

**PAGES  
MISSING**

FEATURING PRICE CHANGES CAUSED BY THE WAR

# CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVIII

PUBLICATION OFFICE: TORONTO, AUGUST 21, 1914

No. 34

## PATHFINDER

*CORONA*

*PERFECTO*

*PANETELA*



HAMILTON ONTARIO.

**IRENE**  
*THE CIGAR WITH A TONE*

**ELK**

Harper-Presnail Cigar Co., Ltd.  
HAMILTON

Western Distributors:— MASON & HICKEY, Winnipeg



CANADIAN GROCER

Put up in  
**5c.**  
Bars



Put up in  
**10c.**  
Bars

## Pay your rent with "Kreemy"

*Everybody will chew it when they get the taste*

Here are a few logical reasons why you should introduce and push this famous English Toffee: Its delicious, rich, creamy flavor grows and creates an increasing demand, not with children alone, but with the older people. When business is dull and money tight the more Kreemy Toffee will be used, for a ten cent bar will

# Sharp's Kreemy Toffee

be bought where a sale of a box of chocolates would be lost.

Push "Kreemy" Toffee as you would any other good, wholesome, profitable food. Our agents are well supplied with stock.

Order trial shipment to-day, and help out your business with "Kreemy" profits.

Order trial shipment to-day, and help out your business with "Kreemy" profits.

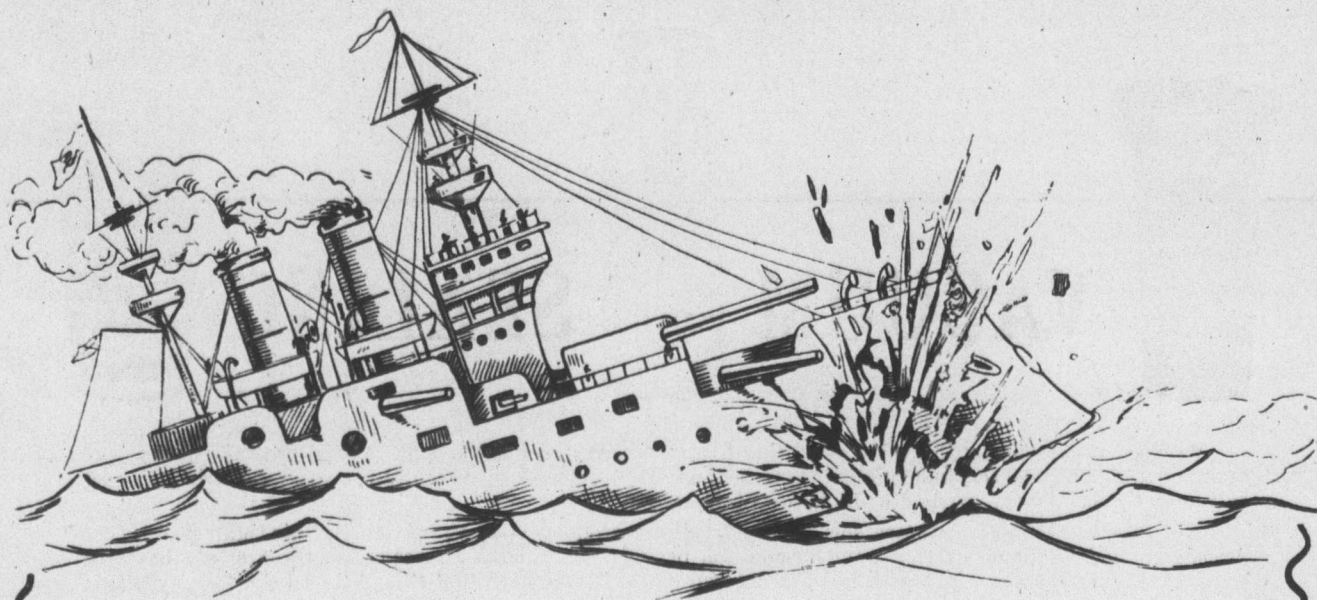
MAIL YOUR ORDER DIRECT TO OUR AGENTS.

Made at Kreemy Works, Maidstone, Eng., by

## EDWARD SHARP & COMPANY

AGENTS

The HARRY HORNE CO., of Toronto—For Ontario. Howe, McIntyre & Co., of Montreal—For Quebec. Geo. S. De Forest & Sons, of St. John—For New Brunswick. J. S. Creed, of Halifax—For Nova Scotia. Leadlay, Ltd., of Winnipeg, for Manitoba and Saskatchewan. Hamblin & Brereton, of Vancouver, for British Columbia and Alberta.



## Dangers of Ocean Shipping

during the present crisis, are not only increasing prices of foreign dried and canned fruits, but shipments are practically at a standstill.

## Griffin & Skelley's California grown Dried and Canned Fruits and Vegetables

represent the height of perfection in fruit and vegetable growing, drying, preparing and packing. They are known as the standard of quality. Your customers will appreciate if you sell this pack. No delay in shipments.

Order from your wholesaler.

Apricots,  
Prunes,  
Seedless and  
Seeded Raisins,

White Cherries,  
Black Cherries,  
Blackberries,  
Damson Plums,

Greengages,  
Raspberries,  
Strawberries,  
Pineapples,

Peaches,  
Grapes,  
Pears,  
Asparagus, etc.

### Arthur P. Tippet & Company

AGENTS

Montreal, Que.



CANADIAN GROCER



VACUUM SEALING

All food packers know the value of sealing food products under a Vacuum. Goods properly packed and sealed in this manner keep indefinitely. This method has been used successfully for years with tin cans, but only recently has it been possible with glass containers.

The essential requirements are speed, easy handling, economy and an absolutely air-tight seal. The Anchor method fulfills all of these, and in addition provides a serviceable reseal after the first one has been broken. Anchor caps have a mechanical seal as well as the Vacuum, so that should a package for any reason lose its vacuum, the contents are still much more effectually and securely sealed than by any other known method.

Anchor caps are quickly and easily applied; an unskilled operator can seal from twenty-five to thirty a minute; cheap when compared with results and satisfaction obtained, and are made in a great variety of sizes to suit all styles of tumblers, jars and bottles.

Write us for catalogue and price list, or have our representative call.

ANCHOR CAP & CLOSURE CORPORATION OF CANADA LIMITED



THE ELGIN NATIONAL



INSTANTLY ADJUSTED TO STEEL—CUT COFFEE AS FINE OR COARSE AS YOUR TRADE DEMANDS

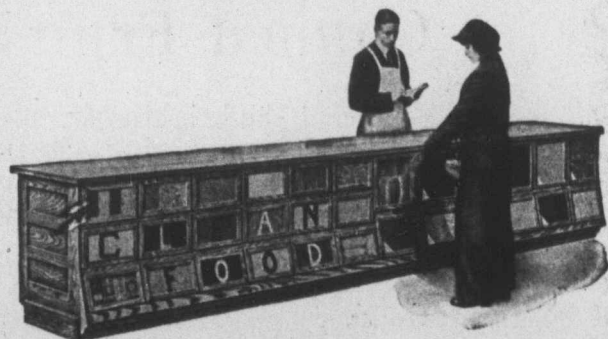
It takes just a few turns and the coffee is ground. No expense to operate and the machine will last a lifetime. Feed your coffee grinding troubles to the ELGIN NATIONAL. It is built for business.

Ask any of the following jobbers for latest catalog:—  
 HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; McPherson, Glasco & Co.  
 TORONTO—Eby, Blain, Ltd.; R. B. Hayhoe & Co.; Minto Bros.  
 MONTREAL—The Canadian Fairbanks Co. (and branches); Minto Bros.  
 QUEBEC—Minto Bros.  
 LONDON—Gorman, Eckert & Co.  
 ST. JOHN, N.B.—G. E. Barbour Co.; Dearborn & Co.  
 WINNIPEG—Blue Ribbon, Limited (and branches); The Codville Co. (and branches).  
 REGINA, SASK.—Campbell, Wilson & Strathdee, Ltd.  
 SASKATOON—Campbell, Wilson & Adams, Ltd.  
 EDMONTON, ALTA.—The A. MacDonald Co.  
 CALGARY—Campbell, Wilson & Home, Ltd., and P. D. McLaren, Ltd.  
 FERNIE, B.C.—The Western Canada Wholesale Company, Ltd.  
 VANCOUVER—The W. H. Malkin Co., Ltd.; Wm. Braid & Co.; Kelly, Douglas & Co., Ltd.; Empress Manufacturing Co.

MADE BY  
**Woodruff & Edwards Co.**  
 ELGIN, ILL., U.S.A.

"Sherer's" Grocery Counter  
 For 20 Years the Leader

and leadership means excellence, but unfortunately it also means imitators, and cheap ones at that.



PATENT PENDING

The argument in favor of the Sherer Counter is perfection in adaptability to the grocer's use—perfection in material and perfection in construction.

The Imitator's talk is of the cheapness of his product. But Quality is worth the price, and the name of "Sherer" on a Counter is a guaranty of Quality.

Full information in our free Catalog Number C10

**SHERER-GILLETT COMPANY**

Head Office: Chicago, Ill.

Canadian Office and Factory: Guelph, Ont.



**C**AN you get away from the fact that out of every hundred women in your town fully two-thirds of them know E. D. Smith's Jams, Jellies, etc., either by having used them personally, by reputation, or by having seen the extensive advertising we have conducted for years past.

Behind the advertising is the one predominating fact that this famous brand has held the highest position in the Government report ever since its introduction to the public eleven years ago.

All we ask you to do is to keep E. D. S. products in the open where your trade will see them—they will do the rest by reminding your customers of having heard and read about the deliciousness and purity of these goods. **They will sell themselves if you keep them shown.**

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

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



## Let fresh milk go up in price

if it will owing to uncontrollable conditions. With a generous supply of Borden's Milk Products you or your patrons need not worry.

### *Borden's Milk Products*

Eagle Brand Milk, Borden's Evaporated Milk, Reindeer Brand Coffee, Cocoa and Milk are always ready for the emergency and fill the place of fresh, sweet milk in a way no others can. They will act as a leveling or equalizing medium for the good housewife during the period of war prices. They will help relieve the situation by taking the place of fresh milk—when it goes up as it surely will.

*Place your order now for the all-year-round goods.*

### **Borden Milk Co., Limited**

"Leaders of Quality"  
**MONTREAL**

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



# FURUYA & NISHIMURA

## JAPAN TEAS

**RENNIES SEEDS**

PUREST-CLEANEST  
MOST RELIABLE  
GET CATALOGUE  
AT BEST DEALERS  
OR DIRECT  
TORONTO - MONTREAL  
WINNIPEG - VANCOUVER.

**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

## Regarding Continental Bags

Do you receive full value for the money you spend on Paper Bags?

You may think you do,—but do you?

Do you make a comparison between the different sorts of bags?

If not, why not?

Judicious buyers should do so.

It will prove to their satisfaction that

### Continental Grocery Bags

ARE OF BEST VALUE

THOUSANDS SAY IT SO WILL YOU

## The Continental Bag & Paper Co., Limited

Manufacturers OTTAWA

BRANCHES: MONTREAL and TORONTO

Agencies throughout Canada

## A Household Standby

For sealing preserves and jellies, your women customers know there is nothing so good as

**Parowax**  
(Pure Refined Paraffine)

Its purity and cheapness make it a quick seller always.

Parowax makes washing easy, too. You can build up a good steady trade by pushing Parowax. It's a quick mover, and brings repeat orders.

Put up in 1/4 lb. cakes, 4 cakes in a carton;  
20, 40 or 100 cartons in a case.

THE IMPERIAL OIL COMPANY, Limited

Toronto	Montreal	Winnipeg	Vancouver
Ottawa	Quebec	Calgary	Edmonton
Halifax	St. John	Regina	Saskatoon



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

**Trade that Endures**

week in week out, month by month and year by year is the experience of those grocers who stock

**OCEAN BLUE**

No other Laundry Blue gives quite the same degree of satisfaction to users. It pays the user to use and the grocer to sell.

**Order from your Wholesaler.**

HARGREAVES (CANADA) LIMITED.  
39 FRONT STREET, E. TORONTO.

Western Agents:  
For Man., Sask. & Alta.  
Nicholson & Bain  
Winnipeg,  
Regina, Saskatoon,  
Calgary and Edmonton. For B.C. and Yukon:  
Donkin, Creeden & Avery, 117, Arcade Buildings  
Vancouver, B.C.

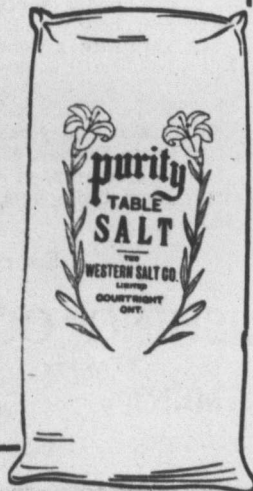


**PURITY SALT**

IF you are very particular in supplying the needs of your patrons you will give them only high and pure quality products. In selling salt the particular dealer recommends and gives his customers **PURITY SALT**. Perfectly distilled and dried by the use of the most improved processes.

**Purity Salt** allows the dealer a good profit, and invariably gives satisfaction.

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



"Cow Brand" success is never doubted



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

**CHURCH and DWIGHT** Limited

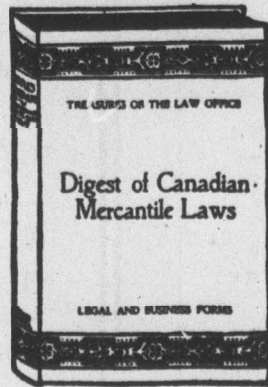
Manufacturers  
MONTREAL



# A BOOK THAT SAVES MONEY

## "Digest of the Mercantile Laws of Canada"

A READY REFERENCE FOR BUSINESS MEN AND THEIR ASSISTANTS. A GUIDE TO THEIR DAILY BUSINESS



IN RENTING A STORE, PROCURING A LOAN OR COLLECTING A DEBT, THIS BOOK WILL SAVE YOU MANY DOLLARS

No work ever published in Canada equals it for business men. A veritable consulting library on this one line so universally needed. Based on Dominion and Provincial Statutes and Court Decisions. Indorsed by barristers, sheriffs, magistrates and conveyancers.

Below appears a few of the questions it answers. These are picked out at random from the book.

If you endorse a cheque which bank cashes, are you liable to the bank for the amount, if the cheque were forged or raised?—173.

(The figures after each question refer to the section in the "Digest" which gives the answer.)

Can interest written "one per cent. per month" in a note be collected by "legal process"?—See sections 345, 185.

In going security on a note, what is the difference between writing your name on the face of the paper or on the back?—171.

Why is it that a verbal agreement to buy real estate with, say \$100 paid down "to bind the bargain," does not bind either seller or buyer?—451.

If a proposition is made to you by letter and you accept it by letter, do you know the exact time when the contract is closed?—39.

How many years does it take a promissory note, a book account, a judgment or a legacy to outlaw in your province?—356, 359, 360, 367.

How long may the drawee legally hold a draft for acceptance?—209.

If a man, in the presence of witness, makes a verbal agreement to buy a wagon, say for \$53, but does not take possession of it, will the sale be binding?—500.

What effect has it on a will if only one person signs it as a witness?—815.

If the wife or husband of a legatee signs the will as a witness, what is the effect?—816.

"A," in paying off a Mortgage, gave mortgagee a marked cheque on which was written: "This cheque is given and received as a full settlement and discharge of Mortgage No.——." Is that a legal discharge?—410.

If a person goes with his hired man to a merchant and says: "Give this man the goods he may need up to," say "\$15, and if he does not pay you," say, "within thirty days, I will," will the promise bind him?—110.

If stolen goods are sold to an innocent purchaser for value, can they be taken from him?—513.

How may a person legally add "& Co." to his name, or use any special name other than his own as a firm name, without having a partner?—694.

"B" claims that the Canadian Bills of Ex. Act allows him two days, in addition to the day of presentment, to accept a sight draft, and then three days of grace in which to pay it—six days in all. Is he right?—209, 217.

If you rent a property for a year, the rent payable monthly, and remain on after the year expires, are you a yearly or a monthly tenant?—580, 608.

Can you garnishee a debtor's money deposited in a bank if you know it is there?—885, 295.

Forwarded direct post free on receipt of price.

Keep the book ten days, and if it is not worth the price, return it and get your money back. If remitting by cheque make same payable at par, Toronto. Eastern Edition, Price, \$2.00. Special Western Edition, \$2.50.

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

Eastern Edition, Price \$2.00

Special Western Edition, \$2.50

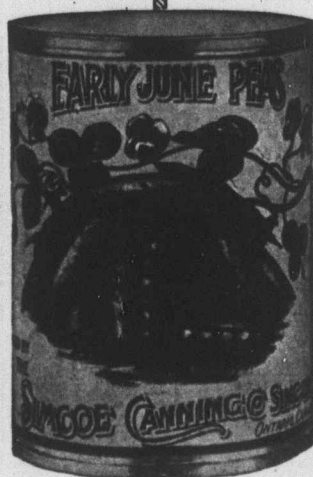
### THE MACLEAN PUBLISHING CO. LTD.

Montreal Toronto Winnipeg

BOOK DEPARTMENT

143-153 University Ave.,

TORONTO



*By selling the finer grade Peas you make a larger profit*

“Early June Peas” only cost you 2½c. a dozen more than “Standards”;  
“Sweet Wrinkle Peas” only cost you 2½c. a dozen more than “Early Junes.”  
Without any difficulty you can get at least 1c. a can more for these finer grades. This means an **extra** profit of 9½c. for you on every dozen tins.

Dominion Cannery's Peas are vastly superior to foreign canned Peas, as most of these are artificially colored with a chemical which destroys the true flavor of the Pea, and is considered injurious to the human system.

Government Regulations now insist that canned Peas artificially colored, must have that fact stated on the label.

Dominion Cannery's Peas retain their full, natural flavor, as they are picked and canned on the same day. The Peas are usually canned within a few hours after picking.

Canned Peas are cheaper to the householder than Fresh Peas. It takes about four quarts of Peas in the pod to fill a No. 2 can. Don't fail to point this fact out to your customer.

**Dominion Cannery, Limited**  
HAMILTON





## Get Ready for the Big Sugar Months of the year

September and October are big preserving months. Pears, Peaches, Plums and other fruits are at their best. Jellies, Jams and Marmalades for winter are being made. Sweet Pickles send their spicy fragrance out of hundreds of kitchens.

RIGHT NOW, go over your stock and see how you are fixed to fill orders for

# Redpath EXTRA GRANULATED SUGAR

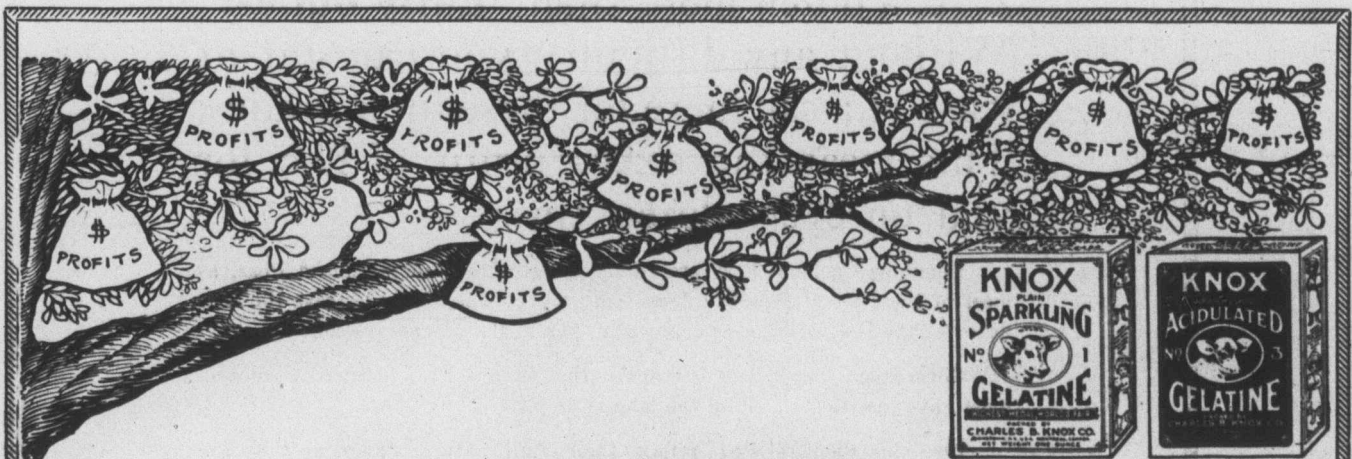
Your stock of "REDPATH" is just as important as your stock of fresh, sound fruit, for your customers can't make the best preserves without the best sugar.

Carry plenty of all sizes of "REDPATH PACKAGES"—the 2 and 5-pound Sealed Cartons, as well as the 10, 20, 50 and 100-pound cloth bags.

Aside from the fact that you are able to give your customers absolutely pure sugar of the highest grade, you actually save money by handling "REDPATH PACKAGES," because they save weighing, save waste, prevent losses through broken packages, and enable you to fill orders quickly.

Look up and stock up.

**CANADA SUGAR REFINING CO.**  
MONTREAL Limited



This is the season to push

## KNOX GELATINE

### Get Your Share of the "Extra Profit" Crop

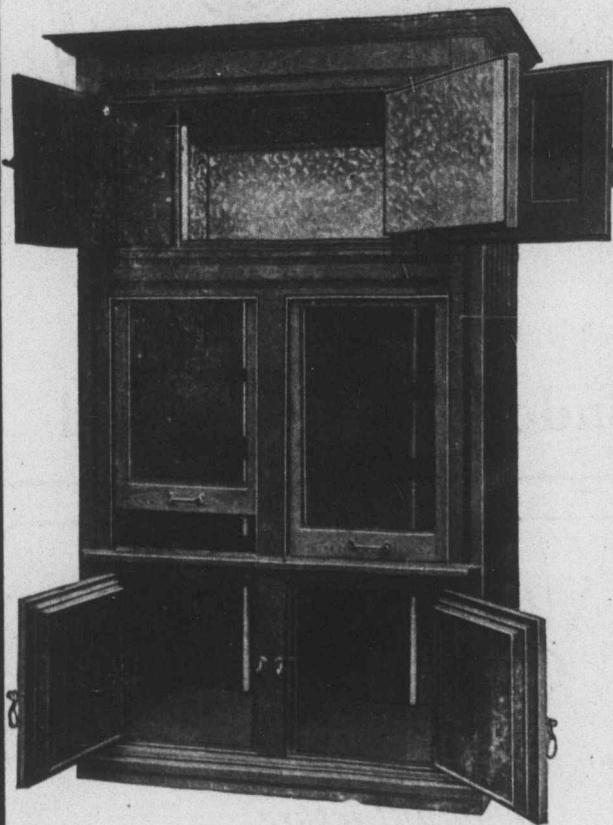
KNOX GELATINE is a steady seller all year 'round, but, its largest sale naturally takes place in the summer months when women want desserts that are easily and quickly prepared. Nothing is more inviting than jelly and it is a wholesome food for the hot weather. Bring these points to your customers' attention and make a special effort to secure more sales. You'll be surprised how easy it is! You couldn't sell anything that would pay you better than KNOX GELATINE.

**CHAS. B. KNOX & CO.**  
Johnstown, N.Y.

Every detail in

**ARCTIC**

Refrigerator construction is perfect



It is no brag when we say we pride ourselves in our knowledge of refrigeration and refrigerator construction.

We have mastered the science of dry, cold air production and have embodied in Arctic Refrigerators details which are perfect from both a scientific and practical viewpoint.

The Arctic, whether a small refrigerator for the home, the largest storage refrigerator or the Silent Salesman, is perfect in the smallest detail, and efficient to the last degree.

You should learn more about the Arctic—write for Catalog.

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

Agents:—Western Ontario: J. H. Galloway & Co., Hamilton. Saskatchewan: Western Butchers' Supply Co., Regina, Sask. Montreal: W. S. Silcock.

“SOVEREIGN”  
**SALMON**

FINEST BRITISH COLUMBIA

SOCKEYE



QUALITY  
IS OUR FIRST  
CONSIDERATION

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

**There's money in  
the right salt**

Hundreds of dealers have realized that the right salt, the salt that gives the best satisfaction, is CENTURY. Every crystal is pure. It is the best for table or dairy, and the most profitable for the dealer to handle. Those that know push CENTURY SALT. Put up in small, white cotton bags and 100-lb. sacks

**Dominion Salt Co.,**  
Limited  
Sarnia, Ont.





# Kops & Kops Ale Stout

(Non-Alcoholic)

## Ideal Summer Beverages

Scientifically brewed from the finest Kentish Hops, retaining the healthful, bitter principle derived from Hops only. They are, nevertheless, non-alcoholic and non-intoxicating.

There are no more wholesome, salutary, palatable beverages than these.

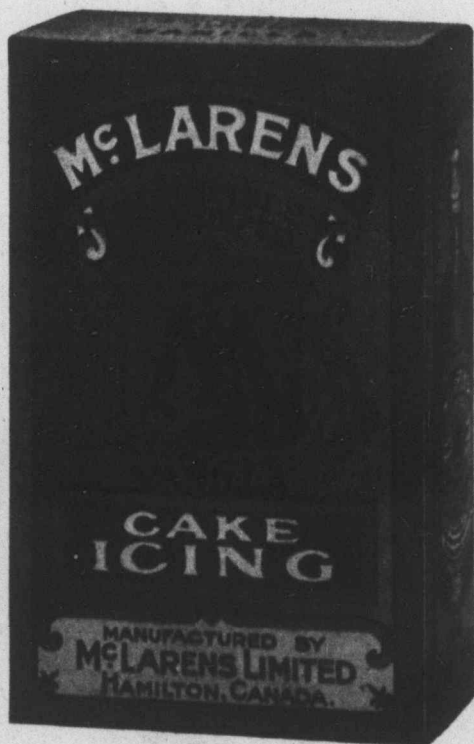
Possess distinct tonic and stimulating properties.

If you did not try them last Summer, we should like to make arrangements to supply a sample lot.

**THE BEST FOR YOUR TRADE.**

CANADIAN AGENTS:—Nelson, Shakespeare, Watkins, Ltd., Vancouver, B.C.; Ruttan, Alderson & Lound, Ltd., Winnipeg; Kenneth H. Munro, Coristine Bldg., Montreal; Royal Stores, Ltd., St. John's, Nfld.

## KOPS BREWERIES, London, S.W., England



## McLAREN'S Invincible Cake Icing

*is never touched by human hands  
in manufacture*

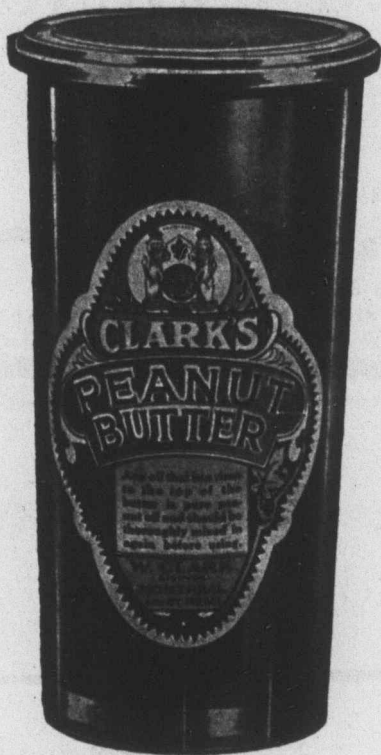
Our operators are thoroughly experienced, cleanly, and work under the very best possible factory conditions, and yet we do not allow a hand to come in contact with our products in course of manufacture. From the raw materials everything is handled by the latest machinery, including the packaging, etc. Only the purest and finest quality of materials are used in McLaren's Invincible Cake Icing—purest cane sugar—finest quality vanilla extracts.

Anticipate a bigger demand than ever and order your winter's stock now.

**McLarens Limited**  
HAMILTON, CANADA

# CLARK'S Peanut Butter

in  $\frac{1}{4}$ ,  $\frac{1}{2}$ , and 1 sizes, also in 24 lb. pails.



The 24 lb. pails are money-makers for you, Mr. Grocer.

Keep in your refrigerator and it will cut solid like dairy butter.

It contains the nourishing and appetizing qualities of dairy butter and preserves or meat and makes delicious sandwiches.

Guaranteed to contain the finest peanuts only and to be absolutely pure.

**GET PRICES FROM YOUR JOBBER  
OR WRITE US.**

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



# Tartan BRAND

THE SIGN OF PURITY

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

Phones—462, 3595, 3596, 3597, 3598, 748.

Use them at our expense.

We thank you for the liberal business received during the Travelers' Holidays. They will interview you next week with full information for Fall business

## SYMINGTON'S COFFEE ESSENCE

is the standard of quality and excellence. There is no other Coffee Essence to equal it. Made by the most expert coffee-cooks who devote their whole time and attention to the manufacture of Coffee Essence. The demand—fostered by continuous up-to-date advertising—is constant, and discriminating housewives everywhere insist upon having the premier brand.

GET FULL PARTICULARS, SHOWCARDS AND PRICES TO-DAY.

