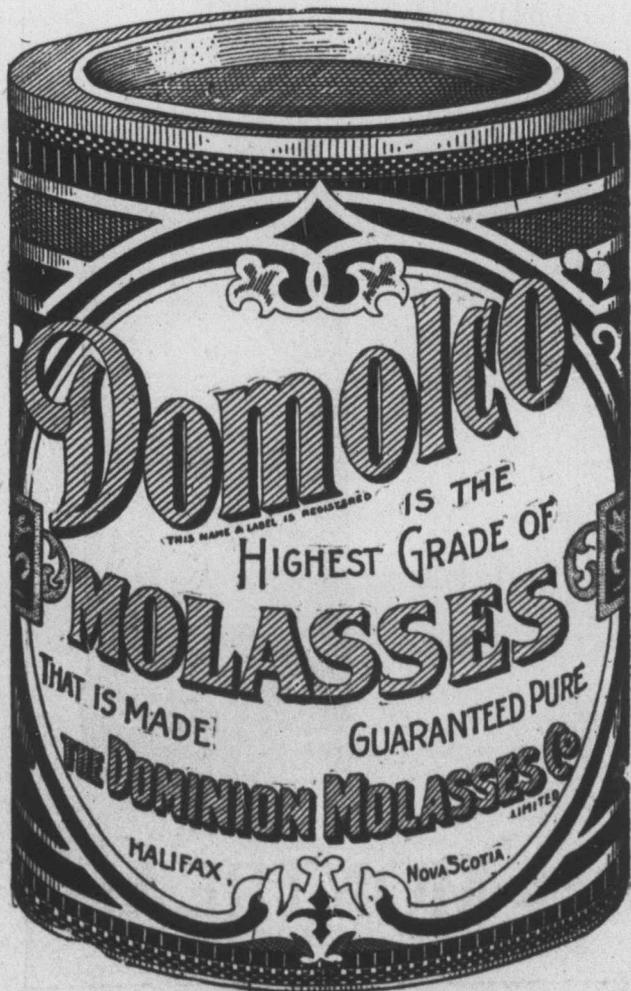
We make it good; its friends make it famous

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.

CANADIAN GROCER

PROMPT SHIPMENT

St. Lawrence
Sugar

All orders are now being shipped promptly.

How Many Customers Have You

who have not asked for H.P. Sauce? Our new extensive advertising is exciting a large demand, and your customers are buying it **Somewhere.** Wide-awake grocers are making a leading line of

H.P. SAUCE



W. G. Patrick & Co., Ltd., Toronto, Montreal,
etc.
R. B. Seaton & Co., Halifax, N.S.
The Midland Vinegar Co., Ltd., Birmingham,
Eng.

Probably the best reason why you should sell

CHASE & SANBORN'S
High-Grade Coffees

is because your customers have learned to like
and ask for them.

Chase & Sanborn, - Montreal
HIGH-GRADE COFFEES

S Y M I N G T O N ' S

(Regd. Trade Mark.)

COFFEE ESSENCE



**PEEDS
ALES**

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

Thos. Symington & Co., London and Edinburgh

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

Cash In on the "Made-in-Canada"

MOVEMENT

by handling one of the most popular and profitable cleaners on the market, made right here in Canada—

DIAMOND CLEANSER

Has never been equalled as a quick, economical cleaner at a popular price. Perfectly odorless and will not hurt the hands.

Costs \$3 a case of forty-eight cans
Sells at 3 for 25c. or 10c a can

A single case thus affords you an excellent profit. But most grocers prefer it in five-case lots at \$2.85, thus ensuring a still larger profit. Your jobber is ready to supply you.

STEPHENS, WELCH & CO.

7 Ossington Ave.

Toronto



STORE MANAGEMENT—COMPLETE

16 Full-Page
Illustrations



272 Pages
Bound in Cloth

ANOTHER NEW BOOK

By FRANK FARRINGTON

A Companion book to Retail Advertising Complete

\$1.00 POSTPAID

"Store Management—Complete" tells all about the management of a store so that not only the greatest sales but the largest profit may be realized.

THIRTEEN CHAPTERS

Here is a sample:

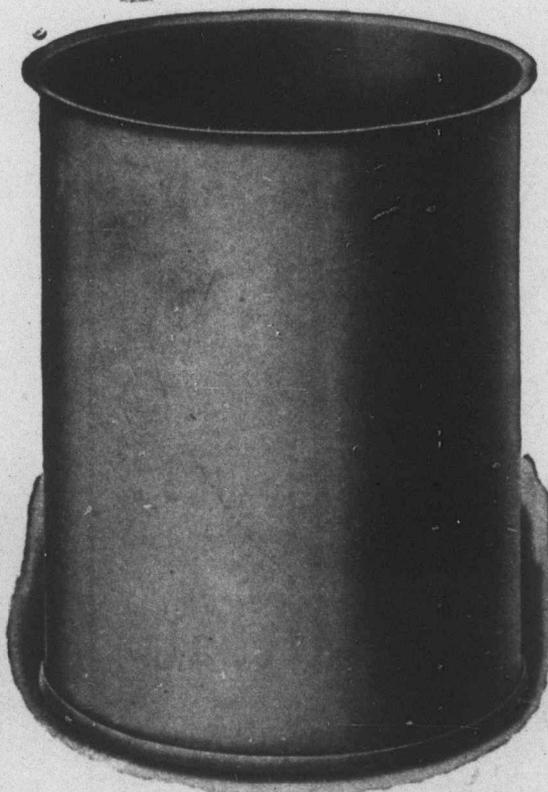
CHAPTER V.—The Store Policy—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivering goods. Substitution. Handling telephone calls. Rebating railroad fare. Courtesy to customers.

ABSOLUTELY NEW

JUST PUBLISHED

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

Technical Book Dept., MacLean Publishing Co.
TORONTO



Sanitary Cans

"The Can of Quality"

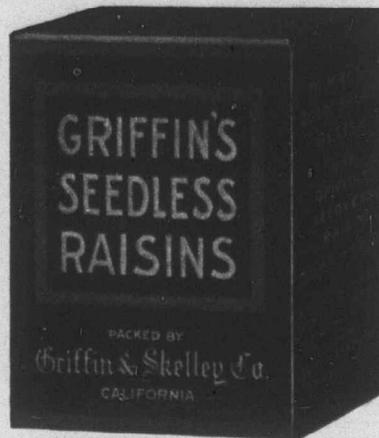
Baked Beans,
Soups,
Meats and Milk.

Sanitary Can Company

LIMITED

NIAGARA FALLS, ONTARIO

Griffin's



Seedless

Raisins

Never had a seed.

Their quality and absolute cleanliness should make their name a **buy-word** wherever raisins are sold.

Ask your grocery salesman.

To the Wholesale Trade

Our Liverpool house is in close touch with all the British and East India markets, and also with the European markets that are still open. If there are any goods you require which under present extraordinary circumstances you are unable to procure from your usual channel, kindly let us have particulars, and if the goods are at all obtainable, we will get you lowest prices promptly by cable.

WEST INDIA COMPANY, LTD.

St. Nicholas Building,

MONTREAL

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

Agents for Furuya & Nishimura, Japan Teas. Alexander Molasses Company, Cincinnati, for best grade Molasses in tins. Phoenix Packing Co., Dried Fruits.

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 Ruede 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 large buyers of evaporated apples and white beans. Wire or write us.

W. H. Millman & Sons

Grocery Brokers
TORONTO

W. G. PATRICK & CO.
Limited.

Manufacturers' Agents
and Importers.

51-53 Wellington St. W., Toronto

W. G. A. LAMBE & CO.
TORONTO

Established 1885

SUGARS FRUITS

HENRI DE LEEUW

28 Front Street E. TORONTO

I solicit Agencies of large Canadian Packers, Evaporators, Flour Mills, either for Canada or abroad. Submit me prices and samples. I have large foreign enquiries.

WESTERN PROVINCES.

H. P. PENNOCK & CO.,
Limited

Wholesale Grocery Brokers
and Manufacturers' Agents.
WINNIPEG.

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

G. C. WARREN, REGINA
SASK.

Importer, Wholesale
Broker and Manufacturers'
Agent.

Trade Established, 15 years.
Domestic and Foreign Agencies Solicited
Warehouse: 1315 Garnet St.

LEADLAY LIMITED

Grocery Brokers
and Importers

WINNIPEG TORONTO CALGARY
3321 Bannatyne 309 King St. W. 510 Ninth Ave. W.

W. H. Escott Co.,
LIMITED

Wholesale
Grocery Brokers and
Manufacturers' Agents
Commission Merchants

WINNIPEG REGINA
CALGARY EDMONTON

Hamblin & Brereton
LIMITED

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

We call on the Jobbing and Retail Trade.

WATSON & TRUESDALE

Wholesale Commission Brokers and
Manufacturers' Agents.

WINNIPEG MAN.
Domestic and Foreign Agencies
Solicited.

COCKBURN-NOLAN CO.
Limited

Importers, Brokers and Commission
Merchants

Representing Pugsley-Dingman Co.,
Limited. Canned Foods, Limited.
313-314 Ross Avenue, Winnipeg.

WESTERN PROVINCES—Continued.

H. G. SPURGEON
WINNIPEG

Wholesale Broker and Manufacturers'
Agent
Canadian, British and Foreign Agencies
Solicited.
230 Chambers of Commerce. P.O. Box 1812.

FRANK H. WILEY

IMPORTER & BROKER

Specials just landed:—

CITRIC ACID TARTARIC ACID
OIL OF LEMON SALT PETRE

757-759 Henry Ave. WINNIPEG

Ruttan, Alderson & Lound, Ltd.

Successors to

RUTTAN & CHIPMAN

Commission Brokers

WINNIPEG. MAN

BRITISH COLUMBIA.

The Campbell Brokerage Co.

Manufacturers' Agents and Commission Brokers.

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

857 Beatty Street, - Vancouver, B.C.

NEWFOUNDLAND.

T. A. MACNAB & CO.

ST. JOHN'S, - NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS

Importers and exporters. Prompt and
careful attention to all business. High-
est Canadian and foreign references.
Cable address: "Macnab," St. John's.
Codes: A, B, C, 5th edition, and private.

QUEBEC.

SPLENDID CONNECTION

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

Have You a Line of Candy Gross
Goods?

The **CLAUDE BEAUCHAMP** Imports
Limited.

223 Commissioners St., Montreal.

Agencies Solicited

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

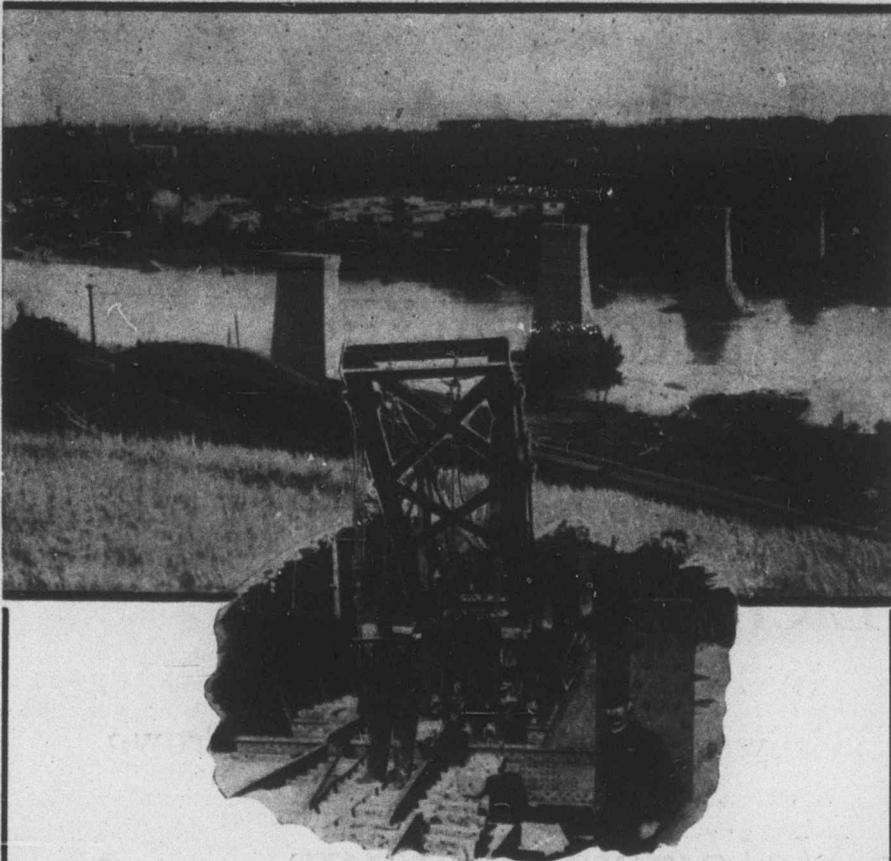
J. W. Lapointe

458 St. Antoine St. Montreal

When writing advertisers kindly

mention having seen the ad.

in this paper.



Building a Transcontinental

Here is a map of America. There lies the Atlantic, and yonder the Pacific. Between the two oceans must run a modern railroad. No matter about mountains or muskeg, fuming rivers or tangled forest, the rails shall pierce them or bridge them straight as a die, and Pullmans shall slip across them so buoyantly that dainty fingers will not spill a cup of tea.

How is it done?

In his story "Putting a Transcontinental Together," in October MacLean's, Robson Black tells something of the difficulties the builders meet and the means they take to overcome them. The glamor of empire-building is reflected in every line of this splendid article.

It is a story that every Canadian should read.

MacLean's Magazine, \$2 a year, 20 cents a copy.

MacLean Publishing Company

143-153 University Avenue
TORONTO

This Is The Flavor

that stands every test of heat or cold. Housewives and confectioners want

MAPLEINE

for lasting and delightful flavor.

ORDER FROM

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

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

CRESCENT MFG. CO.

SEATTLE, WASH.



OAKLEY'S KNIFE POLISH

WILMINGTON



JOHN OAKLEY & SONS, LIMITED,
LONDON . ENGLAND.

AGENTS:

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

20th Century Retailing DEMANDS the use of

ALLISON COUPON BOOKS



You can't get a way 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.

New Goods Just Arriving

New Cluster Raisins

In layers and bunches

Royal Victoria, Fancy Dessert and Fine Table Clusters

New Eleme Table Figs

In 10 lb. Boxes

“Camel” Brand, 3 Crown, 4 Crown, 5 Crown, 6 Crown

New Valencia Raisins

28 lb. Boxes

Gold Medal Fancy, Anchor Finest and Seedless

California—New Crop

Fancy Seeded, Choice Seeded and Seedless in Packages

“Swiss Bell” Canned Beets

2's and 3's

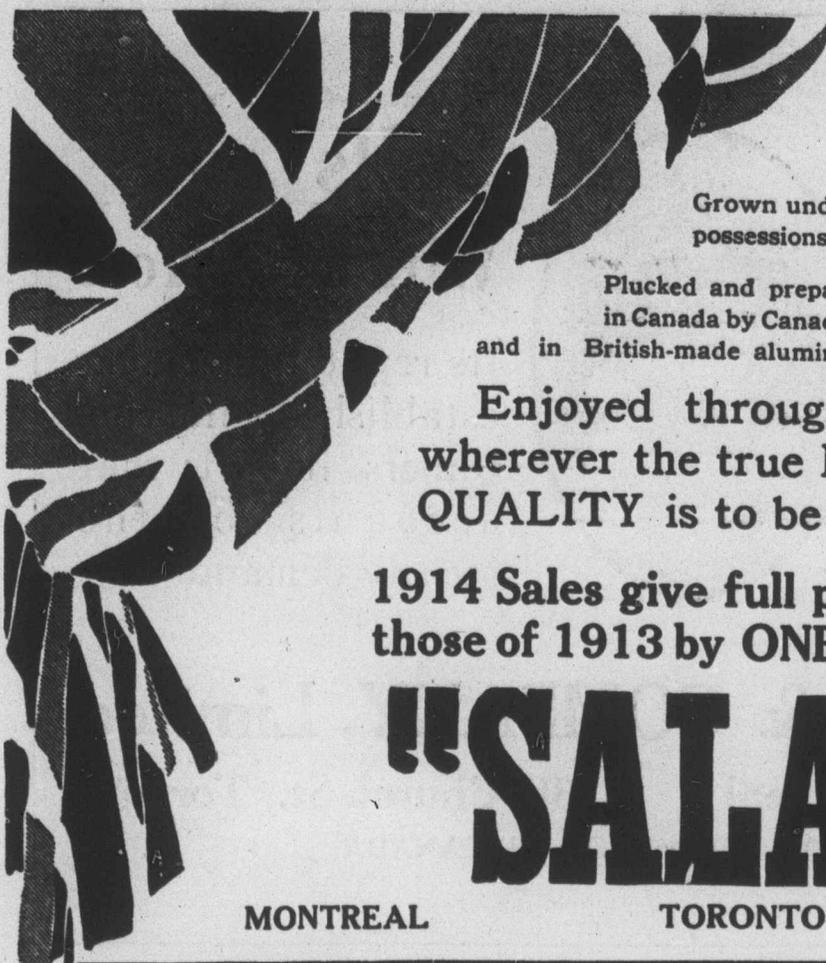
The small selected fancy Beets

WRITE FOR PRICES

EBY-BLAIN, LIMITED

Wholesale Grocers

TORONTO, CAN.



Eminently British

Grown under ideal conditions in that gem of British possessions—Nature's favored isle—Ceylon.

Plucked and prepared by loyal British subjects. Packed in Canada by Canadian work-people with British machinery and in British-made aluminium.

Enjoyed throughout the Dominion wherever the true British appreciation of **QUALITY** is to be found.

1914 Sales give full promise of exceeding those of 1913 by **ONE MILLION POUNDS**

"SALADA"

MONTREAL

TORONTO

LONDON, ENG.



Small Fruits
(Pure, Fresh, Ripe)
and fine fresh apples make a superior quality jam that sells at a moderate price
(It's pure & delicious)

that's Rose Brand

(SELLS AT THE PEOPLE'S PRICE)

Only the finest quality fruits are used in this Jam, made in following flavors: Strawberry and Apple, Raspberry and Apple, Peach and Apple, Crab Apple, Black Currant and Apple, Plum and Apple. In the popular glass tumblers and other packages.

Write for Prices.

FRETZ LIMITED

HAMILTON,

CANADA

Agents:
Amos B. Gordon Co., Toronto, Ont., General Sales Agents.
A. A. Adams, Agent for Hamilton, Ont.



Ask the
Thousands
of Grocers
and
Butchers

now using
EUREKA
Refrigerators
just what
value they
place on them.
They will in-
variably tell you the

EUREKA REFRIGERATOR

In whatever size or style you desire it cannot be equalled in satisfactory service and economy. They add considerably to the prestige of any store and give your customers confidence in the quality and freshness of your goods.

EUREKA stands for the best in refrigerators. Write to-day for catalog and price list.

EUREKA REFRIGERATOR CO., LIMITED

31 BROCK AVENUE, TORONTO

Robinson's Patent Barley

has proved itself a healthful and nutritious food for young and old.



Sells Without Effort

Its reputation is long established and customers like it; that accounts for the steady demand.

MAGOR, SON & COMPANY, Limited

403 St. Paul St., Montreal

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AGENTS FOR THE DOMINION OF CANADA

W. T. BENSON & CO.'S
CANADA
PREPARED CORN
FOR CULINARY PURPOSES

This most delicious of all preparations for BLANC MANGE, PUDDINGS, CUSTARDS, INFANTS' FOOD, &c., is universally acknowledged to be superior to any preparation of a similar kind from the United States or Great Britain; is

GUARANTEED PURE
and superior to any similar preparation ever offered to the public; has taken **FIRST PRIZES** at all CANADIAN EXHIBITIONS and received the

PRIZE MEDAL
AT THE
International Exhibition, London, 1882
AND AT THE
Centennial Exhibition, Philadelphia, 1876

MANUFACTURED AND REFINED BY
THE CANADA STARCH CO., LIMITED
EDWARDSBURG WORKS
CARDINAL, ONT.
OFFICE: MONTREAL, QUE.
CANADA

Every housekeeper in Canada knows this familiar yellow package contains

BENSON'S PREPARED CORN

and that it is the best summer food on your shelves. So she doesn't leave it there long.

Quick turnover gives you a splendid profit.

Made by

Canada Starch Co., Ltd.
Montreal Cardinal Brantford

CANADIAN GROCER

VOL. XXVIII

OCTOBER 16, 1914

No. 42

Many Merchants Installing New Equipment

Evidence That the Trade is in a Buoyant and Optimistic Condition—Dealers All Over Canada Brightening up Their Stores and Making Arrangements to Improve Their Service—A Good Omen for Trade.

“**B**USINESS as Usual” is evidently the slogan of many members of the grocery and provision trade, judging from the number who, during the past couple of months, have been installing new fixtures and store equipment. It is certain that if these members of the trade considered the situation serious, or if sales were not being kept up in the vicinity of normal, they would not be brightening up their stores by these additions. The more the retail trade goes about its usual course, and demonstrates that business is up to the mark, the more confidence will the people have in it, and the more will they be encouraged to continue their purchases as usual.

There have been, no doubt, some who were frightened off from going ahead with improvements since the war began, but it is quite safe to assume that the majority who contemplated new equipment have gone ahead with its instalment as if nothing had happened. The future will eventually prove that they were correct.

Canadian Grocer has secured a list of some grocers who have been installing new equipment. Here it is:

Bean & Diemert, Pangman, Sask., have installed a self-measuring oil tank.

Mrs. Ross, Dundas Street, West Toronto, has set up a handsome new counter, with glass front.

Henry & Glackin, St. Catharines, Ont., recently put in a new metal ceiling.

Scotts, Dupont Street, Toronto, have installed a coffee refiner—a machine that removes the chaff and dust from the coffee.

Philip A. Raby, of Ottawa, has installed an electric coffee mill.

The Farmers' Exchange, Carbon, Alta., have put in a new kerosene equipment.

A. Hobson, Hamilton, Ont., has installed an electric coffee mill.

Davey Bros., Alta., a self-measuring oil tank.

E. Barnes, Toronto, a meat chopper and bone grinder.

Webbs, Limited, Edmonton, Alta., a coffee mill.

Nicholson & Switzer, Lacombe, Alta., a self-measuring kerosene equipment.

Hudson Bay Co., Edmonton, Alta., a bone grinder.

J. W. Robertson, Tabusintac, N.B., a self-measuring oil tank.

Sydney G. Burton, North Toronto, a meat chopper and bone grinder.

A. Chamberland, Montreal, a kerosene equipment.

G. W. Lea, Simcoe, Ont., new silent salesman to replace the present ones.

M. Riggs, Stratford, Ont., a self-measuring oil tank.

J. R. Hemingway, Hamilton, Ont., a meat chopper.

W. McLeod & Son, Elkhorn, Man., a new kerosene equipment.

A. Delaire, Vankleek Hill, Ont., a meat chopper.

E. Hunt, Toronto, a self-measuring kerosene outfit.

M. J. McDonald, Glen Roy, Ont., a kerosene equipment.

Thos. Bartram, Toronto, a meat chopper.

J. A. Gregorie, Kinsey, Que., a self-measuring oil tank.

J. K. Neil, Aylmer, Que., a kerosene equipment.

J. M. Paradis, Levis, Que., an oil equipment.

T. P. Hulme, East Toronto, an electric meat chopper.

H. Arseneau, Tracadie, N.B., a self-measuring kerosene outfit.

J. X. Doucet, Sheila, N.B., a kerosene equipment.

V. Lacasse, Quebec, Que., a kerosene equipment.

Geo. Bentley, East Toronto, a meat chopper and bone grinder for chicken feed. Mr. Bentley installed the grinder to help him out on the profits of his meat and is well satisfied with his investment.

H. L. Borbier, Excelsior, Ont., a self-measuring oil outfit.

All the following merchants have during the past few weeks installed self-measuring kerosene outfits:

R. D. Curry, Bar River, Ont.

McLean & Crozier, Haley's Sta., Ont.

E. A. Little, Foresters' Falls, Ont.

T. D. Brunet, Moose Creek, Ont.

J. A. Bryant, Galt, Ont.

E. Walker, Harriston, Ont.

V. L. Cober, Berlin, Ont.

Riverside Grocery, Guelph, Ont.

Jas. O'Brian, Guelph, Ont.

Wm. Smith, Stratford, Ont.

V. Lacasse, Quebec, Que.

E. P. Berube, Limoilou, Que.

G. Lapointe, Limoilou, Que.

Jos. Angers, Quebec, Que.

J. P. Fournier, St. Francois, Que.

F. X. Gosselin, Quebec, Que.

A. Pichett, Quebec, Que.

H. G. Kell, Quebec, Que.

G. Rosseau, Quebec, Que.

Gauthier Freres, Quebec Bridge, Que.

P. E. Kironac, Quebec, Que.

Jos. Carriers, St. Louis, Que.

Richer & Page, Valleyfield, Que.

S. Udovin, New Waterford, N.S.

T. H. Fournier, Green Point, N.B.

Mrs. M. Murphy, Jaquet River, N.B.

Donald Loggie, Loggieville, N.B.

(Continued on page 47.)

Do you remember the optimist of 1912 who told you that it was impossible for Canada to have a setback, and that the good times were a certainty for at least the next ten years? He was so busy making and spending money that he really did not have the time nor feel the necessity to advertise.

He is the second cousin of the pessimist of 1914 who will tell you that the European war has put the industries of Canada on the blink, and that the great thing to do is to economize.

Fish Remains Just as Cheap as Five Years Ago

Figures That Show a Line That Should be Strongly Pushed During Coming Winter — War Has Little or no Effect on It — Many Grocers Selling Large Quantities Every Month.

Especially Prepared for Canadian Grocer.

WAR conditions have added new phases to the many sided problem of the high cost of living—and the most direct effect has been noted in relation to food stuffs. Reference to the war influence is scarcely necessary so far as the grocer is concerned. He has noted the feverish demand for various lines which came with the war announcement. He has probably noted, also, that this demand has been almost entirely for substantial food stuffs and that there is a tendency on the part of the people to dispense with the higher-priced goods which come in the class of luxuries.

Noting this demand for substantial food at reasonable prices should call the attention of the grocer to a department which should have special consideration this winter—the Fish department. Conditions would indicate that fish can be made a very popular selling line. It is one of those opportunities created by outside conditions which should not be neglected.

An Exception to the Rise.

For several years the cost of living has been jumping by leaps and bounds. Practically all kinds of foodstuffs have been getting higher and higher in price. But there has been one exception—fish.

The figures which are given in connection with this article compare the prices which ruled five years ago with the prices of last winter. On seven pounds of the leading frozen selling lines during the winter season there is an advance of half a cent shown. Prices are practically the same and in fact they have scarcely altered during the past ten years. There are adjustments from season to season, but they usually balance pretty well and when one variety goes up there is usually one which comes down proportionately—varying luck with the catches is the chief price influence while weather conditions also have an effect.

Fish to-day is practically the same price as it was five years ago, or even ten years ago. There is no need to make reference to the advance which there has been in other foodstuffs during that period. In relation to these advances and in relation to the increases which

FISH PRICES DO NOT ADVANCE.

Comparative figures showing prices of leading lines of frozen fish in the years 1909 and 1913—it is yet early for the definite prices for 1914, but there will be no material change, although some readjustments may be made:

Figures are from the price lists of one of the wholesale fish houses in Toronto.

1909.		1913.
9c	... Trout ...	10c
9c	... Halibut ...	9c
9c	..Qualla Salmon..	8c
2¼c.	.. Sea Herring ..	2¼c
8c	... Haddie ...	9c
10c	... Whitefish ...	10c
4c	... Herring ...	3½c
51¼c		51¼c

has been made in wages generally—which have comparatively reduced the purchasing power of the dollar—fish to-day is relatively very much cheaper than it was a decade ago.

No Advances in Sight.

And the war will not advance the price of fish. The quotations for the winter season this year are not yet out but there will be no material change over last year. Some of the lines may be changed fractionally. There will be some export markets which will be closed and others in which there may be a stronger demand, but on the whole prices may be expected to hold steady.