**Thos. Symington & Co., Edinburgh and London**

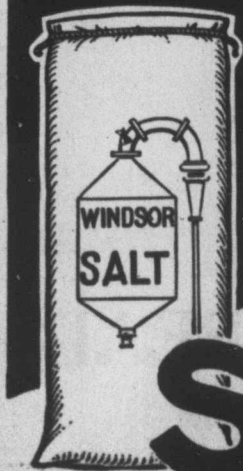
AGENTS:— Ontario—Messrs. W. B. Bayley & Co., Toronto. Quebec—Messrs. F. L. Benedict & Co., Montreal. Vancouver—Messrs. Shallcross, Macaulay & Co.



# WINDSOR

You want to sell what your customers want to buy.

You know that practically every one of your good customers wants Windsor Salt—which is a good reason for your handling it, isn't it?



# SALT

## King George Navy to the front

Here is a particularly high quality line of Chewing Tobacco—*King George Navy*—that you will be well advised to keep to the front. It commands a ready sale, that makes it particularly profitable.

**Rock City Tobacco Co.,  
LIMITED**

QUEBEC

WINNIPEG

WE RECOMMEND



THE SWEETHEART OF THE CORN

# War Prices for Food

All along the line prices are rapidly advancing.

Notwithstanding that every ingredient entering into the manufacture of

## KELLOGG'S TOASTED CORN FLAKES

has been enormously advanced in price during the past month, we will as long as possible make no advance in our list price.

This is entirely owing to the fact that we fortunately had placed orders for supplies large enough to last us for the next six months under ordinary conditions, and we are determined that our customers will participate in this advantage.

While we do not wish you to overstock, do not permit your stock of our line to get too low.

**BATTLE CREEK TOASTED CORN FLAKE COMPANY, LIMITED**  
LONDON, CANADA



# Readers Of The Grocer, Let Us Know Your Wants

You have noticed our Letter Box service. Every week we hear from dealers who desire names and addresses of firms manufacturing some particular article.

This service may be beneficial to you. If you are in the market for any article you do not know where to get, our services will be cheerfully given.

The Canadian Grocer is in position to secure information on new lines in the grocery trade, and of novelties occasionally asked for in the grocery store.

Don't hesitate to write us. As a subscriber of The Grocer you are entitled to this service.

## The Canadian Grocer

Montreal

Toronto

Winnipeg

Vancouver

# St. Lawrence Granulated

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

### Keep Your Tobacco Department to the Front!

You will find that a Tobacco Department runs itself, providing you sell good cigars, which give the smoker value for his money. Profits which accrue are larger than you make in any straight grocery line. Feature

### 7-20-4 CIGARS

They are a known brand with a high reputation. It has been our aim to manufacture cigars that for quality cannot be surpassed. Using the very best tobacco and employing only skilled help, make possible the fulfillment of our ambition.

If you are not handling 7-20-4 in your Cigar Department,  
**WRITE US TO-DAY—DON'T WAIT.**

**THE SHERBROOKE CIGAR COMPANY**  
SHERBROOKE, QUE.



### Just to prove

to your entire satisfaction the tasty deliciousness of this quality confection—

### Chocolate Turkish Delight

we will send you a free sample together with our price-list. The profit is exceptionally good.

Write  
**Oriental Produce Co., Montreal**

## Standard Biscuit Case

### In Sectional Lengths

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

This case shown is 6' long and 54" high, having 3 large patent roller bins in base, with bevel front to display cakes or contents of large cake boxes, and above this glass display oak front slides, fitted with rollers to insure easy running,

show your stock of cakes in tins. Every large bin in base adds two feet to length of case.

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



### Walker Bin & Store Fixture Co.,

LIMITED

Berlin,

Ontario

#### Representatives:

Manitoba:—Watson & Truesdale, Winnipeg, Man.

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

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

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

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



# Manufacturers' Agents and Brokers' Directory

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

**ONTARIO.**

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

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

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

"Canned Foods Ltd."  
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**W. H. Millman & Sons**  
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When writing advertisers kindly mention having seen the ad. in this paper.

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

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 28 Fron Street E. TORONTO  
**RICE, COFFEE, DRIED FRUITS, SEEDS, CANNED and FRESH FISH, CHEESE: EDAM, STILTON, ROQUEFORT; CONFECTIONERY, ETC.**

You can talk across the Continent for two cents per word with a want ad. in this paper.

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 Limited  
 Wholesale Grocery Brokers and Manufacturers' Agents.  
 WINNIPEG.  
 We solicit accounts of large and progressive manufacturers wanting live representatives.

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 Importer, Wholesale Broker and Manufacturers' Agent.  
 Trade Established, 15 years. Domestic and Foreign Agencies Solicited  
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 LIMITED  
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 WINNIPEG REGINA  
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 Importers and Manufacturers' Agents. Winnipeg, Calgary, Vancouver.  
 We call on the Jobbing and Retail Trade.

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 Domestic and Foreign Agencies Solicited.

**COCKBURN-NOLAN CO.**  
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**FRANK H. WILEY**  
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**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 truckage. Shipments stored and distributed. Can give special attention to a few good agencies.  
 857 Beatty Street, Vancouver, B.C.

**O'Loane, Kiely & Co., Ltd.**  
 Wholesale Grocery Brokers and Commission Merchants, Canned Goods, Dried Fruits, Cereals and Grocers' Sundries, Buyers' and Sellers Representatives and General Agents. Inspectors and Shippers of Canned Salmon. Truckage, common and cold storage warehouse facilities.  
 RELIABLE ACCOUNTS SOLICITED.  
 References: Bank of Montreal, Broadstreet and Dun.  
 VANCOUVER, B.C.

**NEWFOUNDLAND.**  
**T. A. MAGNAB & CO.**  
 ST. JOHN'S, - NEWFOUNDLAND  
 MANUFACTURERS' AGENTS and COMMISSION MERCHANTS  
 Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Magnab," St. John's.  
 Copies: 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?  
**CLAUDE BEAUCHAMP**  
 223 Commissioners St., Montreal.

The  
**Condensed Ad.**  
 page  
 will interest you

e failure to stock some standard commodity may be  
 the means of a merchant losing trade.

**Mathieu's Nervine Powders**



are recognized everywhere as a specific  
 remedy in all cases of headaches,  
 and they can be recommended by  
 every merchant with perfect safety  
 as an effective remedy. Don't lose  
 trade by allowing your supply to run  
 short.

If you don't know them, try  
 Mathieu's Nervine Powders yourself  
 at our expense as per coupon attached.

For all forms of colds Mathieu's Syrup of Tar and Cod Liver Oil is  
 recognized as a safe and effective cure.

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

Please send regular box of Mathieu's Ner-  
 vine Powders to the following address:—

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

**WOMEN KNOW**

The exquisite flavor and  
 uses of

**MAPLEINE**

Can you supply them?

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

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

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



**Oakey's**

The original and only  
 Genuine Preparation  
 for cleaning Cutlery  
 6d. and 1s. Canisters.

'WELLINGTON'

**KNIFE POLISH**

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

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

**Wellington Mills, London, England**

Say You Saw It  
 in  
**Canadian Grocer**



**MONEY**

comes readily for VIG-NOL, the  
 friend of the housewife, because it  
 cuts down laundry work and pro-  
 duces splendid results at little  
 expense.

VIG-NOL contains no injurious acids, but  
 the materials employed act in such a way with  
 the steam that all dirt is driven by force from  
 the clothes, thus doing away with the scrub.  
**Big Profit. Special Display Stand.**

Sure Sales.

Learn More About Vig-Nol.  
 There's a Special Offer Awaiting You.

**H. NAGLE & CO. P. O. Box 2024 Montreal**

Jobbers, Write for Discounts.



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

**BLACK JACK**

**QUICK  
 CLEAN  
 HANDY**



**TRY IT**

**SOLD BY  
 ALL  
 JOBBERS**

½-lb. tins—  
 3 doz. in case



# The Allies Cannot be Beaten

The Minister of the Dept. of Inland Revenue has declared war on all sellers of adulterated food-stuffs.

*But* no attacking force can prevail against your strongly entrenched position, when you form an alliance with the only firm in Canada to-day which seals and guarantees its pure food products with the only form of warranty recognized by the Government. (See schedule 3 of the adulteration act, chap. 133, Revised Statutes).

Be on the safe side. Don't take unnecessary risks when you are given such absolute protection by

**The White Swan Spices  
and Cereals, Limited**

TORONTO,

CANADA

## CAN-O-WAX

*a household necessity*

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

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

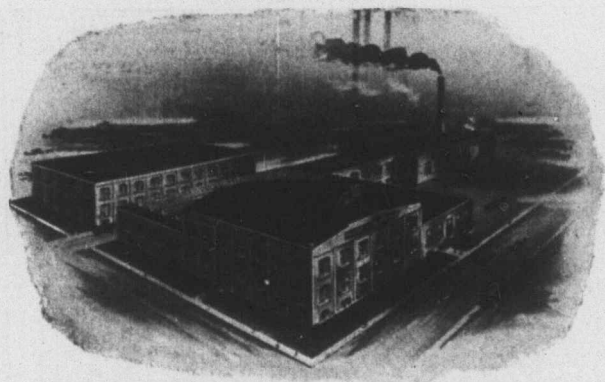
For laundry use it is indispensable, makes clothes white (no bleaching), will not injure the finest fabric. Costs little, saves much.

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



**CANADIAN OIL COMPANIES, Ltd.**

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



**Fretz Limited can make  
IMMEDIATE DELIVERIES  
Lake or Rail**

of a full line of Canned Fruits and Vegetables under "Harvest" and "Fretz" Brands.

Full line of *Pure Jams* put up under "Harvest" Brand.

Full line of Blended Jams, Jellies and Catsups under "Rose" Brand.

Bakers' Special Jams and Jellies in 30-lb. pails. Send your order to Amos B. Gordon Co., Toronto,

Or direct **FRETZ LIMITED** Hamilton, ONT.

# TEAS

Now that package Teas have advanced so materially it will pay you to look into the values we are offering in Blended Teas in bulk.

Our leaders this week are:

2	"Star"	Blend	-	25c.
3	"	"	-	27c.
4	"	"	-	32c.

These prices are subject to market changes.

---

Packed in Chests, Half Chests, Black,  
Green or Mixed

---

**EBY-BLAIN, LIMITED**  
Toronto



# WAR AND CANADIAN BUSINESS

The European political upheaval has had far-reaching effects.

The ordinary channels of information to the business man and investor were closed by a week's war.

Do not let sensational rumors guide you from day to day.

Keep yourself informed through the authentic information concerning Canadian securities, bond issues, real estate, company promotions, crops and BUSINESS CONDITIONS which is published in

## THE FINANCIAL POST

*"The Canadian Newspaper for Investors."*

Sign and Mail the attached coupon

Date..... 1914

The Financial Post of Canada,  
143-153 University Avenue, Toronto

Please enter my subscription to THE FINANCIAL POST at the rate of one dollar for four months.

NAME .....

STREET ..... CITY .....

10 CENTS THE COPY.

\$3.00 PER ANNUM.

c.g.

Send in your orders to-day for

# MELAGAMA AND MINTO TEA

Don't wait for our travellers. We are filling all orders for 40c tea and higher prices fully up to our usual high-grade standard. Better profits and better satisfaction selling 40 and 50c teas.

We guarantee the sale and prepay freight on 60 lbs. and over.

See schedule of prices in back of this issue.

## MINTO BROS., LIMITED

TORONTO

### The War Situation

necessitates our announcing that we may not be in a position to keep up with the ever-increasing demand for

## BERTRAND'S MACARONI

We ask you to bear with us should we not be able to fill your orders as promptly as usual, but assure you that this is only a temporary condition.

**BERTRAND** has stood for the best in Macaroni for nearly a century.

**Henri Jonas & Company**  
Montreal

Agents for Canada and United States

### With Provisions Up



and liable to go much higher, it is advisable for grocers and butchers to minimize loss from spoilage by using the best storage system that gold can buy.

#### The "Eureka" Refrigerator

For the past 28 years this refrigerator has gained popularity very rapidly, until today it is used throughout the Dominion more than any other make. Grocers and butchers from coast to coast back up every statement we make about the Eureka. Its dry, cold circulating air system and its economy in ice consumption have won their good-will.

For full information write to

**Eureka Refrigerator Co.**

31 BROCK AVENUE, TORONTO

LIMITED



## No Increase In The Price of— **Cowan's Perfection Cocoa**

To reassure our Customers and the Trade generally in the face of so many advances and rumored advances in the cost of food products, Tea, Coffee, etc., we have decided to announce definitely that there will be no advance in price of COWAN'S PERFECTION COCOA, 5-lb., 1-lb., 1/2-lb., 1/4-lb., and 10c tins, between now and Christmas. Further than this we cannot look ahead.

We believe it to be the duty of all Canadian Manufacturers to do their utmost during the present crisis to show their belief in the underlying soundness of Canada's commercial conditions. This announcement is made in face of the fact that the Cowan Company have had to pay an advanced price for some of their raw materials; but it is believed that increased demands from Atlantic to Pacific, because of falling foreign imports and embargoes on teas and coffees, will offset other conditions and enable our largely increased factory to run full time with full or increased staff at full wages.

The Cowan Company, as manufacturers of an article of unusual food value, are sincerely anxious to do their share in allaying anxiety as to employment, wages, and food supplies.

### **Do You Realize the Food Value of COCOA and CHOCOLATE?**

Cocoa and Chocolate are foods as staple as flour. Cocoa is not a luxury, but a staple necessity of life, and, considered from the standpoint of its value as nourishment in concentrated form, pure Cocoa at 50c a pound is a most economical food.

The food value of Cocoa and Chocolate has been recognized for many years in Great Britain and Europe. The highest medical authorities have made the statement that Cocoa and Chocolate are the most sustaining of all foods in concentrated form. European soldiers almost universally carry Chocolate in their kits as an emergency ration in case of food shortage, or fatigue in forced marches, and viewed from this standpoint the late Queen Victoria's gift to her soldiers in South Africa takes on a new significance.

We all appreciate Tea and Coffee, but, after all is said, these beverages are merely pleasant, slightly stimulating drinks, with little or no food value. Cowan's Perfection Cocoa, on the contrary, is a splendid food as well as drink, and a delightful drink as well as food.

*Cowan's Perfection Cocoa is Sold by All Grocers in 5 lb., 1 lb.,  
1/2 lb., 1/4 lb., and 10c Tins*

## **The Cowan Company, Limited**

**H. N. COWAN, President**

# TO THE TRADE

This is not an apology for, but an explanation of, the advance in the price of

# "SALADA" TEA

On August 8th we received a cable from high authority in London advising us that an embargo had been placed on teas prohibiting their export from the United Kingdom. The cable, however, went on to say that the embargo would be removed in 8 or 10 days. On the strength of this we advised our salesmen, our customers, both wholesale and retail, and the public through the medium of the press, that there appeared to be no reason for excitement and that the price of tea would probably remain unaltered.

Late on the night of August 13th a second cable reached us saying that the embargo was to be continued indefinitely. On the morning of the 14th further cables from Ceylon and from India advised us that all shipments of tea from there had ceased. Later the same day came the news that the "Schneefels" carrying large quantities of tea for us had been captured at Gibraltar. As a result of all this there was nothing for us to do but promptly advance prices and they, from noon on Saturday last, have been

		Per lb.		Per lb.
BROWN Label 1's, and 1/2's.....	To the consumer	40c	to the trade	34c
BLUE Label 1's, 1/2's, 1/4's, 1/8's .....	"	50c	"	40c
RED Label 1's, and 1/2's .....	"	60c	"	46c
GOLD Label 1/2's .....	"	70c	"	54c
RED-GOLD 1/2's .....	"	80c	"	60c

and these prices we do not guarantee except from day to day. Always remember that any "SALADA" you buy can always be returned and we will refund you the full amount paid for same.

# "SALADA"

Toronto

London, Eng.

Montreal





The brand new, and  
delicious appetizer  
Colman's *SAVORA*

One of, if not the most delicate and delicious condiment for meat, fish, etc. This entirely new preparation introduces the brand new taste—the taste that once tried always pulls. It is a sales-maker from the word "go."

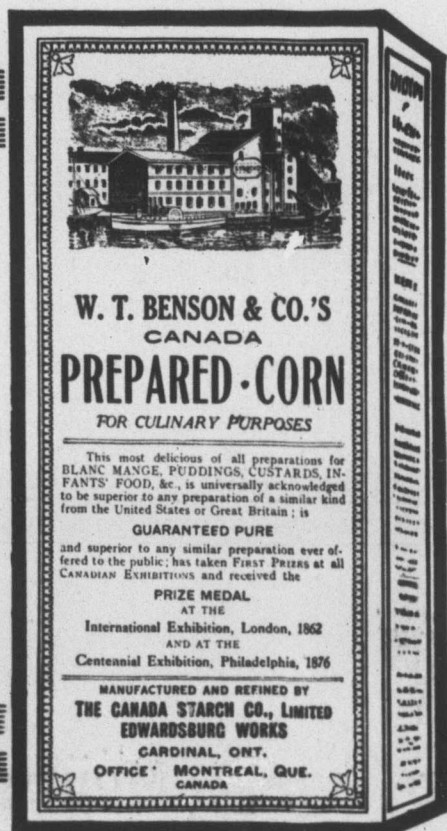
Let us send you small trial order—be the first to introduce "Savora" in your town.

**Magor, Son & Co., Limited**

AGENTS FOR DOMINION OF CANADA

**403 St. Paul St., Montreal**

Toronto Office: 30 Church Street



This famous yellow package contains the Canadian housewife's best hot weather friend

**BENSON'S  
PREPARED CORN**

She calls on that friend often — and the resultant sale means a good profit and a quick turnover. How's your stock?

**Canada Starch Co., Ltd.**  
Montreal      Cardinal      Brantford

# CANADIAN GROCER

VOL. XXVIII

AUGUST 21, 1914

No. 34

## Grocery Markets Still Unsettled by the War

While the Stampede for Goods on Part of Public Has Subsided to Certain Extent, Conditions Have Not Materially Changed—Tea Market the Feature This Week.

IT cannot be said that the conditions in the grocery markets have improved during the week; in fact there have been several factors which have operated to put a more serious complexion on the situation. But at the same time the state of chaos has been improved in that there is something more like a basis to work upon; this has come following the first effects of a shock which paralyzed trade. Conditions such as existed a week ago could not continue. It is not that things have become more settled, but that they have become more unsettled than unsettled. There is not quite so much evidence of a panic.

Humanity has again proven that it can adjust itself to changing conditions and we are beginning to accept the war as a fact rather than a fear.

And the developments of the week have been a victory for the full influence to a large extent. There have been further increases, and there have been some of the quotations which have settled to some extent, as the result of the better opportunity to work out the actual increases in costs. This indicates that advances were made too rapidly, but on the other hand there has been a material increase from the low level which was being maintained by some of the houses, despite advances.

### The Freight Rate Situation.

The factors that have added to the seriousness of the situation are many. First and foremost there is of course the European situation and the prospects that it is to be a war of greater magnitude than the world has ever seen; its duration is very much problematical. Then there has been the course which has been taken by the steamship companies who have withdrawn their trans-Atlantic rates with the statement that freights will only be announced when and where sailings can be made. Serious too, is the attitude of England and other countries in maintaining their embargos on foodstuffs, for there are a number of commodities which are thus held up. Nearly all our tea comes from London; much rice also comes through that port; English jams, pickles, etc., will all be kept "at home." French vegetables and other lines from that country will be shipped no more and there are many other imported foodstuffs which will be detained by embargos and the suspension of sea traffic or will be liable to seizure in the event of their being shipped. In addition there is the high war risk which looks as if it would be on a basis of five per cent., and the almost prohibited

cost of exchange. With such conditions the attitude of the high price man in many lines would appear to be fully justified.

Then with regard to our own foodstuffs. Flour mills are working to capacity, and although there is no export business in the usual way the millers have orders sufficient at the present time to keep them going night and day for a couple of months. This condition applies to other foodstuffs and when these commodities commence to go forward, it may be expected that the prices will advance.

### No Shortage Expected in Staples.

The world price for staple foodstuffs will advance and we will have to pay the price here as well as the countries abroad, but we need not fear a shortage. The same argument applies with regard to canned goods, vegetables, fruits, salmon, etc. Our consolation is that in the first place we will be able to provide for ourselves and again the benefit of the higher prices should prove a boon to the agricultural interests—and Canada is firstly an agricultural country.

The sugar market is very much upset and there is a spread of a cent a pound between the prices quoted by the refiners—what the grocer pays depends on what he thinks it is worth to him, although there are some of the wholesalers who are staying with the basis of a week ago and refiners are holding down to fill their old orders, although they could get an advance of a cent a pound in New York.

No commodity has been more affected during the week than tea. Last week one of the large package tea houses did not look for an advance in prices—a couple of days later there was an advance of ten cents a pound all round. The embargo had not been lifted. The markets at Calcutta and Colombo are practically closed. Wholesalers have put the prices of bulk teas up from 6c to 10c a lb.

In European fruits and nuts prices have gone up from the bottom and down from the top, showing that a better idea of the actual situation has been obtained.

Summarizing it would appear that the improvement in the situation—if there is any—is not with regard to actual conditions, but in that there has been an opportunity to comprehend to some extent the factors which are at work and steps have been taken to estimate the consequences—vague though that estimate must be.



# The War's Effect on Various Commodities

Hints to the Trade of Probable Scarcities and Higher Prices—  
Condensed Milk may Move Higher—The Glass Bottle Situation  
—What about California Prunes and Apricots?—Sardine Ship-  
ments Hindered.

## NO ROLLING PINS COMING.

There appears to be a fairly good crop of broom corn in the United States this year, so that unless the war has some round-about way of effecting the market, the price of brooms should be steady for some time. So far as wood-ware is concerned the war has put an effective stop to the importations of German rolling pins, but in few other woodenware lines is it having any effect.

## GLASS BOTTLES MAY BE SCARCE.

As practically all our potash comes from Germany, and as at the present time nothing is being received from that country, it may mean a scarcity in bottles. Potash is used in clarifying glass, and the seriousness of the complete elimination of this article from this continent is evident should we be cut off for any length of time. Canadian manufacturers using glass bottles, or at least some of them, are now going into the United States market to see what they can get.

## CAVIAR WILL BE DEAR.

A few of the larger retail firms in Canada—those with a high-class trade—handle a delicacy known as caviar. This is really the salted eggs of a big fish of the sturgeon family. Caviar comes from the Caspian Sea. As it is shipped usually via German ports, the trade will not be surprised to learn that this year caviar will be scarce and high. One dealer showed Canadian Grocer a letter on the subject from the New York agents of an Old Country firm stating that on account of the war shipments to customers this year would be made on a percentage basis of the demand, and asking that orders be sent in as quickly as possible.

## CONDENSED MILK.

While at the present time there has been no advance in the price of condensed milk here, there is a possibility that a rise may occur. Several reasons are ascribed. In many districts in the country the pastures have not been of the best on account of the dry weather. This has handicapped the supply of milk, and the falling off is noticeable. Butter has advanced rapidly of late, which means that the value of milk is higher. Belgium, Holland, Switzerland, and Germany are large producers of condensed and evaporated

## ENLIST FOR SERVICE.

War has cast on us all its duties and its opportunities. We of the grocery trade are the commissariat of the nation. The imperative demand for food will not be denied either at the front or at home. It devolves upon us to see that this demand is met with the greatest efficiency and the least possible cost.

The men at the front are gladly offering their lives that liberty shall live. We must see that their wives and children, that the wives and children of those who at home are keeping the flag afloat over our factories and our industrial organization shall suffer as little as possible from the necessary evils of the war.

In Canada the boasted granary of the Empire, our daily bread at least should not be lacking.

To that end let us all enlist. Let service be the watchword. The man who takes advantage of this war to exact an undue profit is a traitor, a worse enemy to our country than the Kaiser. The grocer on the corner by conducting his business in the light of his opportunities to serve his country may exercise as high courage, as admirable patriotism as true service as any of our soldiers in the field of far off Belgium.

milk, and with the trade upset in practically all these European countries, there may be a demand from this side the ocean for army and other supplies. The price of tin is also away up, and if the war should continue for some time this would have a direct bearing on quotations.

## FOREIGN MARKET CUT OFF.

In sizing up the dried fruit situation it is well to consider the effects of the war on the California product and the probabilities of the loss of a great deal of the foreign trade. Up to the present the war has put almost a complete stop to the exportation of California apricots and prunes. California always sells

large quantities of these abroad, and, in fact, many of them have been already sold. The intervention of the war has made it necessary to hold on to these goods, and, therefore, financial arrangements previously made have been upset. If these goods are put on the domestic market to realize ready money, the results are self-evident. Goods on the way to Europe when the war broke out are subject to seizure, and no doubt some of them have met that fate. The trade should follow the dried fruit market with care and watch developments.

## IMPORTED SARDINES.

Before the outbreak of the war it looked as if there would be a good supply of sardines from Europe on the market. It was not anticipated then that prices would be any lower than a year ago, but it may be, now that the big countries of Europe are engaged in their gigantic struggle, that sardines will not be nearly as plentiful as was anticipated. Canadian importers have been hearing little from Norway and France regarding sardines, but it is reported that fishing and packing operations have been suspended. The summer catch of Norwegian sardines had just begun, and if fishing and packing had ceased we may now expect a shortage.

The trade knows that in Canada the stocks of sardines were practically cleaned up before the new pack commenced.

## WILL SOME GOODS COME?

The hopes of many a grocery broker were buoyed up this week with the report that Old Country shipments of goods contracted before the embargo was placed on them in Great Britain, would be received. The claim is made that all the shipper has to do is to produce his contract and a license is granted for the release of the goods. It is a surety that goods will be held up if the contract has been made after August 4, the date of the embargo. If the report is true it means there will be some shipments of jams, biscuits and other foodstuffs from Great Britain and Ireland. It is not likely however that there will be many French peas arrive, and few of the importers are looking for French nuts. Some French peas have come—they were shipped before hostilities began—but not many. Some importers are holding fair supplies of last year's walnuts and almonds. Then again, others do not think the embargo will be lifted in any event.



# No Definite Basis for Sugar Quotations

Refiners Quoting Different Prices, and Different Policies Prevail  
—What We May Expect When Available Supplies of Raws Are Refined and Disposed of—The Market in 1911.

THE retail trade can easily be forgiven these days if they are not able to get to the bottom of the sugar problem. The war has upset all calculations in this market, and there is no firm foundation on which to base prices. In sizing up the sugar situation this week, the problem has to be gone about from several standpoints. As a rule in Eastern Canada the quotations of the Canada Sugar Refining Co. and those of the St. Lawrence Refineries are the same, with Acadia and Dominion 10 cents a hundred lower. At the present time, however, this basis is all upset, and the situation must be given from at least three viewpoints.

## Different Prices Quoted.

In Toronto to-day the price of Red-path sugar is \$4.61 per cwt. Just when the war broke out all companies advanced prices 10 cents, and the Canada Sugar Refining Co. has made no changes in the quotation since up to the time of writing. The company have been filling old contracts in an endeavor to get their books cleared. They claim that they are desirous of maintaining prices until present supplies of raws are utilized, and that this means a big loss to them every day.

The St. Lawrence Refineries advanced their prices 10 cents in the first place, and later on 50 cents per cwt., making present price of \$5.11. They state their stock in the warehouse, together with their shipments afloat, are equal to the stock on hand at this time last year. At the same time they have shipped within the last four weeks 50 per cent. more sugar than the average shipments for the same period during the past five years.

As all refiners have shipped more sugar in this duration of time, it is evident that the sugar already distributed among the retailers and consumers is away beyond requirements for current purposes. This is a factor which the trade should take into consideration. All refiners, too, have had their shipping facilities more or less demoralized during the stampede on the part of the public—and hence on the part of the retailers—to lay in supplies. This left them in no good position to meet the extraordinary demands. Just as soon as the present supply of raw sugar runs out there will no doubt be higher prices.

The St. Lawrence Refineries are out of the market this week, and are, therefore, not, at time of writing, booking any orders. This, they state, is to give them time to straighten out their books and

catch up with their shipments. Their policy beginning next week will be that upon determining from their records the amount of business taken by their agents in the various territories, they will apportion supplies according to percentages. When all orders now on their books have been shipped, an estimate of their output for a definite period will be made. The estimated production will then be apportioned in accordance with the table of percentages. They expect to be again in the market on Monday next, and state that their prices will not change at least until September 1.

The present price of the Acadia Sugar Refining Co. in Toronto is \$5.41 per cwt. This week this company is also out of the present market, and is filling old contracts only. Until the books are cleared no new business will be booked.

## Higher Prices Anticipated.

Looking at the matter in the light of these policies, it certainly indicates a rather unsettled condition of affairs. That there will be readjustments in those sugars, which are now lower than the others, seems quite certain just as soon as the present supplies of raws have been refined and disposed of. In New York, raws are in the neighborhood of 6 cents, which gives an indication of what we may expect here when our companies are again in the raw market. Refined there and throughout the United States has gone to unheard-of heights, as high as 7½ and even 8 cents being reported. One Montreal refinery at least has been offered 6 cents for refined sugar by New York buyers, and although a handsome profit could have been made on this basis, Canadian customers had to be protected. The United Kingdom

has come strong into the United States market since supplies were cut off from the continent, and when these purchases had run up to some 600,000 bags American buyers became anxious, and the prices were sent a-soaring. The Old Country demand, coupled with the rush for sugar on the part of the consumer on this side the Atlantic, was an irresistible combination towards price advance.