If the grocer will consider the comparative value of a pound of halibut or whitefish at 15c and a pound of steak at about double the figure—the small waste on the fish as compared with the steak, as well as the difference in price—he will come to the point where he will appreciate the popularity which fish is almost certain to find during the coming winter when housekeepers are paying particular attention to the important details of food cost.

There is this advantage, too, about handling fish, in that quality is usually uniform though the price may be different, and while one customer may choose trout at 15c the pound, another may select the sea herring at less than half and still have just as tempting a dish. The difference in price does not indicate any difference in quality, but rather difference in taste.

Good Margin of Profit.

There is a good margin of profit in handling fish. If figures of cost and selling would not indicate this, a glance over the ledgers of some of the big wholesale houses would, for it is pretty evident that the number of retailers with heavy accounts would not be so great if there was not a balance on the right side of the account. There are many grocers in the towns and small cities who have accounts of a hundred to two hundred dollars a month with one fish firm.

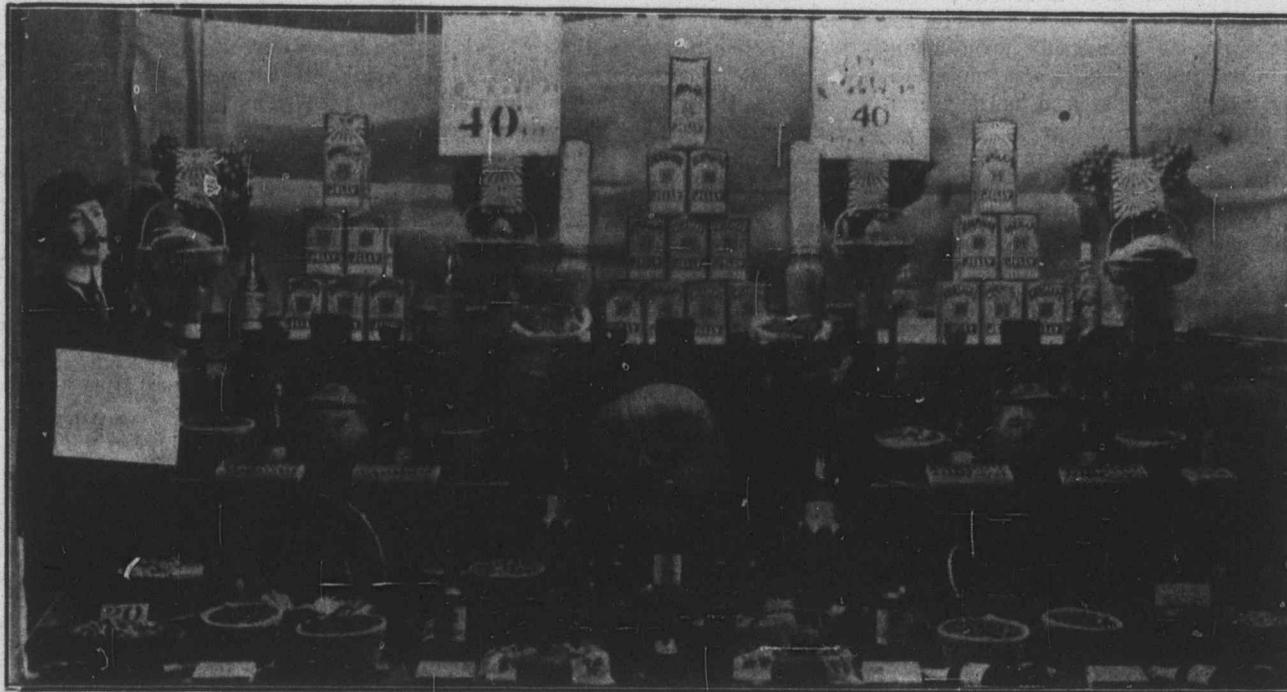
Selling conditions may vary according to conditions and competition, but there would appear to be no reason why the grocer should not get fifty per cent. above his cost figures, and the proportion of loss is not great—on most varieties consisting of small pieces at the neck and tail.

Considering the low average cost as compared with other foodstuffs, the fact that the consumption of fish in the past has not been greater is a matter for surprise, and there is evidently good ground for the argument that the war will be the means of bringing home to the Canadian people the fact that in this country we can get the finest varieties of both fresh, frozen and smoked fish at comparatively low cost. The grocer who presses fish will make a profit for himself and at the same time will assist in bringing a benefit to his customers by reducing foodstuff bills.



Good Publicity in a Hallowe'en Window Trim

Is of Interest to Not Only the Children But to the Grown-Up Folks as Well—A Montreal Hallowe'en Display Containing Nuts, Dates, Grapes, Biscuits, Apple Cider, Wines and Pumpkins.



A splendid Hallowe'en display shown by Murphy Bros. of Montreal. This proved a good salesman.

A GOOD Hallowe'en window display is always popular in a district where the ancient customs associated with this time are observed. It may be assumed by many that such a window interests only the younger folk, but if one watches the passersby, he will notice a great many of the grown-ups, and particularly the women who are the foodstuff buyers of the home, stop to have a better look. It is therefore splendid publicity.

Hallowe'en comes the last of October. The accompanying window is one shown last year by Murphy Bros., St. Catherine Street, Montreal, and a glance at it will show that it attracted a good deal of attention. Apart from the special Hallowe'en features, the goods on display are shown well distributed on a window fixture made of glass shelving. This fixture consists of a set of three glass shelves held up by three nickel-plated rods with brackets which can be adjusted to any height desired. In this particular trim the top row of shelves was left

off and the brackets used for hanging baskets of fruit and bunches of grapes.

The pumpkins were lit with electric lights. The dummy figure on the left attracted the attention of the boys and girls. The show-card on him read: "Why not buy the children some nuts? Hallowe'en comes only once a year."

The baskets in the lower part of the window were filled with nuts and mixed biscuits with price cards attached. The window also contained such lines as dates, apple cider, and bottles of wine. "This display was scarcely exposed to the public," stated L. E. Fogarty, the manager, when interviewed by Canadian Grocer, "before there was a considerable demand for nuts, grapes, biscuits, etc., and even for pumpkins.

"A well dressed window," added Mr. Fogarty, "forms a very important part in advertising and I consider that a change is necessary every week to get the greatest benefit from it."

Retail Merchants are Getting the Business

Replies From Many In All Parts of Canada Show Conditions To Be Generally Most Satisfactory—Good Crops and High Prices Helping a Great Deal—Lumbering Industry Having Quiet Year But Many Manufacturing Plants That Closed Are Re-opening.

BUSINESS conditions from the standpoint of the retail grocer were shown to be fundamentally sound in the letters from members of the trade published in last week's issue. Apart from a few centres where the people depend principally upon manufacturing industries, it was an exception to find a dealer who had any complaint whatever to make.

Since that article was printed further replies have come in and the great majority find the above conclusion to be fully justified. Wherever many men have been thrown out of employment, it is only natural that the retailer should find business slower than usual, but the communications demonstrate that those places are few and far between. Following are more of the replies:

AN EDMONTON firm writes:—"We are glad to report business conditions fairly satisfactory in this district, especially in the country as the farmers in Northern Alberta have had a good crop and are more or less fairly cheerful which is more than can be said of our friends in Southern Alberta.

"As regards the city business: a good many firms are feeling the result of the war breaking out and the banks curtailing all loans which has stopped building operations in many instances. Edmonton has also had to discontinue a lot of work they had mapped out, owing to money stringency. The railway contracting work has stopped completely, throwing a great many men out of work, which has, of course made a great difference to this part of the country."

NICHOLLS & DILLON, LTD., Castor, Alta.—"We have about a three-quarter crop in this district which at the prices prevailing make the farmers better off than most years. The district to the south is not as good owing to the dry weather in the summer, but taken all

round conditions should be good in this district."

From VICTORIA, B.C., comes the following:—"Business in this community is well below the average for 1913. We do not notice that since the outbreak of war business has been very appreciably quieter, although it has undoubtedly made some difference, the present conditions are due principally to the general financial depression."

A Good Future.

The W. W. COOPER & CO., Swift Current, Sask.:—"We find the grocery business fairly satisfactory, in other lines fairly quiet.

"We are doing everything we can to assist the farmers here, always have in fact, but we are striving still harder this season owing to the circumstances in which the farmer finds himself. Crop conditions in this district have been poor. Many of the farmers have enough seed for next year, while many more will have to depend on Government aid to get seed. What grain, i.e., wheat, that has been grown and marketed here, has been of excellent quality and color; very few oats or potatoes here this year.

"The war has affected this district in the way of tying up building and local improvements; if this had not happened the loan companies and the banks would have loaned money, whereas neither are doing it now. The local government have put on gangs doing road work in order to assist the farmers to get some ready money.

"The writer has been advocating that the government take immediate steps to secure seed wheat in this district and store same, so as to save the freight both ways as well as get clean seed. Experience has been in other places in the past that where seed had to be shipped in there was foul seed to a great extent.

"On the 13th of September there was

a very heavy snow storm and rain, which has put the land into better condition than it has been for over two years. Then again, yesterday and night before it rained almost continuously. This moisture almost insures a good crop for 1915, and, therefore, gives rise to the writer's opinion that next year and the following years this country will develop as never before."

THE HUDSON'S BAY Co., Edmonton, Alta.—"To date our business particularly in grocery in provisions, has, so far this season, been exceptionally good and I expect these conditions will continue.

"With regard to the enquiry as to what effect the war may have had on the business, I might state that so far as the above mentioned lines are concerned it has only served to stimulate the demand in this line."

CONDITIONS in Battleford, Sask., are given by Cluff & Wright as follows:—"Eighty odd men left this town for the front and this has affected town business; the farmers are busy threshing the best crop they have had, so we expect fall business to be A.1. The farmers are aware of the splendid opportunity they have with high prices for everything they can produce and we reckon the West is on the eve of a big prosperous time based on actualities—not real estate hot air."

FORSYTH, JR., Dartmouth, N.S. — "Trade for August and September was better than it has been since 1908. Profits, however, would bear some improvement."

C. H. BURTT, Fredericton, N.B.— "The general opinion just now, is that money is scarcer than usual which would be the natural thing to expect after the excitement when the war first started; but the dealers here as a rule have not changed prices very much except on

The replies published herewith were sent in by the trade in response to the following letter:—

"How do you find business in your community?"

"We are hearing so many opinions from people who don't know anything about it, we would like to hear a few from some who do. In many sections the War has not affected business to any great extent. We are writing a few dealers in each section of Canada and would appreciate a brief report from your district."

CLOSE WATCH ON CREDITS.

S. G. Freeze, Calgary, Alta., writes:—"We do not notice any great change in business conditions between last fall and this. There is a certain stringency of money in the city, but personally we are fortunate enough not to feel the effects so much as others do, according to their reports. We have been for some months past shortening our terms of credit, and insisting on prompt settlement of accounts, and carry no account beyond a monthly settlement, under any circumstances. This has helped us a great deal financially, and we think that if other merchants doing credit business were to follow the same iron-clad policy, there might not be so general a wail about financial conditions."

flour, sugar, cream of tartar, etc., which we could not help as stocks carried usually in these lines are not large.

"Quite a number of articles went away up at wholesale and then came down again; but we never changed our prices, which seemed to reassure our customers to quite an extent and now there is very little said about the war affecting prices as we do not mention it as affecting them if we can help it. Business has not been as good this year as last, from the very first, due no doubt to the fact that there has not been so much railroad building and public works going on."

A MERCHANT in Sydney, N.S., writes:—"Speaking generally of conditions in this district they are quiet. The steel plant all but closed down soon after the war started and laid off a large proportion of their employees. The collieries of the Dominion Coal Co. have also had a good many idle days. Of course when the men do not work they get no pay—the money is not in circulation and business is quiet as a natural consequence. As far as we can learn conditions are improving with both companies. The Steel Co. have been gradually taking on more men and the expectation is that before long they will have as many men employed as before the war started.

"There have been practically no failures since the war and business goes along much the same as usual. A good many have cut down their staffs and also the wages of the employees retained. We, personally, have been considering

it for some weeks but so far have taken no action.

"The country people have good crops and prices are good for anything they have to sell.

"We think this covers the ground pretty well as our standbys in this locality are steel and coal. If the Steel Co. get some good big rail orders it will mean good business. If they continue quiet we will have to go along carefully.

"One of our local papers roasted the retailers pretty well at the start of the war and we read your articles in this subject with much interest.

"We think the papers did the retailer considerable harm. In our case, anyway, they did the consumer no good. The ground we took was that if we were to have the name, we would also have the game and it made us feel like trying to get a little extra profit for the abuse we were getting."

B. H. TURNER, Little Current, Ont.:—"Manitoulin Island has harvested the best crop in its history. Live stock is a big item in our products and the frequent rains have kept the pasture unusually good particularly in the open and unfenced properties. The cattle are in excellent condition and bringing top prices. The oat crop is very heavy and of good quality and with present prices will bring a big return to Manitoulin farmers. The potatoes exhibited at the various fall fairs are the finest ever seen here and the yield is enormous.

"The agricultural parts of the Island will certainly benefit by the high prices brought about by the war conditions. Business men all report a fair increase over former years. The winter lumbering will be slightly lighter due to tight money and prospect of low lumber market next year. Along the north shore of Manitoulin those depending on the tie trade will feel it most as there is no market for ties. This will be a considerable hardship to many of the Indians as they depend on this work for their winter supplies. This will have a corresponding effect on merchants who do the supplying. No business depression has yet been felt in Manitoulin. Merchants generally were well stocked before the rise in prices and are not taking advantage of present conditions to exact unreasonable profits."

Lumbering Business Quiet.

WRITING FROM Kenora, Ont., one dealer says:—"One of our chief industries is lumbering. This line is at a standstill. Mills have ceased cutting some time ago and their winter operations will be light in the woods. This being a divisional point on the C.P.R., many men are employed in various

branches of the railway, the movement of grain has made traffic much better and will cause the circulation of some cash. Generally speaking trade is much quieter than a year ago at this time, and some branches of business feel it more than others, particularly fancy goods and men's furnishings. However, I think there is a better feeling than a month ago."

A CORRESPONDENT writes:—

"Business in the towns around Regina, Sask., is better than in some parts of the province as the crops in the vicinity are fair and the prices realized this year are much in advance of the past two years. One drawback to business activity is the tendency of farmers to store their grain and hold it in anticipation of higher prices."

ROBINSON BROS., Leamington, Ont.:—"Our sales for August, 1914, were far ahead of the sales of August 1913. This we expected would make quite a difference in our business for September but it was equal to September 1913, as a little better, so that under the circumstances we are more than satisfied."

(Continued on page 35.)

FISH TRADE HELPS BUSINESS.

W. P. Crosby, Yarmouth, N.S., says:—"As a whole in Yarmouth and vicinity business is very good. Of course money is tight here as elsewhere. But situated as we are, our factories are all running nearly all full time, our farm crops are good, and fruit crops also. Farm products show good prices. Fall apples and soft fruits are low in price but winter fruit will be better. Our fisheries are good and there is an open market to the United States with only 16 to 18 hours to market and prices are good. As our fisheries are a big thing for the whole province of Nova Scotia and especially for Yarmouth, it keeps business very good.

"Personally my business is as good as usual at this time of year. Collections are very good as a whole. With prices easing off now. I expect business to get normal before long.

"Trusting this will be of use to you and always looking for the good things in Canadian Grocer."

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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TORONTO, OCTOBER 16, 1914

Good Work of the R.M.A.

THE RETAIL Merchants' Association is doing a good work in endeavoring to insist that the daily press respect the rights of the retail dealer. Nine times out of ten when a retail question is discussed by the public press, ignorance is displayed on merchandizing questions which places the dealer in an unfair light and prejudices the consumer against him without just cause.

The merchants' association made a splendid point when it demonstrated that the retailer was the man who made or unmade the success of the campaign of the national advertiser in the daily papers. No one will criticize any paper dealing with a subject fairly and squarely. If the dealer is in the wrong, it is only right and proper that he should be placed under fire, but in the majority of items criticizing him that have come to our attention, absolute ignorance has been displayed.

The whole trouble with the big newspapers is that each vies with the others to catch the popular ear and eye and regardless of the foundation of fact and with no attempt to corroborate their assertions, they print the most unfair and unfounded statements. The Retail Merchants' Association caught one of them red-handed giving free advertising to a householders' league, which almost looked as if the paper itself were behind the proposition. At the same time this paper was soliciting paid advertisements from members of the association.

It goes to show that vigilance is required all the time if the retailer is to get a square deal. The Merchants' Association can do no better work for its members than to see that this campaign of creating prejudice against the honest and necessary retail dealer is discontinued.

That Western Moratorium

THERE IS an old saying that bad news travels fast—which is very much of a truth—and it might be said further that the further it travels the worse it usually gets and that too, would be very much of a truth. When there is something in the nature of a moratorium declared in Western Canada on account

of the effect of the war on the financial and business situation, the news was not long in getting to Eastern Canada. It traveled fast, became distorted as it came until the East heard all sorts of wild rumors that there had been legislation suspending the payment of all obligations and that the business system had practically been disorganized.

Let us get at the facts. It is true that there has been something in the nature of a moratorium passed. In Saskatchewan there has been special legislation enacted at an emergency session of the legislature which protects the interests of the men who have gone to the front. There was nothing like the application of a general moratorium considered. Such a course, it was believed, would injure more than help the country.

Another step which has been taken has been to further protect the interests of a property owner who may not be able to pay his taxes by giving additional time to meet payments. Under the new conditions, cities and towns must hold a confirmation of taxes on the 15th of September for the previous year and six months from that date if the taxes have not been paid a sale can be held and the property disposed of. But when the owner has eighteen months in which to redeem his property by paying the taxes in full and paying ten per cent. on the amount paid by the purchaser at the tax sale.

A Sign of Western Progress

THAT WESTERN CANADA is waking up to the advantages of real trade is becoming more and more evident every day. With the passing of the subdivision boomster the oil share and lease manipulator and the black fox visionary, the eyes of the people are being turned to the advancement of commercial enterprise along more substantial lines.

Among these the development of the live stock industry is beginning to take a large place. In a number of leading cities, such as Calgary, Edmonton, Saskatoon, Prince Albert and in Regina the establishing of stock yards is claiming much attention and their active operation is only a matter of a short time. In Regina many of the business men

have visions of a new Chicago and are endeavoring with their best efforts to make the vision a reality. That the city is well located for an industry of that kind is quite evident. With its 13 branch railway lines radiating in all directions it certainly has the facility for gathering large supplies of stock. A start has already been made, about one dozen good, large, warm barns having been provided for the animals. Proper cattle runs leading to platforms, etc., have been erected and things are getting rapidly in shape for the handling of stock. In the West the consensus of opinion is that the live stock industry should be developed inasmuch as present conditions will greatly increase the demand.

Cattle breeders' associations have already petitioned the provincial Government to take steps with a view to providing stockyards, packing houses, etc., to encourage the raising of live stock. Regina has in a large measure filled the gap and provided excellent grounds for the purpose.

The city is prepared to develop the industry to its utmost, and if necessary will devote an entire half-section of land to the purpose. It is expected that with these advantages packing plants will locate in the city as a supply of live stock would always be available.

Sugar in 1911 and To-day

BEFORE THE WAR the price of sugar on the Montreal market was \$4.45 per hundred pounds. To-day the same sugar is \$6.75—an advance of \$2.30 per cwt. or almost 2 1-3 cents per pound.

There is no gainsaying the fact that this is a substantial increase in two months and a half. An analysis of the situation is, however, quite interesting. Had it not been for the war tax, which in itself meant an advance of 70 cents per hundred, sugar on the Montreal market to-day would have been only \$6.05. The last year of high prices was in 1911. In September of that year the market advanced to \$5.95 on a Montreal basis, so that the price to-day with a vast European war to influence it, is only 15 cents under the market of 1911. Until the advance of 50 cents which went into effect on Saturday last, the price of sugar was much below the high level mark of three years ago. At that time the cause was due to a genuine shortage of raws, whereas to-day the trouble lies in the fact that the sugar beets of Europe are not finding their usual markets on account of the hostilities. The results are the same. Even if there be a large crop of beets in central Europe, it does not help the situation any if they cannot be carried to where they are needed—and that is just the situation to-day. Raw sugar must be obtained elsewhere and competition for them is naturally keen.

Those who have been following the sugar markets in Canadian Grocer since the first of August will not be surprised at the series of advances. Our forecasts have been borne out in every case. It demonstrates the value of the weekly paper in posting the trade on coming events, and shows also the necessity of studying the market situation with every care.

98 Cents on the Dollar

ONE OF THE minor results of war conditions has been the charge by the banks of a discount of two or three per cent. on United States paper money. A number of Canadian stores have followed suit by deducting two cents from every dollar bill presented

by an American customer. This depreciation in value is due to the inability of the United States Government to redeem the notes in gold. The same course has been followed with Canadian bills in many cities across the border, and in some the discount has been much higher. It may be said that the latter action justifies the former, but in reality the course taken by United States merchants cannot be held a criterion for Canadian business. It is a more logical proceeding to follow the decision of the banks, whose action is by no means arbitrary, but is simply a common-sense business proceeding. And yet we believe that the merchant may find it to his advantage to consider his own step from a separate point of view, from its effect on his own business. We have come across several instances where a United States visitor resented the "depreciation" of his paper currency and it is probable that many sales have been lost through this blow at the pride of a proud people. Most of the goods that are bought by visitors to Canada at this time of year, such as furs, fancy goods and various novelties, are capable of absorbing that 2 per cent. discount, and thus retaining the good-will of an oftentimes generous spender. At the most it will not be long until the United States dollar regains its hundred per cent. value, even with the banks. The broader question of the recognition at par of Canadian notes in the United States can also be left to right itself as soon as gold becomes available for their redemption.

Editorial Briefs

CANADIAN GROCER'S Fall Number makes its bow on October 30.

BEANS ARE CHEAPER—in this we have one good reason to be thankful.

SUGAR, IT WOULD seem, is evidently trying to climb out through the roof.

THE DEALER who advertises goods not in stock is committing business suicide.

ROBBING PETER to pay Paul—selling an article at a loss and making it up on another.

THE CANADIAN farmer with his high prices this year is surely the King of the Castle.

BUSINESS IS just as good, and in many cases better than last year, in the agricultural districts.

GET SUGGESTIONS from the salesmen. See that they turn in something for consideration every week.

WITH THE COMING of the cooler weather, the retailer should see to the display of appropriate lines.

THERE IS NO room for the man who is afraid in times of temporary trouble—then is the time he shows his true mettle.

THE MAN WHO is considering going into the grocery business should make sure there is room for him in the district where he intends to locate.

THE GOOD THINGS for the Fall Campaign Number of Canadian Grocer continue to come in from merchants and clerks in all parts of Canada.

The Work of Another Grocery Clerk in 1871

Interesting Story of Man Who Began His Career in Canada at a Fishing Post on the Atlantic—How He Came Inland and His Development Into a Wholesale Grocer.

Written For Canadian Grocer by "Another One Who Knows."

I HAVE read with considerable interest the Dairy of an English Grocery Apprentice in your issue of 2nd inst.

Having once myself been "through the mill," although never apprenticed, I wish to congratulate the English apprentice on his good luck; indeed he should be very thankful for the opportunities he had of becoming expert in the grocery business.

My experience is vastly different to the above. Coming to Canada at thirteen years of age with a relative in whose care I was entrusted, the spring of 1869 found me stationed at one of the fishing posts near the Gulf or St. Lawrence, in the employment of the above named relative, who conducted a general store, bought fish from the fishermen, etc. My duties of cook, housemaid, clerk, bookkeeper, yardman, etc., were performed in the summer from 4 or 5 a.m. until 9, 10 or 11 p.m. In winter, cutting, hauling and splitting firewood with the usual household duties, besides waiting on a few customers at the store was all there was to do.

The autumn of 1871, after a troublesome passage to Quebec in the hold of a small schooner whose cargo was dry codfish, found me in a fairly sized Ontario town, where employment was found for me in a grocery store conducted by a man of sterling integrity honest and upright in all his transactions. It was my good fortune to be admitted into his home. Many are the pleasant memories of the kindness shown a poor boy by this gentleman and his devoted wife, who treated me as one of themselves, and whose kindness shall never be forgotten by me. We separated in 1876, but we remained staunch friends until last year, when he was called to his reward.

Early Work in Grocery Store.

I was engaged by this gentleman "to make myself generally useful." I found this to be not only of very wide but of very elastic application. The shutters were taken down by me at 7 a.m., and I was not allowed to put them up until 9.30 p.m. or later. Friday evening was generally devoted to preparing for Saturday's trade, by filling up the drawers with sugar, currants, raisins, etc., and weighing and putting up such articles as were sure to be asked for during Saturday's rush, which seldom

ended before midnight. I was clerk and bookkeeper; I polished the family shoes, attended to a cow, planted seeds and otherwise helped in the gardening, attended to the winter fires and delivered the goods from the store with a handcart, or carried them on my back, until after a few years a horse and wagon was secured, much to my delight. Notwithstanding all these, the example and training shown me by my employer have been of great value ever since.

During our spare moments we amused ourselves making paper bags, which, by the way, were not in such general use as at present. Granulated sugar as now sold was unknown in those days. We sold "Crushed A," which was full of lumps and rather moist, at 15c per lb., or 7 lbs. for one dollar. Brown sugar was 12½c per lb. Japan tea was almost unknown then; the demand was principally for Moyune Young Hyson at \$1 per lb., but Gunpowders, Twankays, Imperials and Ping Sueys were also kept on hand. Tobacco was very cheap then, 5c per plug. Eggs sold around 10c per dozen, butter from 12½c to 15c per lb.,

while 25c was asked for a first-class pair of chickens. Geese 40 to 50c each and turkeys 60 to 75c, all nicely drawn and dressed.

Some Things Dearer Then.

On the other hand, I have sold plenty of coal oil at 60c per gallon, and nutmegs at 10c per doz. The very cheapest brown soap was 10c per bar. It was not wrapped in those days, neither was jewelry, etc., given as premiums. Baking soda was 10c per lb., while green fruits were considered out of reach of anyone but rich people. Bananas were unknown then. Pineapples were 75c each, oranges 5c each. They were not sold by the peck in those days. Strawberries sold from 12½c to 15c per quart, but raspberries were cheap. Children were glad to pick a few pails at 50c per pail, but they are too high-toned now even to pick any at double the money. The only baking powder was W. D. MacLaren's "Cook's Friend," and when cocoa was mentioned "Epps" was the only kind. No one ever heard of any other gelatine but Cox's in those days. No canned fruits or vegetables were packed in Ontario except a very limited quantity by one W. W. Kitchen at Grimsby. We generally imported from Baltimore, Md., but the demand was small. There were no predigested cereals—the good old-fashioned oatmeal, put up in barrels, filled the bill.

Syrup and molasses came in large barrels and hogsheads and were measured from them. Now-a-days people want them in small tins nicely labeled and packed in nice cases, all of which are thrown out when empty. And then complaint is made of "the High Cost of Living."

Now Wholesale Grocer.