## Sugar Higher in 1911.

Even now sugar at present in Canada is not nearly as high as in September of 1911, when this line went up to \$5.85 on a Montreal basis, or \$5.95 in Toronto. There was no war then, the rise up to that figure being a gradual one, due to natural causes. The market all that year was an advancing one, yet no one thought of going into hysterics and laying in a two or three-year supply.

As to the future we can see nothing but further advances in this article.

## FRUIT A PAYING LINE.

"I am much interested in the discussion in recent numbers," writes a grocer in Truro, N.S., "concerning fruit. Between June 27 and July 28, we sold 4,128 boxes strawberries, our gross profit being 3c. per box. We bought every day and did not lose ten boxes on the whole lot. We buy bananas by weight, the average cost being 3½c. lb., plus freight ¼c. lb., which equals 3¾c. lb. A bunch of bananas averages about 60 lbs., which at 3¾c. makes \$2.25. Adding on 18 per cent. cost of selling, the total cost is \$2.66. We sell bananas at 30c. dozen, or an average of 7c. lb., getting \$4.20, less weight of stem, which is 6 lbs. at 7c., or 42c., and loss from damaged fruit figured at 5 per cent., or 21c. This makes 63c. to deduct from \$4.20, making the total received \$3.57. The cost being \$2.66, it leaves us a profit of 91c.

"We made an average profit of 33 1-3 per cent. on the cost of oranges, also a good profit on lemons. We try to keep the price of lemons down this time of the year by not selling them too cheaply when the price drops later on—that is in ordinary years. We don't follow the market closely up or down. This may not be good business but with us it works out well and we make a good average profit. On the whole we consider fruit one of our best paying lines. We buy only from reliable firms who are willing to allow for anything that is not good, consequently we lose very little from damaged fruit."

## TORONTO SUGAR PRICES.

Extra Granulated Sugars, Montreal, Refined—per 100 lbs.	
100 lb. bags	4 61 5 11
25 lb. bags	5 21
10 lb. bags	5 26
2 and 5 lb. cartons	5 41
Second grade granulated, 100-lb. bags	5 01
Nova Scotia refined, 100-lb. bags	5 41
Western Ontario refined, 100-lb. bags	5 01
Extra Ground Sugars—	
Barrels	5 51
50 lb. boxes	4 71
25 lb. boxes	5 91
Powdered Sugars—	
Barrels	5 31
50 lb. boxes	5 51
25 lb. boxes	5 71
Crystal Diamonds—	
Barrels	5 96
100 lb. boxes	5 86
50 lb. boxes	5 96
Paris Lump—	
100 lb. boxes	5 86
50 lb. boxes	5 96
25 lb. boxes	6 16
Cartons (30 to case)	7 91
Cartons (50 to case)	7 91
Crystal Dominoes, cartons	8 12
Yellow Sugars—	
No. 1	4 21
Barrels granulated and yellow may be had at 5c per cwt. above bag prices.	



# Retailers Tell of the Mad Rush for Foodstuffs

Many Claim That Because of Supply not Being Sufficient at the Time to Meet All Demands, Prices Naturally Advanced—The Work Being Done to Pacify the General Public—Many Foolish Purchases.

From Interviews with Canadian Grocers.

At no time during the present generation have the grocery markets of this country witnessed such volcanic eruptions. A month ago everything lay calm and serene, as is the rule during the dog-days, with a change of two here and there, but no pronounced tendencies. The outbreak of the general hostilities in Europe was apparently the signal for the stampede of prices which in the short space of two weeks made strides beyond the memories of the oldest member of the trade.

What was the cause of all this excitement? Was it because the manufacturer and the wholesaler and the retailer felt that the incidence of war presented them with an opportunity to enhance prices beyond the usual margins of profit? Was it because the call for food from the belligerent nations cleaned up the available supplies? Or was it due to extraordinary demands on the part of the consuming public, who had been thrown into a panic because of the work of the scaremongers?

These questions are not easily answered. It may be that all of the three are more or less guilty. Interviews with retail dealers who have faced the situation throw some illuminating light on the subject, inasmuch as they give ample evidence that at least one of the causes mentioned had much to do with the high

altitudes reached by snugar, flour, teas and other staples.

## All Wanted Sugar and Flour.

"I have been doing all in my power," declared one dealer, "to stop the rush on the part of the public. The extra demand came not so much from my own customers whom I was personally able to advise, as from people with plenty of means, and with whom I have just a passing acquaintance. It does not appear to me that there has been any necessity for undue alarm, and in every case I have advised against heavy purchases. Everybody was of course after sugar and flour. They wanted three or four hundred of sugar and three or four barrels of flour whereas formerly their demands were limited to a dollar's worth of sugar and a fifty-cent bag of flour. This abnormal demand soon depleted our stocks and those retailers who filled all demands went into the wholesale market at one and the same time for sugar and flour. Naturally supply failed to meet the demand for manufacturers were unprepared for any such contingency. The inevitable result was a rapid rise in prices."

"A medical doctor came into the store shortly after the outbreak of the war," remarked another dealer, "and began looking around the store as if he had

just casually dropped in to make a few unimportant purchases. He is not a regular customer, but occasionally bought a basket of fruit at the front. I should say he is a man reputed to be worth four hundred or five hundred thousand dollars.

"He came up to the counter and asked me if I had any currants and raisins. I said I had, but I knew all the time what he was fishing for. He looked at them and decided to take a couple of dollars' worth apiece. Then he came to the point. 'What is sugar selling at today?' he asked.

"It was just after the first advance of 10 cents, and I quoted him \$5.25 a hundred. 'Isn't that a little high?' he wanted to know. I told him that in view of the demand and because I must protect my regular customers I could not afford to sell any cheaper. He wanted a couple of sacks of the sugar, but he was also anxious to get some flour. This, however, I could not spare him in any quantity at the time, and he wouldn't take the one without the other. Of course that was only his excuse to get out without the sugar, which he concluded was too high.

"He told me afterwards he purchased the sugar farther up the street at \$5, so I lost the sale simply because I was determined to protect my customers and stop the rush. It was undoubtedly the mad race for sugar and flour that rushed prices up so rapidly."

Another grocer tells of a customer purchasing a whole box of tea containing thirty pounds. Her average purchase is only a pound at a time which lasts two weeks. "That thirty-pound box," he added, "will last her more than two years and by that time the tea will have lost considerable of its strength and flavor."

## Worrying the Dealer.

"We have been almost worried to death over the phone," was the statement of another, "by people who ordered four and five barrels of flour, part of which we had not been able to deliver immediately. These people ordinarily purchase only in small quantities, and with such an extraordinary demand, and in view of the demand from other sources it was only natural that we should experience difficulty in filling it

## STEADY THE BUFFS.

In this hour of trouble with the nations of Europe flying at one another's throats, it behooves those of us not engaged in the giant struggle to remain cool. Now is not the time when any of us should attempt to gain an advantage over our fellow men; yet if we look back over the past two or three weeks and see the upheaval of grocery prices from this very cause there is every evidence of a selfish stampede.

A story is told of a British general in the Crimean War who commanded his men on a certain occasion to "steady the buffs"—and they steadied them. There is ample testimony that in the present crisis the men upon whom rests the responsibility of carrying out gigantic issues successfully are among the coolest of the world's individuals. While they are straining every energy to "steady the buffs" and eventually to bring about an everlasting reign of peace and prosperity, it is the duty of the rest of us to do our utmost in lifting up our fellow-men and in maintaining normal conditions. In this way we can do our little share in "steadying the buffs" and in assisting those whom the present unfortunate crisis have not left in the most affluent circumstances. It is the duty of the retail trade to "remain steady under fire" and not to be carried away by any stampede on the part of the public.

## WHY FOOD PRICES ADVANCED

at once. The millers of course were in the same boat and quite naturally prices began to soar. Why, we have now to go to the mills ourselves with our own delivery wagons and get the flour. To do this the delivery men have to get up an hour or two earlier in the morning, so that the line up ahead of them at the mill will not be too long when they get there. This means that our system has become disorganized and at the same time we are doing all we can to allay the apprehensions of the people."

"What the people are going to do with all the flour is more than I can tell," observed one member of the trade, when discussing the matter with the Canadian Grocer representative. "Some of our customers insisted on laying in five and six barrels, and I'm sure they do not know the first thing about storing it. The chances are a large part of it will never be fit to use, and that they will lose more than if they had bought at the regular market price from time to time."

**One Woman Wanted Three Hams.**

Just what a small family is going to do with three hams is something few of us can appreciate. Yet, one grocer states that this was the demand of one of his customers. He advised against the purchase, pointing out judiciously that it would be folly to lay in such a store at one time without the proper facilities for storing.

To give another illustration of what the trade is doing to relieve the pressure and steady things, the experience of a grocer who was called up on the phone by one of his customers at a summer resort might be cited. She had seen in the papers that everything was going up, and wanted to order a stock while things were yet reasonable. "I told her," he said, "that there was no occasion to worry, that it was principally the scare on the part of the public that was forcing up prices. I quieted her down considerably and persuaded her to wait until she returned home when we could talk over the situation."

A case is known where one woman bought 50 lbs. of rice from her grocer. But the most ridiculous instance of the stampede that has yet come to our attention was the purchase of \$4 worth of metal polish, which was included in a \$40 order, as referred to in last week's issue.

One large firm is refusing to supply sugar in more than \$1 quantities. When a customer phones for sugar in bags or barrels, it is pointed out that their delivery and store staff cannot handle large orders for the time being. The clerks also soothe as much as possible the anxieties of the public by declaring there is no reason for any panic.



The war "extras" with their scare headings stamped the people into heavy purchases.

**HIGH COST OF CABLING.**

One pleasing feature of the trade this week was the fact that some cables were passing between here and the Mediterranean, and even with Colombo in India. But it is expensive business cabling these days on account of the fact that no code messages are allowed to be sent to or from any place.

Canadian Grocer was shown one cable from Patras, Greece, on the current situation, which cost the sender about \$12. It contained 32 words. Another one containing 54 words was seen, which had been sent to Colombo, Ceylon. The rate is 74 cents per word, which means the cable cost the sender practically \$40. If these messages could be sent in code form, the cost would be very much reduced, but in times of war the Governments naturally want to see everything that goes over the wires.

**LONDON GROCERS TO HOLD PICNIC.**

London, Aug. 20 (Special). — The executive of the Retail Grocers' Association held a meeting Monday, Aug. 17th and decided to hold a picnic at Springbank Park on Wednesday afternoon, September 2nd. The London grocers

are noted for putting on the best picnic of the season, and they hope to surpass all previous efforts. Invitations will be sent to the officers of the Toronto, Hamilton and Brantford Associations. There will be a dance in the evening at the Springbank Pavillion, Scotch and Irish dancing in costume, baseball between the clerks and bosses, watermelon contest, boxing in barrels and other special features. The Sports Committee consists of Harry Ranahan, Geo. Ecclestone, Harry Hooper, Gordon Drake and E. J. Ryan; Reception Committee: Thos. Shaw, Pres., A. W. Palmer, J. A. McFarlane and Harry Ranahan. Invitation Committee: Pres., A. W. Palmer, Sec. Harry Harley, Geo. H. Ellis and Thos. Shaw.

A good orchestra will be on hand for the occasion.

Just as Canadian Grocer was going to press the T. H. Estabrooks Co. announced an advance in Red Rose Tea. The price is up 5c all round to the retail trade and to the wholesale trade 4c on the former 30c grade and 5c on others. This company feels that at present time the situation warrants a change to this extent.



# Apart from Tea Grocery Markets are Quieter

Embargo Not Lifted in Great Britain, and Stocks Are Getting Lower—One Firm Advances Package Teas 10 Cents—Rice and Bean Markets Firm—Many Changes in Price This Week Again.

## Markets in Brief

### QUEBEC MARKETS.

#### FLOUR AND CEREALS—

Flour remains firm.  
Bran, oat and barley chop higher.  
Rolled wheat and corn meal advance.

#### FISH AND OYSTERS—

Imported varieties dearer.  
Salt and dried varieties may be cheaper.  
Domestic shell oysters to be plentiful.

#### FRUITS AND VEGETABLES—

Lemons maintain high prices.  
Tomatoes getting cheaper.  
Raspberries are about through.

#### PRODUCE AND PROVISIONS—

Cooked meats up a cent.  
Barrelled pork again advances.  
Eggs are higher in price.  
Butter and cheese firm.

#### GENERAL GROCERIES—

Sugar very scarce.  
Tea advances 10c.  
General tendency for firmer prices.  
Quotations on a better basis.

### ONTARIO MARKETS.

#### PRODUCE AND PROVISIONS—

Hams, bacon, backs and lard advance.  
Hogs lower than week ago.  
New cheese quoted higher.  
Honey yield not large.  
Butter advances again.

#### FRUIT AND VEGETABLES—

Lemons advance to \$7 a case.  
Canadian early peaches arriving freely.  
Tomatoes on the decline, with larger receipts.  
Potato prices holding up.

#### FLOUR AND CEREALS—

Flour easier than week ago.  
Export demand for rolled oats.  
Rolled wheat 25c higher.

#### GENERAL GROCERIES—

Currants advance 2c; peels up 2c; dates a cent higher, and Valencia and Sultana raisins up 1 and 2c.  
Cream of tartar up to 50c.  
One firm advances sugar another 50c.  
Package tea advanced by one firm 10c per lb.  
Allspice and peppers higher.  
Beans getting scarce.

### MANITOBA MARKETS.

#### GENERAL GROCERIES—

Shelled walnuts 50c.  
New rice will be up.  
Bean stocks low, and prices are getting high.  
All coffees tending upward.  
California raisins to be cheaper.  
Sugar hard to buy.  
Cane syrups withdrawn.

#### FLOUR AND CEREALS—

Rolled oats up 40c bbl.  
Flour sells freely at high prices.

#### FRUIT AND VEGETABLES—

Crab apples and pears in.  
Lemons advance again.  
California pears and peaches down.

#### PRODUCE AND PROVISIONS—

Meat prices firm.  
Butter receipts dropping off.  
Large cheese 16c, twins 16¼c.

### QUEBEC MARKETS.

MONTREAL, Aug. 20.—Developments of the week indicate that there has been a settlement to some extent, and while there has been no improvement in the situation, and rather the contrary so far as actual conditions are concerned, the big spread in prices has disappeared, and business seems to be on a more satisfactory basis. While in this adjustment there have been a few quotations which have come down, the general tendency has been upward, and it would appear that the men who took the step for higher prices had foresight, or were the better guessers. Freight rates, embargos, insurance, exchange, etc., all are working for higher prices for foodstuffs, but there has been a little falling off in the feverish demand and this seems likely to continue until business may feel the influence of the war in the other direction, just as they have been felt in other lines.

The rush of the public continues, somewhat abated, for flour and sugar, and the former is rather hard to understand, for the Canadian people should always have flour at a reasonable price, and an advance of even a dollar a barrel is not so very significant in proportion to the amount consumed in the ordinary household. It is almost impossible to secure sugar, and there is a difference of a dollar a barrel between the different quotations of the refiners; some wholesalers are on the \$5.05 basis, and others \$5.55, while reports of much higher prices being paid are heard of in the trade.

The prices which have been brought down here are for nuts and European dried fruits, while in almost every department the low level has been advanced.

SUGAR.—The sugar market has probably never been in a more unsettled state than it is to-day. There is absolutely no foundation for prices, and the quotations which are given represent the figures of only one of the three large firms represented in the business in Eastern Canada. One of the others has a price on a basis of half a cent a pound under, and the other has raised its rates the same amount above—in other words, there is a spread of a cent a pound between the prices which are being charged the wholesaler. As to the prices which the retailer is paying, they will depend on what his needs may be, and what he

is prepared to pay. The man with sugar to-day can get practically anything within reason that he cares to ask for it. The refiners have small stocks on hand, and they are filling orders in the most cases which were taken under the present figures. One of the big companies had an offer of 6c a pound from New York for their entire stock and refused on the ground that the regular trade must be protected. In New York the price being paid is about 7½c a pound. Wholesalers find themselves in the position of not being able to get anything for their customers—in some cases the prices have been raised, and in others the trade is being protected; there is no fixed arrangement. There does not appear to be any rift in the clouds either so far as the immediate future is concerned, for nothing is coming forward.

Extra Granulated Sugars—	Per 100 lbs.
100 lb. bags .....	5 05
20 lb. bags .....	5 15
2 and 5-lb. cartons .....	5 35
Second grade, in 100 lb. bags .....	4 90
Yellow Sugars—	
No. 3 .....	5 00
No. 2 .....	5 10
No. 1 .....	4 65
Extra Ground Sugars—	
Barrels .....	5 45
50 lb. boxes .....	5 75
25 lb. boxes .....	5 85
Powdered Sugars—	
Barrels .....	5 45
50 lb. boxes .....	5 65
25 lb. boxes .....	5 65
Paris Lump—	
100 lb. boxes .....	5 80
50 lb. boxes .....	6 00
25 lb. boxes .....	6 10
Crystal Diamonds—	
Barrels .....	5 85
100 lb. boxes .....	6 00
50 lb. boxes .....	6 10
Cartons and half cartons .....	7 15
Crystal Dominoes, cartons .....	7 25

DRIED FRUITS.—The after effects of the recent flurry are noticeable in the market for dried fruits, where adjustments have been made which place this department on a better basis in relation to the existing conditions. Dates are lower in price. American fruits are generally weaker, but there have been no reductions in prices. The influence is that the United States is an exporter of dried fruits and there have been interferences with the routes of commerce of a serious nature which have counteracted against the natural advance in foodstuffs.

EVAPORATED FRUITS.	Per lb.
Apples, 50-lb. boxes .....	0 11 0 11½
Nectarines, choice .....	0 11
Peaches, choice .....	0 09 0 09½
Pears, choice .....	0 14 0 15
Apricots .....	0 18 0 20
DRIED FRUITS.	
Candied Peels—	
Citron .....	0 18 0 20
Lemon .....	0 19½ 0 14½
Orange .....	0 11½ 0 15½
Currents—	
Amalias, loose .....	0 07 0 11
Amalias, 1-lb. pkgs. ....	0 08½ 0 12½
Filliatras, fine, loose .....	0 07 0 11
Dates—	
Dromedary, package stock, per pkg. ....	0 10 0 13½
Paris, choicest .....	0 11 0 14½
Hallowee, loose .....	0 05½ 0 08
Hallowee, 1-lb. pkgs. ....	0 07½ 0 09½



# CANADIAN GROCER

<b>Figs—</b>	Finest, 6 crown, about 12 lbs.....	0 13	0 13½
	Same fruit, 5 and 4 crown, 1 and 2 cents less.		
<b>Prunes—</b>	40 to 50, in 25-lb. boxes, faced.....	0 12½	0 13
	50 to 60, in 25-lb. boxes, faced.....	0 11½	0 12
	70 to 80, in 25-lb. boxes, faced.....	0 10	0 10½
	80 to 90, in 25-lb. boxes, faced.....	0 9½	0 9¾
	95 to 100, in 25-lb. boxes, faced.....	0 08	0 08½
	90 to 70, in 25-lb. boxes, faced.....	0 10½	0 11
<b>Raisins—</b>	Malaga table, box of 22 lbs., accord- ing to quality.....	5 00	6 60
	Muscata, loose, 3 crown, lb.....		0 06½
	Sultana, loose.....	0 14	0 16
	Lower grades Sultana, 1 lb. pkgs.....	0 15	0 18
	Valencia, new.....	0 06	0 06½
	Seeded, fancy.....	0 10½	0 10
	Seeded, choice.....	0 19	

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

**DRIED VEGETABLES—**While the top of the market for dried vegetables remains the same, the steadying influence of the week is seen here in the fact that although the bottom of the list is moved up, the house which took the lead in advancing prices a week ago has now come to the lower figures, and others may be expected to follow.

<b>Beans—</b>	Hand picked, per bush.....	3 70	4 45
	Canadian white, per bush.....	3 60	4 20
	Yellow, per bush.....	3 85	4 50
	Yellow eyes, per bush.....	4 35	5 00
	Lima, per lb.....	0 10	0 11
	Peas, per bushel.....	3 40	3 50
	Peas, Imperial green, per bush.....	3 50	3 60
	Barley, pot, per bag.....	3 50	4 50
	Barley, pearl.....	5 00	6 00

**NUTS—**There is some falling off from the high point in the market for nuts, and lower prices are quoted for almonds and walnuts, both in shell and out. This has been due to the evening up of prices following a fuller consideration of the factors likely to influence the costs.

	Shelled walnuts, per lb.....	0 50	0 52
	Shelled almonds, 28-lb. boxes, per lb.....	0 52	0 54
	Finest filberts.....	0 14	0 20
<b>Pecans—</b>	3 crown.....	0 17	0 18
	Large.....	0 18	0 20
	Giant.....	0 21	0 22
	Almonds.....	0 20	0 25
	Walnuts, Grenoble.....	0 16	0 27
	Brazils, new.....	0 14	0 16
	Peanuts, No. 1, 1½; No. 2.....	0 11	0 11
	Peanuts, No. 3, ¾; No. 4.....	0 09	

**RICE—**The strength of the position of rice has become more pronounced during the week and while the mills are on the same basis, still higher prices are to be looked for. The increased costs of transportation, war insurance, exchange, etc., are the factors, while there has been the additional reason for apprehension in the continuance of the embargo in England, for there are shipments which were going forward to that port for this country, and undoubtedly these will now be held up. Demand in the trade is likely to change the basis quoted here.

<b>Rangoon Rices—</b>	Per cwt.
Rangoon "B".....	4 00
"C.C.".....	3 90
India bright.....	4 15
Leatre.....	4 25
<b>Fancy Rices—</b>	Per cwt.
Polished.....	5 50
Pearl.....	5 60
Imperial Glace.....	5 90
Sparkle.....	6 10
Crystal.....	6 10
Snow.....	6 30
Ice drips.....	6 45
Carolina head.....	8 10

Prices are per 100 lbs., packed in bags (250 lbs.), half-bags (100 lbs.), and quarter-bags (50 lbs.); add 10c per 100 lbs. for pockets (25 lbs.), and 20c for half-pockets (12½ lbs.).

<b>Imported Patna—</b>	Per lb.
Bags, 22½ lbs.....	0 06½
Half bags, 11½ lbs.....	0 06½
Quarter bags, 5½ lbs.....	0 06½
Velvet head Carolina.....	0 10
Sago, brown.....	0 06

**MOLASSES—**There is a further advance of 2c a gallon for molasses, but

this is not surprising in view of the high price of sugar. Conditions really warrant higher prices in this department, but the fact remains that there are good stocks in hand, and that no further consignments were counted on in any event before the end of the year. The higher price of corn and the general trend of conditions has been responsible for an advance in corn syrups, the change amounting to ¼c a gallon in barrels.

<b>Barbadoes Molasses—</b>		Prices for Island of Montreal.
		Fancy. Choice.
Punchons.....	.35	.33
Barrels.....	.38	.36
Half barrels.....	.40	.39
For outside territories prices range about 3c lower per gallon than for delivery, Island of Montreal.		
Carload lots of 20 punchons or its equivalent in barrels or half barrels to one buyer, may be sold at "open prices." No discounts will be given.		
<b>Corn Syrups—</b>		
Barrels, per lb., 3¼c; ¼ bbls., 4c; ½ bbls.....	0 04½	
Pails, 38½ lbs., \$1.95; 25 lbs.....	1 40	
Cases, 2 lb. tins, 2 doz. in case.....	2 65	
Cases, 5 lb. tins, 1 doz. in case.....	3 00	
Cases, 10 lb. tins, ½ doz. in case.....	2 90	
Cases, 20 lb. tins, ¼ doz. in case.....	2 85	
<b>Maple Syrups—</b>		
Pure, per 5½ 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

**SPICES—**During the week the spice market has recovered from conditions which were temporarily of a panicky nature, with the first shock of the war, and prices are on a much more solid basis, although the conditions as regards local supplies in different centres, and in the hands of different wholesalers may be responsible for prices which will be above the quotations set down here. Cream tartar is practically out of the market, and the price has advanced to above forty cents for what is available. Cayenne chillies, too, are practically off the market, and it is questionable if orders can be filled. Generally speaking, there has been an advance of five to ten cents a pound throughout the list with some exceptions — allspice, cassia and curry powder have not been affected, and ginger and white peppers to a less extent.

	5 and 10-lb. boxes.	¼-lb. pkgs. dozen.	¼-lb. tins. dozen.
Allspice.....	0 15-0 18	0 00-0 70	0 70-0 80
Cassia.....	0 22-0 25	0 72-0 90	0 80-0 90
Cayenne pepper.....	0 30-0 35	1 02-1 15	1 10-1 25
Cloves.....	0 35-0 40	1 15-1 30	1 25-1 40
Cream tartar.....	0 40-0 45	1 35-1 60	.....
Ginger, Cochin.....	0 21-0 23	0 90-1 05	0 85-1 10
Ginger, Jamaica.....	0 25-0 30	0 90-1 05	0 85-1 10
Mace.....	0 85-1 10	.....	.....
Nutmegs.....	0 30-0 35	1 02-1 20	1 10-1 25
Pepper, black.....	0 25-0 25	0 80-0 90	0 90-1 00
Pepper, white.....	0 31-0 32	1 05-1 10	1 10-1 20
Pastry spice.....	0 25-0 32	0 85-1 10	0 95-1 15
Pickling spice.....	0 20-0 25	0 75-0 90	0 80-0 95
Turmeric.....	0 20-0 22	.....	.....

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

Cardamon seed, per lb., bulk.....	2 00	2 50
<b>CARAWAY—</b>		
Canadian.....	0 12	
Dutch.....	0 20	
Cinnamon, Ceylon, lb.....	0 60	
Mustard seed, bulk.....	0 18	0 22
Celery seed, bulk.....	0 35	0 45
Cayenne chillies.....	0 25	0 30
Shredded cocconut, in pails.....	0 20	0 25

**COFFEE—**Coffee does not seem to be much affected by the war conditions and is not likely to feel any direct influence. The market, however, is firm, and there are advances of a cent a pound for Maricaoibos and Santos.

<b>Coffee, Roasted—</b>		
Bogotas.....	0 27	0 30
Gautemala.....	0 26	0 28
Jamaica.....	0 24	0 25
Java.....	0 22	0 25
Maricaoibo.....	0 26	0 27

Mexican.....	0 28	0 30
Mocha.....	0 30	0 32
Rio.....	0 20	0 22
Santos.....	0 24	0 25
Chicory, per lb.....	0 12	0 13

**BULK TEAS.—**While there are changes almost every hour in the tea situation, it might be said that there has been no material alteration in the situation since a week ago. The British Government continues the embargo; war risks and exchange are expensive, and now comes the seizure of boats which were being used to transport tea to England. The result has been that there are still further advances to record, and the total increases are now from 6c to 9c a lb. with short stocks and no prospect of supplies coming forward; Ceylons are now over 20c at the lowest figure. The tea markets are practically closed, and only limited orders are being accepted, and then at open prices. Even with an opening of the trade routes to England, there is the factor that the Empire is enforcing the embargo on foodstuffs, and this is serious when it is considered that perhaps two-thirds of the Ceylon and Indian teas shipped to this country come through that port.

**PACKAGE TEAS.—**The Salada Tea Co. have advanced prices 10c per lb. England is enforcing the embargo and supplies cannot be had. It is believed that there are only about six weeks' supply of tea in the country, and no matter how soon transportation is resumed, there will nevertheless be a shortage on account of the time already elapsed in which there have been no shipments received. The tea companies protect the grocer in the change of prices and sales can be made at the quotation on the package without fear of loss on any stocks that may be held when there are reductions in force.

**MACARONI AND VERMICELLI.—**Adjustments have been made in the prices of alimentary pastes, and macaroni is now selling on a basis of 10c, which is two cents under the quotation of a week ago. No doubt the action of Canadian manufacturers in advertising goods at the old prices has had an effect here.

**FRENCH GOODS.—**No further advances have been announced in the prices for canned French vegetables, but they are very firm with the embargo in force in that country. Wines also are on the same basis. It might be pointed out that communion wine, the purest of all kinds imported, has only been advanced 50c a gallon, as compared with \$1 for other kinds.

**WOODENWARE AND BROOMS.—**The market for woodenware and brooms has been rather weak since the outbreak of the war. Prices remain the same.



# CANADIAN GROCER

## ONTARIO MARKETS.

Toronto, Aug. 20.—That the retail trade never experienced two more lively weeks in midsummer than last and the week previous is beyond question. The majority of them when asked how business was, replied: "Why, every day was just like Saturday to us." This has been the general experience in view of the great rush on the part of the public for foodstuffs. There was surely a panic, if only a mild one, and the retail grocer was the man to get a good share of the benefit. Of course, there will sooner or later be a reaction, for a great many of the biggest retail purchasers of foodstuffs have sufficient supplies to last them a considerable period. Wholesalers have naturally been busy, and in some cases it was difficult for them to spare the time to discuss the market situation.