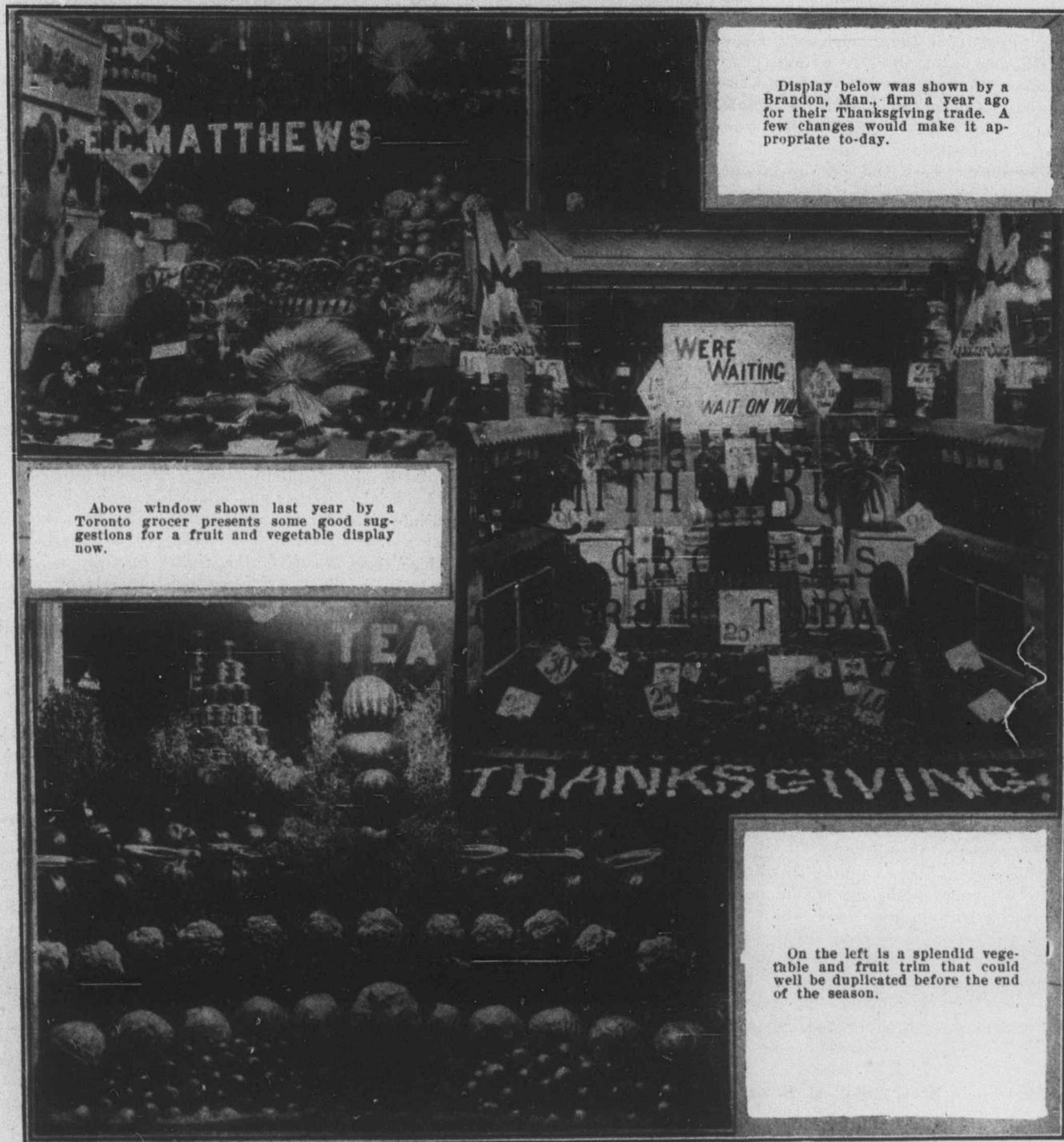
The spring of 1876 found me in the office of a firm of wholesale grocers who engaged my services for three months, on trial. I exerted myself to give them satisfaction, fearing that at the end of that time I should be asked to beat a hasty retreat. They never expressed themselves as being satisfied, but as the said retreat did not take place for twenty-four years afterwards I assume that my services must have been satisfactory. During these years I embraced every opportunity to become familiar with every detail of the grocery business, but whether I have succeeded or not I cannot for various reasons enter into the question at present.

ARE YOU A PIONEER GROCER?

The article published in the issue of October 2 and the one herewith, are illustrative of most interesting history of earlier days in the grocery business. The former showed lucidly just what the Old Country apprentice had to go through to become a full-fledged grocer. The latter demonstrates the sort of school-of-hard-knocks the youth in Canada had to attend in the early days of the grocery trade in Canada.

There are many other grocers in this country who have had somewhat similar experiences. Canadian Grocer would appreciate hearing from them with these experiences. Write us a letter telling of pioneer days. These histories are not only of interest to the man who has gone through the mill, but to the one who belongs to the present age. Comparisons are almost always interesting.

Suggestions for Autumn Windows



Display below was shown by a Brandon, Man., firm a year ago for their Thanksgiving trade. A few changes would make it appropriate to-day.

Above window shown last year by a Toronto grocer presents some good suggestions for a fruit and vegetable display now.

On the left is a splendid vegetable and fruit trim that could well be duplicated before the end of the season.

Grain Growers Couldn't Buy From Wholesaler

Western Canada Association Asks Eastern Wholesaler for Catalogue, but it Was Not Sent — Reply of the Wholesaler — Some Good News for the Retailer.

MANY attempts have been made these days to score a march on the legitimate channels of trade, on the part of consumer organizations, and to get in on the ground floor in the purchasing of supplies. A certain Grain Growers' Association of Western Canada has written an Eastern wholesale grocer that it has decided to buy groceries wholesale and to distribute them among its members, and asks quotations on a car-load and for the price list.

This reminds us very much of the Grangers of years ago who sought by exactly the same methods to cut off a little of the household expenses, forgetting entirely the harm such action would do to their own community. The same has been tried from time to time ever since but there always came the little flutter and then the inevitable death of the proposition.

The retail trade of the West as well as of all Canada will be pleased to know that this wholesaler refused to quote prices or to send the catalogue. Instead he wrote this letter:

"It is contrary to our rules to sell to your association, and therefore there would be no object in quoting you prices. We do not sell consumers, either individually or collectively, when organized as buying concerns. We are believers in the established channels of trade as the most economical and satisfactory in the interests of the public, and are opposed to consumers organizing for the distribution of goods, for which they are unsuited, just as we are opposed to consumers organizing for the purpose of growing grain for themselves, for which they are equally unsuited.

"We enclose you a copy of an editorial which appeared in one of our trade papers on this question, and which we think will afford you good reasons for reflection before you adopt a policy so ruinous to the farming interests.

"Regretting that under the circumstances we cannot quote you, we are, etc."

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Why Trade Should Stay at Home.

It is interesting to note that the article from the trade paper sent to this Grain Growers' Association appeared some time ago in Canadian Grocer. As many readers of the present time may not have seen the article in question, it is reproduced herewith:—

"We publish on another page of this

issue correspondence between the representative of a number of citizens, joining together in a country town to buy goods at wholesale prices, and a wholesale grocery house. The wholesale firm refuses to send a catalogue or sell to a combination or consumers associated together for the purpose of buying goods at wholesale prices, and takes the ground that the retail merchant is necessary under the conditions of modern communal life, and that the consumer, ordering goods from a distance, impairs the standing and usefulness of the local trade.

"The position taken by the firm is, in the opinion of Canadian Grocer, sound, and we would like to impress it forcibly on our readers. If the foundation of a community is really communal or reciprocal, as the name implies, then the members should carry out the principles and conditions which bind them together as a community. The doctors, lawyers, dentists, clergymen and other professional men, as well as mechanics and officials and those who may have retired into private life, get their incomes, as a rule, entirely from the locality in which they live. Should they not reciprocate by spending that income among the people of the community from which they receive it?

"Even the farmer, under advanced modern conditions, gets his revenue, if not all, certainly the most profitable part of it, from the community in or near to where he lives. These are the parties that send away from home for their most expensive things, and in this way so impoverish their local merchant that he cannot afford to keep the best class of goods, and consequently the character and usefulness of his business is greatly impaired, and he is forced to charge more for the goods his customers are obliged to buy from him.

The Retailer a Necessity.

"There is certainly nothing communal about this. When these same parties want a pound of nails or a spool of thread or a pound of sugar, or perhaps a rake or a hoe, what a panic there would be if there were no retail stores to go to! The retail merchant is, unquestionably, a necessity, and it is equally true that when he is put out of business the place goes to ruin. The heaviest taxpayer ceases, and the municipal corporation will look in vain to the large stores where her wealthy citizens send their

money for supplies. Every community should take a pride in itself, and the members should loyally support those institutions that give character and stability to the place.

"The business activity of a town or village is the best evidence of its importance. Prosperous business means a prosperous place surrounded by prosperous farmers, and establishes a standard of values that give a conscious feeling of importance and satisfaction to every surrounding. In such a place the retired farmer, or citizen of whatever class, would prefer "to husband out life's taper at the close, and keep the flame from wasting by repose," instead of leaving, as they do, a wretched looking town or village for the turmoil of a large city.

"The town or village where business is stagnant and where the citizens send away for the cream of their requirements, is dead. Dead socially, financially, intellectually. The citizens lack confidence and interest in each other. They do not co-operate. They do not reciprocate. They cease to be enterprising; overlook the rights of their neighbors and neglect to look properly after their own; in short, become slovenly and careless and degenerate into conditions in which no person of taste, refinement, culture, enterprise or ambition would care to live. Who pays their taxes; keep up their churches; manages their Sunday schools; arranges their social entertainments; visits the sick; helps the needy or looks after the poor? Certainly not the big concern at a distance, to whom they send their money.

"No individual or institution can be healthy or prosper if starved. Starve the retail trade and you weaken and destroy the most vital essential in the life of a community. Starvation does not necessarily mean the absolute stoppage of all sustenance. The process can be carried out by degrees, and by sending away for their most profitable goods, the citizens of a town or village can gradually starve to death the retail business and destroy the life and prosperity of any community."

WHY STORE CLERKS GO DIPPY.

First Shopper—It's so hard to find just what you want.

Second Shopper—Yes, especially when you don't know what it is.

Tea Men Facing Problems of Supply

Japans and Ceylons Hard to Secure—German Cruiser Emden Has Effect of Raising War Risk on Indian Tea—Interesting Talk on Possibility of War Tax on Tea—Shipments Are Cut Off.

MONTREAL, Oct. 15.—The problem of supply with the tea dealers is taking on a serious complexion. The latest information on the Japanese situation as given by Furuya and Nishimura, is to the effect that no more tea is to be had of any grade, that teas have practically all been shipped. With the Japan supply cut off in primary markets, and extreme uncertainty as to what is being and what will be shipped from Ceylon and India, the tea situation in Montreal, if not acute, is becoming almost as interesting as when Great Britain placed an embargo on tea at the commencement of the war.

Teas of all kinds are extremely scarce. Large quantities have been damaged in Japan by storm and flood; there are large quantities available in India and Ceylon, but difficulty is experienced in getting hold of them. The German cruiser Emden has, to date, sent 7,000,000 lbs. of tea to the bottom of the ocean, and the situation has become so serious, the war risk was raised last week to 15 per cent. There is also vague reports contained in cables from England to the effect that the embargo may be replaced on tea.

Small Stocks Available.

One Montreal broker states that there is not enough black tea in Montreal to last over two months. He had just been approached by a Montreal tea man who had been all over the city looking for Japans, and had offered 3½c per lb. over his purchases of the early days of September. He was unable to secure supplies at his price.

A similar situation exists in the market to that of 1878, when teas advanced 11c per lb., due to a report that two steamers travelling around the Cape of Good Hope had been lost. They later turned up, whereupon the market dropped to its former level. The situation is now liable to be worse if the menace of this German cruiser is not removed from the Indian coast.

While brokers in Montreal agree that the situation is becoming serious again, there is no undue anxiety to make purchases. One dealer declares that he has all the tea he wants, while another gives the impression that he is "between the devil and the deep blue sea." Few Ceylons are being offered to wholesalers at

less than 23c, and then only in small quantities.

With Japans, the difficulty is to get stuff at saleable prices. Plenty of high-price stuff is being offered, but Quebec is a low grade market. Here and there, tea at very small figures is being offered, in small quantities.

Supplies from Indian and Ceylon have been coming through London, but little is known about those coming direct via New York. Considerable tea was being sent on German bottoms, which must have been captured, and are out of the running. Take the S.S. "Freienfels," which was to sail to New York about August 12. Under ordinary arrangements, she would be here about now. No one can say when this tea will be in.

War Tax Talk.

There is renewed talk among brokers of the possibility of a war tax being imposed by the Canadian Government on tea. A prominent broker, who seemed to have pronounced opinions on the subject, said he was convinced that a war tax would be imposed before long. It was an easy tax to collect, he said, and would not be felt seriously by any one class. It was the cheapest drink, even though a good sized tax was placed on it.

PRIZES OF WAR.

How the Empire's Sea Power Is Adding To Its Supplies.

Two big German lines whose valuable cargoes were lately discharged at the London, Eng., docks are a very good illustration not only of the value of sea power, but of the extensive additions to the food and general supplies of the Empire which these captures have provided. The two ships referred to, which form only a small proportion of some two or three hundred captured, are the Hamburg-American liners Kronprinzessin Cecilie and the Adalbert, of 8,600 and 6,000 tons respectively.

Both of them, as it happened, were homeward bound—the one from New York and the other from Philadelphia—when the outbreak of war prevented them from reaching Hamburg and put an end to their careers under the German flag.

From the capacious holds of these two vessels thousands of bushels of wheat and innumerable bags and barrels of other consumable stores have been discharged.

Valuable Foodstuffs.

The white ensign placed above the German flag in the stern of the Kronprinzessin Cecilie told its own tale. The ship had passed into possession of the British Admiralty, and had a prize crew aboard.

There was food enough in this ship alone to keep a fair-sized town going for weeks. Her manifest included no fewer than 39,600 bushels of wheat and 1,370 barrels of flour, to say nothing of barrels of beef, groceries, biscuits, canned foods, egg yolks, and lard.

Some 350 tons of lead in the Kronprinzessin Cecilie may or may not have been intended for conversion into German bullets. More valuable, however, as loot must be accounted 280 tons of copper in bars, alone constituting a valuable prize. Then there were hundreds of barrels of lubricating oils, much machinery and hardware, many cases of typewriters and cash registers, much wood and wood pulp, hides, rubber, tobacco, boots and shoes, steel and galvanized sheets. An item suggestive of the ship's destination was thirty-two tierces of sausage skins.

The Prinz Adalbert.

The Prinz Adalbert is one of seven "Prinz" steamers built by the Hamburg-American Line in 1901-3, and is classed as a 12-knot boat.

Her cargo, as discharged in the West India dock, revealed a very large proportion of foodstuffs. The biggest item was 56,000 bushels of wheat. In addition there were 2,000 bags of flour and over 5,000 bags of grain, so that in respect of this section of her cargo the Prinz Adalbert even surpassed the Kronprinzessin Cecilie.

Other contributions to the importance of the Prinz Adalbert's cargo included a total of 10,395 pigs of lead and hundreds of barrels of oil. She also had in her holds a large quantity of oil-cake, fibre, leather, hair, feathers, wood, asphalt, and many other articles of commercial consequence. The packages in many cases ran into thousands.

The cargoes of the two vessels will be sold, with the exception of the lead, which the Admiralty have commandeered with the idea of exporting it in due course to Germany as English bullets.

Donald McLean, London, Ont., manager of the London branch of the E. B. Eddy Company for the last fourteen years, has been appointed manager of the Toronto branch, his son, Allan M. McLean, of the London branch, succeeding him there.

A Practical Issue for Every Member of the Staff

THE clerk who interests himself in his employer's success, succeeds himself.

The employer who encourages the clerk to take more interest in the success of the business, is building up the fortunes of two—himself and the clerk.

In the Fall Campaign Number of Canadian Grocer which will be issued to the trade on October 30, the merchant and the clerk will find a wealth of ideas and new methods for the building up of a retail business which will mean more money to both. The practical character of the articles and illustrations insures this. The methods and ideas described and illustrated have all come from Canadian dealers—their practical character is absolutely assured.

When the dealer has read his copy of the big Fall Campaign Number, see that it is passed on to the clerk. Encourage him to read it. It will make him a better salesman, a more careful assistant, and more valuable to you.

THE Fall Number will be crammed full of articles that the clerk will appreciate. The window trimming feature will be particularly advantageous. There will be reproduced some of the best Christmas goods windows that have ever been shown anywhere in the world. They demonstrate that Canadian dealers and their clerks occupy a most envious position as display artists.

IN an article from an Ontario merchant who describes how he introduces new goods to the public, is told the story of the valuable co-operation of the clerks. When a clerk goes to the trouble of determining personally which is the most satisfactory line of three to handle, both from a quality and profit standpoint, it gets him the good-will of the dealer and makes his success all the more rapid. An actual instance of this is fully described in this article. It is an inspiration for every clerk.

A CLERK in a certain store observed that the week-end trade was practically crowded into Saturday. This meant to the entire staff an unusually busy and trying day. He determined that there must be some solution to the difficulty and set about to discover it. To-day more than fifty per cent. of the former big Saturday business is done on Friday. The methods employed will be fully described in an article based on the growth of the business in question. This firm employ a staff of 19 and do a business of some \$100,000 annually.

THE "Store Kinks" alone will be most valuable timber for any clerk who is anxious to improve the business of his employer. Editorial representatives have scoured the country from the Atlantic to the Pacific for practical ideas which, though small in appearance, have added considerably to the turnover and profits. This collection will be found of great value to every ambitious clerk as well as to every merchant. Study the "Kinks," improve on them and discuss them with the staff.

SOME of the finest store interiors that can be found anywhere in Canada will be reproduced in the Fall Number. In these there are inside display suggestions for every clerk and dealer. No expense has been spared to obtain them. They illustrate the high character the grocery store of this country has attained, and are inspirations for every one connected with the trade.

THERE will be an interesting story of how a young man years ago left the farm because the price of beans soared too high. It was war time back two or three decades ago which resulted as to-day in the price of beans going up. The story is one of more than ordinary interest and should be watched for.

FOR the man who is contemplating adding equipment to his store, there will be many articles of value. These give actual instances where dealers have either increased their business through the use of this equipment or where they have saved money by installing it.

THIS is, in brief, a number that not only every dealer but every clerk should study carefully. There is something in it to interest each man connected with the trade. The very fine advertisements already in, contain selling information invaluable to every aggressive salesman, be he dealer or clerk. Keep an eye out for the big Fall Campaign Number of Canadian Grocer. See that your copy reaches you. And when you have looked it over carefully, don't neglect to pass it along to the clerks. October 14, 1914.

THE EDITOR.

For You and Your Clerks

Consider a moment the time and thought spent in preparing the advertising in Canadian Grocer.

In our advertisements, big or little, the manufacturer or wholesaler has endeavored to compress the whole gist of the selling points of goods you are or might profitably be selling. He gives you the news of the trade in lozenge form, which, if properly digested, will mean larger sales and fatter profits.

As demonstrated by price fluctuations since the outbreak of the war, the progressive retailer and ambitious clerk, by carefully reading both the advertising and editorial pages of Canadian Grocer each week, keeps himself in closest possible touch with the trend of the trade and abreast with the most advanced ideas in merchandising, whether buying or selling.

In our Fall campaign and Christmas Goods Sales Number our advertisers will excel themselves in the informing and inspiring character of their advertising. Every one of the advertisements will contain the strongest selling points and latest information about the products of the advertiser.

Every Grocer who aims to get the most out of his Fall and Christmas business—Every Clerk who aims to increase the value of his services to his employer, will study this Number carefully from cover to cover.

We are attaching to this Number a string by which it can be hung up on a convenient nail for daily reference.

Study its advertisements and be a better posted salesman.

ADVERTISING MANAGER,

Canadian Grocer

October 14, 1914

A Frank Talk to Advertisers

We are disappointed every year over the way we have to handle some advertisers' copy who persist in holding back their advertisements in our Fall Number to the last minute. Don't disappoint yourself and us by repeating that mistake this year.

There never was a time when the retailer was more interested in buying the right things at the right price.

Never has the subscriber been so impressed with the immense importance to him of Canadian Grocer weekly markets and weekly advertisements as since the upheaval in prices beginning the first of August.

And owing to the splendid conditions in some quarters and disappointing conditions in others, never has the manufacturer or wholesaler had such urgent need to search out new business to interest new retailers in handling his goods.

Canada's crops taken on the average have been good. The prices being obtained will swell our national income to generous proportions. Are you getting your share? If you want your share, if you have the goods to deserve your share, tell the retail trade about them fully, frankly, openly, in a double page in our Fall Number. They want to buy right as much as you want to sell right. Our Fall Number enables you to get together. Don't delay. Remember over 5000 of the best retail grocers in Canada will study this Number carefully and will buy from you or from your competitor in accordance with their best judgment.

Our forms will close October 24th. See that your case is well presented.

Advertising Manager

October 14th, 1914

CANADIAN GROCER

RETAIL MERCHANTS ARE GETTING THE BUSINESS.

(Continued from page 25.)

Surprise for Blue Ruin Talkers.

A FIRM in Nova Scotia that does a jobbing business as well as retail writes: "Our business I suppose is a fair test of the general conditions in this district. We do a jobbing trade with the surrounding towns of Westville, Trenton, Picton, Eureka and New Glasgow. We have about 150 stores on our lists, and our own delivery in all these towns except Picton, the total population is about 25,000, including Stellarton. Our teams drive five miles south to Eureka and Hopewell, three miles west to Westville, three miles north and east to New Glasgow and Trenton. So you see we occupy a central position. We also have a convenient delivery by tram car to Westville, New Glasgow and Trenton by the Picton Electric Company, whose car barns and power houses are in Stellarton, and all cars start from here for east and west, and run through the principal business streets of the four towns; then, of course, the P. R. C. Railway junction is here with about 30 trains running east, west, and south. The Albion Coal Mines and Famous Allan shaft 1,500 feet deep which taps the largest seam of coal in the world, is located in Stellarton also. At Trenton three miles north is located the works of the Nova Scotia Steel Co., which I am told now are just commencing on an order for 300,000 shells for the war department. Of course these works have turned off a lot of men as the steel trade has been dull. This new work is giving new life there, in Trenton is also located the Eastern Car Works, which have a capacity of 30 cars a day.

"Everybody expects a good winter's business here. Our trade has not diminished since the war began, and I think probably the few who are talking blue ruin will be surprised when they look over their work of 1914 to find that the country is prosperous in spite of their prophecies.

JOHN HUNTER & CONS, Huntingdon, Que.:—"Business is good. We are right in the midst of one of the finest farming districts in the province, and the farmers have good crops this year, and are getting good big prices for everything they have to sell. While the war scare caused a little bit of a panicky feeling at first, things have again settled down to a good steady trade. We have had an exceptional year's business. On January 1, 1914, we closed our books and started on the cash system and it's great—nobody asks for credit and everybody pays cash. We hear some making a "poor mouth," and talking war all the

time, but we keep right on. This is a time for courage and action not "blue funk" and panic."

A KINGSTON, ONT., merchant's reply is:—"I do not think the war has affected things very much only that people bought heavily the week of the war scare.

"August and September this year on our books is away below the corresponding months last year, but we blame this on the scarcity of all fruit. We do a large trade in this, handling many car loads.

Of course dealing in fruit like this works into sugar, spices, fruit jars and such like which we lose. However, perhaps it's just as well as most people

NO DARK OUTLOOK HERE.

Karn Bros., St. Catharines, Ont., writes:—"We find business in this district very much up to the average.

"During August we had one of the best periods of business known to us, stimulated by the war scare, no doubt, although we discouraged people from buying large supplies.

"September settled to normal conditions again and money seems to be quite easy. Factories are all running in this section although some on shorter hours.

"On the whole things are very satisfactory and are altogether the very opposite to the dark outlook which was predicted at the beginning of the war. We are looking forward to a more prosperous future and are doing our utmost to attain that result."

seem to have fruit left over from last year."

Few Unemployed Here.

WRITING FROM Woodstock, Ont., a merchant says:—"We have not found business here affected much by the war so far. Up to the end of August our sales were considerably in advance of any previous year, but during September have shown some falling off.

"One factory here has been practically closed for two months but will resume operations next week. The others are mostly running on short time, though one of the largest is working day and night with largely increased staff filling war orders. There are practically no unemployed in the city."

J. McPARLAND & BRO., Gananoque, Ont.:—"This being a manufacturing town, there is no denying the fact that manufacturers' orders are not as numerous as they would like and much smaller than they usually are, and this accounts for the factories not running full time.

"It is also a very fine farming country. Farmers are all well off, have a good average crop and are getting good prices for it. Travelers tell us that things are fairly good throughout the country districts. Personally we have no fault to find."

A Decided Improvement.

JNO. McCORVIE & SON, Chatham, Ont.:—"Our experience is that immediately following the declaration of war, business was very much stimulated. Trade has now, however, subsided down to normal again.

"We find a decided improvement this year over last year in sales."

WM. RHODES, Brockville, Ont.:—"Re business conditions in Brockville, I am pleased to say they are fairly satisfactory. Building operations have been quite active during the summer, our factories are all running, some full time and others about five days per week, so that the amount of unemployment is only slightly above normal.

"One dry goods merchant told me that September was behind last year but I really have not heard any complaints from the boys in our line."

WINTER MAILS FOR ARCTIC REGIONS.

Ottawa, Ont., Oct. 14.—The Post Office Department has arranged for a winter mail service from Edmonton to Fort Resolution, Fort McPherson, and intermediate points, leaving Edmonton on November 25, December 29, January 30, and February 26. The service will be confined to letters of a weight not exceeding one ounce.

FOOLED THIS TIME.

The customer in the grocery store, having ruined his clothes, was hopping mad.

"Didn't you see that sign, 'Fresh Paint?'" asked the grocer.

"Of course, I did," snapped the customer; "but I've seen so many signs hung up here announcing something fresh which wasn't that I didn't believe it."

THE CLERKS' DEPARTMENT

CLERK ON THE WITNESS STAND,

How much would you get, Mr. Clerk, if you were your own employer?

How much could you afford to pay yourself if you signed the pay checks?

How valuable an employee would you consider yourself if you were the boss?

How hard would it be to fill your shoes if you suddenly departed?

Are you essential to the welfare of the store you work in?

Do you sell goods or just pass them over the counter?

Are you an ornament or just a member of the army of Mr. Dust?

What can you tell about goods that customers do not already know?

What do you do when there's nothing to do?

Do you think that each sale you make entitles you to a vacation?

Does your employer regard you as an asset or a liability?

If you record all your qualities would the ledger balance?

Do you deserve more than you get, or get more than you deserve?

Do you hold the long distance loafing record?

Is your mental energy used in dodging work or in creating work?

Are you a producer or just a pay-drawing machine?

Do you know yourself better than others know you?

Can you tell how your own wheels revolve?

Did you ever carefully study your own motives or actions?

Are your words and actions the result of a definite plan?

Stand off a distance and size yourself up. Do you admire the chap who spends your money?

FACTS ABOUT THE OYSTER.

As a matter of interest there is but one species of oyster along the eastern coast of North America. The western coast has at least five species, but only two of these are of importance, and these do not compare with the eastern shellfish. Thus it is apparent that a Blue Point, a Providence River and a Chesapeake Bay oyster are one and the same thing, so far as species is concerned. The difference is merely a matter of environment, a difference in food supply and conditions in growth.

The noted Blue Point comes from the Long Island shore, from what was once the little town of Blue Point, off which the beds were discovered. These oysters were of handsome shape and extra appearance, and at once commanded fancy prices. It was only a matter of time when these and neighboring beds would be worked out, and then it was found necessary to resort to "seeding" or "planting"—that is, covering the beds with young oysters from other localities.

The oyster is rich in phosphates, but is almost entirely lacking in fat-making, muscle-building material and those elements which go to make up physical force and vitality. While it is wholesome and easily assimilated, the actual food value of the oyster is not sufficient to rank it with our great food fishes—the cod, haddock, mackerel, etc.

DO'S AND DONT'S.

Do's.

Do have your window thoroughly cleaned before starting to dress it.

Do think out the leading articles to be shown.

Do make a plan in your mind—if not upon paper—as to how the most important goods shall be exhibited.

Do notice every grocer's window you pass, and try to improve upon it.

CONTRIBUTIONS PAID FOR.

Clerks are invited to contribute to this page. In the past few weeks several have been making a little extra money by sending in evidences of the Selling Power of the Dealer and Clerk. Each one of you almost every week is boosting the sale of some particular line by using salesmanship methods. Send in a contribution on how you sold a quantity of any line at the regular price. Every article published will be paid for at our regular correspondence rates. Others are taking advantage of this offer, why not you?

Do select your articles that are seasonable—fruit before Christmas, brushes in spring, preserving sugar (under glass) when fruit is ripe, etc.

Do specially exhibit articles that are profitable.

Dont's.

Don't think because a window is full of goods it is properly dressed.

Don't consider that window dressing is an unimportant part of business education.

Don't expose perishable goods more than is necessary.

Don't spend more time than is requisite in window dressing. Remember, time is money.

Don't make the fact of your dressing a window an excuse for all the shop being untidy, so that if a lady enters the premises your counter has to be cleared before you can attend to her.

Do your level best, and, whether you have sunlight in your window or not, Don't Worry.—Grocers' Review, Manchester, England.

THE ENCYCLOPEDIA

PEANUT BUTTER.

Peanut butter is one of the comparatively modern foods which was introduced as a novelty and which now commands a large sale. To prove that fact figures are submitted to show that during the year 1911 alone there were 1,000 cars of the shelled nuts, or 1,000,000 bushels devoted to the manufacture of peanut butter. This shows the extent to which the business has grown. It is really a very simple preparation, consisting of fresh roasted nuts, finely ground and salted to suit the taste. The volume of business has resulted in very elaborate machinery being devised for the rapid handling of the nuts. Peanut butter was first manufactured as a food for invalids but the growing popularity of vegetable foods among certain classes soon led to the product coming into general use. To produce first quality goods it is essential that raw materials of the highest class should be used but just as important is the necessity for the employment of sanitary methods.

CURRENT NEWS OF THE WEEK

Quebec and Maritime Provinces.

J. I. Robin, grocer, Granby, Que., has disposed of his stock.

J. A. R. Lalonde, general merchant, Nominique, Que., died recently.

D. Morris Skinner, of Manning and Co., Ltd., sugar and molasses exporters, of Barbadoes, is in Canada on a visit, and is in Montreal this week. Mrs. Skinner accompanies him.

J. A. Marven, Ltd., biscuit manufacturers, Moncton, N.B., are opening up a branch of their business in Halifax, N.S. Arthur Hamm will have charge of it. Before leaving Moncton Mr. Hamm was presented with a set of pipes and tobacco pouch.

Paul Genairon, formerly manager of the French Food Specialties Co. (S. P. A.), Reading street, Montreal, who left here soon after mobilization began in his native France, was killed in battle on the Belgian frontier, while leading his men in a bayonet charge on the 13th of August.

The Canadian sardine factory at St. Andrew's, N.B., which cost over half a million dollars, and which had been closed down for over a year owing to financial affairs, was recently sold to the Bank of Nova Scotia for \$270,000. It is expected that this factory will open up under new auspices.

Ontario.

G. E. Matthews, a Hamilton grocer, has disposed of his business.

I. B. Reynolds, general merchant, Walkerton, Ont., has sold to J. Plesky.

Mrs. K. McLennan, general merchant, Scotch Line, Ont., is succeeded by J. H. Stewart.

Geo. Vanderburg, general merchant, Porters Hill, Ont., is succeeded by his son, Weslet Vanderburg.

Ritchie Bros. have disposed of their general store at Orangeville, Ont., to T. S. Parkinson & Son of Montreal. The new proprietors have taken possession.

J. H. McCue of Balderson, Ont., has purchased the general store business there, conducted for the past six years by J. I. Watt, and will take possession early in November.

The Retail Grocers' Association of Hamilton, Ont., have decided that the work of the relief association was one that should be assisted in every way pos-

sible. The grocers, therefore, will do all they can in the way of delivering goods free, up to any reasonable amount, supplying the information about applicants, as to whom no one can be better posted, and in other ways assisting.

A. M. McLean, for some time manager of the grocery department of Whyte's Queen street store, Stratford, Ont., has resigned and is travelling for McCormick Manufacturing Co., London.

At a meeting of the Retail Merchants' Association of Port Arthur, Ont., the members decided to attend the public meeting for the formation of a patriotic and relief association in Port Arthur.

The effects of two months of the world's war on Canadian prices are summed up in a rise of the Labor Department's index number from 135.5 as calculated at the end of July to 140.7 as worked out at the end of September. These numbers are percentages of the general level of prices in the decade 1890-1899, and are based on quotations from 272 articles scattered over the whole field of production and consumption.

A meeting of the Retail Tobacconists of Western Toronto was held in Ryans' Hall, Bloor west, for the purpose of forming a Retail Tobacconists Association. A number of retail tobacconists were present and committees formed to interview those not represented. Owing to the Government tax on tobaccos the retailers consider it necessary to advance their prices in order to meet the tax put on. Another meeting will be held on Wednesday, October 21, at 2.30 p.m. at the Orange Hall, College and Euclid avenue.

Western Canada.

J. S. Maynes, general merchant, Harrowby, Man., has sold to W. A. Blamey.

Pettit & Howie, general merchants, Cowley, Alta., sustained a fire loss recently.

Store No. 1 of the City Grocery, Edmonton, Alta., has been moved to the Conelell Block.

William Cronkhite, Endon, Alta., has opened a general store in connection with the Four Ways post office.

The Retail Merchants' Association of Transcona, Man., have arranged to give 5 per cent. contribution on all cash

sales on certain dates to the Patriotic Fund.

Saunders Bros., grocers, Moose Jaw, Sask., have exchanged their business for the farm of Guy Zavitz, who has now taken possession of the store.

W. H. Escott, manufacturers' agent, of Winnipeg, has just returned from a trip to Minneapolis, U.S.A., where he has been calling upon a number of the business houses. He states that all the people he met favored Great Britain's attitude in the present war, and that all feel satisfied the allies will win. They state that the war has been affecting their trade somewhat, but they are evidently looking towards the Canadian field with greater interest than ever.

At a recent meeting of the Board of Trade of Calgary, Alta., certain members gave voice to objections to the declaring of civic half holidays without first at least obtaining the opinion of some of the merchants of the city. The case cited was the civic holiday which was declared last Wednesday at the request of a committee representing some of the sporting organizations of the city. The merchants were of one voice in declaring that this holiday was declared without sufficient notice and feel that they should have been consulted on the matter.

Contracts for supplying the 50,000 bags of flour which Manitoba is sending as a war gift to the Mother Country were awarded as follows:

Western Canada Flour Mills, Winnipeg and Brandon.

Ogilvie Flour Mills, Winnipeg.

Lake of the Woods Milling Company, Winnipeg.

G. McCulloch & Sons, Ltd., Souris.

Leitch Bros., Oak Lake.

Hodgson & Gardiner, Swan Lake.

Melita Roller Mills, Melita.

Deloraine Milling Company, Deloraine.

The prices in the various tenders received varied considerably, some being too high to receive favorable consideration. The highest tender received was \$3.20 per bag of 98 lbs., and the highest accepted was \$2.90. The average price at which the flour was bought is lower than that at which the Dominion Government's purchase was made, this being due to the price of wheat being lower at the present moment.

Another 50c. Advance in the Price of Sugar

All Canadian Refineries, with Exception of Acadia, Announce Increase—Latter Now 10c Under Market—Shipments of Indian Tea Resumed, but Extent Not Known — First Arrivals of Imported Fruit to be Dearer, and Lower Prices Likely After New Year.

Publication Office, Toronto, October 15th.

THE advance of fifty cents in the price of sugar announced at the week-end and affecting all Canadian refineries with one exception, is the outstanding market feature of the week. The Canadian trade had been warned that such an advance was the natural trend of the market, but nevertheless it may appear somewhat illogical in the face of weakness in the American situation which during the past few weeks has amounted almost to demoralization.

The New York refiners to-day, with one exception, are selling at \$6.25 less 2%. The one exception is the Federal which is quoting \$6.00 on moderate quantities. The American basis at the moment is \$1.25 to \$1.50 under the high record mark of \$7.50. It is now evident that there was heavy speculation in the United States markets, owing to the heavy buying in England at the outbreak of the war. The United Kingdom is in the position of having the European market cut off and of being forced to buy 20,000 to 25,000 tons monthly of refined to meet deficiency between consumption and capacity of refineries. But the United Kingdom demand has been satisfied for the time being. At the same time United States merchants and consumers were buying heavily and there is now a falling off in domestic requirements as well. There is some talk of a revival of United Kingdom demand which might help strengthen the market there.

The American market at the moment is suffering a violent reaction. Prices advanced there on speculation while Canada continued on a more moderate basis. The American beet sugar crop is also a factor in weakening the situation.

The Canadian situation is different. To-day prices are above the American level, but they have not been advanced until the time when orders have been caught up. Raw sugar is being delivered at the moment at prices which almost equal selling price of refined. This is due to the fact that refiners were forced into a bull market to buy. Canada buys largely in preferential markets which were closed for a short time when war was declared by an embargo. Result—United Kingdom bought heavily through arrangement between government and merchants and Canada had to go into open markets and pay higher prices and higher duties. Ordinary duty of 40¾ was advanced to 1.37½, which is an advance of 96c, and in itself means an advance of almost 1c per pound.

There has been some improvement in the situation as regards imported fruits. A prominent member of the trade predicts that prices for early deliveries will be higher than the market but that there will be generally lower prices prevailing for deliveries after the 1st of the year. Some shipments have been made from Smyrna of figs and raisins. On the former there is an advance of 10% demanded on contracts for higher exchange and there will be increased freight and insurance of more than 5% more. Raising should not advance materials. Mediterranean shipments are also coming forward. Demand for these lines is not strong. California fruits are heavy and where increases were made buying is about over. Peaches are cheap on account of price of apples and prunes and apricots are dull with export markets cut off.

Tea situation is somewhat improved by announcement that shipments have been resumed from the East, but to what extent is not known. However, although demand is light, the fact that supplies were cut off for five weeks promises to keep prices firm. There is also some trouble with shipments from Japan. Coffees are heavy with Brazil forcing sales on account of financial depression while European market is cut off.

QUEBEC MARKETS.

Montreal, Act. 14.—The feature of the market this week is an advance of 50c per cwt. in the price of sugar for both St. Lawrence and Redpath's. It is agreed pretty well that this step was necessary in order to allow the refineries to turn out their product at a profit, in view of the high prices of raws.

Wholesalers say that collections are a little difficult to get in manufacturing centres. In the agricultural districts, however, things are much better. Business in many lines is reported slightly better, though taking things as a whole, they are quiet, due doubtless to the heavy buying which took place following the opening of the war, helped by high prices which ensued. It is significant that prices of many lines are beginning to fall, particularly rice, beans, and coffee. Tea continues to be hard to secure, yet business in this commodity is small.

SUGAR.—Both the St. Lawrence and the Redpath refineries raised the price of their sugar 50c per cwt. This occurred on Saturday morning, Oct. 10. Refiners state that they are unable to replace present stocks of raw, and sell refined at old price. Opinions were expressed by some that the advance was unexpected because raws were declining in New York. Wholesalers generally, however, are of the opinion that a further advance could not be avoided on account of high price of raw which Canadian refiners were compelled to pay at this time. Attention was drawn to the fact that three years ago, when there was no war, the price of refined here was only 15 to 20c less than to-day, after deducting the duty.

	Per 100 lbs.
Extra Granulated Sugar—	
100 lb. bags	6 75
20 lb. bags	6 85
2 and 5-lb. cartons	7 05
Second grade, in 100-lb. bags	6 70
Yellow Sugars—	
No. 3	6 60
No. 2	6 90
No. 1	6 35
Extra Ground Sugars—	
Barrels	7 15
50 lb. boxes	7 35
25 lb. boxes	7 55
Powdered Sugars—	
Barrels	6 95
50 lb. boxes	7 15
25 lb. boxes	7 35
Paris Lump—	
100 lb. boxes	7 50
50 lb. boxes	7 60
25 lb. boxes	7 80
Crystal Diamonds—	
Barrels	7 40
100 lb. boxes	7 60
50 lb. boxes	7 80
Cartons and half cartons	8 55
Crystal Dominoes, cartons	8 55

DRIED FRUITS. — Importers announce that they are having figs shipped

CANADIAN GROCER

from Smyrna this year. There is a feeling in the market that Spanish raisins, which are due to arrive on the "Jaona," will be cheaper this year. Growers have a limited market, which may bring the price down somewhat; at the same time there will be a number of shippers out of the running altogether. The tendency for prunes is down. Certain importers have ordered supplies from Bosnia; it will be interesting to know whether they come through in view of the unsettled state of that country.

EVAPORATED FRUITS.		Per lb.
Apples, 50-lb. boxes	.....	0 08
Nectarines, choice	.....	0 11
Peaches, choice	.....	0 09 1/2
Pears, choice	.....	0 14
Apricots	.....	0 15 0 16

DRIED FRUITS.		Per lb.
Candied Peels—		
Citron	.....	0 18
Lemon	.....	0 12
Orange	.....	0 13
Currants—		
Amaliam, loose	.....	0 07
Amaliam, 1-lb. pkgs.	.....	0 08 1/2
Filiatras, fine, loose, new	.....	0 07
Filiatras, packages, new	.....	0 08
Dates—		
Dromedary, package stock, per pkg.	.....	0 10 0 12 1/2
Fards, choicest	.....	0 11 0 14 1/2
Hallowee, loose	.....	0 06 0 08
Hallowee, 1-lb. pkgs.	.....	0 07 1/2 0 08
Prunes—		
40 to 50, in 25-lb. boxes, faced	.....	0 12 1/2 0 12
50 to 60, in 25-lb. boxes, faced	.....	0 10 1/2 0 11
60 to 70, in 25-lb. boxes, faced	.....	0 10 1/2 0 11
70 to 80, in 25-lb. boxes, faced	.....	0 09 0 09 1/2
80 to 90, in 25-lb. boxes, faced	.....	0 09 0 09
90 to 100, in 25-lb. boxes, faced	.....	0 08 1/2 0 08 1/2
Raisins—		
Malaga table, box of 22 lbs., according to quality	.....	5 00 6 00
Muscata, loose, 3 crown, lb.	.....	0 08 1/2
Sultana, loose	.....	0 12 0 12 1/2
Lower grades Sultana, 1 lb. pkgs.	.....	0 15 0 18
Valencia, new	.....	0 06 1/2 0 07 1/2
Seeded, fancy	.....	0 10
Seeded, choice	.....	0 09

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

RICE.—The rice market remains unchanged, following reduction of last week. Business is very quiet. Tapioca has dropped to 5 1/4-6c, due either to lack of business, or arrival of new supplies.

Rangoon Rices—		Per cwt.
Rangoon "B"	.....	3 50
"C.C."	.....	3 40
India bright	.....	3 65
Lustre	.....	3 75
Fancy Rices—		
Polished	.....	5 25
Pearl	.....	5 35
Imperial Glace	.....	5 65
Sparkle	.....	5 85
Crystal	.....	5 85
Ice drips	.....	5 30
Snow	.....	6 05
Carolina head	.....	7 85

Prices are per 100 lbs., packed in bags (250 lbs.), half-bags (100 lbs.), and quarter-bags (50 lbs.); add 10c per 100 lbs. for pockets (25 lbs.), and 20c for half-pockets (12 1/2 lbs.).

Imported Patna—		Per lb.
Bags, 24 lbs.	.....	0 05 0 05 1/2
Half bags, 11 1/2 lbs.	.....	0 05 1/2 0 06
Quarter bags, 5 1/2 lbs.	.....	0 05 1/2 0 05 1/2
Velvet head Carolina	.....	0 08 1/2 0 10 1/2
Sago, brown	.....	0 06 0 06 1/2
Tapioca—		
Pearl, lb.	.....	0 05 1/2 0 06
Seed, lb.	.....	0 05 1/2 0 06

MOLASSES.—A letter from Barbadoes this week states that for the greater part of the year the island has suffered from drought, but that heavy rains fell in September. If good weather should continue until February, a fair crop may be expected, though not nearly as good as the last one. Better figures are expected to prevail for molasses during 1915 as a result of this. New York importers confirm reports that several lots have been purchased in Montreal recently for American market. The guild price

remains the same at 35c per gal. outside Montreal, and 38c within the city. Wholesalers state that molasses sold on the basis of the present price of raws would bring 50c per gal., and that the present price was the opening price last year. They argue that molasses is selling at the proper level.

Barbadoes Molasses—	Prices for Island of Montreal.	
	Fancy.	Choice.
Punchoons
Barrels
Half barrels

For outside territories prices range about 2c 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 gal.
Barrels, per lb., 3 1/2c; 1/2 bbls., 4c; 1/4 bbls.	.....	0 02 1/2
Pails, 35 1/2 lbs., \$1.85; 25 lbs.	.....	1 40
Cases, 5 lb. tins, 2 doz. in case	.....	2 00
Cases, 10 lb. tins, 1 doz. in case	.....	2 00
Cases, 20 lb. tins, 1/2 doz. in case	.....	2 00
Maple Syrups—		
Pure, per 5 1/2 lb. tin	.....	0 75
Pure, in 15 gal. kegs, 8c per lb., or per gal.	.....	1 00
Maple sugar, pure, per lb.	.....	0 10 0 11

COFFEE.—Market is easy, with some indications of lower prices. Things are dragging along heavily, no business being done except for immediate requirements. No marked reductions have taken place, as nothing new is coming in. It will be three weeks before arrivals are big enough to affect the market. In the meantime slight reductions are being made as occasion warrants.

Coffee, Roasted—		Per lb.
Bogotas	.....	0 26 0 30
Jamaica	.....	0 25 0 28
Java	.....	0 23 0 28
Moroccan	.....	0 23 0 27
Mexican	.....	0 27 0 30
Mocha	.....	0 30 0 33
Rio	.....	0 19 0 22
Santos	.....	0 23 0 26
Chicory, per lb.	.....	0 12 0 15

NUTS.—What almonds are coming from Europe are now on the S.S. Jaona. Brazil nuts have declined from 15-16c to 13-14c. It is inferred that there has been a big crop, and that a decline has resulted from a limited market, export to Europe being cut off. New crop Taragonas have not arrived, but are due. California almonds are also due. There will likely be sufficient almonds on the market to supply the trade this Christmas. Lower prices on French walnuts are expected. Mixed nuts are beginning to move.

Shelled walnuts, per lb.	.....	0 50
Shelled almonds, 25-lb. boxes, per lb.	.....	0 45
Finest filberts	.....	0 14 0 15
Pecans—		
Large	.....	0 18 0 20
Almonds	.....	0 21 0 22
Walnuts, Grenoble	.....	0 21 0 22
Brazils, new	.....	0 15 1/2 0 16 1/2
Peanuts, No. 1, 12 1/2c; No. 2	.....	0 09 1/2 0 09 1/2
Peanuts, No. 3	.....	0 08 1/2

SPICES.—Spices are inclined to advance all round. Allspice is the only line which is not going up. High freights, war risks and scarcity of supplies are the cause for high prices.

	5 and 10-lb. boxes.	1/2-lb. pkgs. dozen.	1/4-lb. tins. dozen.
Allspice	0 15-0 18	0 10-0 12
Cassia	0 22-0 25	0 12-0 15
Cayenne pepper	0 30-0 35	1 10-1 25
Cloves	0 35-0 40	1 15-1 30
Cream tartar—Supply all sold.			
Ginger, Cochiti	0 21-0 25	.....
Ginger, Jamaica	0 25-0 30	0 25-1 10
Mace	0 25-1 10	.....
Nutmegs	0 30-0 35	1 05-1 25
Pepper, black	0 22-0 25	0 50-1 00
Pepper, white	0 31-0 32	1 05-1 20
Pastry spice	0 25-0 32	0 55-1 15
Pickling spice	0 20-0 25	0 75-0 90
Turmeric	0 20-0 22	.....

Lower prices for pails, boxes or baliers when delivery can be secured.	
Cardamon seed, per lb., bulk	..... 2 00 2 80
Caraway—	
Canadian	..... 0 12
Dutch	..... 0 20
Cinnamon, Ceylon, lb.	..... 0 20
Mustard seed, bulk	..... 0 15 0 22
Celery seed, bulk	..... 0 35 0 45
Cayenne chillies	..... 0 25 0 30
Shredded coconut, in pails	..... 0 30 0 25

DRIED VEGETABLES.—Prices of beans are still dropping, and everybody is waiting to see what the lowest level will be before buying. Consequently no business is being done. Jobbers are being offered beans at 15c bushel less than last week. Peas are following the same course. Barley is quiet.

Beans—		Per bushel
Hand picked, per bushel	.....	3 30
Canadian, white, per bushel	.....	3 00
Yellow, per bushel	.....	3 25
Yellow eyes, per bushel	.....	3 40
Lima, per lb.	.....	0 08 1/2 0 09
Peas, per bushel	.....	2 75
Peas, Imperial green, per bushel	.....	2 50
Barley, pot, per bag	.....	3 50
Barley, pearl	.....	5 00

TEA.—Ceylon and India teas, owing to the ports of Colombo and Calcutta having been closed because several British vessels have been sunk, two of which contained about 7,000,000 lbs. of tea, have advanced in London. This, of course, stiffened the market considerably here, and while business is dull, prices are holding firm. Recent advices from Japan confirm reports that the market is practically closed, most of the important tea buyers having left. What teas remain are held at very strong prices. Local market is decidedly stronger. Few teas are being offered, and when the shortage is realized, prices are almost certain to advance.

ONTARIO MARKETS.

Toronto, Oct. 15.—There is nothing more than can be said about the general condition of the market than that things are quiet and it seems likely that they will continue so. Wholesalers state that there seems to be a little more interest than after the first influence of the reaction, but that quiet conditions were to be looked for after the heavy buying which followed the outbreak of the war. There is one favorable feature of the situation and that the stocks which have been bought are for the most part in the hands of the consumer rather than the retailer. There is however, the other feature that in some cases they may not be paid for, and grocers, the trade generally, will do well to watch collections closely at a time like this for there are many who consider that the grocer is the first man that should give credit and about the last man that should be paid.

SUGAR.—Sugar has advanced half a cent a pound as predicted, and this in the face of demoralized conditions in the States. This goes to prove again that the markets do not act together. New York speculated on the strength of the war demand of Great Britain and this has been overdone. Canadian

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prices are forced up by high costs of raw and it is stated that some refiners have paid as high for supplies as they are getting for refined. All prices have been advanced with the exception of Acadia, which refinery was 40c above the market previously and is now 10c below. This is the position it occupied prior to the opening of the war. Advance comes at a time when orders have generally been filled.

Extra Granulated Sugars, Montreal Refined—per 100 lbs.	
100 lb. bags	6 81
20 lb. bags	6 91
10 lb. bags	6 96
2 and 5-lb. cartons	7 10
Nova Scotia refined, 100-lb. bags	6 71
Extra Ground Sugars—	
Barrels	7 21
50 lb. boxes	7 41
25 lb. boxes	7 61
Powdered Sugars—	
Barrels	7 01
50 lb. boxes	7 21
25 lb. boxes	7 41
Crystal Diamonds—	
Barrels	7 56
100 lb. boxes	7 56
50 lb. boxes	7 66
Paris Lump—	
100 lb. boxes	7 56
50 lb. boxes	7 66
25 lb. boxes	7 86
Cartons (20 to case)	8 11
Cartons (50 to case)	8 61
Crystal Dominoes, cartons	8 71
Yellow Sugars—	
No. 1	6 41
Barrels granulated and yellow may be had at 5c per cwt. above bag prices.	

DRIED FRUITS.—Market is generally quiet, but prices for imported lines are firm for the time being. There is a feeling in the trade that for deliveries of January and later there will be a different story. Situation as regards figs and Sultana raisins has improved and Mediterranean fruits should be plentiful shortly. Shipments of figs to date have been light and shippers are demanding an increase of 10 per cent, on contracts to cover higher exchange while higher freights and insurance equal more than 5 per cent. additional. Only about 3,000 cases of Sultana raisins have been shipped and consignments will be slow for some time. Generally the situation is that first arrivals will be light and prices higher, but the market should ease after the first of the year. In California fruits the market is quiet. Demand is over for lines where there has been price activity and there is little moving in prunes or apricots. Peaches continue easy in sympathy with apples.

Apples, evaporated, per lb.	0 07	0 08
Apricots—		
Standard, 25 lb. boxes	0 13	0 14
Choice, 25 lb. boxes	0 14	0 15½
Candied Peels—		
Lemon	0 14	0 16
Orange	0 14	0 16
Citron	0 20	0 22
Currents—		
Filiatras, per lb.	0 08	0 08½
Amalas, choicest, per lb.	0 09	0 09½
Patras, per lb.	0 10	0 11
Vostizna, choicest	0 11½	0 12
Vostizna, shade dried	0 13	0 13½
Cleaned, ½ cent more.		
Dates—		
Pards, choicest, 12-lb. boxes	0 09	0 09½
Pards, choicest, 60-lb. boxes	0 09½	0 10
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 13	0 13½
60-70s, 25 lb. boxes	0 10	0 10½
70-80s, 25 lb. boxes	0 09½	0 10
80-90s, 25 lb. boxes	0 09	0 09½
90-100s, 25 lb. boxes	0 07½	0 08
25-lb. boxes ¼c more.		
Peaches—		
Standard, 50-lb. boxes	0 07	0 07½
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 10	0 10½
Seeded, choice, 12 oz. packets	0 09½	0 10
Seedless, 16 oz. packets	0 11	0 11½
Seedless, 12 oz. packets	0 10	0 10

RICE.—Practically no change in market since reduction a week ago, although light demand tends to ease situation further. Tapioca is also inclined to be easier.

Rice—		
Rangoon, per lb.	0 05½	0 06
Rangoon, fancy, per lb.	0 04½	0 05
Patna, per lb.	0 05½	0 06
Japan, per lb.	0 05	0 05
Java, per lb.	0 05	0 05½
Carolina, per lb.	0 09	0 10
Sago—		
Brown, per lb.	0 06	0 06½
White, per lb.	0 06	0 06
Tapioca—		
Bullet, double goat	0 10½	0 10½
Medium pearl	0 06	0 07
Seed pearl	0 06	0 07
Flake	0 10½	0 10½

NUTS.—There is little change in the market of interest to the retailer. It is believed that there will be easier prices for many lines after the end of the year but early shipments will be generally high owing to difficulties in making shipments.

In Shell—		Per lb.
Almonds, Tarragona	0 17½	0 19
Brazils, medium, new	0 11	0 12
Brazils, large, washed, new	0 12	0 14
Chestnuts, peck	1 75	2 00
Filberts, Sicily, new	0 15	0 17
Peanuts, Jumbos, roasted	0 12½	0 13½
Peanuts, hand-picked, roasted	0 10½	0 11
Peanuts, fancy, roasted	0 09	0 10
Pecans	0 17	0 18
Walnuts, Grenoble	0 17	0 17½
Walnuts, Bordeaux	0 14	0 14
Walnuts, Marbois	0 15	0 15
Shelled—		
Almonds	0 55	0 55
Filberts	0 10½	0 11½
Peanuts	0 58	0 60
Pecans	0 58	0 60
Walnuts	0 55	0 60

COFFEE.—There has been a reaction of price to the extent of about three cents a pound but the cheap coffees have not yet been received and it may be a month before the market here feels the full effect. Easiness caused by situation in Brazil, where for financial reasons sales are being forced and also throughout the rest of South America owing to general state of export trade which leaves the American continent as only free market. Mochas and Javas are a trifle easier in sympathy, but bulk of Canadian coffee comes from South America.

Coffee—		
Standard Old Govt. Java	0 36	0 38
Plantation Ceylon	0 30	0 34
Java	0 30	0 34
Arabian Mocha	0 31	0 34
Guatemala	0 30	0 32
Rucramanga	0 30	0 32
Mexican	0 30	0 32
Maracabo	0 28	0 30
Jamaica	0 28	0 28
Santos	0 24	0 26
Rio	0 18	0 22
Chicory	0 14	0 14

BEANS.—Deliveries are coming slowly and farmers are showing a continued reluctance to sell. Indications are that there will be good prices for the new crop so long as there is no material change in the European situation. Lima beans are inclined to be a shade easier. Situation for peas is firm.