The rush this week is for tea. There is every likelihood that if the embargo is not lifted on tea in Great Britain there will soon be a serious shortage, as stocks of packers are getting pretty well confined. Some firms have sold out of some of their grades, and one advanced prices of package teas 10 cents per pound.

TEA.—The situation in the tea market so far as Canada is concerned, changed materially when it was discovered that the lifting of the embargo on tea in the Old Country was indefinitely deferred. During the past two weeks we announced advances in the bulk teas only of around 6 cents per pound. Since then one package tea firm has advanced prices. This is the Salada Tea Co., the advance being 10 cents per pound. This company had received a cable at the beginning of last week to the effect that the embargo would in all probability be lifted, and it was expected that as soon as this occurred tea would ease off in price, as there was considered to be a great deal more in London than required. The few teas arriving now are much higher in price in view of the war. Freight is away up, war risks are charged and exchange is over \$5 a pound sterling. Business in Calcutta and Colombo has practically ceased, there being no exchange to be bought on and little or no tea going to England. That is the probable reason why the British Government has not lifted the embargo.

Minto Bros. have sold out their 30c Melagama and Minto package teas on account of the keen demand the past few weeks. They have made no advance in prices, their 40-cent and higher priced package tea being sold to the trade at the same prices as heretofore. The T. Lipton Co. haven't advanced their package teas at time of writing.

Canadian Grocer was shown a statement to the effect that J. E. Morse & Co., of Halifax, N.S., have sold their stock of 30-cent tea, and that they have only sufficient stocks of the higher-

priced teas to last them another week. They were selling only the usual quantity to any one person and at the old prices. These facts indicate a serious shortage, and even if the embargo is lifted soon, it will be some time before packers are in a position to meet their regular demands, as no stocks have been coming forward.

COFFEE.—Many of the coffee men were anticipating that the Canadian Government would put a war tax on coffee among other foodstuffs, but the opening session of Parliament would indicate that for the present a war tax is not coming. Coffee may, therefore, not go very much higher unless the happenings of the future make it necessary to put on the tax. Rios and Santos are firm and higher.

Coffee, Roasted—		
Bogotas .....	0 25	0 27
Guatemala .....	0 25	0 25
Jamaica .....	0 24	0 25
Java .....	0 30	0 32
Maricao .....	0 25	0 25
Mexican .....	0 25	0 27
Mocha .....	0 29	0 30
Rio .....	0 20	0 20
Santos .....	0 22	0 23
Chico .....	0 10	0 12

SYRUPS AND STARCH.—Owing to the advance in the corn market, corn syrups, corn and laundry starches have gone up, as stated in last week's issue. Laundry starch went up a quarter of a cent a pound generally, although in some instances no advances were made. Culinary starch went up a half cent. Corn syrups in tins are higher by 15 cents a case; and in barrels, half and quarter-barrels, a ¼c a pound.

Syrups—		
2 lb. tins, 2 doz. in case .....	2 65	
5 lb. tins, 1 doz. in case .....	3 00	
10 lb. tins, ½ doz. in case .....	2 90	
20 lb. tins, ¼ doz. in case .....	2 85	
Barrels, per lb. ....	0 03½	
Half barrels, lb. ....	0 04	
Quarter barrels, lb. ....	0 04½	
Pails, 35½ lbs. each .....	1 95	
Pails, 25 lbs. each .....	1 40	
Molasses, per gallon—		
New Orleans, barrels .....	0 26	0 28
New Orleans, half-barrels .....	0 28	0 30
West Indies, barrels .....	0 22	0 24
West Indies, half barrels .....	0 24	0 26
Barbadoes, fancy, barrels .....	0 45	0 48
Barbadoes, fancy, half barrels .....	0 47	0 51
Maple Syrup—Compound—		
Gallon, 4 to case .....	4 40	4 80
½ gals., 12 to case .....	4 70	5 40
¼ gals., 24 to case .....	4 70	5 40
Pints, 24 to case .....	2 80	3 00
Maple Syrup—Pure—		
5 gallon cans, 1 to case .....	6 45	6 60
Gallons, 4 to case .....	6 60	6 90
½ gallons, 12 to case .....	6 95	7 25
Quarts, 24 to case, in glass .....	7 90	7 95
Pints, 24 to case .....	4 00	5 90
Maple Sugar—		
Pure, per lb. ....		0 12½
Maple Cream Sugar—		
24 twin bars .....		1 80
48 and 48 twin bars .....		3 80
Maple butter, lb. tins, dozen .....		1 90

NUTS.—It was only natural that the war should affect prices of nuts. We secure a large portion of our supplies of almonds and walnuts from France, and now since the country is at war and the harvest about ready to garner, there is bound to be a shortage. Holders of old nuts have advanced prices. Shelled walnuts are up again about 10 cents a pound; shelled almonds the same; walnuts in shell are higher from a cent to 2 cents, and almonds in shell a cent. Brazil nuts are up a cent, and filberts 2 cents. While stocks of French nuts will be short for Christmas, there will be others

on the market, but, of course, the prices of them will be higher than usual.

In shell—		
Almonds, Tarragona .....	0 20	0 20½
Brazils, medium, new .....	0 12	0 13
Brazils, large, washed, new .....	0 13	0 14
Chestnuts, peck .....	1 75	1 90
Filberts, Sicily, new .....	0 14	0 15
Peanuts, Jumbos, roasted .....	0 12½	0 13½
Peanuts, hand-picked, roasted .....	0 10½	0 11
Peanuts, fancy, roasted .....	0 09½	0 10
Pecans .....	0 17	0 18
Walnuts, Grenoble .....	0 19	0 20
Walnuts, Bordeaux .....	0 18	0 18
Walnuts, Marbots .....	0 19	0 19
Shelled—		
Almonds .....	0 60	
Filberts .....	0 27	
Peanuts .....	0 11	0 12
Pecans .....	0 55	0 60
Walnuts .....	0 50	0 55

DRIED FRUITS.—Spot stocks of Mediterranean dried fruits are getting into small compass and prices are up. Wholesalers have marked up peels 2 cents; currants are a couple of cents higher; dates are all advanced a cent; and Sultana and Valencia raisins are a cent and 2 cents above last quotations. It may be that the currant situation will be relieved to some extent by purchases made in Greece by brokers during the week. The trouble up to the present has been the fact that the goods could not be paid for, and also that shipments could not be made. One broker cabled for prices and advise on making payment, and was informed that currants were being quoted the same as before the war, and that if the bank in New York cabled the bank in Patras that it had the funds available from the importer they would cash a draft. A large quantity was purchased on this basis, and the broker is in hopes of getting them through. Of course, war risks, insurance, higher rate of exchange, and extra freight would make prices higher here than before. Other brokers expect to be able to make payments soon by way of London, and just before going to press it was stated that such could be done. This would indicate that business is working again to a normal basis.

Apples, evaporated, per lb. ....	0 10½	0 11
Apples—		
Standard, 25 lb. boxes .....	0 15½	0 18
Choice, 25 lb. boxes .....	0 18	0 19½
Fancy .....	0 22	0 24
Candied Peels—		
Lemon .....	0 12	0 14
Orange .....	0 12	0 14
Citron .....	0 18	0 19
Currants—		
Filiatras, per lb. ....	0 09½	0 10
Amalas, choicest, per lb. ....	0 10	0 10
Patras, per lb. ....	0 10½	0 12
Vostizas, choice .....	0 12	0 12
Vostizas, shade dried .....	0 13½	0 14
Cleaned, ¼ cent more.		
Dates—		
Fards, choicest, 12-lb. boxes .....	0 09½	0 10½
Fards, choicest, 60-lb. boxes .....	0 09	0 09½
Package dates .....	0 08½	0 10
Hallowees .....	0 06½	0 07
Prunes—		
30-40s, California, 25 lb. boxes .....	0 14	0 15
40-50s, 25 lb. boxes .....	0 13	0 14
50-60s, 25 lb. boxes .....	0 12½	0 13½
60-70s, 50 lb. boxes .....	0 10½	0 11
70-80s, 50 lb. boxes .....	0 10	0 10½
80-90s, 50 lb. boxes .....	0 09½	0 10
90-100s, 50 lb. boxes .....	0 08	0 08½
25-lb. boxes, ¼c more.		
Peaches—		
Standard, 50-lb. boxes .....	0 08	0 08½
Choice, 50-lb. boxes .....	0 08	0 10
25-lb. boxes, ¼c more.		
Raisins—		
Sultana, choice, new .....	0 10	0 11
Sultana, fancy, new .....	0 12	0 14
Valencia .....	0 10½	0 12
Seeded, fancy, 1 lb. packets .....	0 10½	0 11
Seeded, choice, 1 lb. packets .....	0 10	0 10
Seeded, choice, 12 oz. ....	0 08½	0 08½
Seedless, 16 oz., packets .....	0 10½	0 11
Seedless, 12 oz. packets .....	0 08½	0 09

BEANS.—Dry beans are rapidly narrowing down in stocks. Prices are up



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again this week, and beans to the retail trade are now from \$3.50 to \$4 per bushel. Holdings are not at all large, but it should be taken into consideration that this is naturally the tail end of a season, and in a couple of months' time our next crop will be on the market. Buying for the present trade should be the order of the day. Dried peas are also higher. Inquiries have come from New York to Toronto brokers for quotations on peas, which means a strong market situation.

Beans—	Per bushel.
Canadian primes	3 50 4 00
Yellow eyes	3 00 3 25
Brown	3 25
Lima, per lb.	0 11 0 12
Peas, blue, Canadian, per bush.	2 75 3 00
Peas, whole, white, per bush.	2 75 3 00

**SPICES.**—Our forecast of the cream of tartar market has been well borne out. As soon as it was assured that France would be engaged in the war we pointed out that this line would surely advance, as practically all of our cream of tartar comes from that country. Local holders have again advanced prices to around 50 cents per pound. The price prior to the war was about 33 cents, so the advance so far is 17 cents. Allspice is higher this week, as well as white peppers.

Spices—	Compound, per lb.	Pure, per lb.
Allspices, ground	0 12	0 18
Allspice, whole	—	0 17
Cinnamon, whole	—	0 21—0 26
Cinnamon, ground	0 18—0 19	0 21—0 26
Cinnamon, Batavia	—	0 26—0 36
Cloves, whole	—	0 28—0 33
Cloves, ground	0 21—0 26	0 31—0 33
Cream of tartar	0 19—0 27	—
Curry powder	—	—
Ginger, Cochin	0 11—0 17	0 20—0 23
Ginger, Jamaica, ground	0 17—0 20	0 24—0 27
Ginger, Jamaica, whole	—	0 24—0 27
Ginger, African, ground	—	0 18
Mace	—	0 80—1 05
Nutmegs, brown, 64s, 52c;	—	—
80s, 42c; 100s	—	—
Nutmegs, ground, bulk, 47c;	—	—
1 lb. tins	—	—
Pastry spice	—	—
Peppers, black, ground	0 12—0 16	0 19—0 22
Peppers, black, whole	—	0 23—0 22
Peppers, white, ground	0 17—0 25	0 31—0 35
Peppers, white, whole	—	0 29—0 31
Pie spice	—	—
Tumeric	—	0 20—0 28

**RICE AND TAPIOCA.**—Firmness still prevails in rice, tapioca and sago. There has been an extraordinary demand for these lines in view of the war, and prices have gone up about a dollar a hundred. In some cases more has been paid. When the consuming public purchase rice in quantities of 50 pounds, as compared with a pound or a quarter's worth before, the effect on prices is easily seen.

Rice—	Per lb.	Per 100 lbs.
Rangoon, per lb.	0 04	0 05
Rangoon, fancy, per lb.	0 05	0 06
Patna, per lb.	0 06	0 07½
Japan, per lb.	0 06½	0 08
Java, per lb.	0 07	0 08
Carolina, per lb.	0 11	0 12½
Sago—	Per lb.	Per 100 lbs.
Brown, per lb.	0 06	0 06½
White, per lb.	0 06	0 06
Tapioca—	Per lb.	Per 100 lbs.
Bullet, double goat	—	0 17½
Medium pearl	0 05½	0 06½
Seed pearl	0 06	0 06½
Flake	—	0 10½

### CANNED GOODS.

**MONTREAL.**—The market for canned goods remains the same as a week ago, no further advances having been made. It is noted that while there is a big run

on flour and sugar, canned goods seem to be neglected, and this may be the reason that prices are holding. With Great Britain coming into this market for foodstuffs the prices for all canned fruits, vegetables, fish, etc., may be expected to go higher.

**TORONTO.**—Prices on new pack salmon will likely be out at the beginning of next week. As we have been pointing out for some time, prices will be much higher than the opening quotations of a year ago; just how much cannot definitely be stated, but many expect them to be at least from 20 to 25 per cent. above. That would mean that best sockeye would open at around \$2.35 or \$2.40.

No new prices have yet been issued on this year's canned peas, but these are anticipated soon. Between 90 cents and \$1 is the guess for standards, and probably nearer the latter. Prices on old peas are now 87½ cents, as compared with the opening figure of 82½ cents last year. This time a year ago the prices were out, but the unsettled conditions due to the war have no doubt been responsible for the delay.

A Toronto wholesale house has had inquiries from a Halifax concern for prices on a quantity shipment of canned goods, and it is believed here that these are for the naval department and the garrisons in the East.

Canned meats are away up and prices with some firms withdrawn.

### MANITOBA MARKETS.

**WINNIPEG, Aug. 19.**—Chief excitement is due to sugar which only some of the refineries seem able to supply at the moment. One refinery has withdrawn its prices from the market for a time to be able to catch up; the others are quoting prices, but are unable to deliver. Higher prices can be anticipated. Flour remains at prices quoted last week, and is selling freely. Rolled oats advanced from \$2 to \$2.40.

All canned meats have advanced, and reports show than canned fruits and vegetables will advance in sympathy. Business is too good, as people are buying more than they require because of the war scare. Some consumers are buying enough sugar and flour to last them two years, which is ridiculous. This is the cause of the present boom, and is causing the retailer, the wholesaler, and the manufacturer to raise their prices in order to reduce the demand.

One large retail firm here, states that talk of famine prices is out of order. The advance in sugar, he states, is due to beet crops in the war area being neglected. Consequently jam has advanced. Sugar is the only commodity about which the consumer need be concerned. So long as Britain is able to keep her

trade routes open, the advance in flour will not exceed 20 per cent., he thinks. Owing to housewives laying in large supplies of sugar, the refineries were limiting their supplies, which compelled price advances. Nearly all staple lines had shown an advance of at least 10 per cent.

Canadian starch has advanced in all grades, and there is every chance of a further advance on account of the exceptionally high corn market. Corn starch advanced ½c lb., and all other starches ¼c. Spices have all advanced, principally cream of tartar.

Of three Canadian refineries, one is selling at 5c, but their supply is limited; another gives \$5.40 as its price, but have limited their supply in an effort to cut down the demand; the third, reported to be selling at 6c, were temporarily off the market for a time. Refiners state their price as being so-and-so, but that they are not all filling orders. Prices are expected with some firms to be up this week, ½c per lb. Corn syrups went up 20c., and may go up another 20c during the next few days. Cane syrup prices are withdrawn, and the new list has not yet been made public. It is understood there will be an advance in the neighborhood of 25 per cent. No change in molasses or maple syrup.

	Per cwt. in sacks.
<b>Sugar, Eastern—</b>	
Extra standard granulated	5 50
Extra ground or icing	6 00
Powdered	5 80
Lumps, hard	6 45
Montreal, yellow	5 10
<b>Sugar, B.C.—</b>	
Extra standard granulated	5 40
Yellow sugar	4 75
Bar sugar	5 55
Icing sugar	5 75
Powdered sugar	5 56
H. P. lumps	5 25
Sugar packed in barrels, 5c per cwt. more.	
<b>C. Cane Syrups—</b>	
2-lb. tins, 2 doz. to case, per case	2 85
5-lb. tins, 1 doz. to case, per case	3 20
10-lb. tins, ½ doz. to case, per case	3 00
20-lb. tins, 3 tins to case, per case	2 85
(These prices prevail in Winnipeg, Calgary, Regina, Moose Jaw and Lethbridge. For Edmonton and Saskatoon they are 5c case higher.)	
<b>Molasses—</b>	Per gal.
Barbadoes	0 49
New Orleans	0 31
<b>Maple Syrups—</b>	Per case.
Imperial quarts, case, 2 doz.	5 40
Imperial ½ gals., 1 doz.	5 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.**—Currants advanced again, 1 lb. packages being 9c, and 2-lb. 18c. 1-lb. Vostizzas are also up a cent, to 12c. California raisin prices will be quoted in a week lower than in past on account of new prices named by California Association. 1-lb. pgs. will be down ¼c, and 12 oz. pkgs. about the same. These prices, however, have not yet been fixed. Prunes are up 1c per lb.

Apples, evaporated, new, 25s	0 13	0 13½
Apples, choice, 25's	0 15½	
Apples, choice, 10's	0 16½	
Apples, standard, 25's	0 14	
<b>Currants—</b>		
Dry clean	0 08½	
Washed	0 09½	
1 lb. package	0 09	
2 lb. package	0 18	
Vostizzas, 1 lb.	0 12	
<b>Peas—</b>		
Hallowell, loose, per lb.	0 05½	
Hallowell, 1 lb. pkgs.	0 07	
Fard dates, 12-lb. boxes	1 10	
<b>Peaches—</b>		
Standard, 25-lb. boxes	0 06½	
Choice, 25-lb. boxes	0 07½	
Choice, 10-lb. boxes	0 08½	



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Extra choice, 25-lb. boxes	0 08%
Prunes, in 25-lb. boxes	
80 to 100	0 08%
80 to 90	0 09%
70 to 80	0 11%
60 to 70	0 12%
50 to 60	0 13%
40 to 50	0 14%
Raisins, Valentias—	
Extra select Valentias, 25's, box	2 15
Raisins, Sultanas—	
California	0 09%
Smyrnas	0 12%
Raisins, Muscatels—	
3 crown, loose, 50's	0 08%
3 crown, loose, 25's	0 09
Choice seeded, lb.	0 09%
Extra fancy seeded, lb.	0 10
Raisins, Australians—	
Lexias, 56-lb. boxes	0 08%

Almonds, Tarragona	0 15%
Brazils	0 12%
Filberts, Sicily	0 13%
Peanuts, Jumbos, roasted	0 11%
Peanuts, choice, roasted	0 10%
Peanuts, fancy, roasted	0 11%

Pecans	0 20%
Walnuts, Grenoble	0 17
Walnuts, Marbot	0 14
Shelled—	
Almonds	0 45
Walnuts	0 50

## Saskatchewan Crops and Market Situation

**TEAS and COFFEES.**—Tea market firm, and the wholesalers have good supplies on hand. Santos coffee in New York is up 3½ to 4c lb. All other grades show advancing tendency. No. 5 Green Rio, 14-15, Roasted Rio, 16½-17½, No. 4 Green Santos, 16¼, Roasted Santos 24½-25½. No change in chicory. Salada package tea has advanced 10c per lb. all round, and bulk teas are up from 2 to 5 cents.

Rio, No. 5, green	0 14	0 15
Rio, roasted	0 15½	0 17½
Santos, green, No. 4	0 16	0 16½
Santos, roasted	0 24½	0 25½
Chicory, per lb.	0 07	0 08
Teas—		
Japans—		
Extra fine basket, fired	0 40	
Fancy	0 31	0 35
Choicest	0 29	0 32
Choice or medium	0 25	0 29
Common	0 20	0 23
India and Ceylon—		
Broken Orange Pekoe	0 28	0 40
Pekoe	0 26	0 30
Pekoe Souchong	0 23	0 26
Souchong	0 21	0 23
China—		
Common Moning	0 18	0 18
Good Paklum	0 35	0 35
Keemum	0 50	0 50

**BEANS.**—Beans, peas, barley and cereals are up. Almost impossible to get beans. Understood large orders been received by Eastern growers from British and French Governments, which they have been unable to fill. Bean stocks in Winnipeg are small, and although prices have advanced as shown below, they have not advanced in comparison with growers' new prices. It is impossible to buy beans in the East to lay down here to cost less than \$3.30 per bushel. On this basis, Winnipeg selling price would be 60c per bushel more than it is. Same applies to barley and peas more or less.

Beans—		
Austrian, hand picked	3 00	
3 lb. picker	2 80	
Cal. Lima, per lb.	0 06%	
Barley—		
Pot, per sack, 98 lbs.	3 60	
Pearl, per sack 98 lbs.	5 00	
Peas—		
Split peas, sack 98 lbs.	3 65	
Whole peas, bushel	2 25	

**RICE and TAPIOCA.**—These have advanced \$15 per ton, and with the unsettled state of the market, it is impossible to say at what price the new crop will open at. It is safe to predict it will be higher.

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

**NUTS.**—Shelled walnuts were advanced from 45c to 50c during the weak-end. Other lines have not yet been affected.

Regina, Sask., Aug. 19.—From present outlook, wheat will average 12 bushels an acre, oats 20 bushels and barley 20, according to figures given out by the statistics branch of the Department of Agriculture. About 15 per cent. of the wheat is now cut, about 10 per cent. of the oats, and about 20 per cent. of barley. Frost of from 1 to 10 degrees has been recorded throughout the province, but the damage has not been extensive, having occurred mostly in the eastern section.

Wholesalers are shutting down on credits in the city, but credit is still being extended to country merchants, as price of wheat is regarded as satisfactory, and conditions in the country are more favorable than in the cities. On the whole, conditions are better, and business is looking up.

Among the most conspicuous advances are baked beans, cornmeal, rolled oats, starches and syrups, nuts, lemons and sugar. A further advance of 20 cents has taken place on the local market in sugar. Sugar is now wholesaling for \$5.77.

Austrian beans are now selling for \$3 per bushel. Macaroni will now be sold one-half cent a pound higher than formerly. All starches went up a half cent per pound last week, while syrups advanced 20 cents per case. Flour, which a week and a half ago was selling for \$3.05, now commands \$3.35. Rolled oats have almost doubled in price, 80's now wholesaling for \$2.85, where they formerly were sold for \$1.95.

Canners have advanced practically all lines of canned goods. Currants, rice, peas, pearl barley, tapioca, sago, and nuts are among some of the other commodities which show an advance.

Produce and Provisions—		
Butter, creamery, per lb.	0 26	0 27
Butter, dairy, No. 1, 18c; No. 2	0 14	
Cheese, per lb.	0 15%	0 15%
Eggs, fresh, per doz.	0 15	
Lard, 5's, per case	7 30	
Lard, 8's, per case	7 25	
Lard, 10's, per case	7 20	
Lard, 20's, each	2 35	

General—		
Beans, Ontario, per bushel	2 75	
Beans, Austrian, per bush.	3 00	
Coffee, whole roasted, Rio	0 17	
Evap. apples, 50's	0 12%	0 12%
Potatoes, new, per bushel	1 75	
Rollled oats, 20's	0 68	
Rollled oats, ball	2 36	
Flour, 98's, \$3.35; rolled oats, 80's	2 85	
Rice, per cwt.	4 75	
Sugar, standard, gran., per cwt.	5 77	
Sugar, yellow, per cwt.	5 37	
Walnuts, shelled, 54c; almonds	0 53	

Canned Goods—		
Apples, gala, case, \$1.61-\$1.91, doz.	3 82	
Broken beans, 2's	2 50	
Corn, standard, per 3 dozen	2 21	
Peas, standard, per 3 dozen	2 55	
Plums, Lombard	2 10	
Peaches	2 21	
Strawberries and raspberries	4 20	

Tomatoes, standard, per dozen	2 65
Salmon, sockeye, 4 doz. talls, case, ls	10 50
Red springs, ls	6 70
Cohoos, 1's, \$6; humpbacks, 1's	4 25
Fruits—	
Lemons	11 00
Oranges	4 75
Dried Fruits—	
Currants, per lb., 9½c; pkg.	0 10

### ALBERTA MARKETS.

(By Wire)

Edmonton, Aug. 20 (Special).—Trade in the Edmonton district, as in the whole of Western Canada, is somewhat disorganized by the war in Europe, and prices in staples show strong advance, particularly beans, rolled oats, flour, sugar and smoked meats.

From every community in the Edmonton district comes news of the progress of the harvest. Ever since August 1 some farmers have had oats and barley cut, the yield being greater than the average. In less than two weeks, harvesting will be general.

Southern Alberta has not been so fortunate as the Central portion of the province.

Canned goods have advanced 10 to 20 per cent.; beans are up and sugar supplies are running short. Practically all imported foods are higher, and although the rush has somewhat subsided, prices are firm.

Produce and Provisions—		
Butter, creamery, per lb.	0 26	
Butter, dairy, No. 1, 22c; No. 2	0 15	
Cheese, per lb.	0 16	0 15½
Lard, pure, 5's, per case	7 50	
Lard, pure, 5's, per case	7 45	
Lard, pure, 10's, per case	7 40	
Lard, pure, 20's, each	2 43	
General—		
Beans, Ontario, per bushel	2 90	3 00
Beans, Austrian	3 10	
Coffee, whole roasted, Rio	0 16½	
Evaporated apples, 50's	0 12	
Potatoes, new, per bushel	1 20	
Rollled oats, 20's	0 66	
Rollled oats, ball	2 90	
Flour, 98's, \$3.50; rolled oats, 80's	2 50	
Rice, per cwt.	4 10	
Sugar, standard, gran., per cwt.	6 00	
Sugar, yellow, per cwt.	5 35	

Canned Goods—		
Apples, gala, case	1 85	
Corn, standard, per two dozen	2 15	
Peas, standard, 2 dozen	1 85	
Plums, Lombard	2 20	
Peaches	3 15	
Strawberries, \$4.10; raspberries	3 90	
Tomatoes, standard, per dozen	2 45	2 65
Salmon, sockeye, 4 doz. talls, case, ls	9 25	
Cohoos, 1's, \$6.15; humpbacks, 1's	3 00	
Fruits—		
Lemons	7 75	9 00

### NEW BRUNSWICK MARKETS.

By Wire.

St. John, Aug. 20.—Markets are steadier in last couple of days, but all lines of provisions are strong. Quotations are doubtful with many staples. A further advance in Manitoba flour is expected. Buying in sugar by consumers is lessened because of stiff advances. There are just fair stocks of flour and



# Making Fish an Every Day Seller

Work Being Done in Eastern Canada to Promote Sales of This Article—An Opportunity for the Retail Grocer.

sugar with local trade. Canned goods have advanced, particularly beans, which are up 30 cents a case. Molasses are higher by 5 cents gallon; coffee is 4 cents higher; and tea is on the increase. Some chocolates and cocoa are up 25 per cent; sardines (Canadian) are 25 cents higher, and foreign \$1.50.

Produce and Provisions—		
Bacon, breakfast, per lb.	0 20	0 22
Bacon, roll, per lb.	.....	0 17
Beef, barrel	34 00	35 00
Beef, corned, 1 lb.	3 15	3 30
Beef, corned, 2 lb.	6 25	6 30
Pork, American clear, per bbl.	31 00	33 00
Pork, domestic, per bbl.	.....	33 00
Butter, dairy, per lb.	0 22	0 23
Butter, creamery, per lb.	0 25	0 25
Cheese, new, lb.	0 14	0 14½
Eggs	0 23	0 25
Lard, compound, per lb.	0 11½	0 11½
Lard, pure, per lb.	0 14½	0 15
Flour and Cereals—		
Cornmeal, gran., 50 bbl.	.....	6 00
Cornmeal, ordinary, 25-lb. bag	.....	2 00
Flour, Manitoba, per bbl.	.....	7 15
Flour, Ontario, per bbl., 120 lbs.	.....	6 85
Rolled oats, per bbl.	.....	6 50
Oatmeal, standard, per bbl., 110 lbs.	.....	6 50
Fresh Fruits and Vegetables—		
Lemons, Messina, box	3 50	4 00
Oranges, Val., case	4 00	5 50
Potatoes, barrel, old	.....	3 00
Potatoes, new, bushel	.....	1 00
Sugar—		
Standard granulated	5 60	7 00
United Empire	5 90	6 00
Bright yellow	5 80	5 90
No. 1 yellow	5 50	5 60
Paris lumps	7 25	7 50
Red Spring, per case	7 85	8 15
Beans, white, per bush.	.....	3 00
Beans, yellow eyes, per bush.	.....	4 50
Canned pork and beans, per case	.....	2 35
Molasses, per gal.	.....	0 32
Cream of tartar, per lb., bulk.	.....	0 43
Currants, per lb.	.....	0 11
Rice, per cwt.	.....	6 00

## THE FRUIT PROSPECTS.

The Department of Agriculture of the Dominion Government, has issued its third report of the season on the fruit and vegetable crops of the country. From this it appears that the tomato prospects have suffered somewhat from the prolonged drought in many districts and the chances now are that in spite of the heavy acreage the total crop will not greatly exceed that of last year. The tomatoes, too, are ripening quickly.

From all reports it looks as if the apple yield would be good when compared with last year, the increase being given at 28 per cent. Effective spraying is working wonders towards clean fruit.