Beans—		Per bushel.
Canadian, hand picked	3 25	3 50
Canadian primes	3 00	3 25
Lima, per lb.	0 10	0 10
Peas, blue, Canadian, per bush.	2 75	3 00
Peas, white, per bush.	2 75	3 00

SPICES.—With light demands fol-

lowing the pickling season there seems to be a tendency on the part of spices to recover from the war advance and to react to a more normal basis. As yet there are no general reductions, but even for peppers there is an easier feeling and some reductions may be expected. A further reduction of 10c lb. is made for cream tartar, the market showing further easiness on additional shipments arriving from France; future, however, is uncertain and outlook not favorable.

Spices—		Compound, per lb.	Pure, per lb.
Allspices, ground	0 12	0 12	0 15
Allspice, whole	0 12	0 12	0 17
Cassia, whole	0 21	0 21	0 26
Cassia, ground	0 18	0 19	0 21
Cinnamon, Batavia	0 28	0 28	0 33
Cloves, whole	0 21	0 22	0 26
Cloves, ground	0 21	0 22	0 26
Cream of tartar	0 25	0 35	0 45
Curry powder	0 14	0 17	0 20
Ginger, Cochin	0 17	0 20	0 23
Ginger, Jamaica, ground	0 17	0 20	0 23
Ginger, Jamaica, whole	0 17	0 20	0 23
Ginger, African, ground	0 17	0 20	0 23
Mace	0 30	0 35	0 40
Nutmegs, brown, 56s, 52c;			
50s, 42c; 100s			0 37
Nutmegs, ground, bulk, 45c;			
1 lb. tins			0 50
Pastry spice	0 27	0 30	0 33
Peppers, black, ground	0 12	0 16	0 19
Peppers, black, whole	0 20	0 22	0 25
Peppers, white, ground	0 19	0 21	0 24
Peppers, white, whole	0 31	0 33	0 35
Pickling spice	0 17	0 17	0 17
Turmeric	0 18	0 20	0 20

SYRUPS.—Business should improve with cooler weather, warm days having tendency to retard orders. Market is inclined to be firm as corn is steady and there is said to be some outside demand for Canadian stocks of molasses.

Syrups—		Per case.
2 lb. tins, 2 doz. in case	2 85	3 00
5 lb. tins, 1 doz. in case	2 80	2 90
10 lb. tins, ½ doz. in case	2 85	2 85
20 lb. tins, ¼ doz. in case	2 85	2 85
Barrels, per lb.	0 05½	0 06
Half barrels, lb.	0 04	0 04½
Quarter barrels, lb.	0 04	0 04½
Falls, 25 lbs. each	1 85	1 85
Falls, 25 lbs. each	1 40	1 40
Molasses, per gallon—		
New Orleans, barrels	0 28	0 28
New Orleans, half-barrels	0 28	0 28
West Indies, barrels	0 24	0 25
West Indies, half barrels	0 25	0 25
Barbados, fancy, barrels	0 45	0 45
Barbados, fancy, half barrels	0 47	0 51
Maple Syrup—Compound—		
Gallons, 6 to case	4 40	4 80
½ gal., 12 to case	4 70	5 40
¼ gal., 24 to case	4 70	5 40
Pints, 24 to case	2 60	3 00
Maple Syrup—Pure—		
5 gallon cans, 1 to case	6 45	6 90
Gallons, 6 to case	6 00	6 50
½ gallons, 12 to case	6 55	7 25
Quarts, 24 to case, in glass	7 00	7 25
Pints, 24 to case	4 00	6 90
Maple Sugar—		0 12½
Pure, per lb.		
Maple Cream Sugar—		
24 twin bars	1 80	1 80
40 and 48 twin bars	3 00	4 85
Maple butter, lb. tins, dozen	1 80	1 80

TEA.—Anything that may be said about the future of the tea situation is little more than speculation. At all times tea is subject to unforeseen changes, but in a time like this the difficulties are greatly accentuated. A favorable feature of the market during the past week has been that shipments from India have been resumed. The latest advices, however, give no indication of the extent to which shipments are being made. At this time it is very difficult to get any information whatever owing to cable troubles and to the fact that there is little given in detail about shipments on account of the activities of German cruisers. Often there is no advice of the shipment until it arrives in port. Prices

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at the time are about 1d. above quotations before the war in London. There is some talk among tea dealers about the probability of the embargo being reimposed, and the Canadian Government putting a tax on tea to meet further war expenses; but opinions in regard to these matters are nothing but speculation, for the powers that be are not likely to give any intimation as to their course until a definite step has been decided upon. Prices have been weakened in some quarters by lack of domestic demand.

MANITOBA MARKETS.

Winnipeg, Oct. 15.—The week shows various price changes, the majority of these being in downward direction. Indications, however, are that a number of lines will advance in price before any great time, and the general tone to the market is firm. Business has been rather light during the week. This is an exceptional year, and it is hard to estimate what amount of buying will take place in any given period. The retailers' stocks are so limited that they frequently have to buy heavily, and then will go for some little time without placing further orders. There are indications that the country merchants are getting in their collections to a very fair extent. It still appears that the movement in this line is better throughout the provinces than in the larger centres.

The war, of course, continues to bring unlooked-for advances in many lines. Shelled walnuts, for instance, are hard to secure from France, and price for these is now quoted at 51c, as against 33c a year ago. As a matter of fact, there are few walnuts on Winnipeg market. Another shipment is, however, on the way, and this will probably bring a slight reduction in price. There is no doubt, however, that dealers will have to pay much more for their fall and Christmas nuts, and will consequently have to charge higher prices to their customers. Although Spain is not directly interested in the war, yet almonds which come from there will be much higher as a result of increased transportation and insurance costs.

Powdered milk has advanced somewhat during the past few weeks, general quotations now being: Domestic size (2 doz. per case), \$4.50; sample size (4 doz. per case), \$3.60.

SUGAR.—Sugar has advanced 50c per cwt. again. The supply is fairly satisfactory at present, and wholesalers are now able to completely fill their orders. The reason for the advance is that refined prices are still somewhat below the prices warranted by the raw market.

Sugar, Eastern—	Per cwt. in sacks.
Extra standard granulated	6 70
Extra ground or icing	7 20
Powdered	7 40
Lumps, hard	7 45
Montreal yellow	6 30

Sugar, Western Ontario—	
Sacks, per 100 lbs.	7 10
Barrels, per cwt.	6 05
Halves, 50 lbs., per cwt.	6 15
Bales, 20 lbs., per cwt.	6 15
Powdered, barrels	6 40
Powdered, 50s	6 75
Powdered, 25s	7 05
Icing, barrels	6 70
Icing, 50s	6 95
Icing, 25s	7 10
Icing, pails	7 00
Cut loaf, barrels	6 80
Cut loaf, 50s	7 05
Cut loaf, 25s	7 30
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, ½ 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 53
New Orleans	0 34
Maple Syrups—	
Imperial quarts, case, 2 doz.	Per case. 6 40
Imperial ½ gal., 1 doz.	6 55
New, pure, ½ gal., case	9 00
New, pure, ¼ gal., quarts, case 2 doz.	9 70
New, pure, quart bottles, case 2 doz.	9 75

DRIED FRUITS.—There has been no change in prices of currants during the week, but fresh arrivals are expected shortly, when a price of about 8½c will probably be fixed. Apples remain the same as a week ago, but still lower prices are quite likely, owing to the abundance of crop. Apricots are being quoted a cent. lower this week. There is a larger supply available, and exportation has, of course, been seriously interfered with. Prunes remain steady at present, but are almost certain to drop. As with apples, so with evaporated peaches, the large crop makes lower prices seem likely. There have, however, been no changes as yet. Raisins, at the present low quotations struck a week ago, seem to be very good buying from what can be learned. There is a likelihood of an advance here.

Apples, evaporated, new, 25s	0 08½
Apricots, choice, 25's	0 12
Apricots, choice, 10's	0 13
Apricots, standard, 25's	0 11½
Currants—	
Dry clean	0 09½
Washed	0 10
1 lb. package	0 09½
2 lb. package	0 19
Vostizias, 1 lb.	0 12½
Dates—	
Hallowi, loose, per lb.	0 06½
Hallowi, 1 lb. pkgs.	0 07½
Fard dates, 12-lb. boxes	1 10
Peaches—	
Standard, 25-lb. boxes	0 06½
Choice, 25-lb. boxes	0 07½
Choice, 10-lb. boxes	0 08½
Extra choice, 25-lb. boxes	0 08½
60 to 70	0 10
80 to 90	0 10½
40 to 50	0 11½
Raisins, Valencias—	
Extra select Valencias, 25's, box	2 15
Raisins, Sultanas—	
California	0 09½
Smyrnas	0 12½
Raisins, Muscatis—	
3 crown loose, 50's	0 08½
3 crown, loose, 25's	0 08½
Choice, seeded, lb.	0 09½
Extra fancy seeded, lb.	0 09½
12-oz. packages, fancy	0 07½
12-oz. packages, choice	0 07½
Raisins, Australians—	
Lexias, 56-lb. boxes	0 08½
Prunes, in 25-lb. boxes—	
80 to 100	0 08½
80 to 90	0 08½
70 to 80	0 09½

TEAS AND COFFEES.—Santos and Rio's are up a ½c on the primary market, this being due to a shortage, which has made a decrease in the visible supply, and also to the fact that the estimate on the new crop has been found too large. The Brazilian exchange has also had influence here, this having advanced from 10d. to 13d. on the pound sterling. Teas, in spite of conditions which seem

to justify an advance, are being held steady.

Coffee—	Per lb.
Rio, No. 5, green	0 19½
Rio, roasted	0 16
Santos, green, No. 4	0 15
Santos, roasted	0 22½
Chicory, per lb.	0 07
Teas—	
Japans—	
Choicest basket, fired	0 40
Choicest, pan fired	0 40
Very fine, pan fired	0 35
Medium, pan fired	0 30
Common, pan fired	0 25
India and Ceylon—	
Souchongs	0 30
Pekoe Souchongs	0 35
Pekoe	0 40
Broken orange and orange	0 40
China—	
Fine Keelum	0 50
Good Packum	0 35
Common moning	0 25

BEANS.—During the week Canadian hand-picked have been reduced to \$3.50, and further developments in the East have caused new 3's to be quoted at \$3.20, instead of \$3.30, as last week, this for delivery November 1. This lower price for the new crop is due to the fact that it now seems likely the first arrivals of Ontario beans will be soft and wet, and much inferior to the Canadian hand-picks now being offered. Good hard hand-picked beans, according to present indications, are going to be high in price and scarce, and the present price of \$3.50 seems reasonable under the conditions.

Beans—	
Austrian, hand picked	3 65
Canadian, hand picked	3 50
3 lbs. pucker	3 40
Barley—	
Pot, per sack, 96 lbs.	3 10
Pearl, per sack, 98 lbs.	4 60
Peas—	
Split peas, sack, 98 lbs.	3 30
Whole peas, bushel	2 25

RICE AND TAPIOCA.—No further decline has been struck in tapioca. Rice remains as a week ago.

Rice and Tapioca—	
No. 1 Japan, per lb.	0 05½
No. 2 Japan, per lb.	0 05
Siam, per lb.	0 04½
Paina, per lb.	0 06½
Carolina, per lb.	0 08
Sago, pearl, per lb.	0 05½
Tapioca, pearl, per lb.	0 05

CANNED GOODS.

ONTARIO AND QUEBEC PRICES 1914 PACK. VEGETABLES.

	Group A.
2's Asparagus tips	\$2 32½
2's Asparagus butts	1 47½
2's Beans, crystal wax	1 05
2's Beans, golden wax, midget	1 25
2's Beans, golden wax	0 95
3's Beans, golden wax	1 32½
Gals. Beans, golden wax	3 77½
2's Beans, Lima	1 22½
2's Beans, red kidney	1 00
2's Beans, Refuge or Valentine green	0 95
3's Beans, Refuge (green)	1 32½
2's Beans, Refuge, midget	1 25
Gals. Beans, Refuge	3 77½
2's Beets, sliced blood red, Simcoe	1 00
2's Beets, whole, blood red, Simcoe	1 30
3's Beets, sliced, blood red, Simcoe	1 35
3's Beets, whole, blood red, Simcoe	1 40
3's Beets, whole, blood red, Rosebud	1 45
2's Peas, standard, size 4	0 95
2's Peas, early June, size 3	0 97½
2's Peas, sweet wrinkles, size 2	1 00
2's Peas, extra fine sifted, size 1	1 40
Gals. Peas, standard	4 07½
Gals. Peas, Early June	4 17½
Gals. Peas, sweet wrinkles	4 32½
2's Spinach	1 15
3's Spinach	1 50
Gal. Spinach	4 55

FRUITS.

2's Blueberries, standard	1 52
2's Blueberries, preserved	1 72½
Gals. Blueberries, std.	6 57½
2's Blk. cherries, pitted, H.S.	1 25½
2's Blk. cherries, not pitted, H.S.	1 25½
2's Red ptd. cherries, H.S.	1 92½
2's Cherries, red, pitted, L.S.	1 45
2's not ptd. red cherries, H.S.	1 52½
Gals. ptd. red cherries	8 52½
Gals. not ptd. red cherries	8 02½
2's Cherries, white, ptd. H.S.	1 92½
2's Cherries, white, not ptd. H.S.	1 62½
2's Black currants, H.S.	1 47½

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2's Preserved black currants	1 77½
Gals. black currants, st'd.	5 27½
Gals. black currants, solid pack	8 27½
2's Red currants, H.S.	1 47½
2's Red preserved currants	5 77½
Gals. red currants, standard	8 27½
Gals. red currants, solid pack	8 27½
2's Gooseberries, H.S.	1 47½
2's Gooseberries, preserved	1 77½
Gals. gooseberries, standard	7 02½
Gals. gooseberries, solid pack	8 77½
2's Lawtonberries, heavy syrup	1 97½
2's Lawtonberries, L.S. (group B)	1 45
2's Lawtonberries, preserved	2 17½
Gals. Lawtonberries, std.	7 07½
2's Raspberries, black, H.S.	1 97½
2's Raspberries, black, L.S. (group B)	1 45
2's Raspberries, black, preserved	2 17½
Gals. Raspberries, black, std.	7 07½
Gals. Raspberries, black, solid pack	9 32½
2's Raspberries, red, H.S.	1 97½
2's Raspberries, red, L.S. (group B)	1 45
2's Raspberries, red, preserved	2 17½
Gals. Raspberries, red, std.	7 32½
Gals. Raspberries, red, solid pack	9 32½
2's Rhubarb, preserved	1 57½
2's Rhubarb, preserved	2 32½
Gals. Rhubarb, standard	3 57½
2's Strawberries, H.S.	2 17½
2's Strawberries, preserved	2 32½
Gals. Strawberries, standard	7 57½
Gals. Strawberries, solid pack	9 82½
(Group B 2½c dozen lower.)	

SASKATCHEWAN MARKETS.

By Wire.

Regina, Oct. 14.—Thanksgiving business was brisk. While sugar declined slightly on New York market, it is higher in Canada. Cheese has firmed up. Little dairy butter is offering through country. New canned goods are now on market. Potatoes are firm, owing to the fact that shipping season is drawing to a close with advance of cold weather.

Produce and Provisions—	
Butter, creamery, per lb.	0 29 0 30
Butter, dairy, No. 1	0 21 0 21
Cheese, per lb.	0 17½ 0 18
Eggs, fresh, per doz.	0 25 0 25
Lard, 3's, per case	7 50 7 50
Lard, 5's, per case	7 45 7 45
Lard, 10's, per case	7 40 7 40
Lard, 20's, each	2 80 2 80
General—	
Beans, Ontario, per bushel	3 65 3 65
Coffee, whole roasted, Rio	0 22 0 22
Cream of tartar, lb.	0 22 0 22
Cocunut, lb.	0 20½ 0 20½
Evap. apples, 50's	0 12½ 0 12½
Potatoes, new, per bush., B.C., \$1.25;	
N. B.	1 10 1 10
Rolled oats, 20's, 32c; 40's, \$1.00; 50's	3 10 3 10
Rolled oats, ball of 80 lbs.	3 10 3 10
Flour, 92's.	3 45 3 45
Rice, per cwt.	4 50 4 50
Sugar, standard, gran., per cwt.	6 67 6 67
Sugar, yellow, per cwt.	6 17 6 17
Walnuts, shelled, 5c; almonds	6 53 6 53
Canned Goods—	
Apples, gals., case, \$1.61-\$1.91, doz.	2 82 2 82
Broken beans, 2's	2 60 2 60
Corn, standard, per 2 dozen	2 21 2 21
Peas, standard, per 2 dozen	2 00 2 00
Plums, Lombard	2 10 2 10
Peaches	3 14 3 14
Strawberries and raspberries	4 71 4 71
Tomatoes, standard, per dozen	2 65 2 65
Salmon—	
Sockeye, 1's, 4 doz, case	9 85 9 85
Sockeye, ½'s	12 35 12 35
Cohoos, 1's	6 00 6 00
Humpbacks, 1's	4 00 4 00
Fruits—	
Apples, per bbl., Ontario	4 00 4 25
Lemons	10 00 10 00
Oranges	4 00 4 50
Dried Fruits—	
Currants, per lb.	0 11½ 0 11½

ALBERTA MARKETS.

By Wire.

Edmonton, Oct. 14.—Ontario beans are scarce yet, while price remains same. Salmon supply also appears unequal to demand. Sugar, granulated and yellow, have increased 50c 100 cwt. Butter, dairy, advances to 26c. Potatoes are now 65c per bushel. Apples supply is good, and prices are lower.

Wheat was selling in Edmonton from 90c to 95c, and the local millers have been very busy this past week receiving as many as twenty carloads a day. The farmers are surely reaping a double har-

vest, for the cereals are good, and the price is equally advantageous. Farmers to-day are refusing to sell potatoes at less than \$1 a bushel.

Produce and Provisions—	
Butter, creamery, per lb.	0 32 0 32
Butter, dairy, No. 1, 25c; No. 2.	0 20 0 20
Cheese, per lb.	0 16½ 0 17
Lard, pure, 3's, per case	7 50 7 50
Lard, pure, 5's, per case	7 45 7 45
Lard, pure, 10's, per case	7 40 7 40
Lard, pure, 20's, each	2 43 2 43
General—	
Beans, Ontario, per bushel	3 40 3 50
Coffee, whole roasted, Rio	0 15½ 0 20
Evaporated apples, 50's	0 11 0 11½
Potatoes, per bush.	0 60 0 60
Rolled oats, 20's	0 79 0 79
Rolled oats, ball	3 40 3 40
Flour, 92's, \$3.55-\$3.65; rolled oats, 20's	2 50 2 50
Rice, per cwt.	4 50 4 50
Sugar, standard gran., per cwt.	7 07 7 07
Sugar, yellow, per cwt.	6 67 6 67
Canned Goods—	
Apples, gals., case	1 85 1 85
Corn, standard, per two dozen	2 15 2 15
Peas, standard, 2 dozen	1 95 1 95
Plums, Lombard	2 20 2 20
Peaches	3 15 3 15
Strawberries, 4 doz; raspberries	4 20 4 20
Tomatoes, standard, per dozen	2 45 2 45
Salmon, sockeye, 4 doz, talls, case, 1s	9 50 9 50
Cohoos, 1's, 57.35; humpbacks, 1's.	4 50 4 50
Fruits—	
Lemons	6 00 6 70

NEW BRUNSWICK MARKETS.

(By wire.)

St. John, N.B., Oct. 13.—There has been a sharp drop in Ontario flour of 40c. Dealers say this was caused by the banks pushing small millers and forcing them to turn stock to cash. No change is expected in Manitoba. Local sugar is unaffected by Montreal advance. Molasses are higher at 34½ to 35c. Beans are much easier, white being \$3.15 to \$3.20, and yellow \$3.70 to \$3.75. New crop is coming on market. Cream tartar scarcity has advanced price to 55c to 58c. Very little here. Currants are easier at 10¼ to 10½c lb. Cheese is firmer at 16¼ to 16½c. Eggs are shade lower and butter is steady. Ten thousand bushels of potatoes were sent from here this week to England for the army. There is abundant crop in the province and plenty of apples, but poultry is scarce.

Produce and Provisions—	
Racon, breakfast, per lb.	0 20 0 22
Racon, roll, per lb.	0 17 0 17
Beef, barrel	28 25 28 20
Beef, corned, 1 lb.	3 15 3 30
Pork, American clear, per bbl.	28 00 30 00
Pork, domestic, per bbl.	29 00 29 00
Butter, dairy, per lb.	0 22 0 23
Butter, creamery, per lb.	0 23 0 24
Eggs	0 26 0 27
Lard, compound, per lb.	0 11 0 11½
Lard, pure, per lb.	0 13½ 0 13½
Flour and Cereals—	
Cornmeal, gran.	6 00 6 00
Cornmeal, ordinary	1 90 1 90
Flour, Manitoba, per bbl.	7 55 7 55
Flour, Ontario	6 85 6 85
Rolled oats, per bbl.	6 75 6 75
Oatmeal, standard, per bbl.	7 40 7 40
Fresh Fruits and Vegetables—	
Lemons, Messina, box	7 00 7 00
Oranges, Val., case	4 00 5 50
Potatoes, new, bbl.	1 25 1 35
Sugar—	
Standard granulated	7 00 7 10
United Empire	6 90 7 00
Bright yellow	6 80 6 90
No. 1 yellow	6 80 6 80
Paris lumps	8 00 8 00
Peas, white, per bush.	3 15 3 20
Peas, yellow eyes, per bush.	3 70 3 75
Canned pork and beans, per case	2 50 3 00
Molasses, per gal.	0 34½ 0 35
Cream of tartar, per lb., bulk	0 35 0 38
Currants, per lb.	0 19½ 0 19½
Rice per cwt.	4 50 4 50
Cheese, per lb.	0 16½ 0 16½

cently by William H. Barker, general manager of the British Columbia Packers' Association.

"From remarks made and items published," he said, "the general opinion seems to be that the war would benefit us by creating additional demand for our products, which are canned, fresh, and frozen fish. Such, however, is not the case for several reasons. Quite a large proportion of our pack goes to the United Kingdom and is usually sold ahead of pack. This year, sales commenced early in the year and continued to the latter part of July. Quite a lot of this is re-sold by the English buyers to the Continent—principally France—but all countries are buyers through the English houses.

"This Continental business is entirely suspended, and English houses are consequently slow in taking delivery. Ocean freights have advanced and there is also the necessary war risk. Some goods are especially packed for Germany. These, of course, will have to be held some time and we will likely have to find other outlets for them.

"Considering that the total pack of the Pacific Coast is some 2,000,000 cases short of last year, and that there was a carry-over of over a million cases from 1912—all of which had gone out of first hands before this year's pack was available—prices are one dollar a case lower than those of 1912, and actually less than the earlier English sales.

"The cost of the pack this year is very much higher than last, raw fish alone costing \$2.40 per case more than in 1913, so that it can readily be seen that the war has not raised prices of our goods, but actually had the opposite effect by stopping some business altogether and curtailing all business to some extent."

J. E. McColl of Sedley, Sask., had the misfortune to have his general store and almost the entire contents destroyed by fire last month. The fire started in the upper storey and is supposed to have been caused by the explosion of a lamp. The telephone office next door and an implement warehouse were also consumed. The loss was partially covered by insurance. Mr. McColl contemplates rebuilding as soon as possible. In the meantime he is continuing business in a small rented hall.

LICENSE ON FUR DEALERS.

The Game and Fisheries Department of the Ontario Government have placed a license fee of \$2 on all dealers in protected fur-bearing animals or their pelts.

A statement in regard to the effects of the war upon the business of the big packing companies engaged in the British Columbia fish trade was made re-

Higher Wheat Strengthens Flour Markets

Situation Shows Dull Domestic Conditions With Lower Prices For Ontario—Deliveries of Wheat Are Short and Prices Advancing—Mill Feeds Are Still Weaker.

MONTREAL.

FLOUR.—Prices of flour are unchanged, and it depends much on how long the consumer and the retailer can go on without buying, whether the price remains where it is or falls. Practically no export business is being done, and domestic business is very quiet. Millers refuse to give an inkling of how they feel in the matter. It is believed that retailers' stocks are not so very big, and better trade is anticipated.

Manitoba Wheat Flour—		Per bbl.
First patents	.....	6 70
Second patents	.....	6 30
Strong bakers'	.....	6 00
Flour in cotton sacks, 10 cents per barrel more.		
Winter Wheat Flour—		Car Small
		lots. lots.
Fancy patents	.....	6 25 6 50
90 per cent.	.....	5 75 6 00
Straight roller	.....	5 70 6 00
Blended flour	.....	5 75 6 25

CEREALS.—Rolled oat market remains firm generally. Millers are anxiously waiting for the new crop. As soon as they get it, and start milling it, prices may be easier. Prices of other cereals remain the same.

Cornmeal—		Per 96-lb. sack.
Kiln dried	.....	2 45 2 50
Softer grades	.....	2 20 2 35
Rolled Oats—		90's in jute.
Small lots	.....	3 12½ 3 50
25 bags or more	.....	3 07½
Rolled oats in cotton sacks, 5 cents more.		
Oatmeal—fine, standard and granulated, 10 per cent. over rolled oats in 90s, in jute.		
Rolled Wheat—		100-lb. bbls.
Small lots	.....	3 50
Hominy, per 96-lb. sack	.....	2 75

FEEDS.—Smaller mills, having big stocks to clear off their hands, are selling at very low prices. Bran can be bought as low as \$23, while the larger mills are quoting \$25. Owing to the heavy demand for flour recently, a surplus of bran, etc., was accumulated, which accounts for these large stocks and low prices. The smaller miller is inserting the thin edge of the wedge, and if he continues, the larger mills will be compelled to follow. Business is decidedly dull.

Mill Feeds—		Car lots, per ton
Bran	.....	25 00
Shorts	.....	27 00
Middlings	.....	29 00 30 00
Wheat moulee	.....	30 00
Feed flour	.....	35 00 38 00
Mixed chop, ton	.....	38 00
Crushed oats, ton	.....	38 00
Barley, pot, 96 lbs.	.....	3 00 4 00
Oats, chop, ton	.....	38 00
Barley chop, ton	.....	38 00
Feed oats, Manitoba, bush.	.....	0 65

TORONTO.

FLOUR.—The wheat market has added strength during the week and basis is to-day 3c above same time last week. This gives strength to flour despite fact that there is practically no domestic demand and little open export business is being done. However, millers are still working on government orders and there are large amounts that can go into storage to restore conditions as existing when the war broke. There is also some

talk at the moment of bakers looking for contracts and this would give further strength. Strength of wheat is due to fact that there is a big falling off in deliveries being made. A few weeks ago deliveries were three times the normal period of a year ago and at the moment the showing is but 25 per cent. of what might be expected at the season. There is little indication of lower prices so long as the European situation does not show material improvement. Ontario flour continues weak although somewhat stronger than week ago. Reports are of sales in car lots being made as low as 450. Weakness is result of farmers delivering heavily a short time ago and millers competing for the passing business.

Manitoba Wheat Flour—		Small Car
		lots. lots.
First patent	.....	6 50 6 80
Second patent	.....	6 30 6 10
Strong bakers	.....	6 10 5 70
Flour in cotton sacks, 10c per bbl. more.		
Winter Wheat Flour—		Small Car
		lots. lots.
Fancy patents	.....	6 50 6 30
90 per cent.	.....	5 70 4 90
Straight roller	.....	5 50 4 80
Blended flour	.....	5 35 4 95

CEREALS.—The situation shows some reaction from a week ago and although there has been no change in prices the market is stronger with only a small volume of business passing at the moment in the domestic department. Demand for export is active and if this continues higher prices must be looked for. Millers naturally favor big orders than job lots.

Barley, pearl, 96 lbs.	.....	5 00
Buckwheat grits, 96 lbs.	.....	6 50
Corn flour, 96 lbs.	.....	2 50 3 00
Cornmeal, yellow, 96 lbs.	.....	2 65 2 75
Graham flour, 96 lbs.	.....	3 00 3 30
Hominy, granulated, 96 lbs.	.....	3 00
Hominy, pearl, 96 lbs.	.....	3 00
Oatmeal, standard, 96 lbs.	.....	3 00
Oatmeal, granulated, 96 lbs.	.....	3 00
Peas, Canadian, boiling, bush.	.....	2 75 3 00
Peas, split, 96 lbs.	.....	5 00
Rolled oats, 96-lb. bags	.....	3 25 3 45
Rolled wheat, 100-lb. bbl.	.....	3 75 4 00
Rye flour, 96 lbs.	.....	3 00
Wheatlets, 96 lbs.	.....	3 75 4 00
Whole wheat flour, 96 lbs.	.....	3 75 4 00

MILL FEEDS.—Continued open weather together with fact that mills are working capacity further weakened market for mill feeds. Bran is now quoted at \$23 as a basis although there are figures above and there have been sales made as low as \$22. Shorts are also off a dollar but feed flour is firm and in good demand in sympathy with prices of wheat. Cold weather may now be expected at any time to give strength to this department by cutting off pasturage.

Mill Feeds—		Mixed cars, per ton
Bran	.....	23 00 25 00
Shorts	.....	26 00 28 00
Middlings	.....	29 00 31 00
Wheat moulee	.....	30 00
Feed flour, per bag	.....	1 80 1 85
Oats—		
No. 3 Ontario	.....	0 45
No. 3, C. W.	.....	0 51

WINNIPEG.

FLOUR AND CEREALS.—No changes whatever in price have been struck during the week. A number of the mills have been working upon the Manitoba gift of 50,000 bags of flour for the Imperial Government. This is so spread around, however, that it is not interfering with production for other purposes at all. Present indications are for a steady market, although the seed market is weak at present.

Manitoba Wheat Flour—		Per bbl.
First patents	.....	6 40
Second patents	.....	6 20
Strong bakers'	.....	6 10
Cereals—		
Rolled oats, per 90 lbs.	.....	2 80
Oatmeal, fine, standard and gran'd, 96 lbs	.....	2 80

WANT BUSINESS TAX REMOVED.

Winnipeg, Oct. 1.—The Retail Merchants' Association here is endeavoring to get the City Council to remove the business tax entirely and spread the taxes equitably over all the city. Their solicitor, Isaac Pitblado, K.C., made a strong plea on their behalf at a meeting of the council last week.

If this business tax were removed, he said, it would mean an increase of only 1.55 mills on the dollar, thus making it for 1914, 16.35 mills. Business levies now were \$438,000.

Claiming that many of the retail merchants along Main Street and Portage Avenue were taxed as much as wholesalers, and some of them far more, he entered into the details of the problem, and presented argument after argument in favor of this unfair tax being removed. "There is something radically wrong with a system that makes retailers pay so much. Some of these men pay half as much for small premises as huge wholesale establishments doing business all over the city. Five of the doctors pay from \$140 to \$96.40 a year; barristers from \$400 to \$224, and architects from \$197 to \$83.20. The retail merchants are far too highly taxed in comparison with professional men, and I can say this even if I am one of the latter.

"The remedy is to abolish the business tax and raise the amount by general taxation on real property. This is not to escape taxation, but to put it equitably on all. For 1914, if the business tax was abolished, it would mean an increase of 1.55 mills in the general tax."

A number of other representative business men spoke, including Messrs. McKerchar, Devlin, Erzinger and Chevrier.

Fall Vegetables are Plentiful and Cheap

Heavy Supplies of Carrots, Beets, Parsnips, etc., and Prices Are Low—Ontario Potatoes Are in Good Shape and Prices Low—Demand is Comparatively Light.

MONTREAL.

FRUIT.—Business is perceptibly better. Blue grapes are selling in large quantities to Roman Catholic institutions for making wine, bringing \$2 to \$2.50 per cwt. With the arrival of colder weather, they will arrive sweeter and in larger quantities. California grapes are practically the only California fruits coming in, selling \$2.25 to \$2.40. Few new fruits are coming. Canadian chestnuts arriving, selling 15c lb. No winter apples in yet. Cranberries are cheaper, bringing \$6.50, which is about as low as they can go. Valencia oranges are firm at \$3.50.

Apples—	
No. 2 Alexanders	2 50
No. 2 Colverts	2 00
St. Lawrence, No. 1	3 00
No. 1 Wolf River	2 75
Bananas, crate	2 00
Cranberries, bbl.	6 50
Grapefruit, Jamaica, case	3 50
Grapes, Cal., box	2 25
Grapes, Can., small basket	0 18
Lemons, Messinas—	
Extra fancy, 300 size	3 50
Limes, small boxes	1 25
Oranges—	
Cal. late Valencia, 150-176-200-216	3 50
Cal., 100-126-150-288 size box	3 25

VEGETABLES.—Business has improved slightly, but not much. Stuff is perhaps a little harder to get. A frost two weeks ago destroyed thousands of lars' worth of produce, including lettuce, peppers, corn, tomatoes, and did much damage to the crop of cauliflowers. The last are worth \$1 per dozen—good ones—the poor ones bringing about 50c. Potatoes are in big demand. Roughly speaking, they are worth a cent per lb., although 80-lb. bags can be secured for 65c. American beans are being brought in. Spinach, which will be done shortly, is bringing 50c per box. Cabbage brings as low as 25c per dozen. There is quite a lot on the market. Corn is practically over, though there are one or two bags of Gentleman corn still on the market. Carrots, parsnips, beets and turnips are all plentiful, bringing 50c to 75c per bag. Local artichokes are arriving, worth around \$1.50 bag. Local cucumbers are nearly done, and will later come from the States. They were very cheap two weeks ago, but were injured by the frost. The price is now 40c to 50c per dozen. Celery is cheaper, but poor in quality. Good stock costs \$1. Egg plants are small, and are nearly through. Head lettuce is arriving from Boston, bringing \$1.75 box of two dozen. Local curly lettuce now arriving, \$1.40 box of four doz. Spanish onions are slightly dearer. Parsley is plentiful, at 10c to 15c dozen bunches. Rhubarb is through, and there will be no more until spring. Tomatoes, which were injured by frost, are away

up in price, good ones bringing \$1 per box.

Beans, American, basket	3 00
Beets, bag	0 50
Cabbage, per dozen	0 25
Carrots, bag	0 50
Cauliflower, dozen	0 50
Cucumbers, dozen	0 40
Celery, bunch	0 25
Egg plant, per dozen	0 40
Lettuce, head, per doz.	1 75
Curly lettuce, per doz.	1 40
Onions—	
Spanish, per case	3 00
Spanish, per 1/2 case	1 00
Native, per doz. bunches	0 30
Red, 100-lb. bags	1 25
Parsnips, bag	0 75
Parsley, doz. bunches	0 10
Peppers, green, 3/4 qt. basket	0 50
Potatoes—	
Montreal, bag	0 65
Potatoes, sweet, Jersey, hpr.	1 50
Spinach, Montreal, in boxes	0 60
Turnips, bag	0 50
Tomatoes, Montreal, box	0 50
Tomatoes, hothouse, lb.	0 10
Watercress, doz.	0 40

TORONTO.

FRUITS.—Trade picked up somewhat for the Thanksgiving season, but cool weather may now be looked for and the supplies which are coming in are light. This will probably be the last week of the Toronto summer market and dealers are preparing to get back to permanent quarters for the winter. Only late varieties are now arriving with plentiful quantities of grapes and heavy supplies of fall apples; pears too are coming freely. Heavy shipments of grape fruit are now coming again and the prices are somewhat easier. Lemons, too, are slightly lower in price.

Apples—	
Canadian, barrel	1 75
Crab, basket	0 25
Bananas, per bunch	1 80
Cantaloupes—	
Canadian, basket	0 40
Colorado, crate	1 75
Cocanuts, sack	3 75
Cranberries	6 50
Elderberries	0 20
Grapes—	
Canadian, 6-qt. bkts.	0 16
Tokays	1 90
Oranges—	
California, late Valencias	3 00
Lemons, Verdilla	4 00
Limes, per 100	1 25
Pears—	
California, box	3 25
Bartlett's, basket	0 75
Clapps Favorite	0 40
Flemish Beauties, basket	0 40
Keefers, basket	0 20
Peaches, Colorado, box	1 20
Pineapples, Porto Rico, case 10	4 50
Quinces	0 60
Watermelons	0 25
Grape fruit	4 25

VEGETABLES.—There is a heavy supply of late vegetables on the market. It is evident that the high prices which prevailed for such varieties as carrots, parsnips, and beets a year ago had the effect of encouraging heavy plantings this year and the result is that with the war conditions decreasing the buying power of the people there are very low prices being bid. Potatoes are cheap. In Ontario the harvest has been under almost ideal conditions and there is a big yield. Demand is not strong and the prices this week are down to 65c and 70c

for Ontarios and 75c for Delawares. Peppers have declined materially and onions are also cheaper.

Beets, Canadian, bag	0 75
Beans, Canadian, basket	0 25
Cabbage, Canadian, dozen	0 35
Carrots, bag	0 75
Cauliflower, doz.	1 00
Citrons, doz.	0 75
Egg Plant, 11 qt. basket	0 25
Cucumbers—	
Slicing	0 25
Medium pickling sizes	0 35
Gherkins	0 35
Celery, doz.	0 35
Corn, per doz.	0 10
Mushrooms, per lb.	0 60
Water Cress, 11 qt. basket	0 75
Onions—	
Spanish, big crate	3 00
Can., 75-lb. bags	1 10
Green peppers, basket	0 35
Red peppers	0 65
Potatoes, Canadian, per bag	0 65
Parsley, basket, 11-qt.	0 30
Pumpkins	0 10
Tomatoes, Canadian, basket	0 20
Turnips, bag	0 80
Sweet potatoes, hamper	1 25
Squash, Hubbard, doz.	0 75
Lettuce, box	2 90
Parsnips, Canadian, bag	0 75

WINNIPEG.

FRUIT.—Though there is a good demand for apples, stimulated no doubt to some extent by the advertising which the Dominion Government is doing, the fruit market is yet quiet. Oranges have advanced in price, being now quoted at \$4. Peaches and plums are practically off the market. Pears are very strong, selling around \$3. and in bbls. up to \$4.75. People seem to be feeling the need of economy still, and fruit sales have dropped off.

Apples—	
Washington	1 25
Apples, bbls.	3 50
B. C. Box Apples	1 75
Cranberries, bbl.	7 75
Bananas, lb.	0 04 1/2
Lemons—	
California	6 50
Messina	6 50
Oranges—	
California Valencias	4 00
Pears	2 75
Pears, Michigan, in bbls.	4 50
Grapes, Ontario, basket	0 25
Cal. Tokays	2 00

VEGETABLES.—California onions have dropped still further in price, being quoted at \$2. For these there is a fair demand, also for sweet potatoes, which are 25c lower than a week ago. B. C. celery is selling well.

Celery, B.C.	0 07
Head lettuce, Minnesota, hampers	3 80
Onions—	
Cal., 100-lb. sacks	2 00
Valencia, per case	4 50
Parsley, per doz. bunches	0 40
Sweet potatoes	4 25
B. C. Celery, per case	6 50

Employees of the wholesale grocery establishments of Winnipeg were given a reception at the Y. M. C. A. recently. About 100 men were present. They were shown the building and entertained with exhibitions in the gymnasium and swimming pool. This was one of a series of receptions being given to business men in various lines of employment in Winnipeg.

Hogs, Ham and Bacon Again Show Decline

Another Reduction of Half Cent With Easier Hog Market—Holiday Prices For Turkeys Ruled High—Butter and Egg Markets Are Easier, But Cheese Keeps Firm.

MONTREAL.

PROVISIONS.—Cottonseed oil has declined to such an extent it cannot but have a weakening effect on the compound lard market. Cottonseed oil is almost fifty per cent. cheaper to-day than it was in July, this being the lowest price for many years. The local pure lard market is down ½c. Barrelled pork is selling \$1 per bbl. less than a week ago, following reduction made in Chicago. The weak feeling which has characterized the live hog market for some weeks continues, and prices are expected to go still lower.

Hams—		Per lb.
Medium, per lb.	.....	0 19
Large, per lb.	.....	0 18
Bacon—		Per lb.
Plain, bone in	.....	0 24
Light, per lb.	.....	0 22
Boneless	.....	0 25
Peameal	.....	0 27
Bacon—		Per lb.
Breakfast, per lb.	.....	0 19
Roll	.....	0 17
Shoulders, bone in	.....	0 15
Shoulders, boneless	.....	0 15½
Cooked Meats—		Per lb.
Hams, boiled, per lb.	.....	0 28
Hams, roast, per lb.	.....	0 29
Shoulders, boiled	.....	0 27
Shoulders, roasted	.....	0 28
Dry Salt Meats—		Per lb.
Long clear bacon, 50-70 lbs.	.....	0 15½
Long clear bacon, 80-100 lbs.	.....	0 14½
Flanks, bone in, not smoked	.....	0 15½
Barrelled Pork—		Per bbl.
Heavy short cut mess	.....	31 00
Heavy short cut clear	.....	31 00
Clear fat pork	.....	30 00
Clear pork	.....	29 00
Lard, Pure—		Per lb.
Tierces, 350 lbs., net	.....	0 13½
Tubs, 50 lbs., net	.....	0 14
Boxes, 50 lbs., net	.....	0 13½
Pails, wood, 20 lbs., gross	.....	0 13½
Pails, tin, 20 lbs., gross	.....	0 13½
Cases, 10-lb. tins, 60 in case	.....	0 14
Cases, 3 and 5-lb. tins, 60 in case	.....	0 14½
Bricks, 1 lb., each	.....	0 14½
Lard, Compound—		Per lb.
Tierces, 375 lbs., net	.....	0 10½
Tubs, 50 lbs., net	.....	0 11
Boxes, 50 lbs., net	.....	0 11
Pails, wood, 20 lbs., gross	.....	0 11½
Pails, tin, 20 lbs., gross	.....	0 11½
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
Hog—		Per cwt.
Dressed, abattoir killed	.....	13 50

BUTTER.—The market firmed up considerably during last weekend, but the price to the grocer has not yet been changed. This condition is attributed to bigger outside demand, and less coming in.

Butter—		Per cwt.
Finest creamery, new milk	.....	0 27½
Dairy butter	.....	0 23

CHEESE.—Almost the same conditions prevail this week as last. The market is firm at 15 to 16 cents for new.

Cheese—		Per lb.
New make	.....	0 15
Old specials, per lb.	.....	0 18
Stilton	.....	0 18

EGGS.—Price for new laids is quoted as high as 35 cents for new laids, fresh eggs being a little scarce at this time. Otherwise the market is much the same as last week.

Eggs, case lots—		Per dozen.
New laids	.....	0 35
Selects	.....	0 29
No. 1s	.....	0 26
Spills	.....	0 20

HONEY.—Large quantities of honey are being brought in, but prices remain firm. Only a fair demand.

Honey—	White Clover	Buckwheat
	per lb.	per lb.
Barrels	0 11½	0 08
Tins, 60 lbs.	0 12	0 09
Tins, 30 lbs.	0 12½	0 10
Tins, 5 and 10 lbs.	0 12½	0 10
Comb, 13-14 oz. section	0 17-0 18	0 14-0 15

POULTRY.—Thanksgiving holidays accounted for a little briskness, which has continued throughout the Jewish holidays just concluded. From now on things will be quiet, and much lower prices will prevail. Live fowl are quoted 15c to 16c.

Fresh Stock—		Per lb.
Fowls, 5 lb. and up	.....	0 15
Fowls, 3 to 4½ lb.	.....	0 12
Old cocks	.....	0 10
Fancy fat milk-fed chickens	.....	0 14
Chickens	.....	0 12
Young ducks	.....	0 12
Old ducks	.....	0 10
Geese	.....	0 10

TORONTO.

PROVISIONS.—The better hams and breakfast bacon, together with the cooked meats, show an additional half cent decline this week. For this there are several reasons. Hogs continue easier with the export market interfered with; war conditions have reduced home consumption of higher-priced foods and the fall season naturally sees a falling off in demand for these lines. The volume of business passing is not large at this time and is rather small even for the season.

Hams—		Per lb.
Light, per lb.	.....	0 19
Medium, per lb.	.....	0 18½
Large, per lb.	.....	0 17½
Bacon—		Per lb.
Backs, per lb.	.....	0 23½
Boneless, per lb.	.....	0 24½
Pea meal, per lb.	.....	0 24½
Bacon—		Per lb.
Breakfast, per lb.	.....	0 19
Roll, per lb.	.....	0 15
Shoulders, per lb.	.....	0 14
Pickled meats—1c less than smoked.	.....
Dry Salt Meats—		Per lb.
Long clear bacon, light	.....	0 14
Cooked Meats—		Per lb.
Hams, boiled, per lb.	.....	0 27
Hams, roast, per lb.	.....	0 27½
Shoulders, boiled, per lb.	.....	0 22
Shoulders, roast, per lb.	.....	0 23
Barrelled Pork—		Per bbl.
Heavy mess pork, per bbl.	.....	26 00
Short cut, per bbl.	.....	30 00
Lard, Pure—		Per lb.
Tierces, 400 lbs., per lb.	.....	0 12½
Tubs, 50 lbs., per lb.	.....	0 12½
Pails, 20 lbs., gross	.....	0 13
Tins, 3 and 5 lbs., per lb.	.....	0 13½
Bricks, 1 lb., per lb.	.....	0 14
Lard, Compound—		Per lb.
Tierces, 400 lbs., per lb.	.....	0 09½
Tubs, 50 lbs., per lb.	.....	0 09½
Pails, 20 lbs., per lb.	.....	0 09½
Hog—		Per cwt.
F.O.B., live, per cwt.	.....	7 90
Live, fed and watered, per cwt.	.....	8 25
Dressed, per cwt.	.....	13 00

BUTTER.—The fact that there is no outside demand for butter coupled with open fall conditions and heavy yields from country herds, has had the effect of causing further weakness in this market, although there has been no material decline in price. Dealers are looking for improved conditions with more seasonable weather.

Butter—		Per lb.
Creamery prints, fresh made	.....	0 28
Separator prints	.....	0 27
Dairy prints, choice	.....	0 26
Dairy, solids	.....	0 22
Bakers	.....	0 18

CHEESE.—Favorable conditions on the other side for export business are holding this market firm with continued high prices. At the moment there is not much activity, but it is expected that by the end of the week there will be another response from the Old Country and that further shipments will go forward.

Cheese—		Per lb.
Old, large	.....	0 17½
Old, twins	.....	0 17½
New, large	.....	0 16
New, twins	.....	0 16½

EGGS.—The market is easier, although there is no material change in the prices. Situation is that demand for strictly fresh gathered stocks has been weakened by competition of storage goods. Cooler weather should benefit this market also.

Eggs, case lots—		Per dozen.
Strictly new laid, in cartons	.....	0 31
Selects	.....	0 30
Straights	.....	0 27
Trade eggs	.....	0 22

POULTRY.—Market is quiet. Thanksgiving caused some activity in demand for turkeys, but hardly so much as usual on account of the holiday being so early this year. There was big range in prices. Where there was a demand good birds brought as high as 33c to the trade and this figure ranged down to 23c, and there were some sales made as low as 18c. Following the holiday, prices have receded to old level and there is not much interest.

Fresh Stock—		Live.	Dressed.
Fowl	.....	0 08-0 09	0 14
Spring chicken, lb.	.....	0 10-0 11	0 13
Turkeys, young	.....	0 15	0 18
Turkeys, old Tom	.....	0 13	0 15
Ducklings	.....	0 08-0 10	0 14
Ducks	.....	0 08-0 10	0 14-0 15
Geese	.....	0 08-0 09	0 12-0 14

HONEY.—There appears to be a little more interest in this market, and there is a firmer tone to some of the quotations.

Honey—		Per lb.
Clover honey, bbls., per lb.	.....	0 11
60 lb. tins	.....	0 12
20 lb. tins	.....	0 12
5-10 lb. tins	.....	0 12½
2½ lb. tins	.....	0 13
Comb	.....	2 40

WINNIPEG.

PROVISIONS.—The firm tone to market continues, and, while no great advances have been struck, there is a likelihood that a movement along this line will occur shortly.

In cured meats and lard, prices remain as a week ago. The receipts of hogs and other cattle have been good this year—a little better even than in 1913. The percentage of these receipts found good enough for packing, however, has not been anything like as good as a year ago.

This condition is undoubtedly due to the fact that certain sections this year have not had good enough crops to enable the proper feeding of 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 12
Tubs, 50s	7 35
Pails, 20s	2 50
Cases, 5s	7 80
Cases, 3s	7 80

BUTTER.—The whole tone is firm. No butter is being received now, and it is expected that there will be advances. A slightly higher price is almost certain to come if there is any exporting demand, and this now seems very likely.

Butter—	
Creamery, Manitoba	0 30
Dairy	0 25
Cooking	0 19
	0 21

CHEESE.—No price change here. The market continues weak.

Cheese—	
New, large	0 15 1/4
New twins	0 17

EGGS.—Another advance has been struck, due to the fact that there are no current receipts, and also to the fact that exporting has commenced. It may be that eggs will be taken out of Canada in rather large quantities, and if such is the case still higher prices are to be expected. Extra 1st's have moved up 2 cents during the week.

Eggs—	
Extra firsts	0 27
Checks	0 15
Extra, in cartons	0 30

ADVICE TO FRUIT SHIPPERS.
Government Suggests Precautions in Regard to Sending Apples to Western Canada.

With such a big crop of apples in Ontario this fall, the Western market looks very attractive for the farmer and apple dealer. But it should be remembered that this market is not at the back door of the grower and that as soon as the cold weather comes there are difficulties of transportation. Warning of these difficulties is given in a bulletin issued by the Fruit branch of the Department of Agriculture under date of Oct. 10.

This bulletin reprints a notice which has been issued by the railroads that they will not guarantee safe delivery of fruit shipped by the lake and rail route after the 15th of October. This applies to apples being shipped from Eastern Canada to points west of Port Huron. However, at the same time the railroad notice states that every possible protection will be taken and that refrigerator cars will be supplied where possible. Also shippers will be permitted to heat cars and there will be no charge made for transporting attendants where they accompany the shipments to look after fires.

The Department offers the advice to shippers that they should use the all-

rail route rather than the lake and rail and not take chances until such time as the railroad offer a guarantee of refrigerator cars for taking fruit from the head of the lakes.

Shippers are also advised to put false floors in the cars so as to give an air space between the apples and the floor and to line the car with felt paper, using the same material on the outside and paying particular attention to stopping all vents. They are advised to state on the bill of lading that the shipment is fruit, and liable to damage by cold.

THE MERCHANT AND HIS AD.

Here are some good suggestions offered by the editor of a weekly newspaper on advertising:

"The merchant who slings his 'ad' together any old way and then wonders why it doesn't bring business, or who

makes exaggerated claims and fails to back up his assertions, brings discredit to advertising generally, and is doing injustice to the honest and practical advertiser.

"An 'ad' to be a business getter must be honest, snappy and attractive. The reader will then get the habit of looking for its weekly appearance. And it is still more important that the merchant back up his advertising. If goods are advertised at such and such a price they should be plainly marked and sold at that price; and, further, they should be on prominent display. It means a little trouble, but it is well worth while.

"If an odd merchant here and there concludes that his advertising is not paying he can rightly take it for granted that it is not the public's fault, but his own. Advertising generally has too high a reputation, as a salesman to be discredited by any one merchant who fails to make it a success."

War Affects Zinc and Glass Importations

A manufacturer of woodenware, washboards, etc., gives the following interesting information on the situation:—

We have not found conditions to be much affected by the war, except washboards, which are made of zinc or with a zinc face, war having cut off our supply of Belgium zinc, we have to replace it with American zinc at a higher price.

"The war has also prevented the easy importation of glass for glass washboards, necessitating a change of source of supply temporarily. We, on the other hand, are not finding any increase in business on account of the war, the lines of woodenware that we manufacture are not such as have been imported from Germany, although we notice in the papers that woodenware is given as a line that is imported, but imported woodenware consists principally of small turnings, such as rolling pins, turned butter moulds, turned bread plates, salt boxes, and small special lines like this, which have never been marketed in this country in sufficient quantities to warrant anyone manufacturing them here, although we have gone into the question several times.

"We do not believe that even with the importation of these articles cut off there are enough of them used to warrant anyone manufacturing in this country, but undoubtedly they will be substituted by Canadian-made articles of some other type. We believe that there is, however, a great market that the Germans have lost, and that we, as Canadian manufacturers, should capture and hold indefinitely, in replacing German-made goods of others lines as well as exporting to other countries that were supplied from Germany many lines that we have not felt previously that we could compete with Germany in.

"This does not refer to woodenware, but to other lines, as the Germans have not been large manufacturers of woodenware, such as we make. The writer was recently in the United States and visited a town where there were two large toy factories, both of which had been shut down until recently but are now working night and day, making wooden horses, rocking horses, of all kinds, doll furniture and houses, and other wooden toys, which are replacing German-made goods, that had previously cut them out of the American market."

Cool Weather Welcome in Fish and Oyster Trade

Business Has Been Dull With Unseasonable Warmth—Number of Price Changes Which Indicate The Basis for the Winter Season's Business.

MONTREAL.

FISH AND OYSTERS.—Feature of the fresh fish trade is scarcity of halibut, due to the stormy weather on the Pacific Coast, where these are being caught exclusively at present. Frozen halibut are beginning to arrive. This will help to maintain normal supplies, while fresh supplies are difficult to secure. In the meantime, prices are higher. All kinds of lake fish are plentiful, except whitefish, which have advanced slightly.

Smoked fish are now coming in freely, and with cooler weather the demand will be more active, especially for haddies. It is rather early in the season to handle fillets to advantage, as they spoil quickly when the weather is mild, but haddies, kippers and bloaters are now selling freely. Boneless and prepared fish are meeting with the usual fall demand. All pickled and salted fish, except Labrador herring, are meeting with ready sale, and as prices will not go lower, dealers from outside points are buying provisions of herring and other salt fish for the fall and early winter trade.

Demand for oysters has been very disappointing, the sale being affected to a large extent by the unseasonable weather. With cooler weather, dealers are looking for an increased demand throughout the balance of October, as the regular season is now in full swing.

TORONTO.

FISH AND OYSTERS.—Fish and oyster dealers welcome the cool weather. For some weeks the heat has been so unseasonable that there has been little demand for oysters and no opportunity for pushing smoked lines which cannot be easily iced. Now, however, there should be a stronger demand. Holiday trade helped the oyster business for some days but hardly as much as usual when Thanksgiving is later in the season. There are a number of price adjustments made this week which give some indication of the basis of business for the season. Changes show little material difference in the general prices prevailing and fish can be offered this fall and winter at practically the same prices as in the past.

FRESH FISH.

	Montreal	Toronto
Halibut, fancy, express, per lb.	0 13	0 12
Haddock, fancy, express, lb.	0 06	0 07
Steak cod, fancy, express, lb.	0 08	0 09
Market cod, per lb.	0 05	0 05
Flounders, fancy, express, lb.	0 08	0 08
Gauche salmon, per lb.	0 16	0 16
B. O. salmon	0 16	0 14
Chilled salmon	0 15	0 15
Dressed bullheads, per lb.	0 10	0 10
Whitefish, per lb.	0 12	0 12
Lake trout, per lb.	0 11	0 12
Bluefish, per lb.	0 15	0 12

Herrings, per 100 count	3 00	0 07
Herring, lb.	0 11	0 12
Dore, per lb.	0 11	0 12
Mackerel, per lb.	0 11	0 12
Swordfish	0 12	0 12
Sea bass, per lb., black	0 14	0 15
Pike, per lb.	0 08	0 07-0 08
Perch, per lb.	0 06	0 07
Carp	0 09	0 07
Kels	0 08	0 10
Pickercel	0 08	0 07

SMOKED FISH.