The pear yield promises to be good, likely above the medium when Nova Scotia, British Columbia and Ontario are taken into consideration.

In British Columbia the peach crop is reported good, but of course in the Niagara Peninsula apart from a few districts there will be a small amount. Some early varieties have arrived on the markets, but in the aggregate there will not be many harvested.

Ontario will not produce a very large crop of plums this year according to the Government report. In scarcely any section of the province will the yield be medium, it says. In Quebec east of Quebec city there is a fairly large crop and in British Columbia the outlook is quite bright.

Everything promises well for grapes this year. There will be an exceptionally heavy crop in the Niagara Peninsula.

**M**ONTREAL, Que.—In the Eastern provinces, where fish is one of the staple articles of diet, and where, instead of a rush during the Lenten season and novelty trade when certain of the fresh varieties come into the market, there is a steady business throughout the year. Effort is being made by some of the wholesalers to extend their trade on a still wilder basis by putting fish forward as one of the factors which may be made of importance in the solution of the cost of living problem.

In a circular to the trade one of the large fish houses in Montreal makes this announcement to the purveyor—"Meat is soaring again and still higher prices are predicted. What does it mean to you? Curtailed sales and small profits. Fish is plentiful. Fish is economical. Fish is not monotonous. Your customers do not know all the merits of fish as a food product. Your customers want to be educated to the advantages of dieting on fish. It will pay you to start now advertising fish."

### Question of Cleanliness.

There is no doubt that the business in fish can be extended, and it is for the grocer to seriously consider what part he could play in this development. There are no doubt many grocers who do not favor the opening of a fish department on account of the difficulty in maintaining cleanliness; but in this respect there is little difference between the fish department and any other department of the grocery store. To maintain cleanliness requires close attention—and where possible the stock should be handled independently of the regular trade.

The point which the enterprising Montreal wholesaler has raised as to the importance of fish as a factor in the solution of the every day problem of many classes of society is one which is well worth considering. The present season in the fresh fish trade has strongly shown how the moderate family can fill the "fresh meat" item on the menu list at several cents a pound under the quotations at the corner butcher shop. There are many people, however, who seem to consider fish as something of a "delicacy" only to be placed on the table to brake the monotony. There can be no doubt that one reason for this is that there is often a difficulty in getting the supply. The grocers in most cases

do not handle fish; there are not many fish stores and the old-fashioned method of buying from a house-to-house canvasser who handles his wares, in a conveyance that could hardly be called sanitary, through dusty streets, has passed out.

### Should Have Regular Sale.

Then there is no reason why fish should be considered as a delicacy for certain occasions—for Lent and for Friday. Perhaps it is these defined occasions which interfere with the trade at other seasons. Then there is also no reason why the business should be confined to fresh varieties at some seasons and smoked and pickled at others. This is another feature in which the grocer could do considerable education; there are pickled, smoked and other lines of prepared fish which are good for practically every day and week in the year.

There are undoubtedly possibilities in handling fish which are worth considering. Here are some points for the grocer to think about—the effect of giving a cheap substitute for fresh meat; the influence in extending business of showing the public that they can get seasonable or other lines at all times; and the additional influence of handling and displaying the stock so as to eliminate anything in the way of repulsive appearance or odors.

### SINCERITY.

Is that one quality besides which all others are dross, for in it are embodied all that is good and true in man—honesty of purpose, indefatigable efforts, unswerving devotion and a host of other enviable attributes. How easy to talk, demonstrate, to sell—and turn around and do it again when one has the goods, believes in them, and so can shoot out his verbal punches straight from the shoulder.

### THE BUSINESS RUSH.

Blink (the wholesaler)—Well, how many orders did you get yesterday?

Gink (the salesman)—I got two orders in one place.

Blink—What were they?

Gink—One was to get out and the other was to stay out.



# CANADIAN GROCER

Established 1886.

Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING CO., LIMITED

John Bayne MacLean - - President

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TORONTO, AUGUST 21, 1914

## STAND STEADY UNDER FIRE.

NOW IS THE TIME if ever when level-headed men are required to "steady the buffs." Just as the deplorable European struggle evolved into a general war the scare-monger got abroad in the land with the result that people were thrown into nothing short of a panic. All over the country there was a race to secure foodstuffs to store up against an imaginary shortage—that is so far as a majority of foodstuffs are concerned. The grocery store was invaded for sugar, flour, tea, meats, rice, etc., in the hope that supplies could be secured before the anticipated avalanche set in. The inevitable result occurred. The very action of these people—mostly people with more or less means—in their mad rush for supplies helped to force up prices they were anxious to see low until their purchases had been made.

Of course there were a few who bought particularly early and probably saved a dollar or two. But the less credit is due them as they were more responsible than any others for forcing upon us a chaotic condition in our grocery markets. Retailers had to replenish their stocks and with everybody in the market at once the wholesaler and manufacturer couldn't possibly stand the strain. This only aggravated matters so far as the consumer was concerned. He got the idea that there were shortages in certain goods and was all the more anxious to get them regardless of the price. Was it any wonder that sugar advanced and that it was difficult for anyone to buy in large quantities last week? When people were keen to lay in a stock of four or five barrels of flour where formerly the extent of their purchases was only a fifty cent bag at a time, was it any wonder that flour on hand became scarce and dear?

It was a new experience to the retail trade to have to decline orders but it is to the credit of many of them that they did their best to steady the situation by advising against ponderous purchases that customers and others were anxious to make.

The retail trade can do a great deal in this crisis to assist the country as a whole in getting things back to a more normal basis by instilling confidence into those individuals who imagine the world is coming to an end or who think some one is trying to secure a death grip on them by cornering the food supplies.

Let the trade stand steady under fire and help to bring about conditions that will be to the advantage of as great a number of people as possible in this great crisis.

## UNFAIRNESS TO THE DEALER.

ISN'T IT HUMOROUS sometimes to see the methods some newspapers adopt in their apparent insane desire to protect the dear public? For example, note this from an Eastern Canadian paper published just after the first advance in flour:

"Some retail dealers are reported as demanding \$8.00 and \$8.50 for a barrel of flour. No buyer should pay that price. Instead a public report should at once be made of any such attempt at extortion. The millers have only advanced flour 30 cents a barrel and dealers are not paying more than \$6.75 per barrel for their stock. It has always been understood that from 25 cents to 50 cents was the profit on a barrel of flour. At this rate the price should be about \$7.00, and not more than \$7.25. Those who are asked more are being taken advantage of and should refuse to pay the price."

This is, of course, silly nonsense. The retail dealer who only made a gross profit of 50 cents on a turnover of \$7.25 would be out of business long before the German army gets to Paris or vice versa. Fifty cents on \$7.25 only represents a margin of some 7% scarcely sufficient to cover the wages of the store help not taking into consideration delivery expense, taxes, fuel, light, and the hundred and one other incidentals necessary to the operation of the store. Where then is the grocer to come in with his net profit? This emphatically illustrates the lack of any thought in the average business article in the daily paper. If the flour were sold at \$8.50 as alleged and if it only cost \$6.75, the gross margin of profit would then just amount to 20%. If it were sold at \$8 the margin would be reduced to about 15%, just about sufficient to cover the cost of doing business.

It is nearly time the daily press treated the merchant with a little more consideration and called a halt to accusing him of extortionary prices. Even if one or two do take advantage of such a situation as exists to-day, that is no indication that the entire retail trade should be held up to ridicule.

## DECREASING CHEESE EXPORTS.

THE ANNUAL REPORT of the shipments of Canadian cheese to Great Britain as compared with the shipments from other colonies gives rise to the question as to the

future of Canada and the cheese industry. A falling off of eight and a half per cent., such as has shown to be the decrease in Canadian exports to Great Britain, is remarkable for a single year, while at the same time it is noted that the surplus is being largely made up by New Zealand.

The regrettable point here from the Canadian standpoint is that the product shipped from this country is of better quality than that sent from our increasingly important competitor. Of course Canada is no doubt consuming more of her own make than in past years but the increased home consumption does not explain the discrepancy and one is inclined to wonder whether there can be any connection between the falling off in natural products of this kind and the present business depression.

#### POWER OF GOOD ADVERTISING.

SOMEONE HAS SAID "that good advertising is a continuous performance before the same audience." This definition just about hits the nail on the head. When a retail dealer inserts a series of good advertisements in his daily or weekly paper, he is talking to the same audience each day or week, thus making the series a continuous performance—to use the language of the stage.

Advertising, it will be seen, has a distinct advantage over the continuous performance before the footlights. The latter does not hold the attention of same audience. After the entire bill has been seen, the audience departs, gives way to another and does not return for another week. But with the good advertising it is different. It insures the attention of the same readers every time the paper is picked up, which illustrates the wonderful power it possesses.

Merchants who are advertising should see to it that their copy be placed in the "good" class. Otherwise it will not hold the attention of any audience for any length of time. Those who do not use the daily or weekly paper should pause to think over the work of the newspaper advertisement.

#### EDITORIAL NOTES.

IT IS TO THE credit of grocery firms that while corners on many lines could be taken advantage of, prices are being reasonably maintained.

NOW THAT THE first shock of the war is over, let us all get down to facts and reason out the situation with level heads.

THERE IS NO occasion for a foodstuff stampede—Canada is first and last an agricultural country.

IF OUR TEA supplies are to be cut off some of us may be compelled to change the national beverage to butter-milk.

SUGAR REFINERS apparently all view the situation differently—no two are working in the same channel.

IF YOU HAVEN'T someone in your store who knows how to write display cards and price tickets, it is your own fault—these things can be learned.

THE COMMERCIAL traveler is generally a mine of information in his particular line. As a rule he is a "jolly good fellow," and it doesn't require much pressing to get him to give valuable suggestions. Just ask him a few questions. He will be only too glad to assist you.

## "Shop Where You Are Invited to Shop"

**D**ID YOU ever hear a person remark that they dealt with So-and-So, because he always expressed appreciation of their patronage or that they gave So-and-So an order because he asked them to? Of course we all have heard these and similar remarks and we would hear them much oftener if every customer were to analyze the motives behind each purchase and put the result into words.

This characteristic of human nature—call it vanity, if you will—has been recognized and applied by the writer of a series of advertisements which are at present appearing in over 300 weekly newspapers throughout Canada. Their object is to stimulate local retail advertising and they are incidentally but surely creating a well-deserved prejudice in favor of stores that advertise (i.e., invite customers to purchase their goods) and a consequent prejudice against stores that do not advertise. The writer of the advertisements was for seven years proprietor of a general store in a typical Canadian town and this experience enabled him to take into consideration the position and needs of the local retailer in a particular way.

"Shop where you are invited to shop," is the slogan with which nearly all of these advertisements are enclosed and there isn't any doubt but that it will have the desired effect on a large proportion of the buying public. It is a reasonable argument and the words are easily remembered.

Grocers and retail merchants, whether hitherto advertisers or not, would do well to appropriate to their own business the general benefits accruing from this campaign in favor of advertising and advertised goods.

The way to do this most successfully, in our opinion, is to make the newspapers' slogan—"Shop where you are invited to shop,"—a prominent feature of each advertisement. Make this slogan work for you. If the goods you have to sell are of benefit to your community, if you are prepared to render service to your neighbors—and service is the keynote of modern business success then is it not worth while telling the public about it? Don't give anyone a chance to say you didn't invite them to buy your merchandise. Invite them in every issue of your local paper, in space commensurate with the size of your business, varying it only when some announcement of unusual importance warrants doing so. Make your invitation so sincere and so insistent that the people who should be your customers and to whom it is primarily addressed "just cannot resist." And don't forget or neglect to back up your invitation with sound, reasonable arguments and above all with genuine service, making it your aim never to lose a customer when once a trial order has been given.

Advertising is the greatest factor in the enormous stream of business that goes out of your town and every town and small city in the Dominion to the mail order houses in the big cities. The alluring invitation—conveyed in a hundred subtle ways, is, after all, the connecting link between these houses and their customers. There is only one way to combat this menacing competition, which injures not only your business, but hinders the growth and prosperity of every interest in your town, and that is to set every agency you can to work to divert the stream of business into local stores instead of into the letter box. Window and interior display, personal solicitation, circulars, letters, special store attractions are all of value, but there is no better or surer method than judiciously advertising in your local newspaper.



# Inquiry Comes from Holland for Rolled Oats

Something New So Far as Canada is Concerned—This Market Holding Firm—Flour Eases Off a Shade in Some Instances but Mills are Busy—Mill Feeds Strong.

## MONTREAL.

In connection with the market for grain products it should perhaps be explained to the trade in the first place that the prices which are here quoted are on the mill basis. In the present unsettled state of the market to the retailer they may be considered as merely nominal in many cases for the demands have been such that it has been considered expedient, in view of the shortage of supplies and the evident desire to make abnormal purchases, to advance the prices.

**FLOUR.**—There seems to be little falling off in the demand for flour. Mills are working to capacity night and day and although there is nothing being done in the way of general exportation, steps are being taken to forward the million bags which have been taken by the Government for the good of the Empire. It is evident at once that this arrangement between the millers and the Government has had a holding effect on the flour trade, for while there is nothing going forward in the usual way, and the prices of wheat have shrunk about six cents, there is little weakening in the situation and the statement is made by one of the big concerns that there is a couple of months of continual operation ahead even on the basis of the orders which already have been booked. On the other hand the millers claim that the present prices are fully warranted on the quotations for wheat and that, even considering the reduction which had taken place in the grain pits, an advance is shown on the basis of raw material of \$1, as compared with 70c which has been the amount of the advance.

Manitoba Wheat Flour—		Per bbl.	
First patents	.....	6 30	
Second patents	.....	5 80	
Strong bakers'	.....	5 60	
Flour in cotton sacks, 10 cents per barrel more.			
Winter Wheat Flour—		Car	Small
		lots.	lots.
Fancy patents	.....	5 95	6 20
80 per cent.	.....	5 80	5 80
Straight roller	.....	5 45	5 60
Blended flour	.....	5 45	5 95

**CEREALS.**—The grain markets generally remain firm on the advancing prices and the market for cereals is very strong. Rolled oats are strong on the advance of a week ago and rolled wheat has gone up 25c, and there has been a slightly higher adjustment of the quotations for corn meal. Prices here given are on the mill basis.

Cornmeal—		Per 96-lb. sack.	
Kiln dried	.....	2 45	
Softer grades	.....	2 20	
Rolled Oats—		90's in jute.	
Small lots	.....	2 85	

25 bags or more	.....	2 75
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 45
Hominy, per 96-lb. sack	.....	2 70

**MILL FEEDS.**—Natural factors are seemingly working with the conditions of war and the high prices of grain stuffs in upholding the prices of mill feeds, for the pastures are giving out rapidly. There has been an advance during the week of \$1 in the price of bran and the other quotations are firm. In view of the fact that mills are working to capacity and that there is nothing being done in the way of export might have led to the opinion that the situation would be easier, but at the same time the high price of grain has to be taken into consideration and also the fact that mill feeds are a pretty good speculation at the present prices in view of the European war. An outstanding feature of the week has been the advance of \$4 the ton, which has been made in the prices for oat and barley chop.

Mill Feeds—		Car lots, per ton	
Bran	.....	24 00	
Shorts	.....	26 00	
Middlings	.....	29 00	
Wheat moulee	.....	29 00	
Feed flour	.....	31 00	
Mixed chop, ton	.....	31 00	
Crushed oats, ton	.....	31 00	
Barley, pot, 98 lbs.	.....	2 75	3 00
Oat chop, ton	.....	35 00	
Barley chop, ton	.....	35 00	

## TORONTO.

**FLOUR.**—The apparent insatiable demand for flour that ran the market up so rapidly the week of the war outbreak and the following one, is beginning to subside a little. It is either a case of the public getting what they were after or it is because the work of the trade in soothing the anxiety of the populace, is having its effect. At any rate, firms that were quoting first patent Manitoba flour a week ago at \$6.30 per barrel have eased off in their figures 20 cents. During the week of course wheat declined on the Winnipeg and Chicago markets and this had its effect. Although on Tuesday wheat was again showing signs of advance it would not be surprising to see flour drop still further. Mills are nevertheless working overtime, but the same keen general public demand is not evident. One miller is delivering his flour to the retail trade in Toronto C.O.D.

Manitoba Wheat Flour—		Small	Car
		lots.	lots.
		per bbl.	per bbl.
First patent	.....	6 30	6 20
Second patent	.....	5 80	5 70

Strong bakers	.....	5 60	5 50
Flour in cotton sacks, 10c per bbl. more.			
Winter Wheat Flour—		Small	Car
		lots.	lots.
		per bbl.	per bbl.
Fancy patents	.....	5 50	5 30
80 per cent.	.....	5 10	4 90
Straight roller	.....	5 00	4 80
Blended flour	.....	5 35	4 95

**CEREALS.**—Although there has been no change in the rolled oat or oatmeal markets from a week ago, the situation is quite firm. It is reported that a large firm has been asked to hurry the manufacture of several carloads of rolled oats to be sent to Great Britain presumably for the use of the War Office. This firm has also had an enquiry from Holland for a large shipment, something unprecedented in their history. With many of the other lines of cereals the question becomes a matter of supply as stocks are small. Rolled wheat is higher than a week ago by 25 cents per hundred. Buckwheat grits are difficult to get.

Barley, pearl, 98 lbs.	.....	5 00
Buckwheat grits, 98 lbs.	.....	5 50
Corn flour, 98 lbs.	.....	2 50
Cornmeal, yellow, 98 lbs.	.....	2 50
Oatmeal, fine, 98 lbs.	.....	4 00
Hominy, pearl, 98 lbs.	.....	3 00
Hominy, pot, 98 lbs.	.....	3 00
Oatmeal, standard, 98 lbs.	.....	3 30
Oatmeal, granulated, 98 lbs.	.....	3 30
Peas, Canadian, boiling, bush.	.....	2 75
Peas, split, 98 lbs.	.....	4 50
Rolled oats, 90-lb. bags	.....	3 15
Rolled wheat, 100-lb. bbl.	.....	3 65
Eye flour, 98 lbs.	.....	3 60
Wheatlets, 98 lbs.	.....	4 00
Whole wheat flour, 98 lbs.	.....	4 00

**MILL FEEDS.**—This market maintains its strength although there has been no change in price. On account of the failure of so many pastures the demand has been keen.

Mill Feeds—		Mixed cars, per ton	
Bran	.....	23 00	25 00
Shorts	.....	25 00	27 00
Middlings	.....	27 00	29 00
Wheat moulee	.....	28 00	30 00
Feed flour, per bag	.....	1 55	1 80

## WINNIPEG.

**FLOUR and CEREALS.**—The principal change in this market is an advance in the price of rolled oats from \$2 to \$2.40 per bbl. This market is affected considerably by the poor oat crop. Prices higher than \$2.40 are expected. Wheat did not advance again, and is selling freely at the full advance, and for immediate shipment only. Millers are not booking for futures owing to uncertainty of market. Feeds are practically same, with big demand both East and West.

Manitoba Wheat Flour—		Per bbl.	
First patents	.....	6 10	
Second patents	.....	5 60	
Strong bakers'	.....	5 40	
Cereals—			
Rolled oats, per 80 lbs.	.....	2 40	
Oatmeal, fine, standard and gran'd, 98 lbs.	.....	2 40	



# Lemons Only Fruit Affected by the War

Curtailment of Shipments from Italy has Boosted Price Some \$2 per Case and More—Next Crop comes in November—Tomatoes Getting Cheaper but Potatoes Holding their Own.

## MONTREAL.

**GREEN FRUITS.**—The war does not seem to have had much effect in the fruit market with the exception of lemons, which are still quoted at top prices, and the volume passing is nothing out of the ordinary. Ontario fruits are not coming more freely and peaches, plums and pears are being quoted by the basket. More Canadian apples are being received but the prices are inclined to be higher if anything. Watermelons are dearer as also are California pears and peaches. Canadian cherries are just about out of the market, and the last of the raspberries are being handled.

Apples—		
Dutchess, bbl.	3 50	4 50
No. 1 Winesaps, box		3 00
Bananas, crate	2 00	2 50
Grapefruit, 54-64-80-96 size, case	4 50	5 50
Grapes, Cal., box	2 75	3 25
Cocoanuts—		
100 to 150 size		4 25
Lemons, Messinas—		
Extra fancy, 300 size		8 00
Fancy, 300 size		7 00
Choice, 300 size, bags		6 50
Limes, small boxes		1 25
Oranges—		
California, late Valencia, 176-200-216-250		4 00
California, 126-150 size, box		3 75
California, 80 and 96 size, box		3 50
Raspberries, basket	0 16	0 18
Blueberries, basket		1 40
California cantaloupes, per crate of		
about 45	4 50	5 50
Watermelons, each	0 60	0 70
Peaches, per box	1 50	2 00
Plums, per crate	1 75	2 50
Plums, Canadian, basket	0 75	1 00
Peaches, Canadian, basket	0 75	1 00
Pears, basket	0 80	0 90
Pears, Cal., box	3 50	4 00
Canadian cherries, per basket	0 90	1 00

**VEGETABLES.**—The tomato season is now coming on and the price of the Ontario variety has dropped materially during the week. The war influence is not felt here with the exception of onions, and prices quoted indicate that there has been something in the way of a reaction after the first shipment. Local vegetables are coming freely and there is a strong demand for potatoes which may be incited by war conditions; prices have advanced somewhat for the tubers.

Asparagus, Canadian, basket	1 75
Beans, wax, basket, Canadian	0 75
Beans, green, basket, Canadian	0 75
Beans, native, bushel, 17-30 lbs.	1 50
New beets, doz.	0 75
Cabbage, per dozen	0 60
Cabbage, new, per bbl.	2 00
Carrots, new, doz.	0 40
Cauliflower, native, doz.	1 50
Cucumbers, dozen	0 50
Celery, bunch	1 00
Egg plant, per dozen	2 50
Lettuce, head, per doz.	0 50
Curly lettuce, per box, 3 to 4 doz.	0 80
Mushrooms, basket, 4 lbs.	2 50
Onions—	
Spanish, per case	5 25
New Egyptian, per lb.	0 06 1/2
Native, per doz. bunches	0 30
Red, 100-lb. bags	4 00
Parsnips, new, per doz. bunches	3 00
Parsley, Canadian, per doz. bunches	0 50
Peas, native, bushel, 17-30 lbs.	1 00
Peppers, green, 3/4 qt. basket	0 75
Potatoes—	
Montreal, new, bag	1 25
Montreal, new, barrel	3 00
Potatoes, new, sweet, Jersey, hpr.	2 50
Radishes, per doz. bunches	0 25
Rhubarb, dozen	0 15

Spinach, Montreal, in boxes	0 80
Sour grass, per box	1 00
Turnips, Quebec, bag	1 50
Turnips, Canadian, bag	1 00
Tomatoes, Mississippi (4-bkt. crate)	1 50
Tomatoes, Jersey, bushel crates	1 50
Tomatoes, Ontario, basket	0 50
Quebec, box	2 25

## TORONTO

**GREEN FRUIT.**—The feature of the market is still lemons. As pointed out a week ago stocks were getting into very small compass and that it was only a matter of time when there would scarcely be any on the market. Last week prices were marked up a dollar or so a case and another dollar is again added onto that. Wholesale fruit dealers were therefore selling this week at \$7. The fact that no shipments are arriving from the Mediterranean on account of the war is the main reason for the strength of the market. The next crop in Southern Italy will not be harvested until November. There are many varieties of Canadian fruit for sale and peaches are coming fairly well considering the small crop. Raspberries are entirely off the market.

Apples—		
Canadian, basket	0 30	0 45
Dutchess, bbl., Can.	2 50	2 75
Bananas, per bunch	1 50	2 00
Blueberries	1 50	1 75
Cantaloupes—		
Canadian, basket	0 35	1 00
Crates		3 00
Cherries		0 60
Cocoanuts, sack		3 75
Gooseberries, basket	0 50	0 60
Oranges—		
California, late Valencias	3 25	3 75
Lemons, Verdilla		7 00
Limes, per 100		1 25
Lawtonberries, per box	0 10	0 11
Plums, box, U.S.	1 75	2 25
Plums, Can., basket	0 50	0 60
Pears, California, box	2 75	3 00
Peaches, Can., white, large, basket	0 50	0 60
Peaches, 1/2 baskets, fancy	0 65	0 75
Peaches, Cal., crate	1 25	1 50
Red currants, basket		0 60
Watermelons	0 40	0 50

**VEGETABLES.**—Tomatoes are arriving in quantities with considerable regularity and prices are down from a week ago. The price around the middle of the week was from 25 to 40 cents a basket. Potatoes are not easing off to any extent, wholesalers obtaining same prices as quoted a week ago.

Beets, Canadian, new, doz. bunches	0 90	0 30
Beans, Canadian, basket	0 25	0 30
Cabbage, Canadian, crates	1 00	1 25
Carrots, Canadian, new, doz. bunches	0 25	0 30
Cauliflower, crate		1 50
Cucumbers, Canadian, basket	0 25	0 40
Celery, doz.	0 35	0 40
Corn, per doz.	0 10	0 12 1/2
Lettuce, doz.	0 15	0 30
Mushrooms, per lb.	0 50	0 75
Onions—		
Green, long, doz. bunches	0 20	0 30
Texas onions, 50-lb. crate		3 00
Spanish, big, crate		4 00
Egyptian, 100-lb. bags		3 75
Green peppers, basket	0 50	0 60
Potatoes, new, Canadian, per bag	1 30	1 50
Parsley, basket	0 25	0 50
Rhubarb, per dozen		0 30
Spinach, Canadian, bush	0 40	0 50
Tomatoes, Canadian, basket	0 50	0 60
Radishes, Can., per doz.		0 25
Watermelons	0 50	0 60

## WINNIPEG.

**GREEN FRUITS.**—Crab apples selling at \$2.25-\$2.50, and pears selling \$2-\$2.50, are the new arrivals. Lemons have advanced again owing to importations from Europe being cut off. Californias being quoted at \$9, and Messinas at \$8. Fresh California peaches are down to \$1.25, and plums to \$1.50, \$1.75.

Apples—		
Washington	1 75	
Bananas, lb.	0 04 1/2	
Grapefruit, 54-64-80 size, case	6 50	
Lemons—		
California	9 00	
Messina	8 00	
Oranges—		
California Valencias	4 00	
Peaches, fresh, Cal.	1 25	
Plums, fresh, Cal.	1 50	1 75

**VEGETABLES.**—Very little imported stuff being handled by wholesalers, most of supplies being local grown. California onions down to \$2.25, \$2.50, and Ontario tomatoes to 75c basket.

Head lettuce, Minnesota, hampers	3 50	
Head lettuce, Cal., crate	4 50	
Onions—		
Cal., 100-lb. sacks	2 25	2 50
Parsley, per doz. bunches	0 40	
New potatoes, per bush.	1 35	
Tomatoes, Ont., basket	0 75	

## GOOD CROPS IN NORTHERN ALBERTA.

Edmonton, Alta., Aug. 20.—(Special).—Wholesale and retail business is holding up well in Edmonton and throughout the district, and dealers are looking forward to good fall and winter business. The outlook for a large crop of grain was never better, and, as a consequence, the stores in the smaller towns and villages are beginning to enlarge their stocks.

## HONEY OUTLOOK.

Reports from the Ontario Beekeepers' Association indicate that the honey crop this year will not be large. In fact, it is stated that it will be practically a total failure. One report stated that the showing will be only about 16 pounds per colony, whereas last year the average was 100 pounds. In some counties the yield has, of course, been good, but on the whole things are not optimistic. There has been, however, a big holdover from last year.

The Department of Agriculture of the United States has just estimated that the yield of wheat this year will be 930,000,000 bushels. This means in the neighborhood of 330,000,000 bushels for export after the wants of the country have been taken care of.



# Provisions, Butter and Cheese Moving Upward

Cooked and Smoked Meats Creep Higher on Account of the War  
—Butter has had Rapid Rise—New Cheese Higher—Honey Crop Short this Year.

## MONTREAL.

**PROVISIONS.**—The effect of the war is seen in the big advance which has been made this week in the prices for barreled pork, for although there are no exports being made this is a commodity which would be a good speculation in the event of continued hostilities. The price increase for the week is \$3.50 per barrel, which follows \$1 last week. Cooked meats have followed in the wake of the advance which was made in the prices for hams a week ago and both roasted and boiled hams and shoulders are up a cent a pound.