	Montreal	Toronto
Haddies, per lb.	0 08	0 08-0 09
Haddies, 15-lb. and 30-lb. boxes, lb.	0 07 1/2	0 08-0 09
Haddies, fillets, per lb.	0 11	0 12
Haddies, Niobe, boneless, per lb.	0 09	0 10
Herring, Ciscoe	1 00	1 20
St. John bloaters, 100 in box	1 20	1 20
Yarmouth bloaters, 60 in box	1 20	1 20
Smoked herrings, medium, box	1 20	1 20
Smoked boneless herrings, 10-lb. box	1 25	1 35-1 60
Kipper herrings, selected, 60 in box	1 25	1 25
Smoked salmon, per lb.	0 22	0 23
Kipper herrings, ordinary, 60 in box	1 10	1 25
Ciscoe herrings, basket of 15 lbs.	1 75	1 80
Smoked halibut	0 20	0 20

FROZEN FISH—SEA FISH.

	Montreal	Toronto
Salmon—		
Gaspe, large, per lb.	0 12-13	0 12-13
Red, steel heads, per lb.	10-11	11
Red, sockeyes, per lb.	10	11
Red, Cohoon or silvers, lb.	10	11
Pale, qualla, dressed, per lb.	0 07-0 07 1/2	0 08 1/2
Pale, qualla, dressed, per lb.	0 07-0 07 1/2	0 09
Halibut, white western, large and medium, per lb.	0 07 1/2-0 08	0 10
Halibut, eastern chicken and medium, per lb.	0 09	0 09
Mackerel, bloater, per lb.	0 07-0 08	0 09
Haddock, medium and large, lb.	0 05 1/2-0 06	0 07-0 08
Market codfish, per lb.	0 05-0 05 1/2	0 07-0 08
Steak codfish, per lb.	0 06 1/2-0 07	0 09
Canadian soles, per lb.	0 08	0 08
Blue fish, per lb.	16-17	15

FROZEN—LAKE AND RIVER.

White fish, large, per lb.	10-11	11-12
White fish, small tullbees, per lb.	0 05 1/2-0 07	0 07
Lake trout, large and medium, lb.	11-12	12
Dore, dress or round, lb.	0 09-10	0 09-10
Pike, dressed and headless, lb.	0 06 1/2-0 07	0 06
Pike, round, per lb.	0 06-0 06 1/2	0 07-0 08

PICKLED FISH.

Salmon, Labrador, tierces, 300 lb.	21 00	0 00
Salmon, Labrador, bbls., 200 lbs.	14 00	0 00
Salmon, Labrador, half bbls., 100 lbs.	8 00	0 00
Salmon, B.C., bbls.	13 00	14 00
Sea trout, Baffin's Bay, bbls., 200 lb.	12 00	0 00
Sea trout, Labrador, bbls., 200 lb.	11 50	0 00
Sea trout, Labrador, half bbls., 200 lb.	6 50	6 50
Mackerel, N.S., bbls., 200 lb.	12 00	0 00
Mackerel, N.S., half bbls., 100 lb.	7 00	0 00
Mackerel, N.S., pails, 20 lb.	1 75	0 00
Herrings, Labrador, bbls.	6 00	0 00
Herrings, Labrador, half bbls.	3 25	6 25
Herrings, Nova Scotia, bbls.	3 25	3 40
Lake trout, half bbls.	8 00	8 00
Quebec sardines, bbls.	5 00	0 00
Quebec sardines, half bbls.	2 75	0 00
Tonges and sounds, per lb.	0 07 1/2	0 00
Scotch herrings, imported, half bbls.	8 00	0 00
Holland herrings, imp'ted milkers, hf bbls.	7 00	0 00
Holland herrings, imp'ted milkers, kegs.	0 85	0 70-1 00
Holland herrings, mixed, half bbls.	0 75	0 65-0 95
Holland herrings, mixed, kegs.	1 35	0 00
Lochfyne herrings, box	1 35	0 00

DRIED AND PREPARED FISH.

Dried hake, medium and small, 100 lb.	7 00	7 50
Dried hake, medium and large, 100 lb.	6 00	0 00
Dried pollock, medium and large, 100 lb.	6 00	0 00
Dressed or skinned codfish, 100-lb. case.	7 50	8 00
Boneless codfish, 2-lb. blocks, 20-lb. bxs. per lb.	0 08	0 08
Boneless codfish, 2-lb. blocks, 20-lb. bxs. per lb.	0 07	0 07
Boneless codfish, strings, 30-lb. boxes.	0 10	0 10
Shredded codfish, 12-lb. boxes, 24 cartons, 1/4-lb. each, a box	1 00	1 00
Boneless codfish, in 2-lb. and 3-lb. boxes	0 15	0 15

BULK OYSTERS, CLAMS, ETC.

Standards, solid meats, gal.	1 75	1 75
Standards, ordinary, gal.	1 50	1 65
Selects, per gal.	2 00	2 00
Rest clams, imp. gallon	2 00	0 00
Rest scallops, imp. gallon	2 00	0 00
Rest prawns, imp. gallon	2 00	0 00
Rest shrimps, imp. gallon	2 25	0 00
Sealed, best standards, quart cans, each	0 35	0 35
Sealed, best select, quart cans, each	0 45	0 45

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

Oysters, per gal.	1 65	2 10
Cape Cod shell oysters, per bbl.	9 00	0 00
Malpeque, shell oysters, selected J.A.P., per bbl.	9 00	0 00
Malpeque, shell oysters, C.C.L., bbl.	11 00	0 00
Clams, per bbl.	6 00	0 00
Mussels, per bbl.	5 00	0 00
Five lobsters, medium and large, lb.	0 32	0 00
Soft shelled crabs, dom.	0 30	0 00
Winkles, bush.	0 12	0 00
Little Rocks, per 100	0 00	0 00

WINNIPEG.

FISH.—During warm weather, which lasted here well through first week in October, the sale of fish failed to reach the amount which had been expected. A change has come now, however, and it seems likely that a great improvement will be noticed. Oysters have not been moving freely, but are almost sure to be in demand from now on. Prevailing quotations for fresh fish at the present time are:—

Whitefish, per lb.	0 09
Pickercel	0 08
Trout	0 12 1/2
Gold eyes	0 03 1/2
Jackfish	0 05
Halibut	0 11
Salmon	0 15
Fresh sole	0 10
Fresh cod	0 12 1/2
Fresh smelts	0 11
Oysters, per gal.	2 75
Shell oysters, per cwt.	2 00
Shell oysters, per bbl.	17 00

SUGAR SUPPLIES FOR SCOTLAND

“With the Government controlling the sugar imports, there is a more even distribution of the raw material in this country than formerly,” says the Scottish Trader, of Glasgow. “It is understood that the arrangement for the Clyde is that 20,000 tons of unrefined sugar will be sent to Greenock each month, and an effort is to be made to equalize the imports by having a regular flow of 5,000 tons every week, as it takes practically this amount to keep the Greenock refineries working. This weekly arrangement has not been possible as yet, but 20,000 tons of sugar are being brought to the Clyde just now, and are expected within the next ten days. These are in three cargoes, and one of these, of 10,000 tons, will easily eclipse any previous sugar cargo in Clyde waters.”

INSTALLING NEW EQUIPMENT.

(Continued from page 21.)

- P. Williston, Chatham, N.B.
- Chas. Assayuf, Loggieville, N.B.
- L. N. & D. V. Allain, Loggieville, N.B.
- Jas. Bodeau, Caraquet, N.B.
- M. A. M. Aziz, Caraquet, N.B.
- T. A. Landry, Nash Creek, N.B.
- J. A. Culligan, Culligan's Sdg., N.B.

It will be seen that this is quite a formidable list, but it should be understood that it represents but a small percentage of the additions in equipment in Canadian grocery and general stores since the war began. It demonstrates that there is a feeling of optimism in the trade that will not down, and that business on the whole is good.

A well-filled Pocket Book

is a guarantee against hard times. Many persons of moderate income are increasing their salaries by representing us during their spare time. Our representatives are earning from five to thirty dollars a week during their off-time by taking new subscriptions and renewals for MacLean's Magazine and The Farmer's Magazine among their friends and acquaintances.

MacLean's Magazine is the largest and most influential monthly in Canada, presenting articles on national subjects and strong Canadian fiction in addition to a digest of world events.

Farmer's Magazine is the herald of agricultural progress—a monthly magazine which deals with the problems of the farm in virile and readable form.

Let us show you how you can earn the extra money you need.

Write to-day to

The Agency Division

THE MACLEAN PUBLISHING CO.
LIMITED

143-153 University Ave., TORONTO

QUOTATIONS FOR PROPRIETARY ARTICLES

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

BAKING POWDER.

WHITE SWAN SPICES AND CEREALS, LTD.

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

COOK'S FRIEND BAKING POWDER.

W. D. McLaren, Limited.

In Cartons—	Per doz.
No. 1 (25c size), 4 doz. cs. \$	2 25
No. 1 (25c size), 2 doz. cs.	2 30
No. 10 (20c size), 4 doz. cs.	1 80
No. 10 (20c size), 2 doz. cs.	1 85
No. 8 (15c size), 4 doz. cs.	1 30
No. 2 (10c size), 6 doz. cs.	0 80
No. 2 (10c size), 3 doz. cs.	0 85
No. 3 (5c size), 4 doz. cs..	0 45

Also in tins. Prices on application.

ROYAL BAKING POWDER

Sizes	Per doz.
Royal—Dime	\$ 0 95
" ¼-lb.	1 40
" 6-oz.	1 95
" ¼-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.

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. Resuchemin & Fils, Montreal. \$2, \$3, \$5, \$10, \$15 and \$20. All same price. one size or assorted.

UN-NUMBERED.

100 books and over, each	0 03 ½
500 books to 1,000 books.	0 03
For numbering cover and each coupon, extra per book, ¼ cent.	

CEREALS.

WHITE SWAN. Per case.

Blacuit Flour (Self-rising), 2 doz. to case, weight 70 lbs.	\$2 88
Buckwheat Flour (Self-rising), 3 doz. to case, weight 70 lbs.	3 00

	Per case.
Pancake Flour (Self-rising), 3 doz. to case, weight 70 lbs.	3 00
Breakfast Food, 2 doz. to case, weight 85 lbs.	3 30
King's Food, 2 doz. to case, weight 95 lbs.	5 20
Wheat Kernels, 2 doz. to case, weight 65 lbs.	3 30
Barley Crisps, 3 doz. to case, weight 50 lbs.	3 00
Flaked Rice, 3 doz. to case, weight 50 lbs.	3 00
Flaked Peas, 3 doz. to case, weight 50 lbs.	3 30

DOMINION CANNERS, LIMITED.

Aylmer Pure Jams, 16 oz. Jars.

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

Aylmer Pure Jellies

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

Aylmer Marmalade

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

Aylmer Pure Preserves—Bulk

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

Aylmer 14's and 30's per lb.

Strawberry	0 14
Raspberry	0 14

COCOA AND CHOCOLATE.

THE COWAN CO., LTD.

Cocoa—

Perfection, 1-lb. tins, doz. ...	4 50
Perfection, ¼-lb. tins, doz. ...	2 40
Perfection, ½-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 15
London Pearl, per lb. ...	0 22

Special quotations for Cocoa in barrels, kegs, etc.

(Unsweetened Chocolate).

Supreme chocolate, ¼'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 dor in box, per doz.	0 80
Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35

The money is here your goods are needed



The Western harvest returns are big—your goods are needed. Are you going to get in on the vast and profitable Western market or leave it to your competitor? It is your opportunity to increase sales.

We are right on the ground with seven large warehouses and a large staff of efficient salesmen ready to place your goods before the buyer in a way that will produce certain results.

We have an intimate knowledge of the commercial conditions, and we will give you conscientious, thorough, and satisfactory service.

We handle goods on a commission basis, and are open for any line not competing with those we already carry.

Write for terms and particulars.

Nicholson & Bain, Wholesale Commission Merchants and Grocers **Winnipeg, Man.**
Branches: Regina, Saskatoon, Edmonton, Calgary, Lethbridge, 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





"I'M ON A DIET"

"My Doctor says I'm not to eat pastry nor starchy foods, etc., etc."

This is a poser and cheats you out of a lot of nice business. You don't sell this customer all you should. But still he's got to live. He's got to eat some nourishing food.

White Swan Diet Flour is specially prepared to fill this demand. It is rich in Gluten. It is a health-builder that has the hearty recommendation of Canada's leading physicians, and is especially recommended for use in Diabetes.

Diet Flour opens up a new source of revenue. It is a permanent business-builder that gives you a handsome profit.

It is "Made in Canada" and costs you

Per case of 1 doz. 5-lb. bags.....\$4.80
Shipping weight, 70 lbs. per case.

Tear out and mail this page, marking on the margin the quantity you want. Your order will receive prompt and careful attention. Or, if you want our salesman to call, just say so.

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

Diamond, 8's, 6 and 12-lb. boxes	0 29
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 26
Diamond, 1/4's, 6 and 12-lb. boxes	0 27
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, coconut, cream, in 1/2-lb. packages, 2 doz. in box, per doz.	1 00
Chocolate Confections Per lb. Maple buds, 5-lb. boxes..	0 37
Milk medallions, 5-lb. boxes	0 37
Chocolate wafers, No. 1, 5-lb. boxes	0 31
Chocolate wafers, No. 2, 5-lb. boxes	0 26
Nonpareil wafers, No. 1, 5-lb. boxes	0 31
Nonpareil wafers, No. 2, 5-lb. boxes	0 28
Chocolate ginger, 5-lb. boxes	0 31
Milk chocolate wafers, 5-lb. boxes	0 37
Coffee drops, 5-lb. boxes..	0 37
Lunch bars, 5-lb. boxes..	0 37
Milk chocolate, 5c bundles, 3 doz. in box, per box..	1 36
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 90
Nut milk chocolate, 1/4's, 6-lb. boxes, lb.	0 38
Nut milk chocolate, 1/4's, 6-lb. boxes, lb.	0 38
Nut milk chocolate, 5c bars, 24 bars, per box	0 90
Almond nut bars, 24 bars per box	0 90

JOHN P. MOTT & CO.'S.

Miss N. Estabrook, St. John, N. B.; J. A. Taylor, Montreal; P. Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Persse, Calgary, Alta.; Russell, Johnson, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.	
Elite, 10c size (for cooking) doz.	0 90
Witt's breakfast cocoa, 2-doz. 10c size, per doz. ..	0 85
Nut milk bars, 2 dozen in box	0 80
Breakfast cocoa, 1/4's and 1/2's ..	0 36
No. 1 chocolate	0 30
Navy chocolate, 1/2's	0 26
Vanilla sticks, per gr....	1 00
Diamond chocolate, 1/4's ..	0 24
Plain choice chocolate liquors	20 30
Sweet chocolate coatings..	0 20

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

East of Fort William, Ont.

Preserved—	
Eagle Brand, each 4 doz. ...	\$ 6 25
Reindeer Brand, each 4 doz.	6 25
Silver Cow Brand, each 4 doz.	5 60
Gold Seal Brand, each 4 doz.	5 60
Mayflower Brand, each 4 doz.	5 60
Purity Brand, each 4 doz.	5 60
Challenge Brand, each 4 doz.	4 85
Clover Brand, each 4 doz. ..	4 85
Evaporated (Unsweetened)—	
St. Charles Brand, small, each 4 doz.	2 00
Peerless Brand, small, each 4 doz.	2 00
St. Charles Brand, Family, each 4 doz.	3 90
Peerless Brand, Family, each 4 doz.	3 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 90
"Reindeer" Coffee and Milk, "small," each, 4 doz.	5 50
"Regal" Coffee and Milk, each, 2 doz.	4 50
"Reindeer" Cocoa and Milk, each, 2 doz.	4 80

COFFEE.

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN

1 lb. tins, 2 doz. to case, weight 35 lbs.	39
1 lb. tins, 4 doz. to case, weight 80 lbs.	38

ENGLISH BREAKFAST COFFEE.

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

MOJA.

1/2 lb. tins, 2 doz. to case, weight 22 lbs.	32
1 lb. tins, 2 doz. to case, weight 40 lbs.	30
2 lb. tins, 1 doz. to case, weight 40 lbs.	30

PRESENTATION COFFEE.

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

MINTO BROS.

MELAGAMA COFFEE.

1s, 1/2s, B. or G.	0 25	0 30
Do.	0 32	0 40
Do., 1s	0 35	0 45
Do., 1s	0 38	0 50

MINTO COFFEE (Bulk).

M Bean or Gr.	0 38
I Bean or Gr.	0 35
N Bean or Gr.	0 32
T Bean or Gr.	0 30
O Bean or Gr.	0 38
Spec. Gr. Compound.	0 25
Packed in 30's and 50-lb. case. Terms—Net 30 days prepaid.	

FLAVORING EXTRACTS.

WHITE SWAN FLAVORING EXTRACTS—ALL FLAVORS

1 oz. bottles, per doz., weight 3 lbs.	\$1 15
2 oz. bottles, per doz., weight, 4 lbs.	2 20
2 1/2 oz. bottles, per doz., weight 6 lbs.	2 50
4 oz. bottles, per doz., weight 7 lbs.	4 00
8 oz. bottles, per doz., weight 14 lbs.	7 50
16 oz. bottles, per doz., weight 23 lbs.	14 40
32 oz. bottles, per doz., weight 40 lbs.	28 80
Bulk, per gallon, weight 16 lbs.	10 00

CRESCENT MFG. CO.

**CRESCENT MAPLEINE
Special Delivered Price for Canada**

Per doz.	
1/2-oz. (4 doz. case) weight 9 lbs., retail each 15c.	\$1 40
1 oz. (4 doz. case), weight 14 lbs., retail each 30c.	2 55
2 oz. (3 doz. case), weight 15 lbs., retail each 50c.	4 40
4 oz. (2 doz. case), weight 17 lbs., retail each 90c.	7 00
8 oz. (1 doz. case), weight 17 lbs., retail each \$1.50.	13.00
Pint (1 doz. case), weight 29 lbs., retail each \$3.	25 00
Quart (1 doz. case), weight 53 lbs., retail each \$5.50.	47 75
Gallons, each, retail each \$20	17 15

Sell Canadian Blended Tea

MELAGAMA

The Tea of noted reputation.

Sale and quality guaranteed or money refunded. Freight paid.

N.B.—Bulk Tea and Coffee samples and quotations cheerfully forwarded.

MINTO BROS., LIMITED
TORONTO

LARGEST MAKERS IN THE WORLD

TIN FOIL, ALL DESCRIPTIONS
TEA LEAD, ALL GAUGES and SIZES
METAL BOTTLE CAPSULES
ANY SIZE, COLOR or STAMPING
COLLAPSIBLE TUBES, Plain or Colored

ALL BRITISH MADE

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

BETTS & COMPANY, LIMITED

Chief Office:—1 Wharf Road

LONDON N., ENGLAND

New Shipment just arrived

With the arrival of this shipment of **King Oscar Brand Sardines** from Norway we will be in a position to fill all standing orders and a few extras. If your supply is low we would advise an immediate placing of your order.

King Oscar Brand Sardines

are enjoying an especially large demand. Extensive billboard and magazine advertising campaigns are creating still larger sales.

Sold through the wholesale trade.

Canadian Agents:

John W. Bickle & Greening

(J. A. Henderson)

Hamilton, - - - Canada

Below are the prices fixed by the

British Columbia Packers Association VANCOUVER, B.C.

for **Maple and Clover Leaf Canned Salmon**, which came into force on **Monday, Sept. 21st last.**

LESS THAN 5 CASES.	Doz.	5 CASES OR MORE.	All One Brand. Doz.
1 lb. talls, cases each		1 lb. talls, cases each	\$2.50
4 doz.	\$2.52 1/2	4 doz.	\$2.50
1 lb. flats, cases each		1 lb. flats, cases each	2.70
4 doz.	2.72 1/2	4 doz.	2.70
1/2 lb. flats, cases each		1/2 lb. flats, cases each	1.55
8 doz.	1.57 1/2	8 doz.	1.55

TERMS: Net, 30 days time, no discount for prepayment.

APPLES

WE OFFER

1,000 Barrels first-class
Fall and Winter Apples
—all from sprayed
orchards.

O. E. Robinson & Co., INGERSOLL
ONTARIO

GELATINE.

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

W. CLARK, LIMITED,
MONTREAL.

Compressed Corned Beef, 1/2, \$1.75; 1, \$3.00; 2, \$5.50; 6, \$17.00; 14, \$45.00.	
Roast Beef, 1/2, \$1.75; 1, \$3.25; 2, \$6.25; 6, \$18.00.	
Boiled Beef, 1, \$3.25; 2, \$6.25; 6, \$18.00.	
Jellied Veal, 1/2, \$1.75; 1, \$3.25; 2, \$5.00; 6, \$18.00.	
Corned Beef Hash, 1/2, \$1.75; 1, \$2.25; 2, \$3.35.	
Beefsteak & Onions, 1/2, \$1.75; 1, \$3.25; 2, \$6.00.	
Cambridge Sausage, 1, \$3.00; 2, \$5.00.	
Boneless Pigs' Feet, 1/2, \$1.75; 1, \$2.50; 2, \$5.00.	
Lambs' Tongues, 1/2, \$2.50.	
Sliced Smoked Beef, Tins, 1/2, \$2; 1, \$3.25.	
Sliced Smoked Beef, Glass, 1/4, \$1.50; 1/2, \$2.30; 1, \$3.50.	
Tongue, Ham and Veal Pate, 1/2, \$1.30.	
Ham and Veal Pate, 1/2, \$1.20.	
Potted and Devilled Meats, Tins—Beef, Ham, Tongue, Veal, Game—1/4, 50c.; 1/2, \$1.00.	
Potted Meats, Glass—Chicken, Ham, Tongue, 1/4, \$1.50.	
Ox Tongues—Tins, 1/2, \$2.75, 1, \$6.00; 1/2, \$9.00; 2, \$10.50.	
Ox Tongues—Glass, 1/2, \$10.00; 2, \$12.00.	
Mince-meat—Hermetically sealed tins, 1, \$1.25; 2, \$1.95; 3, \$3; 4, \$4; 5, \$5.	
In Pails, 25 lbs., Sc. lb.	
In Tube, 45 lbs., 7 1/2 lb.	
In Glass, 1, \$2.25.	
Plum Pudding, 1, \$1.90; 2, \$2.40.	
Clark's Peanut Butter—Glass Jars, 1/4, 95c.; 1/2, \$1.40; 1, \$1.85.	
Clark's Peanut Butter—Pails 24 lbs., 15c. per lb.	
Clark's Tomato Ketchup, 12 oz., \$1.95; 16 oz., \$2.40.	
Pork & Beans, Plain Talls, 1, 60c.; 2, \$1; 3, \$1.40; 6, \$4.50; 12, \$7.25.	
Pork & Beans, Tomato Sc. Talls, 1, 60c.; 2, \$1.00; 3, \$1.40; 6, \$4.50; 12, \$7.25.	
Pork & Beans, Chili Flat, 1, 60c.; 2, \$1.00; 3, \$1.15.	
Pork & Beans, Tomato Flats, 1, 60c.; 2, \$1.00; 3, \$1.15.	
Fork & Beans, Plain Flats, 1, 60c.; 2, \$1.00; 3, \$1.15.	
Vegetarian Baked Beans, Tomato Sauce, Talls, \$1.15.	
Clark's Chateau Concentrated Soups, 25c.	
Clark's Chateau Concentrated Soups, No. 1 Assorted, 95c.	

Ammonia Powder—	
"Anchor" Per case.	
50 cases, 6 doz.	\$2 50
10 cases, 3 doz.	2 50
5 case lots, freight pre-paid, Ontario points ..	2 25
Baking Powder—	
"Anchor" Per doz.	
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" Per doz.	
10c cakes, 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 36
2 lb. tins, whole or ground, cs., 30 lb.	0 35

EBY-BLAIN, LIMITED, TORONTO. ANCHOR BRAND.

Sur Extra Fins, 40 1/2 Flac, cs.	\$11 00
Sur Extra Fins, 100 1/2 kilo, cs.	17 00
Extra Fins, 50 1 kilo, cs.	15 50
Extra Fins, 100 1/2 kilo, cs.	16 00
Tres Fins, 100 1/2 kilo, cs.	14 50
Fins, 100 1/2 kilo, cs.	12 50
Moyens, No. 2, 100 1/2 kilo, cs.	10 00
Moyens, No. 3, 100 1/2 kilo, cs.	9 00
MINERVA PURE OLIVE OIL. Case—	
12 litres	8 00
12 quarts	7 00
24 pints	7 50
24 1/2 pints	5 00
Tins—	
20s, 1/2 gal.	3 00

Cream of Tartar—

"Anchor" Per doz.	
2 oz. pkgs., box 4 doz.	\$ 0 90
3 oz. pkgs., box 3 doz.	1 35
1/4 oz. pkgs., box 4 doz.	1 75
1/2 oz. pkgs., box 4 doz.	3 50
1/2 oz. tins, box 4 doz.	3 75
1 oz. tins, box 2 doz.	6 00
Flavoring Extracts—"Anchor"	
20c bottle	\$ 1 15
1/2 oz. bottle	2 50
4 oz. bottle	4 00
8 oz. bottle	7 50
16 oz. bottle	14 40
32 oz. bottle	28 80
80 oz. bottle	60 00
Flour—Potato—"Anchor" Per doz.	
Cases 2 doz.	1 20
Icing, Prepared—"Anchor" 10c pkgs., cases 3 doz.	1 00
Mustard, D.S.F.—"Anchor" 50c tins, boxes 4 doz.	0 50
10c tins, boxes 4 doz.	0 95
Per lb.	
1/4s, tins, boxes 12 lbs.	0 40
1/2s, tins, boxes 12 lbs.	0 39
1s, tins, boxes 12 lbs.	0 38
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.	
1/2 lb. tins, cases 30 lbs.	0 37
1 lb. tins, cases 30 lbs.	0 36
2 lb. tins, cases 30 lbs.	0 35
"GOLD MEDAL" ROLLED WHITE OATS. Per case.	
25c pkgs., cases 12 pkgs.	2 50
"KING" NAPHTHA BORAX WASHING COMPOUND. 5c pkgs., cases 50s	1 90
5c pkgs., cases 100s	3 75
10c pkgs., cases 3 doz.	3 50
"KOLONA" CEYLON TEA. Per lb.	
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.	
"Piccaninny" pancake and buckwheat	1 00
LAPORTE, MARTIN, LIMITED. MONTREAL. Agencies. BASIN DE VICHY WATERS. L'Admirable, 50 qts., case.	6 00
Efficace	6 50
Neptune	7 00
San Rival	8 00
VICHY LEMONADE. La Savoureuse, 100 pts., cse.	10 00
CASTILE SOAP. "Le Soleil," 72 p.c. Olive Oil. Cs. 25 11 lb. bars, lb.	0 10 1/2
Cs. 200 3 1/2 lb. pieces, cs.	5 50
Cs. 12 3 lb. bars, lb.	0 11
ALIMENTARY FASTES. BLANC & FILS. Macaroni, Vermicelli, Spaghetti, Small Pastes, etc. Box, 25 lbs., 1 lb.	0 08 1/2
Box, 25 lb., loose	0 08
Imported Peas "Soleil." Per case	
Sur Extra Fins, 40 1/2 Flac, cs.	\$11 00
Sur Extra Fins, 100 1/2 kilo, cs.	17 00
Extra Fins, 50 1 kilo, cs.	15 50
Extra Fins, 100 1/2 kilo, cs.	16 00
Tres Fins, 100 1/2 kilo, cs.	14 50
Fins, 100 1/2 kilo, cs.	12 50
Moyens, No. 2, 100 1/2 kilo, cs.	10 00
Moyens, No. 3, 100 1/2 kilo, cs.	9 00
MINERVA PURE OLIVE OIL. Case—	
12 litres	8 00
12 quarts	7 00
24 pints	7 50
24 1/2 pints	5 00
Tins—	
20s, 1/2 gal.	3 00

MINCE MEAT

WE are putting up a line of fine OLD ENGLISH MINCE MEAT in quart self-sealing glass jars that can be sold retail at 35c each, and they contain two and a half pounds net. This is the handiest and neatest way to handle Mince Meat, and it is at the same time, the most profitable.

Our Mince Meat is made of the best new fruits and purest spices, put up under the inspection of the Dominion Government and with the greatest care and cleanliness.