	Per lb.	
<b>Hams—</b>		
Medium, per lb.	0 19	0 20
Large, per lb.	0 18½	0 19
<b>Backs—</b>		
Plain, bone in	0 22	
Light, per lb.	0 19	
Boneless	0 25	
Peameal	0 26	
<b>Bacon—</b>		
Breakfast, per lb.	0 18	0 19
Roll	0 17	
Shoulders, bone in	0 15	
Shoulders, boneless	0 16½	
<b>Cooked Meats—</b>		
Hams, boiled, per lb.	0 28	
Hams, roast, per lb.	0 28	
Shoulders, boiled	0 27	
Shoulders, roasted	0 28	
<b>Dry Salt Meats—</b>		
Long clear bacon, 50-70 lbs.	0 15½	
Long clear bacon, 80-100 lbs.	0 11½	
Flanks, bone in, not smoked	0 15½	
<b>Barrelled Pork—</b>		
Heavy short cut mess	Per bbl.	0 32
Heavy short cut clear	0 32	
Clear fat pork	31 00	
Clear pork	30 00	
<b>Lard, Pure—</b>		
Tierces, 50 lbs. net	0 13½	
Tubs, 50 lbs., net	0 14½	
Boxes, 50 lbs., net	0 13½	
Pails, wood, 20 lbs., gross	0 14	
Pails, tin, 20 lbs., gross	0 13½	
Cases, 10-lb. tins, 60 in case	0 14½	
Cases, 3 and 5-lb. tins, 60 in case	0 14½	
Bricks, 1 lb., each	0 14½	
<b>Lard, Compound—</b>		
Tierces, 37½ lbs., net	0 10½	
Tubs, 50 lbs., net	0 11	
Boxes, 50 lbs., net	0 11	
Pails, wood, 20 lbs., net	0 11½	
Pails, tin, 20 lbs., gross	0 11½	
Cases, 10-lb. tins, 60 in case	0 12	
Cases, 3 and 5-lb. tins, 60 in case	0 12	
Bricks, 1 lb. each	0 13	
<b>Hogs—</b>		
Dressed, abattoir killed	Per cwt.	12 75 13 00

**BUTTER.**—There has been an increased demand from the West and there is also some inquiry for shipments from England although conditions do not permit of stocks being forwarded at present. These conditions make the situation very firm although prices have not advanced here.

<b>Butter—</b>		
Finest creamery, new milk	0 29	0 30
Dairy butter	0 21	0 23

**EGGS.**—Market for eggs has been getting firmer during the week. There has been no change at the top of the list, but the spread which has been very extended of late has narrowed with selects and number one's up a cent a dozen.

	Per dozen.
<b>Eggs, case lots—</b>	
New laid	0 30
Selects	0 28
No. 1s	0 25
Spitts	0 20

**CHEESE.**—The market is still much unsettled with nothing going forward,

but the situation is taking more definite form and the speculative interest, with a strong demand in Great Britain, is being felt. It becomes evident with the continuance of hostilities that the Empire is to have other markets cut off and that there will be a strong demand for the Canadian product with the resumption of ocean traffic.

<b>Cheese—</b>		
New make	0 14½	0 15
Old specials, per lb.	0 16	0 17
Stilton	0 17	

**HONEY.**—Honey passed another featureless week and the situation is unchanged.

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

**POULTRY.**—There have been increases in the receipts of poultry with the result that with a weaker demand there has been a material change in prices in the downward direction.

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

## TORONTO.

**PROVISIONS.**—Hams, backs, bacons and pure lard are all up again this week. Hams are quoted from a half to a cent and a half higher, backs a cent, bacon about half a cent, and pure lard a cent. These advances are all in the face of a decline during the week in hogs. The packers explain that last week there was a keen demand for hogs and the price therefore went higher than the conditions warranted. The war has had its effect on cured meats and will continue to have as Canada is bound to be a heavy shipper to Great Britain at least until the war is over. The consuming public too, is buying cured meats in larger quantities than usual.

<b>Hams—</b>		
Light, per lb.	0 20	0 20½
Medium, per lb.	0 19½	0 20
Large, per lb.	0 18	0 19
<b>Backs—</b>		
Backs, per lb.	0 24	0 25
Boneless, per lb.	0 25	0 26
Pea meal, per lb.	0 25	0 26
<b>Bacon—</b>		
Breakfast, per lb.	0 20	0 20½
Roll, per lb.	0 15½	0 16
Shoulders, per lb.	0 14½	0 15
Pickled meats—less than smoked.		
<b>Dry Salt Meats—</b>		
Long clear bacon, light	0 14½	0 14½
<b>Cooked Meats—</b>		
Hams, boiled, per lb.	0 27	0 28
Hams, roast, per lb.	0 27	0 28
Shoulders, boiled, per lb.	0 23	0 24
Shoulders, roast, per lb.	0 23	0 24
<b>Barrelled Pork—</b>		
Heavy mess pork, per bbl.	26 00	26 00
Short cut, per bbl.	30 00	32 00

<b>Lard, Pure—</b>		
Tierces, 400 lbs., per lb.	0 12½	0 13
Tubs, 60 lbs.	0 12½	0 13
Pails, 20 lbs., per lb.	0 13½	0 13½
Tins, 3 and 5 lbs., per lb.	0 13½	0 14
Bricks, 1 lb., per lb.	0 14½	0 15
<b>Lard, Compound—</b>		
Tierces, 400 lbs., per lb.	0 09½	0 10½
Tubs, 50 lbs., per lb.	0 10	0 10½
Pails, 20 lbs., per lb.	0 10½	0 11

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

**BUTTER.**—As is usual at this time of the year the butter market is advancing but the advance has probably been accelerated more this season than is customary on account of the war. There is, no doubt, some speculation going on in anticipation of higher prices and this is keeping a certain quantity off the present market. The chief reason for the advances is the lack of grass. The rains of the past week should however help out on this score and in three weeks time the supply may be better. Many creameries are refusing to sell and in some places the cream is being shipped across the line. Great Britain will likely want more New Zealand butter than usual which will mean a bigger demand from the Canadian West for the Eastern Canada product.

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

**EGGS.**—There is not much change in this market from a week ago. Some firms are quoting eggs a cent higher and the market is firm. No eggs were offered on the Toronto Produce Exchange on Monday and in fact there was nothing offered but a little cheese and there were no sales. It may be that later on when the bakers and biscuit manufacturers have used their present supply of Siberian eggs that this issue will be felt in firming prices. At the present time they have supplies for quite awhile.

	Per dozen.
<b>Eggs, case lots—</b>	
Strictly new laid, in cartons	0 28 0 30
Selects	0 25 0 28
Straights	0 24 0 26
Trade eggs	0 20 0 21

**CHEESE.**—There is a distinct firmness to the new cheese market during the past couple of weeks. Wholesalers this week marked up their prices a ½ cent. The dry weather has handicapped dairy farmers and curtailed the milk flow, and in addition the general effect of the war is making itself felt.

<b>Cheese—</b>		
Old, large	0 16½	0 16½
Old, twins	0 16½	0 17
New, large	0 14½	0 15
New, twins	0 14½	0 15½

**HONEY.**—The fact that the honey crop is not going to be extra good this year is directing some attention to this market. It is estimated that not more



# CANADIAN GROCER

than a half crop will be realized and already prices are firming up.

Honey—		
Clover, bbls., per lb.	0 10	
60 30-lb. tins, per lb.	0 10 1/4	0 11
10 6-lb. tins, per lb.	0 10 1/4	0 11
Buckwheat, bbl.	0 06 1/2	0 07
Buckwheat, tins	0 07	0 07 1/2
Comb	2 50	3 00

**POULTRY.**—Spring chickens are arriving quite freely and poultry men are claiming that poultry is now one of the cheapest meats on the market. No price changes this week.

Fresh Stock—		
Fowl	0 13	0 14
Spring chicken, lb.	0 18	0 25
Turkeys, young	0 15	0 18
Turkeys, old Tom	0 13	0 15
Ducklings	0 11	0 13

## WINNIPEG.

**PROVISIONS.**—Market has firmed up even more, and demand is good. This is line consumer cannot stock up on. While market has been panicky, prices remain about the same. Lard is practically same as last week.

Cured Meats—		
Hams, per lb.	0 21	
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 1 1/2	
Tubs, 50s	5 37	
Falls, 20s	2 22	
Cases, 5s	6 82	
Cases, 2s	6 90	

**BUTTER.**—Market firm; look to advances. Current receipts dropping off. Supplies less than last year. Manitoba creamery quoted at 27c.

Butter—		
Creamery, Manitoba	0 27	
Dairy	0 19	0 24
Cooking	0 12	0 16

**CHEESE.**—Recent advance in conjunction with firming of butter market. Large quoted 16, and twins 16 1/2.

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

**EGGS.**—Market firmer due to dropping off of current receipts. Laying season is practically over. Extra first quoted 19c.

Eggs, extra first	0 19	
Checks	0 12	
Extra, in cartons	0 24	

## FISH AND OYSTERS.

**MONTREAL.**—War conditions may still be considered as the important influence in the fish market, governing as they do the imported varieties but the situation in general shows no material change from a week ago so far as the local markets are concerned. There has been some speculation concerning the prices that will move frozen salmon and halibut for the coming season. Reports are that fishing has been a good deal above the average, but the demand, on account of the war in Europe, is expected to be large, and as a consequence producers hesitate a price on their holdings when asked to do so. On the other hand the price of salt and dried fish (cod particularly) is expected to be lower on account of the probability of exportation being cut off. Reports of of-

ferings have been circulating, but so far nothing has been done. In the fresh fish lines, production keeps up the standard and prices are steady. The oyster season both for bulk and shell is expected to open up, so far as the demand is concerned, about the 1st of September. It is reported that more native shell oysters will be brought into the market than ever before.

## FISH IS CHEAP.

One of the big fish companies in Montreal announces to the trade:—

“Fish is plentiful. No fear of a scarcity and high prices. When other food stuff are advancing, fish is comparatively low. Fish is a good food. Try it and you will like it. Once you have used it, you will use more right along. Your purse and your health will be all the better for it.”

### FRESH FISH.

	Montreal	Toronto
Halibut, fancy, express, per lb.	0 11	0 10
Haddock, fancy, express, lb.	0 05	0 06
Steak cod, fancy, express, lb.	0 07	0 07
Market cod, per lb.	0 05	0 05
Flounders, fancy, express, lb.	0 07	0 08
Gaspe salmon, per lb.	0 15	0 17
Chilled salmon	0 15	0 15
Buck shad, fancy, express, each	0 30	0 30
Roe shad, fancy, express, each	0 60	0 80
Dressed bullheads, per lb.	0 12	0 12
Brook trout, per lb.	0 30	0 30
Whitefish, per lb.	0 13	0 12
Lake trout, per lb.	0 13	0 10
Bluefish, per lb.	0 13	0 12
Herrings, per 100 count	1 50	1 75
Herring	0 07	0 07
Dore, per lb.	0 13	0 12
Mackerel, per lb.	0 11	0 11
Striped bass, per lb.	0 15	0 15
Pike, per lb.	0 08	0 08
Perch, per lb.	0 05	0 07
Sea bass, lb.	0 10	0 12
Carp	0 08	0 08
Eels	0 08	0 08

### SMOKED FISH.

	Montreal	Toronto
Haddies, per lb.	0 08	0 08
Haddies, 15-lb. and 30-lb. boxes, lb.	0 7 1/2	0 6
Haddies, filets, per lb.	0 11	0 11
Haddies, Niobe, boneless, per lb.	0 10	0 10
St. John blotters, 100 in box	1 20	1 20
Yarmouth blotters, 60 in box	1 20	1 20
Smoked herrings, medium, box	1 15	1 15
Smoked boneless herrings, 10-lb. box	1 20	1 20
Kippered herrings, selected, 60 in box	1 20	1 20
Kippered herrings, ordinary, 60 in box	1 10	1 20
Smoked salmon, per lb.	0 25	0 23
Ciscoe herrings, basket of 15 lbs.	1 75	1 80
Smoked eels	0 12	0 10
Smoked halibut	0 30	0 30

### FROZEN FISH—SEA FISH.

	Montreal	Toronto
Salmon—Gasp., large, per lb.	0 12	0 12
Salmon, red—steel heads, per lb.	0 13	0 13
Salmon, red—sockeyes, per lb.	0 10	0 11
Salmon, red—Cohoos or silvers, lb.	0 10	0 11
Salmon, pale qualla, dressed, per lb.	0 7-07 1/2	0 6 1/2
Salmon, pale qualla, dressed, per lb.	0 7-07 1/2	0 6 1/2
Halibut, white western, large and medium, per lb.	0 7 1/2	0 6
Halibut, eastern chicken and medium, per lb.	0 10	0 11
Mackerel, bloater, per lb.	0 7-08	0 6
Haddock, medium and large, lb.	0 6 1/2	0 7-08
Market codfish, per lb.	0 6-06 1/2	0 7-08
Steak codfish, per lb.	0 6 1/2	0 7-08
Canadian soles, per lb.	0 6	0 6
Blue fish, per lb.	0 16-17	0 15

### FROZEN—LAKE AND RIVER.

White fish, large, per lb.	0 10-11	0 10-11
White fish, small tulbees, per lb.	0 6 1/2-07	0 6 1/2
Lake trout, large and medium, lb.	0 11-12	0 12
Loze, dressed or round, lb.	0 8-10	0 8-10
Pike, dressed and headless, lb.	0 6 1/2-07	0 6
Pike, round, per lb.	0 6-06 1/2	0 7-08

### PICKLED FISH.

Salmon, Labrador, Herron 300 lb.	21 00	
Salmon, Labrador, bbls., 200 lbs.	15 00	
Salmon, Labrador, half bbls., 100 lbs.	8 00	
Salmon, B.C., bbls.	15 00	14 00
Sea trout, Baffin's Bay, bbls., 200 lb.	12 00	
Sea trout, Labrador, bbls., 200 lb.	11 50	
Sea trout, Labrador, half bbls., 200 lb.	6 50	
Mackerel, N.S., bbls., 200 lb.	12 00	
Mackerel, N.S., half bbls., 100 lb.	7 00	
Mackerel, Labrador, bbls.	6 00	
Herrings, Labrador, half bbls.	3 50	
Herrings, Nova Scotia, bbls.	6 00	
Herrings, Nova Scotia, half bbls.	3 25	
Lake trout, half bbls.	8 00	
Quebec sardines, bbls.	5 00	
Quebec sardines, half bbls.	2 75	
Tongues and sounds, per lb.	7 00	
Scottish herrings, imported, half bbls.	8 00	
Holland herrings, imported milkers, hf bbls.	5 00	
Holland herrings, imported milkers, kgs.	0 75	
Holland herrings, mixed, half bbls.	6 00	
Holland herrings, mixed, kgs.	0 65	0 65
Lochfyne herrings, kgs.	1 25	

### DRIED AND PREPARED FISH.

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

### BULK OYSTERS, CLAMS, ETC.

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

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

Cape Cod shell oysters, per bbl.	12 00	
Malpeque, shell oysters, selected J.A.P., per bbl.	10 00	
Malpeque, shell oysters, C.C.I., bbl.	12 00	
Clams, per bbl.	6 00	
Mussels, per bbl.	6 00	
Live lobsters, medium and large, lb.	0 23	0 30
Boiled lobsters, medium and large, lb.	0 16	
Soft shelled crabs, doz.	0 80	
Winkles, bush.	3 75	
Little Necks, per 100	1 25	

## BLAME ON THE WEALTHY.

Toronto, Aug. 22.—(Special).—At the regular meeting of the Retail Grocers' Association on Monday night, considerable of the discussion was naturally based upon the war and its effects on the grocery trade. Members told of the rush for foodstuffs at the outbreak of hostilities, which continued all last week and they claimed it was this stampede which did the most to advance the price of groceries. One after another told of customers and others buying five and ten times the usual quantity of goods, some of which would surely go stale or turn mouldy before they were ever consumed. President Neil Carmichael deplored the fact that so many wealthy people had been making it difficult for the poor man by laying in such heavy stocks, creating a scarcity and thus forcing up prices. The members also told of their endeavors to allay the rush, some of them stating that they were advising against heavy purchases of flour, sugar, etc., and some were even refusing to sell in large quantities.

It was the general opinion that the daily press had caused the deplorable situation by creating a scare on the outbreak of war.

The association is now getting ready for amalgamation with the Grocers' section of the Retail Merchants' Association which takes place in October. This means that there will only be one more meeting under the name of the Toronto Retail Grocers' Association and preparations are being made to celebrate it fittingly with a progressive euchre party and refreshments.

A letter is being sent out by the association to every grocer in Toronto advising them of the amalgamation and urging them to join in with the men now actively engaged in the organization work. M. Moyer will act as organizer in Toronto.



# What is a Moratorium? A Live Question Just Now

There is No Moratorium in Canada and None Likely—Government Merely Taking Precautionary Measures to Bring About a Moratorium in Case Future Events Should Make it Necessary.

**T**ECHNICALLY a moratorium is a period during which a debtor has a legal right to delay meeting an obligation. A limited moratorium was proclaimed in Great Britain on the 3rd of August last, but it related only to the postponement of payment of certain bills of exchange. It did not relate to the payment of wages, the payment of grocers' accounts or any ordinary obligation. Much mischief has been done in Canada by references to the subject, or to the probability of a moratorium being declared in Canada, which has created the impression that debtors are not required to pay their debts. As yet the Canadian Government has not taken power to declare a moratorium. It is proposed to pass an act which will give the Government power to declare a moratorium if the circumstances warrant. It is, however, only a precautionary measure. At the present time there is absolutely no occasion for the declaration of a moratorium. As far as we can learn business is moving satisfactorily in view of the extraordinary conditions that prevail, and the result of a moratorium would only be to make matters worse.

In our opinion the Government has acted very wisely in having legislation prepared which will give it power to handle a panic if the British forces in the field or on the sea should meet with a serious reverse. That difficulty can be met, however, when it arises. At the moment the outlook is extremely bright, not only for the success of British arms, but also for the absence of any further stress and strain on the commercial system in Canada other than already experienced. We append herewith a copy of the Act of the British Parliament which gives the Government power to proclaim a postponement of payment of certain bills of exchange for a limited period and which is usually known as a moratorium.

## "POSTPONEMENT OF PAYMENT ACT 1914."

1. His Majesty may by proclamation authorize the postponement of the payment of any bill of exchange or of any negotiable instrument or any other payment in pursuance of any contract to such extent, for such time, and subject to such conditions or other provisions as may be specified in the proclamation.

2. No additional stamp duty shall be payable in respect of any instrument as a consequence of any postponement of

payment in pursuance of a proclamation under this act, unless the proclamation otherwise directs.

3. Any such proclamation may be varied, extended or revoked by any subsequent proclamation, and separate proclamations may be made dealing with separate subjects.

4. The proclamation dated the 3rd of August nineteen hundred and fourteen, relating to the postponement of payment of certain bills of exchange is hereby confirmed and shall be deemed to have been made under this act.

### BRITISH PROCLAMATION.

Whereas in view of the critical situation in Europe and the financial conditions caused thereby it is expedient that the payment of certain bills of exchange should be postponed as appears in this proclamation. Now, therefore, we have thought it fit by and with the advice of our privy council to issue this our royal proclamation and we do hereby proclaim, direct and ordain as follows:

If on the presentation for payment of a bill of exchange, other than a cheque or bill on demand which has been accepted before the beginning of the fourth day of August, nineteen hundred and fourteen, the acceptor reaccepts the bill by a declaration on the face of the

## Bright Spots

(London Financier and Bullionist, Aug. 4, 1914.)

Presently it may appear that dark as the European situation is, there may be bright spots elsewhere, and these mainly in the far-flung Dominions and Dependencies of the British Empire. They, like the United States, are feeling the shock of Europe's financial stress at the moment, but there seems no reason to apprehend that their ever-expanding activities will be checked. On the contrary, they and America—which is quite outside the sphere of Europe's great war—may positively benefit by the development of their natural resources while the trade and industry of the European Continent are brought to a standstill and the desolation of land areas induce the horrors of famine. The fertile soil of Canada will yield abundantly, and the manifold other sources of wealth in the Dominion will still be available without let or hindrance. Her mines and those of South Africa and Australasia will still be producing, India will continue to yield a surplus of grain for exportation to the United Kingdom, and the Empire's plantation interests will remain in being. Why, then, should the investor in Imperial securities waver in confidence? He is in an enviable position compared with the investor on the Continent, where destruction, not production, is now the law of life. It is true that such Imperial securities as Canadas have had a nasty slump, but why have they fallen? Largely because there has been panicky selling by Continental holders, who have found them easier to realize on than European securities on the eve of a war that means chaos. But Bourse panics in Europe do not affect intrinsic conditions in Greater Britain, where no such calamity impends as now threatens to devastate the Continent. When the situation that has come to pass is seen in true focus, British investors in the oversea Dominions of the Empire may well see cause for thankfulness, and, whatever else may happen as the result of the awful conflict now begun, it is extremely likely that when Continental nations are bled to the white by exhaustion, there may be an unexampled increase in immigration to Greater Britain, where the victims of militarism may find peace, security and prosperity under the all-embracing folds of the British flag.

bill in the form set out hereunder, the bill shall for all purposes, including the liability of any drawer or endorser or any other party thereto be deemed to be due and be payable on a date one calendar month after the date of its original maturity and to be a bill for the original amount thereof increased by the amount of interest thereon calculated from the date of reacceptance to the new date of payment at the Bank of England rate current on the date of the reacceptance of the bill.

The form of reacceptance requires that across the bill be endorsed the words "Reacceptance under proclamation for £———." Whatever the sum may be.

The Canadian Government propose to pass a law enabling them to declare a moratorium, but if they have recourse to that law, which is a somewhat remote possibility, the proclamation will state specifically to what class of payment it will apply.

The United States navy department is calling for tenders for 144,500 pounds of canned Lima beans; 795,000 pounds of canned corn; and 1,715,000 pounds of canned tomatoes, 3's.



# At the Weekly Conference



At This Conference The War Policy Of The Lawrence Grocery Store Is Discussed And Definite Conclusions Arrived At.

Conference No. 12.



WHEN the boy—he was always referred to as the boy around the Lawrence grocery, except of course in the first person—broke through the swinging screen doors (those doors which swing too again with a celerity which is a distinct aggravation to certain members of the fly regiment which are generally to be found on picket duty) he waved the latest war extra which was so like many other war extras which had been issued since the beginning of the great European war; it referred in a confirmatory manner to the reverses which had been suffered by the German troops on their march into Belgium, and to the clouded naval problem of the North Sea. It was just about the hour of closing and in a few minutes the members of the staff were gathered around the latest sheet which was so fresh from the press as to smear streakily when roughly handled.

Henry Lawrence had the same interest in the latest from the seat of war as had his younger and more enthusiastic co-workers—they saw the glowing side of the great struggle; he saw deeper, saw under the surface the destruction of property and of human life and the great disaster of civilization; saw also the harm to business which would likely result with a continuance of hostilities for there were already indications of it in the very unsettled state of the market.

"I tell you, boys," he declared with a far-seeing look in his eye, "we cannot begin to foretell the results of this gigantic struggle. We, in Canada, are in a pretty strong position, both from the standpoint of individuals and from the standpoint of trade and industry, but in the grocery trade we are among the first to feel the effects so far as business is concerned, for one of the first results—and a result that has already been noted—is in the increased cost of those imported foodstuffs which are being held up and other foodstuffs which in a time like this are in such strong demand that prices are bid up." The members of the staff, with the possible exception of the boy, began to appreciate the significance of the war in relation to the business in which they were engaged.

"There have already been so many

changes," continued Mr. Lawrence, "that everything else this week seems of secondary importance and I am going to suggest that we devote this conference to a little talk on the store policy with regard to the advancing prices and the best manner of explaining the position of affairs to the customers of the store for I think that in this matter your co-operation will go a long way.

"As you know there have been advances in the prices of flour and about this there has been a great deal said, but the advance that has been made in regard to that commodity is comparatively small as compared with the increases in the prices of sugar, foreign raisins, lemons, French canned vegetables, canned meats, bulk tea, etc., and even such staples as rice, beans and oatmeal, while butter has been feeling the changed conditions to a material extent.

#### Following the Market.

"As you know I have been changing some of the prices. You might wonder on what basis these changes have been made. I have gauged the advances as nearly as possible to even up with what increases have been made by the wholesalers, the millers and the manufacturers."

Here Tom Pepper interrupted. He had been watching the advertising of the competitors, and had noted that while in some cases there was evidently an idea to take the advantage of the situation to increase prices more than conditions really warranted, on the other hand there were others who advertised that they had made no increases and were giving their customers the benefit of their stocks.

"Would it not be a good thing to follow this out," said Tom, "and advertise that we would sell the stocks we have in hand at their normal prices—we would not be losing anything."

#### When Prices Go Down.

It was immediately evident from the answer of the chief that the matter had had his consideration for he answered soberly.

"I want to give my customers everything to which they are entitled but I have the business to consider. I have

certain small stocks on hand—for I do not think that any one had prepared for such a contingency—and my common business sense tells me that I must advance the prices on those goods to what they are worth in the market for the reason that when this temporary flurry in prices is over I will have stocks on hand which will probably be larger than those I have now. Can I go to my customers and charge them more than the market warrants? Certainly not.

"That is the chief point I want to make to you to-night and I think it will help us all in the store in the rather trying position we are placed. Explain our stand to the customers; show that the goods have a market value and that we are entitled to that price and make it emphatic that it will be the policy of this store to see that its customers are protected at the market prices. My opinion is that the grocer who tries to undersell the market now is just as much a price cutter as the man who sliced under the market before the war conditions arose."

Henry Lawrence at once saw that his remarks had had an effect upon his staff. The pointed manner in which he had shown the crux of the whole situation had evidently gone home and they were all with Frank Hastings when he expressed himself as feeling that he was in a better position to handle the goods upon which prices had been changed.

"You know my belief," declared the proprietor, "that sugar should not be handled under a profit of 20 per cent. It is a staple which is good all the time, and I have never sacrificed my policy. When the recent advances were made our prices advanced when some of my competitors held off and now when the war scare has arisen they come up strong when they think there is a stronger pull on public feeling. The advance in the price of flour I do not consider of very much importance as the advance is not really so very noticeable on the smaller bags which make up the bulk of our trade—with the baker it is entirely a different matter.

"But take butter which has gone up

(Continued on page 44.)



## CURRENT NEWS OF THE WEEK

### Quebec and Maritime Provinces.

Munroe Bros. have opened a grocery store at Stellarton, N.S.

Geo. F. Helleur, general merchant, Rimouski, Que., is dead.

Desrosiers & Roy, wholesale grocers, Montreal, have registered.

Omer Paquette has registered in Montreal as a retail grocer.

Labbe & Lamontagne have registered in Quebec City as grocers.

Odile Daoust, general merchant, Bas-sin du Lievre, Que., passed away last week.

Jos. Dubious, grocer, at 599 Atwater Ave., Montreal, passed away during the week.

The British Government has issued a bulletin to the effect that the embargo on tea coming from the United Kingdom will not be relaxed for the present, but that developments will be carefully watched in order to effect such relaxation as soon as possible. It was expected that the embargo would have been raised by the end of last week.

### Ontario.

The Windsor Abattoir, Ltd., has obtained a charter.

Trainor & Devon have opened a grocery store in Thessalon, Ont.

C. B. Stuart, general merchant, Emo, Ont., is succeeded by E. W. Hogan.

W. J. Baker, general merchant, Brechin, Ont., has disposed of his business.

G. E. V. Hitzroth, grocer, of Hamilton, Ont., has admitted Geo. Clark into partnership.

Andrew Wilson, wholesale tobacconist and cigar manufacturer, Toronto, died recently.

The affairs of the Preston Co-operative Association of Preston, Ont., are reported in the hands of a Hamilton assignee.

The Cowan Co., Limited, Toronto, have donated 5,000 pounds of chocolate to the Canadian Government for the Canadian contingent.

The retail grocers of Ottawa at their regular business meeting placed themselves on record as favoring an investigation by either the government or corporation into the causes of the rise in the prices of some foodstuffs. This was done after a discussion of the action of the Household League in asking the mayor to issue a warning to grocers and other dealers in foodstuffs regarding the

undue rising of prices. The grocers take this as an injustice to themselves.

At a meeting of the Hamilton Retail Grocers' Association executive last week a resolution was passed deploring the fact that certain wholesale dealers and producers had seen fit to advance the prices unnecessarily during the present crisis. They claim that there is no good reason for the advance and that the dealers are taking unnecessary advantage of the scare.

In the expectation of receiving instructions to purchase supplies for the French Army, Mr. Charles Rochereau, the French consul, is already making inquiries as to quotations for military biscuits and other foodstuffs that may be available in this country. "It is far better to purchase the goods in this country than send the wheat or flour to France, where it might be difficult to prepare it for the army," was the explanation he gave of this plan.

### Western Canada.

J. Chivers, general merchant, Vonda, Sask., has sold to Penner & Co.

A. A. Ferguson, Beatty, Sask., have opened their general store again, after the fire which visited that town some time ago.

Frank Biggs, grocer, Hollyburn, B.C., has sold to McPhail Bros.

F. W. Smith, who operates a department store on Third Street, Weyburn, Sask., has decided to erect a new store before next spring. His grocery section is cramped for room in the present building, and will be much larger in the new store.

### BELLEVILLE MERCHANTS' PICNIC.

Belleville, Ont.—The first outing of the Retail Merchants' Association held at 12 O'clock Point, proved to be an interesting and successful event, some 800 attending from Belleville and Trenton. Several contests were drawn up by those in charge and an exciting day spent.

Fred Smith and W. G. Huffman were the winners in the merchants' race while Geo. Ketcheson and Tom Barrett took the clerks' running contest. N. C. Cameron, district organizer, handled the events. The executive officers of the Belleville association this year are:—

Fred B. Smith—President.

H. E. Fairfield—1st Vice Pres.

J. A. McFee—2nd Vice Pres.

M. J. Doyle—Treasurer.

H. L. Wallace—Secretary.

### THE WEEKLY CONFERENCE.

(Continued from page 43.)

several cents a pound—although I hardly see the reason—rice which has gone up a cent a pound and beans the same amount; raisins from the Mediterranean which promise to double in price, lemons which have practically done so, shelled nuts which have gone up several cents a pound, and the other lines in which the war has had a quick effect, we find that the proportionate advance is much more important and although it may not affect so many customers it affects us seriously on our purchases.

"In a country like this there should not be any great scarcity of the staples which are absolutely required and I think that we will find that there will be a general toning down of some expensive tastes."

The staff were quick to appreciate that in this conference it was the chief who was the spokesman — that he was the only one who in the war interest had given serious thought to these vital elements which had entered into the business. The others were hardly to be blamed, but they were quick to appreciate the position and a circle of serious faces showed that the words of the chief were being thoroughly digested.

"I think I can promise that you will have our co-operation and assistance," said Frank, and there were a couple of sober "Hear! Hears!" "I am afraid that we had hardly given serious thought to this matter and I think we are now in a better position to not only satisfactorily explain the store policy to the customers, but to give any possible assistance in making helpful suggestions."

### FRUIT ORDERS TAKEN IN ADVANCE.

The Dauphin Mercantile Co., of Dauphin, Man., take special precautions in handling fruit to ensure themselves against loss. "We buy only in such quantities as we think we can clear out in two or three days," says a member of the firm, and they figure they make a fair net profit on everything but bananas. In case of Canadian-grown fruits, they take orders ahead, and on arrival deliver as quickly as possible in the town. Country customers are phoned at the same time to call for their fruit, so that they experience little loss.

Letters to the Editor

The Bad Egg Problem

Editor Canadian Grocer.—In reading your article in July 31 issue on "Boost the Good Egg Campaign," I could not refrain from writing you a few ideas from another view-point than the egg packers' association.

The "loss-off" basis as they call it according to past experiences of most business men means loss on system to the merchant.

It is alright to educate the farmer and egg producers to handle and market their eggs properly. We merchants have been doing that, or at least trying to, for years. It looks to me that the egg packers are so much concerned about the loss to the farmers, that they want to get the eggs in their possession before they name a price, and then both merchant and farmer are at the other end—and competition is practically eliminated. In January last I had a government egg specialist candle two cases of eggs for me and he pronounced them strictly new laids.

The price quoted in Toronto at that time for new laids was 37c. I shipped

them to a commission house and was paid off account at 33c less commission and express with a deduction of 2 dozen for bad ones. And I had similar experiences with other commission houses.

If some of the egg packers had had the experience with the farmers that the average merchant has had, they would know that taking the farmers' guarantee that the eggs are all strictly new laid as they mean (the packers) is all rot. The only way for the merchant to be protected is for him to candle every egg himself and that means another man which means more expense, and which according to past experience, is useless in the end as far as obtaining a better price.

Mr. Editor, there is only one fair way to buy or sell anything, and that is to know the price before you receive your goods. Examine them in the presence of buyer and seller, as the merchant has to do with the farmer, but he should not be asked to take them a few hundred miles and then have the price set. We are willing and have done our share to help educate the farmer to handle eggs properly, but I don't think merchants are willing to stand the loss for the farmer and egg packers.

Let us hear from others.

G. H. LUERY.

Stirling, Ont.

AUSTRIA ANXIOUS FOR WHEAT.

A Toronto grocery broker has an interesting letter from a firm in Budapest, the capital of Hungary, dated July 24, which was just prior to the outbreak of the big war. The letter is worth while quoting and reads:—

Dear Sirs:—

We beg to request you to name us the most important firms which export wheat from America. In our state it is a bad crop and we must import large quantities. There have already been several contracts with your states.

To spare time, we should request you to speak with one or the other of these exporters, as regards giving us the representation for Hungary, to make us offers, to send samples, and to write all conditions that are desired.

If you know exporters of wheat in other cities, please write us their names, but only first-class firms.

We thank you in advance, etc.

This letter looks as if on the 24th of July this Hungarian firm realized that hostilities were imminent, but apparently did not think war clouds would burst with such rapidity or such vengeance. The letter was delayed in coming and when it reached Toronto the European embroilment was quite general.



A timely window trim for the present time. This could be used to advantage by the general merchant handling graniteware as well as sugar, sealers, rings, etc. It was sho. wn last year by J. S. O'Neal, Welland, Ont.



# THE CLERKS' DEPARTMENT

## SALESMANSHIP

"It is not only what a man says, but how he says it that counts." This was the keynote of an address on "Speech in Salesmanship," delivered lately in London, Eng., by Mr. Grenville Kleiser of Toronto, formerly instructor of public speaking at Yale University.

Mr. Kleiser said he would like to extend his subject so as to include thought and personality in salesmanship. One of the first things that impressed them about the personality of a man was his appearance, his clothes, linen, shoes, his face, his exterior. These things had a mental aspect, because a man's clothes were an expression of his taste, of his culture, and of his thought. Next to attire, he would put the man's manner, which would comprise such things as courtesy, adaptability, sociability, etc. If a man knew how to adjust his voice to particular environment or mood, that would be a point in his favor.

Good speaking in salesmanship was much the same as good speaking in public, though, perhaps, on a little smaller scale. It was not necessary to have the same volume of tone or breadth of treatment, but the essential qualities for good speaking in public were similar to those in successful salesmanship. Next there was personal magnetism, that which drew people to some men more than to others. Apart from the aspect of physical vigor, the real inner source of personal magnetism he believed to be personal power, described by such words as sincerity and integrity. He meant integrity of mind and heart, not in doing the honest thing merely, but in sympathy, goodwill, and a desire to render a service to others.

### Business Man of the Future.

The real, vital work of the business man of the future he believed to be along mental lines. Every act was preceded by a thought, and that was where they must look for the real source of business success. He had made a list of fifty essential qualities for business success, and it seemed to him that if they could get at the cardinal qualities that produced business success, they would be able to proceed on scientific lines.

He had sent 1,000 circulars to successful leading business men in America and Great Britain, asking, "What do

you consider the essential qualities a man should possess in order to achieve great business success?" The answers more than confirmed his list. Having read this list to the company, Mr. Kleiser said he hoped it would prove of practical use, and set them thinking. They should ask, "How do I stand in regard to each one of those fifty qualities?"

It might be said, "What has faith to do with business?" He replied, "If you remove faith from the business world there would be scenes on many of the Exchanges in London, New York, Paris and other cities that would beggar description. Faith is the foundation of business to-day, and it is a great personal asset that ought to be cultivated to the very highest degree."

### Ten Important Qualities.

As to optimism, he said there were two kinds. The best was intelligent optimism, not that in which one folded one's hands and said, "Everything will come all right." Ten important qualities were ambition, confidence, determination, efficiency, enthusiasm, faith, industry, initiative, integrity and vigor. It was important that business men should be constructive thinkers. Many men were pulling down as fast as they were building up. Hence 92 per cent. were failures in business, and 8 per cent. only were a success.

## THE ENCYCLOPEDIA

### CAVIAR.

Caviar is the salted roe or eggs of various fish of the sturgeon family. Nearly all the world's supply now comes from the Caspian Sea.

The finest quality caviar is that from Beluga, a Russian word meaning "Great White Sturgeon," the largest of all sturgeons, which grows to a length of twelve or fourteen feet and sometimes weighs considerably more than a ton—a single cowfish of that size giving as much as 360 pounds of caviar. These very big fish are becoming more scarce

every year and the average Beluga now caught is much smaller.

One hears and reads much of "Astrakhan Caviar"—yet there are no fisheries at Astrakhan (Russia). The name has clung because the city of Astrakhan is the greatest shipping place for caviar, largely via Germany.

Again, many people speak of "German Caviar," yet none of the small German caviar product is exported—the impression arises from the fact that the Russian export trade is carried on principally by German firms with Hamburg headquarters. London and Paris are both "outside markets," drawing their daily and weekly supplies from the Hamburg houses—but all the caviar they receive is Russian caviar.

After the fish has been killed, the roe is separated from the skin and fine tissues which envelop it by gently rubbing through a sieve. For "fresh," i.e., mildly salted caviar, for which only roe in the best possible condition is suitable, it is then salted in the proportion of two to six pounds for each hundred pounds of roe, drained and put up in air-tight tin packages or glass jars.

Roe in which the eggs are too soft or too far ripened for "fresh" grades, is cured with 10 per cent. salt and packed in barrels for export, to be later repacked and cooked in tins for retail handling.

"Pressed Caviar," is a peculiarly Russian variety of which very little is exported.

The size of the egg or grain varies from very small to that of peas. The color is generally black but may be also any one of various shades of yellow, grey, dark green and brown. The real test of caviar is its flavor and this is as often found in the small as in the large grain and in the black as in any other color, but the large eggs and the grey and yellow or "gold" colors are the most rare and therefore the most expensive. The gold color is considered the choicest in Russia, the greyish in Germany.

Caviar in America is generally eaten on bread or toast with oil, lemon juice or vinegar and various garnishes. It is also occasionally served on ice as a special course at luncheon and dinner parties.



## Wholesale Grocer Comes Through War Zone

M. Lavut, of Montreal, Has Unusual Experience in Getting Home from Austria — In Three Countries at Time War Was Declared.

Montreal, Aug. 20. (Special). — The first Canadian, after being arrested, to escape to his home, on the German-Austrian frontier, and suffering other privations in the regions which have been devastated by the European war, is M. Lavut, of the wholesale grocery firm of Lavut & Son, who has just reached Montreal, arriving at New York on the Philadelphia on Thursday last.

It was on landing at Trieste from Alexandria, Egypt, from an Austrian Lloyd steamer, that Mr. Lavut got the first shock of war, for the streets were filled with the troops of Austria, and the next day there was a declaration of war on Servia. As soon as possible he set off on the rail journey for Hamburg, to board the Imperator for New York—a trip usually accomplished in 22 hours, which in this case occupied three days. During this journey the train was held up for long periods, and the passengers had nothing to eat but a few scraps.

This journey of privation culminated when Mr. Lavut with fourteen fellow travellers were arrested on suspicion as spies—which was almost a relief, for they were decently fed after being taken in charge by the Austrians and after being held for half a day, they were released and continued northward through Germany to Hamburg.

The German city was comparatively quiet and the Montreal wholesaler thought that he had evaded the trouble until the next day when there was a wild alarm through the streets; mobilization began and war was declared with Russia the next day. The wildest excitement prevailed, and the sailing of the Imperator was cancelled.

### To England Next.

At this time there were 50,000 American and British tourists collecting in Hamburg, and the advice was to get to England as quickly as possible. A couple of days later five hundred of the party got away on a train for Flushing, which went through Holland and slowly but surely pursued its way to its destination. Here the difficulty was encountered in getting transportation across the channel, but eventually the New Zealand Shipping Co. sent out a boat, and the passengers were taken aboard after being asked to sign bonds which exempted the company from responsibility. But they were not to get to England without further delay, for they were held up by a British cruiser

and had to lay-to until they gave an account of themselves. This shows that even at that early stage of the proceedings England was very much on her guard.

But even in England the conditions were so upset that Mr. Lavut had much trouble in getting to Canada, and his experience gives some idea of the confusion which prevailed. He had only German and American money, and the hotels would take neither. Finally he had to take shelter at the police court, and later went to try to get passage to America. The only boat available was the Philadelphia, and he took a second class passage for \$65. But he had only \$30 in American money and the clerk would accept nothing else. Finally, he left \$25 to elench the deal until the next day and used his last \$5.00 to cable to his people. That cable was never delivered, and his plight had not improved when the time came for him to claim his passage.

In this crisis a wealthy American offered him the difference in money and his steerage ticket, with the result that Mr. Lavut was able to get passage.

According to the returned globe trotter, there was no noticeable excitement in England until the actual declaration of war.

### A Double Passenger List.

The Philadelphia carried 1400 passengers instead of her regular complement of 700. Passengers were sleeping on the floor, and he instanced the case of one woman of apparent wealth who was without baggage, and had nothing to wear but a silk evening gown.

When leaving England they were held up by four French cruisers, and a boarding party made a thorough examination of the ship and her papers, finally departing after being satisfied that all was right. After that they were not stopped, although they passed a number of cruisers, which were always in evidence, but they were all British.

### CURRENT NEWS.

Bruce Phillips, for many years head clerk for H. W. Healy, of Ingersoll, Ont., bought out Buchanan Bros., of the same place.

Mrs. Burton, for 39 years in the grocery business in London, died suddenly last week.

### CONTEST IN AD. SETTING.

Best Ads. Will be Given in Canadian Grocer and Will Help in Writing Christmas Copy.

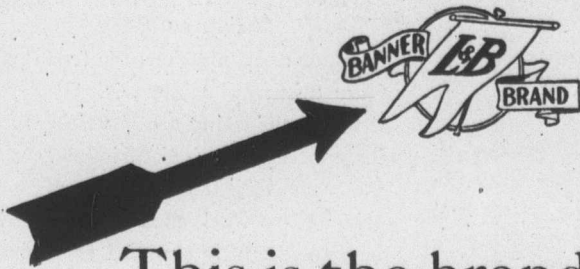
Printer and Publisher, the tradé paper of the printing business, is at the present time conducting a competition which will be of a great deal of interest to the grocery trade. It is a contest in the setting of a Christmas grocery advertisement. Copy is supplied the printers who take part in the competition, and it is required that each contestant set the same piece of copy to the best of his ability, rearranging the words to suit himself. Canadian Grocer has made arrangements with Printer and Publisher to publish the winning advertisements. This will be of distinct advantage to every reader of this paper at all interested in the setting of a good newspaper advertisement.

The copy supplied by Printer and Publisher is as follows:

Make your Christmas Dinner an enjoyable surprise. How the home folks are looking forward with eager delight to the most enjoyable event of the day—the Dinner! How they will remember with pleasant thoughts the goodness of that savory roast, the luscious, tempting fruits, the many pleasing delicacies! Just surprise them with your tempting table and give it an atmosphere of redundant good-cheer with the many specially selected good things you'll find among our varied stock. Here is a fresh shipment of delicious fruits just opened for the Christmas season—large, firm, juicy oranges, grape fruit, malaga grapes, bananas. Fresh currants, raisins, peels, flour, nuts, spices and every material to help you make the cake a marked success. And then there are the many other necessaries to help make the dinner a real delight—canned goods, soups, peas, corn, etc., cranberries for the pie, clustered raisins, biscuits of all desirable kinds, unfermented wine, etc., and holly and mistletoe for decorations. Come in and see this new supply of Christmas eatables. You'll be pleased with their freshness and quality, and surprised at the moderate prices. Just drop into-day. We may be able to help you select a pleasing variety for your table. Harvey & Co., 445 King St. South.

The contest ends on August 31, and every reader should watch for the winning pieces of copy after that date. It will aid in the preparation of Christmas advertisements.





This is the brand of Jam that helps housewives reduce the high cost of living

There is always a brisk demand for the high quality, pure, delicious **Banner Brand** Jams, Jellies and Marmalades. Customers appreciate its economy and deliciousness—the useful tumbler container is an additional inducement that makes them buy.

L. & B. Banner Brand Jams are made only of pure, fresh fruits and Cane sugar. One order makes repeats follow.

Your jobber will supply you with any assortment of flavors in tumblers, 12-oz. glass jars, or No. 2 and No. 5 gold-lacquered pails.

**Lindners Limited**  
**WINNIPEG** TORONTO  
 306 Ross Ave. 340 Dufferin St.

Representatives:

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



**QUOTATIONS FOR PROPRIETARY ARTICLES**

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

**BAKING POWDER.**

**COOK'S FRIEND BAKING POWDER.**

In Cartons—	
No. 1 (25c size), 4 doz.....	\$ 2 25
No. 1 (25c size), 2 doz.....	2 25
No. 2 (10c size), 6 doz.....	0 80
No. 2 (10c size), 3 doz.....	0 80
No. 3 (5c size), 4 doz.....	0 45

In Tin Boxes—	
No. 13, 1-lb., 2 doz. ....	3 00
No. 14, 8-oz., 3 doz. ....	1 75
No. 15, 4-oz., 4 doz. ....	1 10
No. 16, 2½ lbs. ....	7 25
No. 17, 5 lbs. ....	14 00

**ROYAL BAKING POWDER.**

Sizes	Per doz.
Royal—Dime .....	\$ 0 95
" ¼-lb. ....	1 40
" 6-oz. ....	1 95
" ½-lb. ....	2 55
" 12-oz. ....	3 85
" 1-lb. ....	4 90
" 3-lb. ....	13 00
" 5-lb. ....	22 35

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

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

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

**FOREST CITY BAKING POWDER.**

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

**BLUE.**

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

**COUPON BOOKS—ALLISON'S.**

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

**UN-NUMBERED.**

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

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

**CEREALS.**

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

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

**DOMINION CANNERS.**

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

**Jellies.**

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

**marmalade.**

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

**Pure Preserves—Bulk.**

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

**14's and 30's per lb.**

Freight allowed up to 25c per 100 lbs.

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

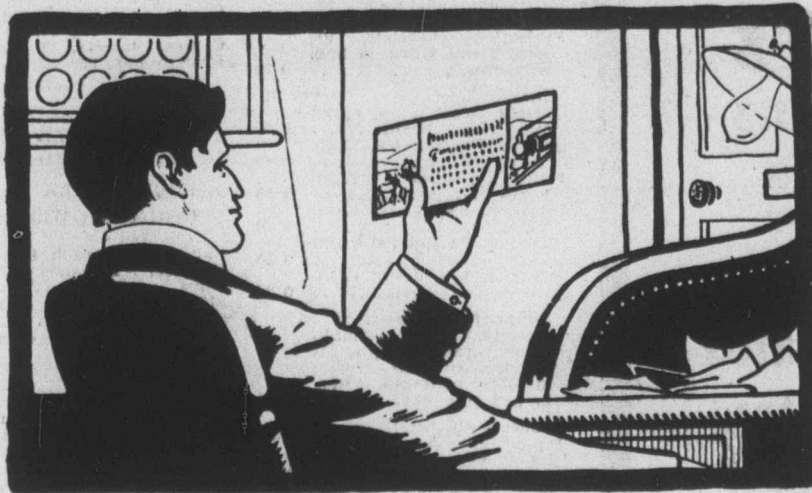
**COCOA AND CHOCOLATE.**

**THE COWAN CO., LTD.**

**Cocoa—**

Perfection, 1-lb. tins, doz...	4 50
Perfection, 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 18
London Pearl, per lb....	0 22

Special quotations for Cocoa in barrels, kegs, etc.



## Read our Proposition Carefully

**Mr. Manufacturer—**

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

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

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

Do not overlook this market.

*Write us to-day.*

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

## 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





## When Buying Seeded Raisins

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

**"PANSY" brand  
Fancy Quality**

**"DAPHNE" brand  
Choice Quality**

Packed by

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



The Best Value in the Market To-day

Nothing Better Can be Made

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.

Unsweetened Chocolate.	
Supreme chocolate, 1/4's, 12-lb. boxes, per lb. ....	0 35
Perfection chocolate, 20c size, 2 doz. in box, doz. ....	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz. ....	0 90
Sweet Chocolate— Per lb.	
Queen's Dessert, 1/4's and 1/2's, 12-lb. boxes.....	0 40
Queen's Dessert, 6's, 12-lb. boxes .....	0 40
Vanilla, 1/4-lb., 6 and 12-lb. boxes .....	0 35
Diamond, 8's, 6 and 12-lb. boxes .....	0 20
Diamond, 6's and 7's, 6 and 12-lb. boxes .....	0 25
Diamond, 1/4's, 6 and 12-lb. boxes .....	0 26
Ingredients for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, coconut, cream, in 1/2 lb. packages, 2 doz. in box, per doz.....	0 90
Chocolate Confections Per lb.	
Maple buds, 5-lb. boxes..	0 37
Milk medallions, 5-lb. boxes .....	0 37
Chocolate wafers, No. 1, 5-lb. boxes .....	0 31
Chocolate wafers, No. 2, 5-lb. boxes .....	0 26
Nonpareil wafers, No. 1, 5-lb. boxes .....	0 31
Nonpareil wafers, No. 2, 5-lb. boxes .....	0 28
Chocolate ginger, 5-lb. boxes .....	0 31
Milk chocolate wafers, 5-lb. boxes .....	0 37
Coffee drops, 5-lb. boxes..	0 37
Lunch bars, 5-lb. boxes..	0 37
Milk chocolate, 5c bundles, 3 doz. in box, per box..	1 36
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box .....	0 85
Nut milk chocolate, 1/4's, 6-lb. boxes, lb. ....	0 37
Nut milk chocolate, 1/4's, 6-lb. boxes, lb. ....	0 37
Nut milk chocolate, 5c bars, 24 bars, per box .....	0 85
Almond nut bars, 4 bars per box .....	0 95

**EPP'S.**

Agents—F. E. Robson & Co., Toronto; Forbes & Nadeau, Montreal; J. W. Gorham & Co., Halifax, N.S.; Buchanan & Gordon, Winnipeg.  
In 1/4, 1/2, and 1-lb. tins, 14-lb. boxes, per lb. .... 0 35  
10c tins, 3 doz. in box, doz. 0 90

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

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

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

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

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

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

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

**CONDENSED AND EVAPORATED MILK.**

**BORDEN MILK CO., LTD.**

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

**Evaporated (Unsweetened)—**

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

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

**WHITE SWAN BLEND.**

1-lb. decorated tins, lb. ... 0 35  
Mo-Ja, 1/4-lb. tins, lb. .... 0 32  
Mo-Ja, 1-lb. tins, lb. .... 0 30  
Mo-Ja, 2-lb. tins, lb. .... 0 30  
Presentation (with tumblers) 28c per lb.

**MINTO BROS.**

**MELAGAMA BLEND.**

Ground or bean— W.S.P. R.P.  
1 and 1/4 ..... 0 25 0 30  
1 and 1/2 ..... 0 32 0 40  
1 and 3/4 ..... 0 37 0 38  
Packed in 30's and 50-lb. case. Terms—Net 30 days prepaid.

**FLAVORING EXTRACTS.**

**SHIRRIFF'S.**

Quintessential.  
1 oz. (all flavors), doz. .... 1 05  
2 oz. (all flavors), doz. .... 2 09  
2 1/2 oz. (all flavors), doz. 2 39  
4 oz. (all flavors), doz. .... 3 59  
5 oz. (all flavors), doz. .... 4 59  
8 oz. (all flavors), doz. .... 6 59  
16 oz. (all flavors), doz. .... 12 00  
32 oz. (all flavors), doz. ... 22 00  
Discount on application.

**CRESCENT MFG. CO.**

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



## Why Not Adopt Us NOW

and share in the many repeat orders we are bringing Canadian Jobbers?

Write us or our Canadian Representative in your city for prices and samples.

**WE WILL GROW WITHOUT NURSING**

**CANADIAN REPRESENTATIVES:**

Winnipeg—Ruttan, Alderson & Lound, Ltd.  
British Columbia—Hamblin & Brereton, Ltd.  
Edmonton, Alta.—Geo. J. Benjamin.  
Regina—G. C. Warren.  
London, Ont.—J. Harley Brown.  
St. John, N.B.—Walter W. Chase.  
Toronto—Harry Horne Co.  
Montreal—Geo. Hodge & Son, Ltd.  
Saskatoon—M. A. Schaffner.

MADE ONLY BY

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

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

## GOOD NEWS FOR CANADA

### McVITIE & PRICE, Limited

Biscuit Manufacturers

EDINBURGH (Scotland) and LONDON (England)

have now a complete chain of Agents from the Atlantic seaboard to the Pacific Coast, who carry fresh stocks of their high-grade Biscuits.

Write to any of these Agents for samples and terms and you will receive prompt attention:

- |                                            |                                                                                                                                                                                      |
|--------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Nova Scotia.</b>                        | C. E. Choat & Co., Halifax, N.S.                                                                                                                                                     |
| <b>Quebec and Ontario.</b>                 | C. H. Cole, 501 Read Buildings, Montreal.<br>C. H. Cole, 33 Front East, Toronto.                                                                                                     |
| <b>Manitoba and Saskatchewan. Alberta.</b> | Richards & Brown, Ltd., James St., Winnipeg.<br>Campbell, Wilson & Horne, Ltd., Calgary.<br>Campbell, Wilson & Horne, Ltd., Lethbridge.<br>Campbell, Wilson & Horne, Ltd., Edmonton. |
| <b>British Columbia and Yukon.</b>         | Kelly, Douglas & Co., Ltd., Vancouver.<br>Kelly, Douglas & Co., Ltd., Victoria.<br>Kelly, Douglas & Co., Ltd., New Westminster.<br>Kelly, Douglas & Co., Ltd., Prince Rupert.        |

GENERAL CANADIAN REPRESENTATIVE:

**Mr. Sydney Owthwaite, 501 Read Bldgs., Montreal**

# R. H. C.

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

Your wholesaler will supply you.

**GORMAN, ECKERT & CO., Ltd.**

LONDON

ONTARIO

Western Selling Agents

**MASON & HICKEY WINNIPEG**



# BOLOGNA

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

MADE UNDER GOVERNMENT INSPECTION

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

HAMILTON, ONT.



# Your Sardinerequirements

Don't overlook this item on your list—the supply of these dainties is on the decrease and the demand on the increase.

## KING OSCAR BRAND SARDINES

have enjoyed an especially large demand. Customers have learned to appreciate their superior quality and deliciousness. Our new pack commences in July, and you will be well advised to get your order in early to ensure a full supply.

Order now through your jobber.

Canadian Agents:

**John W. Bickle & Greening**

(J. A. Henderson)

Hamilton, - - - Canada

## Local Department

Canadian Early Peaches,  
Plums, Apples, Late  
Cherries, Black Currants,  
Celery, Egg Plant,  
Tomatoes, etc., etc.

## Foreign Goods

California Peaches, Plums,  
Pears, Grapes, Fine Mal-  
agas and Tokays arriving.  
1st New Jersey Sweet  
Potatoes in Hampers,  
Oranges, Lemons, Limes,  
Bananas.

LARGEST STOCKS

BEST PRICES

**WHITE & CO.**

**TORONTO**

### BOAR'S HEAD LARD COMPOUND.

N. K. FAIRBANK CO., LTD.

Tierces	.....	0 17 1/2
Tubs, 60 lbs.	.....	0 10 1/2
Pails, 20 lbs.	.....	0 2 3/4
Tins, 20 lbs.	.....	0 10 1/4
Cases, 3 lbs., 20 to case	..	0 11 1/4
Cases, 5 lbs., 12 to case	..	0 11 1/4
Cases, 10 lbs., 6 to case	..	0 11

F. O. B. Montreal.

### MARMALADE.

SHIRRIFF BRAND.  
"SHREDDED."

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

### "IMPERIAL SCOTCH."

1 lb. glass (2 doz. case)	\$1 00	\$1 55
2 lb. glass (1 doz. case)	2 80	2 70
4 lb. tin (1 doz. case)	4 80	4 65
7 lb. tin (1/2 doz. case)	7 75	7 50

### MUSTARD.

COLMAN'S OR KEEN'S.

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

### VERMICELLI AND MACARONI

C. H. CATELLI CO., LIMITED.

Hirondelle Brand.  
Prices for Quebec.

1 lb. pkgs. Loose.	
Vermicelli, Macaroni, Spaghett, 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
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Catelli Brand.

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

Terms, Net 30 days.

Ontario.

L'ETOILE (STAR) BRAND.

Freight Prepaid.

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

Terms net 30 days.

### JELLY POWDERS.

JELL-O.

Assorted case, contains 2 doz	1 80
-------------------------------	------

Straight.

Lemon, contains 2 doz	... 1 80
Orange, contains 2 doz	... 1 80
Strawberry, contains 2 doz	1 80
Chocolate, contains 2 doz	1 50
Cherry, contains 2 doz	1 80
Peach, contains 2 doz	1 80
Weight, 8 lbs. to case, Freight rate, 2nd class.	

### JELL-O ICE CREAM POWDER.

Assorted case, contains 2 doz	2 50
-------------------------------	------

Straight.

Chocolate contains 2 doz	2 50
Vanilla contains 2 doz	2 50
Strawberry contains 2 doz	2 50
Lemon contains 2 doz	2 50
Unflavored contains 2 doz	2 50
Weight 11 lbs. to case. Freight rate, 2nd class.	

### SOAP AND WASHING POWDERS.

SNAP HAND CLEANER.

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

30 days.

### RICHARDS' PURE SOAP.

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

Richards' Quick Naptha Soap.

GENUINE. Packed 100 bars to case.