Also Sold in 80-lb. Kegs
40-lb. Kegs
20-lb. Kegs
5-lb. Tins

F. W. Fearman Company
HAMILTON LIMITED

Continental Grocery Bags

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

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

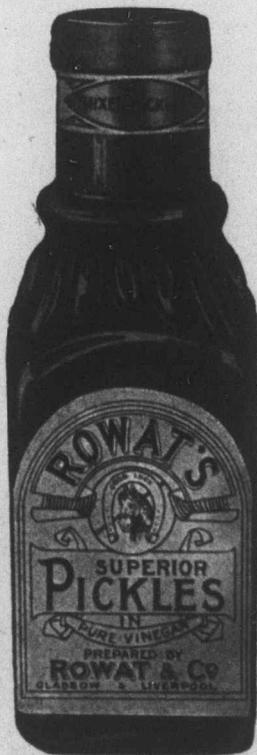
Continental Grocery Bags

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

The Continental Bag & Paper Co., Limited

Manufacturers Ottawa

Branches: MONTREAL and TORONTO
Agencies throughout Canada



It seems more than a mere coincidence that the most successful grocers are doing an enviable business in

ROWAT'S MIXED PICKLES

For high quality and large success have ever gone hand in hand. Know what customer satisfaction really is, know what success in pickle trade really is, by getting in touch with one of our distributors to-day.

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.

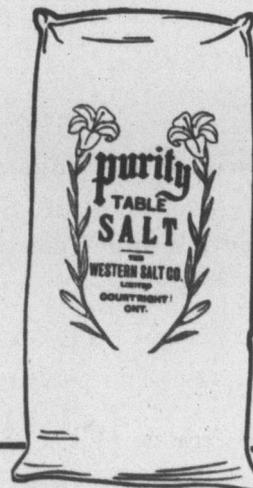
PURITY SALT

"The Salt That Satisfies"

It gives entire satisfaction throughout the year to all its users. It is rightly named because it consists exclusively of fine, dry, even crystals, refined and purified at a saltern of most up-to-the-minute equipment.

The salt for all household purposes—"Purity."

The **WESTERN SALT CO., Limited**
COURTRIGHT, ONT.



This Is the Bottle!



It contains the purest fruits garnered from the famous Niagara Peninsula, and scientifically packed by a firm that "knows how."

Goodwillie's Pure Fruits in Glass

have a reputation for quality which is always maintained.

Your wholesaler will quote you prices : : :

**Rose & Laflamme,
Limited**

AGENTS

Montreal and Toronto

Fish and Oysters

**Cold, Snappy Days
Bring the Demand.**

Be Prepared

Remember you can't do business without the goods.

A full stock of saleable lines.

Whitco Brand Haddies. In a class by themselves.

Shredded Codfish **Cod Steak**
Labrador Herrings

**Fresh and Frozen Halibut, Salmon,
Whitefish and Trout**

Kippers **Bloaters** **Fillets**

Oysters—Large and clean. Fresh daily.

A trial will convince you of the merits of our goods.

WHITE & CO., Ltd., Toronto

BOAR'S HEAD LARD COMPOUND.

N. K. FAIRBANK CO., LTD.	
Tierces	0 10%
Tubs, 60 lbs.	0 10%
Pails, 20 lbs.	0 10%
Tins, 20 lbs.	0 10%
Cases, 3 lbs., 20 to case...	0 11 1/4
Cases, 5 lbs., 12 to case...	0 11 1/4
Cases, 10 lbs., 6 to case...	0 11

F. O. B. Montreal.

MUSTARD.

COLMAN'S OR KEEN'S.

	Per doz. tins
D. S. F., 1/4-lb.	\$1 50
D. S. F., 1/2-lb.	2 68
D. S. F., 1-lb.	5 36
F. D., 1/4-lb.	0 95
F. D., 1/2-lb.	1 63

Per jar.

Durham, 4-lb. jar	0 87
Durham, 1-lb. jar	0 28

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.	

WHITE SWAN LYE

Single Cases, 4 doz.	\$3 40
3 case lots, 4 doz.	3 30
5 case lots, 4 doz.	3 20
Shipping weight 50 lbs. per case.	

JELLY POWDERS.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz.	\$ 0.90
List Price.	

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 50
Cherry, contains 2 doz.....	1 50
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.

RICHARDS' PURE SOAP.

Richards' Quick Naptha Soap. Packed 100 bars to case. 5-case lots (delivered), \$4.15 each with 20 bars of Quick Naptha as a free premium.

FELS NAPTHA.

Prices—Ontario and Quebec: Less than 5 cases\$5 90 Five cases or more 4 95

STARCH.

THE CANADA STARCH CO., LTD., EDWARDSBURG

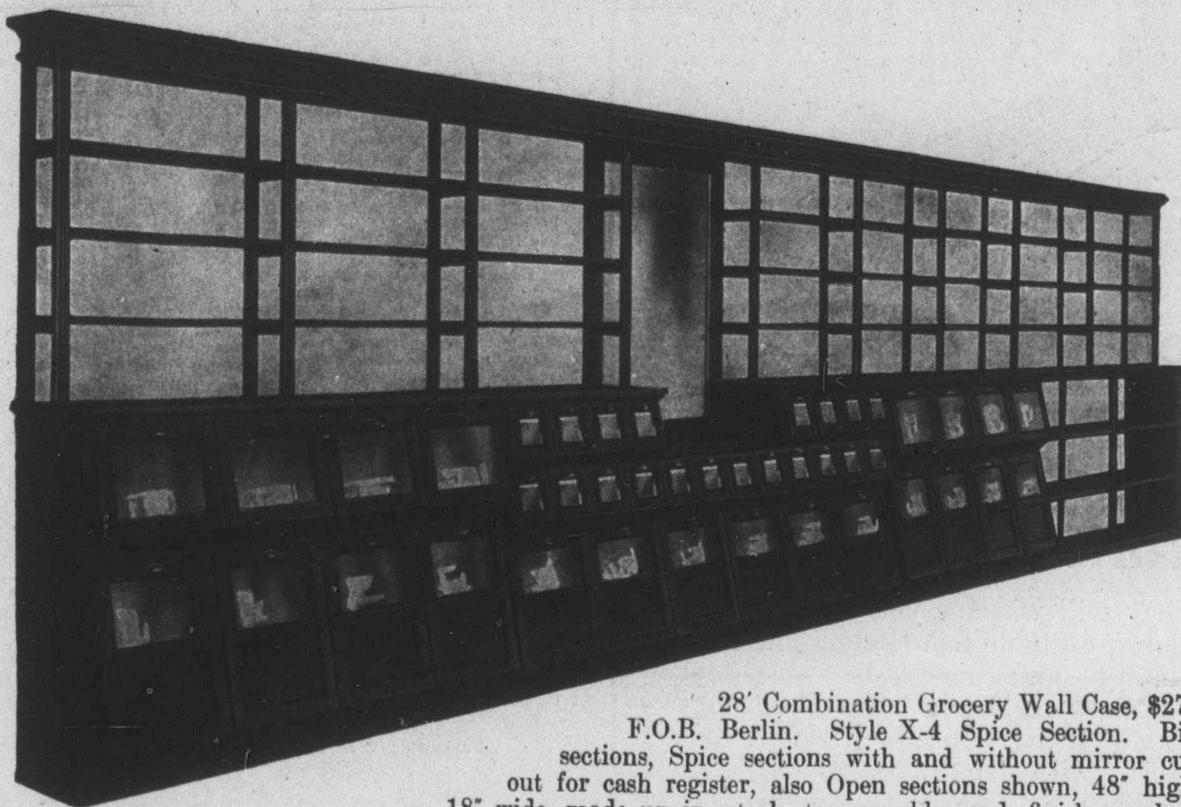
BRANDS and BRANTFORD BRANDS

Boxes.	Cents.
Laundry Starches—	
40 lbs., Canada Laundry.....	.06 1/4
40 lbs., Boxes Canada white gloss, 1 lb. pkg. ....	.06 1/4
48 lbs. No. 1 white or blue, 4 lb. cartons .....	.07 1/4
48 lbs., No. 1 white or blue, 3 lb. cartons .....	.07 1/4
100 lbs., kegs No. 1 white	.06 1/4
200 lbs., bbls., No. 1 white	.06 1/4
30 lbs., Edwardsburg silver gloss, 1 lb. chrome pkgs.	.07 1/4
48 lbs. silver gloss, in 6-lb. tin canisters .....	.08 1/4
36 lbs., silver gloss 6-lb. draw lid boxes .....	.06 1/4
100 lbs., kegs, silver gloss, large crystals .....	.07 1/4
28 lbs., Benson's Satin, 1-lb. cartons, chrome label ...	.07 1/4
40 lbs., Benson's Enamel (cold water) per case ..	3 00
20 lbs. Benson's Enamel (cold water), per case ...	1 50
Celluloid—boxes containing 45 cartons, per case ...	3 60
Culinary Starch.	
40 lbs. W. T. Benson & Co.'s prepared corn .....	.07 1/4
40 lbs. Canada pure corn starch .....	.06 1/4
(120-lb. boxes 1/4c higher.)	
Casco Potato Flour, 20-lb. boxes, per lb. ....	.10

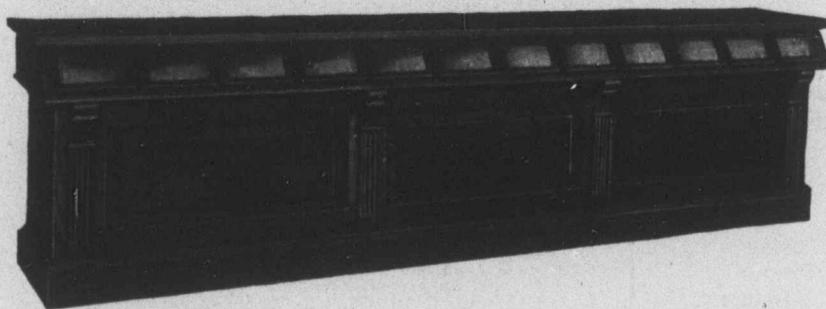
BRANTFORD STARCH. Ontario and Quebec.

Laundry Starches—	
Canada Laundry—	
Boxes about 40 lbs. ....	.06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lbs. ....	.06 1/4
First Quality White Laundry—	
3-lb. canisters, ca. of 48 lbs. .07	
Barrels, 200 lbs. ....	.06 1/4
Kegs, 100 lbs. ....	.06 1/4
Lilly White Gloss—	
1-lb. fancy cartons cases 30 lbs. ....	.07 1/4
8 in case .....	.07 1/4
6-lb. toy trunks, lock and key, 6-lb. toy drum, with drumsticks, 8 in case ...	.08
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 60
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. pkts., boxes of 40 lbs. .06	
Brantford Prepared Corn—	
1-lb. pkts., boxes of 40 lbs. .07 1/4	
"Crystal Maize" Corn Starch—	
1-lb. pkts., boxes of 40 lbs. .07 1/4	
(20-lb. boxes 1/4c higher than 40's.	

CANADIAN GROCER



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

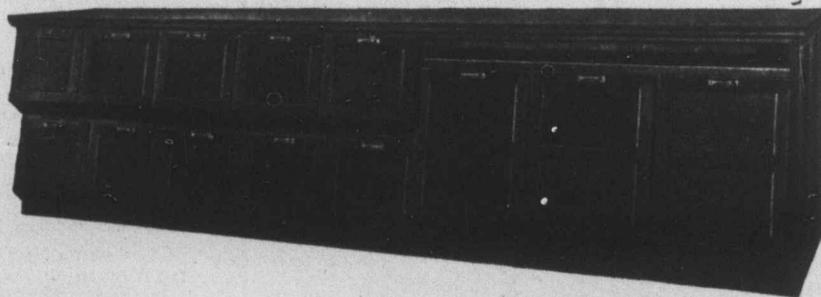


Counter No. 11. Best sales counter made. Bevel glass display is up in line of vision and avoids breaking of glass and unsightly appearance often seen in full glass front counters.

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

F.O.B. Berlin.

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



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

The Walker Bin and Store Fixture Co., Ltd.

BERLIN, ONTARIO



Sell Brunswick Brand Sea Foods for Profit and Reputation

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

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

Here are a few of our satisfaction-giving leaders:

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

Connors Bros., Limited

Black's Harbor, N.B.



OCEAN MILLS, MONTREAL.

Chinese starch, 16 oz. pack., 4 doz. per case, \$4; Ocean Corn Starch, 16 oz. pack., 4 doz. per case, \$3.60; King Corn Starch, 16 oz. pack., 4 doz. per case, \$3.12; Ocean Blanc Mange, all flavors, 8 oz. pack., 4 doz. per case, \$4; Ocean Borax, 8 oz. pack., 4 doz. per case, \$1.80; Ocean Baking Soda, 8-oz. package, 120 packages, per case, \$3; Ocean Baking Soda, 16 oz. pack., 60 pack. per case, \$3; Ocean Baking Powder, 1 lb. pack., 3 doz. per case, \$6.75; Ocean Baking Powder, 8 oz. pack., 5 doz. per case, \$6.50; Ocean Baking Powder, 4 oz. pack., 4 doz. per case, \$3; Ocean Baking Powder, 3 oz. pack., 4 doz. per case, \$1.60; Ocean Baking Powder, 5 lbs. tin, 10 tins per case, 50; Chinese Washing Powder, 8 oz., 120 pack., per case, \$4.25; retail at 5c per doz., 45c; Ocean Extracts, all flavors, 2 oz., 6 doz. per case, \$6; Ocean Mustard (French Mustard, quart size), 2 doz. per case, \$4.80; Ocean Mustard (French Mustard), pint size, 2 doz. per case, \$4; Ocean Liquid Blue, pint bottles, 2 doz. per case, \$1.80; Petrolatum, 2 oz. jars, 12 doz. per case, \$5.40; Petrolatum, 5 oz. jars, 6 doz. per case, \$5.40; Ocean Cough Syrup, 8 oz. bottle, 3 doz., per case, \$7.20.

COW BRAND BAKING SODA.

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

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

2-lb. tins, 2 doz. in case... \$2 65
5-lb. tins, 1 doz. in case... 3 00
10-lb. tins, 1/2 doz. in case... 2 80
20-lb. tins, 1/4 doz. in case... 2 85
Barrels, 700 lbs. 3%
Half barrels, 350 lbs. 4
Quarter barrels, 175 lbs. 4 1/2
Pails, 38 1/2 lbs. 1 65
Pails, 25 lbs. each 1 40

LILY WHITE CORN SYRUP.

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

CANNED HADDIES "THISTLE" BRAND.

A. P. TIPPET & CO., Agents
Cases, 4 doz. each, flats, per case \$5 44
Cases, 4 doz. each, ovals, per case 5 40

INFANTS' FOOD.

Robinson's patent barley, 1/2 lb. tins, \$1.25; 1-lb. tins, \$2.25; Robinson's patent groats, 1/2-lb. tins, \$1.25; 1-lb. tins, \$2.25.

BEAVER BRAND CORN AND MAPLE SYRUP.

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

MOLASSES.

THE DOMINION MOLASSES COMPANY, LTD.

Gingerbread Brand.
2s, Tins, 2 doz. to case.
Quebec, per case \$1 85
Ontario, per case 1 90
Manitoba, per case 2 30
Saskatchewan, per case 2 60
Alberta, per case 2 70

DOMOLCO BRAND.

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

SAUCES. PATERSON'S WORCESTER SAUCE.

1/2-pint bottles 3 and 6 doz. cases, doz. 0 90
Pint bottles, 3 doz. cases, doz. 1 75

H. P. Sauce— Per doz.
Cases of 3 dozen .. 1 90
H. P. Pickles—
Cases of 2 doz. pints ... 3 25
Cases of 3 doz. 1/4-pints.. 2 20

STOVE POLISH. JAMES DOME BLACK LEAD.

2a size, gross 2 50
6a size, gross 2 40
NUGGET POLISHES. Doz.
Polish, Black and Tan 0 85
Metal Outfits, Black and Tan 3 65
Card Outfits, Black and Tan 3 25
Creams and White Cleanser 1 15

TEAS. THE SALADA TEA CO.

East of Winnipeg. Wholesale sale, R't'l.
Brown Label, 1s and 1/2s .29 .35
Blue Label, 1s, 1/2s, 1/4s, and 1/8s 35 .45
Red Label, 1s and 1/2s... 41 .55
Gold Label, 1/2s 49 .65
Red-Gold Label, 1/2s 55 .80

ORANGE MARMALADE. "BANNER BRAND" PURE FRUIT PRODUCTS.

JAMS AND JELLIES.
2's \$2 15
4's 0 35
5's 0 42
7's 0 60
30's, wood 0 08
12-oz. glass jar 1 15
Tumbler, glass 0 95

MARMALADE.

2's, per doz. \$2 30
4's, per pail 0 40
5's, per pail 0 45
7's, per pail 0 65
30's, wood, lb. 0 08 1/2
12-oz. glass jar, doz. 1 20
Tumbler, glass, doz. 1 00
Prices subject to change without notice.

MINTO BROS., Limited. Toronto.

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

MELAGAMA TEA.

	Whol.	Ret.
Red Label, 1s or 1/2s.	0 29	0 35
Green Label, 1s, 1/2s, 1/4s	0 32	0 40
Blue Label, 1s, 1/2s, 1/4s	0 37	0 50
Yellow Label, 1s, 1/2s, 1/4s	0 42	0 60
Purple Label, 1/2s only	0 55	0 80
Gold Label, 1/2s only.	0 70	1 00

MINTO TEA.

	Whol.	Ret.
Green Bag	0 29	0 35
Red Bag	0 32	0 40
Yellow Bag	0 37	0 50
Purple Bag	0 42	0 60

YEAST.

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

IMPERIAL TOBACCO CO. OF CANADA, LIMITED. EMPIRE BRANCH.

Black Watch, 7s, 1/2 butts, 9 lbs., boxes 6 lbs. \$0 58
Bobs, 6s and 12s, 12 and 6 lbs. 0 46
Currency, 12s, 1/2 butts, 12 lbs., boxes 6 lbs. 0 46
Currency, 6s, 1/2 butts, 9 lbs. 0 46
Stag Bars, 6s, 1/2 butts, 12 lbs., boxes 6 lbs. 0 45
Walnut Bars, 8 1/2s, boxes 7 lbs. 0 64
Pay Roll, thick bars, 8 1/2s, 6 lb. boxes 0 67
Pay Roll, thin bars, 8 1/2s, 5 lb. boxes 0 67
Pay Roll, plug, 8 1/2s, 12 and 7 lb. caddies 0 67
Shamrock, plug, 7 1/2s, 1/2 butts, 12 lbs., boxes 6 lbs. 0 57
Empire, 7s and 14s, caddies 15 lbs., 1/4 caddies 6 lbs.. 0 52
Great West, pouches, 9s. 0 67
Forest and Stream, tins, 11s, 2 lb. cartons 0 89

UNCHANGED!

From Coast to Coast the price on

WETHEY'S CONDENSED MINCE MEAT

is absolutely unchanged.

THERE HAS BEEN NO
ADVANCE.

We have protected the trade and
ourselves for some time to come.

J. H. Wethey, Limited
ST. CATHARINES, ONTARIO

ONIONS

Hard, Well-Cured Yellow Danvers

We are in a position to quote you very
special prices. Ask us for quotations.
Carloads a specialty.

OYSTERS, HADDIE FILLETS, CISCOES

We receive fresh shipments every day
by express.

**Oranges, Lemons, Bananas,
Cranberries, Grapes, Sweet Potatoes.**

THE HOUSE OF QUALITY

Hugh Walker & Son

Established 1861

Guelph and North Bay



is the ideal chocolate for
cooking and drinking pur-
poses. 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

"Made in Canada"

Brooms of Quality

to introduce our

CANADA LINE

Please note the following:

Special Prices

Sample Order Solicited

Fine Polished Colored Handles

No. 1	CANADA,	5 stg.	- -	\$4.50
" 2	"	4 "	- -	4.00
" 3	"	4 "	- -	3.75

6-doz. Lots and up delivered (Ontario)

Walter Woods & Co.
HAMILTON

Buyers' Guide

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

SUCHARD'S COCOA
The Highest Quality
Most Reasonably Priced
"Quality" Cocoa
On Sale Anywhere.
FRANK L. BENEDICT & CO.
Agents Montreal

Raw Materials and Equipment
Some of the largest bakers in America are placing the buying of their materials and equipment in our hands. They know that they get better value through us.
The Biscuit & Cracker Mfrs. Co.
105 Hudson St. New York City

Cabbage Danish Ballhead Best Winter Keeper
For sale by
Lakebourne Farms Limited
Brighton, Ont.

STORAGE IN OTTAWA BOND AND FREE
Direct Railway connection. Car distributing. Write for rates.
Dominion Warehousing Co., Ltd.
Phone R54. 46 to 56 Nicholas St., Ottawa.

THEY ARE GOOD OLD STAND-BYS
Baker's Cocoa and Chocolate

"TRENT LOCK"
EGG FILLERS
FOR 30 DOZEN CASES
FOR ONE DOZEN CARTONS
THE TRENT MFG. CO., LTD.
TRENTON, ONTARIO, CANADA

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.



are always in demand, sell easily and are thoroughly reliable. You have no selling troubles with them.

Trade-mark on every genuine package

Registered Trade-Mark

MADE ONLY BY
Walter Baker & Co. Limited
Established 1780
Montreal, Can. Dorchester, Mass.

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:—

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

HOLLAND RUSK

The common verdict of your customers after they have tried it: "There's only one thing just as good—More."
Order a case from your jobber to-day.

HOLLAND RUSK COMPANY
HOLLAND, MICH.



THE "WANT AD."

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

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

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

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

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.

MISCELLANEOUS

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

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

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

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

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

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

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

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

AGENCY WANTED FOR VANCOUVER AND District by an A.I. man. What have you got? Write "Agent", 250 Dunsmuir St., Vancouver, B.C. (259)

AGENCIES WANTED FOR OTTAWA CITY - any line. Commission. Box 63, Canadian Grocer, Toronto, Ont.

WANTED

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

WANTED-ENERGETIC MAN TO SECURE subscriptions and renewals to Maclean's Magazine and The Farmer's Magazine. Good income guaranteed to capable person. Apply by letter, stating qualifications, to The MacLean Publishing Company, Limited, 143-153 University Ave., Toronto, Ontario.

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 Beet Grocery Store in the Boundary. Address, C. J. Allen, Greenwood, B.C. Can.

WANTED BY YOUNG MARRIED MAN position as grocery clerk or manager, excellent references. Write Box 62, Canadian Grocer, Toronto. (0)

FOR SALE

GROCERS' COUNTERS AND SHOW CASES: at 25% to 50% below regular price to clear stock. Special sale of samples and Exhibition cases from Oct. 1 to 15. All new goods at reduced prices. Call at special sales rooms, 120 Bay St., Toronto, or write for particulars to Jones Bros. Co., Limited, 29-31 Adelaide St. W., Toronto.

GROCERY STORE FOR SALE - EXCEL- lent 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.

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.

FOR SALE - LIGHT AMBER HONEY IN 60 lb. cans. Apply L. Livesay, Onondaga, Ont.

AGENCIES WANTED

WANTED-AGENCIES FOR CONFECTION- ery, biscuits, jams, canned goods and other grocery lines, on commission. R. C. Webber, 79 Merrick St., Hamilton.

The truly modern way

of washing is the Fels-Naptha way. No boiling to weaken the fiber; no hard rubbing to wear and tear. Work saved, time saved, fuel saved; clothes cleaner.



A MESSAGE TO MEN

These are days when men are men.

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

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

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

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

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

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

But haul down the flag and lie down?

Never!

Let us look about.

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

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

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

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

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

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

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

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

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

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

The west coast of South Africa is at our doors.

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

Where do we stand?

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

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

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

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

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

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

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

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

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

CANADIAN GROCER



Georgian Bay Apples

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

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

Can also quote Crab Apples and Pears.

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

ELLIS BROS.

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

Apples

We will pack

10,000

barrels

of the celebrated
Georgian Bay Apples

this Fall. Place your orders early.

LEMON BROS.

Owen Sound, Ontario

Don't forget

"Aurora"

The best brand of

Valencias

J. J. McCabe

AGENT

TORONTO, ONT.

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

THEDFORD BRAND "QUALITY APPLES"

in Standard Boxes—Wrapped

Graded and packed by experts in our own packing house. Our very low prices this year place this most excellent brand of boxed fruit within the reach of the most modest purse.

All standard winter varieties. Grown in the famous Lambton fruit belt.

Stock our boxed apples this year and guarantee your customers no waste on their winter apples.

Pleased to quote you on any assortment or quantity.

Our prices will surprise you.

Thedford Fruit Growers Assn. (Inc.)
THEDFORD, ONT.

KINDLY MENTION

THIS PAPER WHEN

WRITING ADVER-

TISERS

"Made in Canada"

SCHNEIDER'S SAUSAGES

"Twelve Varieties"

They are made from Fresh, Clean Meat, and are by far the best value in the Meat Line. Compare Fresh Meat prices and see.

A display of our ring Bologna, Wieners, Pure Pork Sausage, etc., will prove a big sales and profit-producer in your Provision Department.

Send for particulars and prices. Can ship any day at any time.

J. M. SCHNEIDER & SONS
LIMITED

Berlin, Ontario

WAR AND TEA

Now is your golden opportunity to get bulk blends from us and work up a tea business for yourself.

Standard Blends.	Wholesale.	Retail.
Beaver .....	.21	.25
Hurlingham (Strong) .....	.23	.30
Oriole .....	.24	.30
Club .....	.25	.35
Standard (good liquor) .....	.28	.40
Star (small leaf) .....	.28	.40
Buckingham (small leaf) .....	.28	.40
Flowerdale (B.O.P.) .....	.30	.45
Cheltenham .....	.33	.50
King George .....	.40	.60
Queen Mary .....	.48	.75
Golden Tip .....	.70	1.00

The above are standard blends, composed of Ceylon and Indian teas, kept uniform for the benefit of our customers. We shall be pleased to quote on teas not blended in original packages upon application.

GREEN TEAS.

Young Hyson, Ceylon Green, Indian Green, Japan and Gunpowder can be supplied at various prices.

Write or wire at our expense. Absolute satisfaction guaranteed or goods returnable at our expense. Freight prepaid on 100 lb. lots.

R. B. HAYHOE & CO.

Tea and Coffee Merchants

47 COLBORNE STREET

TORONTO

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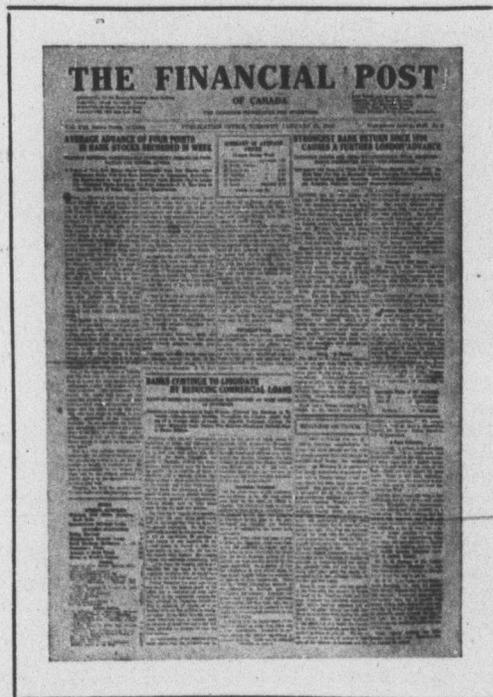
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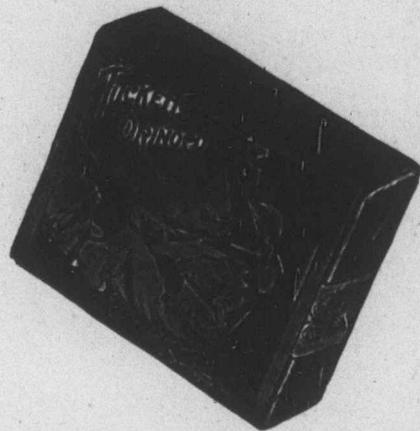
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