### FELS NAPTHA.

Prices—Ontario and Quebec:

Less than 5 cases	..... 65 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. pkgs.	...06 3/4
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 3/4
200 lbs., bbls., No. 1 white	...06 3/4
30 lbs., Edwardsburg silver gloss, 1 lb. chrome pkgs	...07 3/4
48 lbs. silver gloss, in 6-lb. tin canisters	...08 1/4
30 lbs., silver gloss 6-lb. draw lid boxes	...08 1/4
100 lbs., kegs, silver gloss, large crystals	...07 1/4
28 lbs., Benson's Satin, 1-lb. cartons, chrome label	...07 1/4
40 lbs., Benson's Enamel (cold water), per case	3 00
20 lbs., Benson's Enamel (cold water), per case	1 50
Celluloid—boxes containing 45 cartons, per case	3 00

### Culinary Starch.

40 lbs. W. T. Benson & Co.'s prepared corn	...07 3/4
40 lbs. Canada pure corn starch (120-lb. boxes 1/2 higher.)	...06 1/4
Casco Potato Flour, 20-lb. boxes, per lb.	...10

### BRANTFORD STARCH.

Ontario and Quebec.

Laundry Starches—	
Canada Laundry—	
Boxes about 40 lbs.	... 00
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lbs.	...06 1/2
First Quality White Laundry—	
3-lb. canisters, ca. of 48 lbs.	07
Barrels, 200 lbs.	...06 1/2
Kegs, 100 lbs.	...06 1/2
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lbs.	...07 1/4
8 in case	...07 1/4
6-lb. toy trunks, lock and key, 6-lb. toy drum, with drumsticks, 8 in case	06
Kegs, extra large crystals, 100 lbs.	...07
Canadian Electric Starch—	
Boxes containing 40 fancy pkgs., per case	3 00
Celluloid Starch—	
Boxes containing 45 cartons, per case	3 00
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. pkts., boxes of 40 lbs.	06
Brantford Prepared Corn—	
1-lb. pkts., boxes of 40 lbs.	07 1/2
"Crystal Maize" Corn Starch—	
1-lb. pkts., boxes of 40 lbs.	07 1/2
(20-lb. boxes 1/2 higher than 40's.)	

## Do You Want More Money?

**O**f course you do and are willing to make use of your spare hours in a way that will net you the biggest returns. Many others like yourself have had the same desire to turn their spare time into money and profitable experience. They are now making from \$5 to \$20 a week, according to the time given.

**IF YOU ARE NOT AFRAID OF WORK** you can make \$5 a week, giving 3 hours a week to taking subscriptions to

### MACLEAN'S MAGAZINE

We supply you with all you need to take subscriptions except the determination. We allow a definite, liberal commission on both new and renewal subscriptions.

THE coming months are the most pleasant in the year for the work. If you write at once we can appoint you as our local representative.

**MACLEAN PUBLISHING CO., Ltd.**  
143-149 University Avenue, TORONTO

**L**ook back over the year's expenditures and to be able to say with truth that every purchase was made with wisdom, forethought and economy—

Isn't that something to be proud of—something to find satisfaction in?

The numerous ideas and information you'll find in the advertising columns of this paper will give you a sound basis on which to decide satisfactory purchases.

Look over the advertising columns now—while you think of it.

## INCREASE YOUR TRADE

BY

### Modern Show Card Lettering, Designing, Etc.



**SIXTH EDITION---NOW READY**

**WITH THIRTY-TWO ADDITIONAL PAGES TO THAT OF FORMER EDITIONS**

A practical treatise on Up-to-Date Pen and Brush Lettering, giving instruction representing many styles of lettering, position, movement, shading, spacing, designing and arrangement, with illustrations of large and small letters of each alphabet, together with a full analysis and diagram for making neat and prominent figures off-hand for price tickets, etc. Over 400 illustrations of finished show cards and price tickets are given in

**Marking Pen Lettering  
Soennecken Pen Lettering  
Automatic Pen Lettering and  
Up-to-Date Brush Lettering**

outside of fifty-one page alphabet plates and lettering exercises of a large variety of standard show card alphabets with practical instruction, together with show card designs, showing how to produce neat and fancy border and scroll outlines, tinted backgrounds, etc.

This book is far beyond anything ever published in this line. It contains solid, practical, common-sense instruction—a book that is free from absurd theories and mystifying kinks, and contains 2,000 advertising phrases for Card Signs, Posters, etc.

All orders payable in advance. If you do not find this book worth the price return it inside of five days and get your money back.

The price of the Book is \$1.00  
delivered to your address postpaid

Page size of book 6x9 in., 144 pages

**The MacLean Publishing Co., Ltd.**

BOOK DEPARTMENT

143-153 University Ave. Toronto





## The select of the fishermen's catch

The sweet, freshly caught fish are scientifically prepared and packed by the Connor process. All the fresh ocean flavor is fully retained. The deliciousness of *Brunswick Brand* Sea foods are enjoyed by the masses throughout the Dominion.

For quick selling and customer satisfaction there is nothing that surpasses these Brunswick lines:

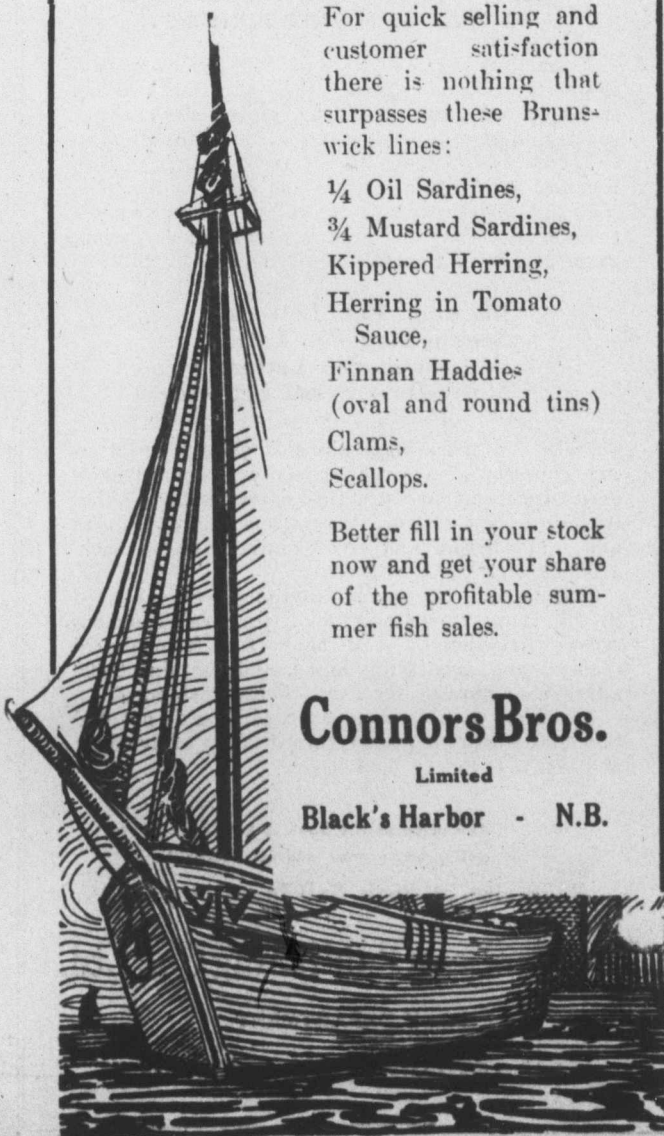
- 1/4 Oil Sardines,
- 3/4 Mustard Sardines,
- Kippered Herring,
- Herring in Tomato Sauce,
- Finnan Haddies (oval and round tins)
- Clams,
- Scallops.

Better fill in your stock now and get your share of the profitable summer fish sales.

## 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, \$3.00; 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, \$1.00; Ocean Baking Powder, 5 lbs. tin, 10 tins per case, \$7.50; Chinese Washing Powder, 8 oz., 120 pack, per case, \$4.25; retail at 5c per doz., 45c; Ocean Extracts, all flavors, 2 oz., 6 doz. per case, \$6; Ocean Mustard (French Mustard, quart size), 2 doz. per case, \$4.80; Ocean Mustard (French Mustard), pint size, 2 doz. per case, \$4; Ocean Liquid Blue, pint bottles, 2 doz. per case, \$1.80; Petrolatum, 2 oz. jars, 12 doz. per case, \$5.40; Petrolatum, 5 oz. jars, 6 doz. per case, \$5.40; Ocean Cough Syrup, 8 oz. bottle, 3 doz. per case, \$7.20.

### SOUPS—CONCENTRATED

#### CHATEAU BRAND.

Vegetable, Mutton Broth, Mulligatawny, Chicken, Ox Tail, Pea, Scotch Broth, Julienne, Mock Turtle, Vermicelli, Consomme, Tomato.

No. 1's, 95c per dozen.  
Individuals, 45c per dozen.  
Packed 4 dozen in a case.

### COW BRAND BAKING SODA.

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

### SYRUP.

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

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

#### LILY WHITE CORN SYRUP.

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

#### BEAVER BRAND CORN AND MAPLE SYRUP.

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

### MOLASSES.

#### THE DOMINION MOLASSES COMPANY, LTD.

##### Gingerbread Brand.

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

### DOMOLCO BRAND.

2s, Tins, 2 doz. to case.

Quebec and Ontario, per case 2 05  
Manitoba, per case ..... 3 40  
Saskatchewan, per case ... 3 65  
Alberta, per case ..... 3 75  
British Columbia, per case. 3 55

### SAUCES.

#### PATERSON'S WORCESTER SAUCE.

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

#### H. P.

H. P. Sauce— Per doz.  
Cases of 3 dozen .. 1 90  
H. P. Pickles—  
Cases of 2 doz. pints ... 3 25  
Cases of 3 doz. 1/2-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 35  
Metal Outfits, Black and Tan 3 65  
Card Outfits, Black and Tan 3 25  
Creams and White Cleanser 1 15

### TOBACCO.

#### IMPERIAL TOBACCO COMPANY.

##### (Empire Branch)

Black Watch, 6s 1/2 butts,  
9 lbs., boxes 5 lbs. .... 0 45  
Bobs, 6s, 1/2 cada, 12 lbs.,  
1/4 cada, 6 lbs. .... 0 33  
Bobs, 10s, 1/2 butts, 12 lbs.,  
1/4 cada, 6 lbs. .... 0 39  
Currency, 5s, 1/2 butts, 9 lbs.,  
boxes 6 lbs. .... 0 39  
Currency Navy, 10s, 1/2 cada,  
12 lbs., boxes 6 lbs. .... 0 39  
Stag Bars, 5 1-3s, 1/2 butts,  
12 lbs., boxes 6 lbs. .... 0 39  
Old Fox, 10s, 1/2 butts, 12  
lbs., boxes 6 lbs. .... 0 40  
Pay Roll, thick, 7 1/2s, 1/2  
butts, 10 lbs., boxes 5 1/2  
lbs. .... 0 59  
Pay Roll, thin, 7 1/2s, 1/2 butts,  
10 lbs., boxes 5 lbs. .... 0 59  
Pay Roll, 7 1/2s, 1/2 cada, 12  
lbs., 1/4 cada, boxes 6 1/2  
lbs. .... 0 59  
Shamrock bars, 6 2-3s, 1/2  
butts, 12 lbs., boxes 6 lbs. 0 50  
Empire, 6s, cada 15 lbs., 1/4  
cada, boxes 6 lbs. .... 0 44  
Empire, 12s, cada 15 lbs.,  
1/4 cada, boxes 6 lbs. .... 0 44  
Ivy, 7s, butts, 17 lbs., 1/2  
butts, 8 1/2 lbs. .... 0 50  
Great West, 8s ..... 0 59  
Regal, 9s. .... 0 70  
Starlight, 7s, 1/2 butts, 8 1/2  
lbs. .... 0 50

### TEAS.

#### THE SALADA TEA CO.

East of Winnipeg.

Whole-sale, R't'l.  
Brown Label, 1s and 1/2s 35 .40  
Green Label, 1s and 1/2s 37 .45  
Blue Label, 1s, 1/2s, 1/4s,  
and 1/8s ..... 40 .50  
Red Label, 1s and 1/2s... 46 .60  
Gold Label, 1/2s ..... 54 .70  
Red-Gold Label, 1/2s ..... 65 .90

### LUDELLA.

In 30, 66 and 80-lb. cases.

Black, Green or Mixed.

Blue Label 1/2s ..... 0 21  
Blue Label, 1s ..... 0 20  
Orange Label, 1s ..... 0 23  
Orange Label, 1/2s ..... 0 24  
Brown Label 1s and 1/2s ... 0 23  
Brown Label, 1/2s ..... 0 30  
Green Label 1s and 1/2s ... 0 35  
Red Label, 1/2s ..... 0 40

# UPTON'S KETCHUP

is steadily making friends for itself.

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

Write us for prices or ask your jobber.

**THE T. UPTON CO.**

Limited

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

# FRUIT

## No Increase in Prices

Does this not suggest something to you in these days when prices on so many staple lines are advancing? Your sales should increase daily, especially if you handle **THE BEST QUALITY.**

## Everything in Fruit

**HUGH WALKER & SON**

Established 1861

GUELPH and NORTH BAY



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

Retails at 10 Cents per Cake.

**JOHN P. MOTT & CO.**

MANUFACTURERS

HALIFAX, NOVA SCOTIA

## Hot Weather Special

on

# Brooms

only while they last.

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

Regular goods.

**Walter Woods & Co.**  
Hamilton



# Rowat's Mixed Pickles

Have earned for themselves a reputation second to none for purity, tenderness and appetizing deliciousness.

Only fresh vegetables of the finest quality are used, and the pickling process is ideal.

Dealers of quality goods handle and SELL Rowat's. Why not you? It will pay you to get in touch with the nearest distributor.

**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.

**ORANGE MARMALADE.**

**BANNER BRAND.**

	Price	Shipping Weight
Doz. Lbs.		
12-oz. Glass Jars, 2 doz. to case	\$1.00	33
Special Tumbler, 2 doz. to case	0.95	30 1/4
2-lb. Gold Lacquered Tins, 2 doz. to case	2.10	49
		Pail. Lbs.
5-lb. Gold Lacquered Tins, 8 tins to case	0.42 1/2	41
7-lb. Gold Lacquered Tins, 8 tins to case	0.59 1/2	56
Freight prepaid up to 25c per 100 lbs. on five case lots and over.		

**MELAGAMA AND MINTO TEA.**

**MINTO BROS., LIMITED.**

45 Front St. East.

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

**Wholesale Retail**

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

**JELLY POWDERS.**

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

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

List Price. "Shirriff's" (all flavors), per doz. 0.90 Discounts on application.

**YEAST.**

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

## Diamond Cleanser

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

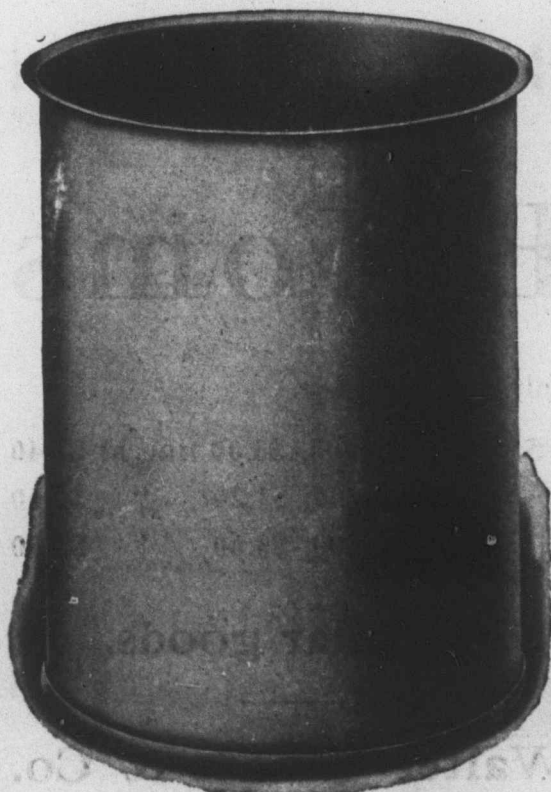
**COSTS \$3.00 PER CASE**  
four doz. cans to case

**SELLS at 3 for 25c**  
or 10c a can

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

Manufactured by **Stephens, Welch & Co.**

7 Ossington Av., Toronto



# Sanitary Cans

*"The Can of Quality"*

Baked Beans,  
Soups,  
Meats and Milk.

**Sanitary Can Company**

LIMITED

NIAGARA FALLS, ONTARIO

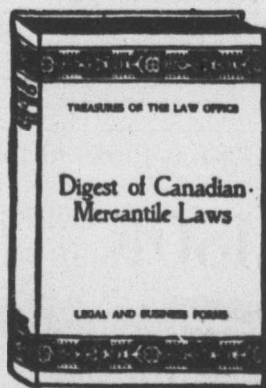
# LAW

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

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

## Digest of Canadian Mercantile Laws

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



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

A veritable consulting library on this one line so universally needed.

Based on Dominion and Provincial Statutes and Court Decisions.

Indorsed by barristers, sheriffs, magistrates and conveyancers.

Recommended by the Ontario Institute of Chartered Accountants.

Used by more accountants, bankers and business firms than any other work on the subject. Forwarded direct, post free, on receipt of price.

Keep the book ten days, and if it is not satisfactory, return it and get your money back. If remitting by cheque, make same payable at par, Toronto.

Eastern Edition - Price, \$2.00

Special Western Edition, \$2.50

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

The MacLean Publishing Co.  
Limited

Montreal Toronto Winnipeg Vancouver

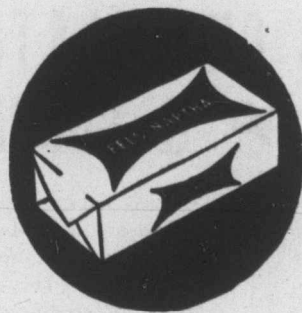
BOOK DEPARTMENT

143-153 University Ave., Toronto, Ont.

## Women discovered

that (when used according to directions)

Fels-Naptha soap was really a convenient, new work-saver for the modern kitchen. And that beginning of its popularity has ever been strictly maintained, by quality—always uniform quality.



## 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.

## "Aurora"

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

**Better.**

**Ask your jobber**

**J. J. McCabe**

AGENT

TORONTO, ONT.

## Early Vegetables

*Tomatoes, Celery,  
Lettuce, Radishes,  
Etc.*

Fresh shipments arriving daily. Our prices are exceptional—let us quote. Prompt shipment assured.

Write, phone or wire.

**LEMON BROS.**

Owen Sound, Ontario



# Buyers' Guide

## Write us for New Price List of WINDSOR SALT

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

You Want This  
Taylor's Prepared Mustard  
IN JARS

Over 100 years of success. A great deal different and a great deal better. Royalty has used it.

Agents Wanted  
H. P. Taylor, 14 Place Royale, Montreal

## COMTE'S

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

**Augustin Comte & Co.,**  
Limited, P. O. Box 293, MONTREAL  
COFFEES

## SUCHARD'S COCOA

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

**FRANK L. BENEDICT & CO.**  
Agents Montreal

## WRITE TO

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

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

If you are interested in Irish trade.

**GRATTAN & CO., LIMITED**  
ESTD. 1825

The Original Makers of  
**BELFAST GINGER ALE**

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

## COMBINE BARRAL

Preparation for preserving freshness of eggs.  
A very simple process for preserving eggs  
from one laying season to another without  
losing any of their qualities.

REFERENCE AND CIRCULAR FREE.

Octavie Rolland, P.O. Box 2363, Montreal

## HOLLAND RUSK

The many ways in which it can be served make it a quick seller  
—a fast repeater. Keep it where your customers can see it, and  
watch the sales grow.

**HOLLAND RUSK COMPANY**  
HOLLAND, MICH.



## TWO CENTS PER WORD

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

53 Highest Awards in Europe and America

**WALTER BAKER & CO.'S**



Registered  
Trade-Mark

## CHOCOLATE & COCOA

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

of all Pure Food Laws.

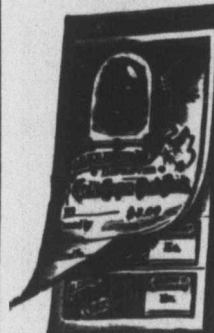
**Walter Baker & Co. Limited**

Established 1780

**Montreal, Can. Dorchester, Mass.**

20th Century Retailing DEMANDS the  
use of

## ALLISON COUPON BOOKS



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

**HERE'S HOW  
THEY WORK:**

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

For Sale Everywhere by Jobbers.

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

## TWO CENTS PER WORD

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

**This Page Is The Clearing House for Grocers' Wants  
WHAT HAVE YOU TO SELL?**

This page will find a market for that Coffee Mill you are not using quicker than any other medium, BECAUSE it goes into the hands and is read from cover to cover by practically every progressive Grocer between the Atlantic and the Pacific.

*Try it out.*

**Talk across Canada for two cents a word**

**CLASSIFIED ADVERTISING**

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

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

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

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

**COLLECTIONS**

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

**MISCELLANEOUS**

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

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

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

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

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

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

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

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

**WANTED**

WANTED — 240 AND 1200 PLATFORM scales, cheese cutter, coffee mill, oval front six-foot show case for candles. Box 56, Canadian Grocer, Toronto.

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

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

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

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

**FOR SALE**

FOR SALE—ONE COFFEE MILL, MEAT slicer, Stimpson computing scale, cheese cutter, all in first-class condition. A snap. Apply Box 389, North Battleford, Sask.

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.

**BUSINESS CHANCES**

OPENING FOR GENERAL STORE AT Hubert, B.C., new town on main line Grand Trunk Pacific transcontinental railroad. Hubert is the trade center of the fertile Bulkley Valley, also supply point for great mining district. Train service has started. station and side tracts built, post office established, and Government bridge over Bulkley River, connecting highways, completed. Trade is waiting for right man to establish general store. For detailed information write R. L. Gale, Deputy Mining Recorder, Hubert, B.C.

FOR SALE—ONE OF BEST RETAIL GROCERY businesses in West. Turnover \$100,000.00 per year. Stock \$6,500.00, and all fresh. Fixtures and working stock \$3,500.00. Turn stock every two weeks. \$5,000 cash will handle. Address replies to G. B. M., Box 1073, Calgary. (514)

**Want Ads.**

If you want a buyer for your business, or have a situation to fill or want a situation, send us a Condensed Advertisement. There is someone who is looking for a proposition such as yours. For two cents a word you can speak across the continent with a condensed advertisement in "Canadian Grocer."

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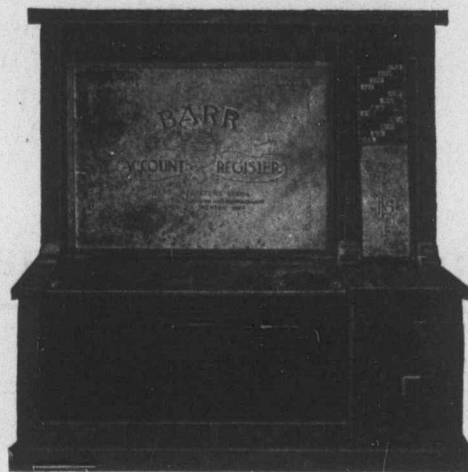
**Ask the Merchants Who Have Installed the Barr Account Register System What It Has Saved Them in Time and Labor—How It Has Encouraged Collections and Increased Net Profits.**

**HERE IS THE UNIVERSAL VERDICT FOR THE BARR ACCOUNT REGISTER SYSTEM:**

It increases collections—it increases the number of satisfied customers—it increases hours of leisure—it increases store efficiency—it increases net profits.

It eliminates bad accounts—it eliminates night work—it eliminates worry through errors in bookkeeping—and reduces losses to a minimum.

The Barr Account Register System provides a complete statement to date to every customer with every purchase.



Counter Cabinet Style—Closed

**WRITE TO-DAY FOR ALL PARTICULARS AND ASK FOR DEMONSTRATION**

**BARR REGISTERS, LIMITED**  
**TRENTON, ONTARIO**

Great Britain: Head Offices, Dacre House, No. 5 Arundel Street, Strand, London, W.C. Factory, Birmingham, England.

**SPECIAL NOTICE**

The Barr Register is a bona-fide Canadian invention, fully protected by valid patents. There is not and never have been any legal proceedings against such patents, notwithstanding competitor's talk to the contrary. We make this announcement as we understand some merchants have been imposed upon and have been induced to buy other Registers through such talk.

BARR REGISTERS, LIMITED.



Length, 425 feet.

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

Depth, 120 feet.

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

**Frontenac Beer is Selling**

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

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

**THE FRONTENAC BREWERIES LIMITED, MONTREAL**

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# All Winter Varieties of Ontario Apples

*Car lots shipped to all parts of the Dominion*

Right from Ontario's rich apple belt—best railway facilities—ready access to refrigerator cars.

**Eggs!** Enquire to-day re prices, etc. Ask for quotations on all grades of fresh and storage eggs.

**The H. M. Hambidge Co.**  
*Wholesale Apple and Egg Merchants*  
Aylmer, Ontario

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

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Of course you do and are willing to make use of your spare hours in a way that will net you the biggest returns. Many others like yourself have had the same desire to turn their spare time into money and profitable experience. They are now making from \$5 to \$20 a week, according to the time given.

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**CHASE & SANBORN'S**  
**High-Grade Coffees**

than that it will be profitable to you  
—from every viewpoint.

**Chase & Sanborn, - Montreal**  
HIGH-GRADE COFFEES

**The Value of Brands**

Did you ever stop to consider the value of brands on the goods you sell? Suppose that tomorrow morning you should find all the brands in your store changed—not a familiar color, not a familiar picture, not a familiar phrase. You would consider yourself almost ruined; you would know that no amount of talking would sell these strange looking goods.

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This is the advantage that the Quaker brand would mean to you on a sack of flour. Why not use it in your business?

**Total Flour Capacity**  
**5,000 Barrels Per Day**

*Sold the World Over*



*Made by the Manufacturers of*  
**Quaker Oats, Puffed Wheat,**  
**Puffed Rice, Etc.**

**The Quaker Oats Company** Peterborough, Ont., and Saskatoon, Sask.

(626)

CANADIAN GROCER

# TUCKETT'S ORINOCO

*—the tobacco that's just a little milder than "Tuckett's Myrtle Cut"*

Every tobacco user in your vicinity knows "Myrtle Cut T. & B." and appreciates its delightful flavor. It has the largest sale in Canada, but has a close second in Tuckett's "Orinoco," which is no better, but just a little milder.

Stock up to-day with the favorite smoking tobaccos. Put up in tins and packages. Recommend them to your best trade.



**TUCKETT LIMITED**  
Hamilton, Ontario

Finest  
Quality

## Whittemore's Shoe Polishes

Largest  
Variety

The Oldest and Largest Manufacturer of Shoe Dressings in the World



### "GILT EDGE"

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

25c size.

### "ROYAL GLOSS"

For Ladies' and Children's Black Shoes

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

Always Ready for Use. Shines Without Brushing.

10c size.



## A TRIAL WILL CONVINCING YOU

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

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

### "Elite Black Combination"

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

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

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### "Oil Paste"

For ALL kinds of Black Shoes.

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

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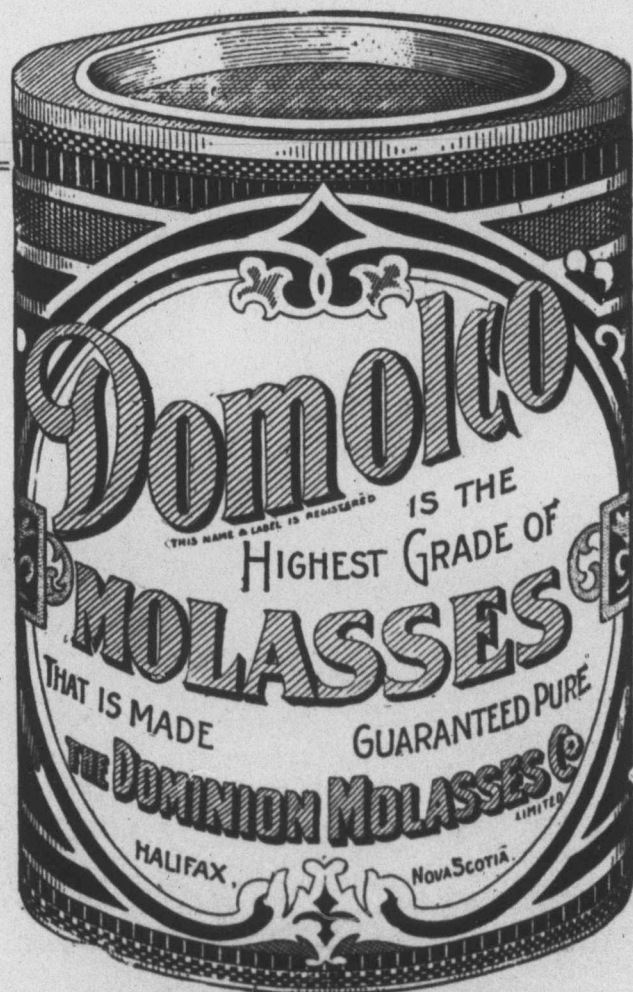
Our extensive advertising has placed Domolco in thousands of Canadian homes and built up a steady, increasing demand.

Why not take advantage of the popularity of Domolco and increase your revenue?

Write to-day for prices.

Distributors for Manitoba and Saskatchewan  
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**The Dominion Molasses Co., Limited**  
**Halifax** **Nova Scotia**



*The widely advertised molasses*

*Pure in quality  
delicious in flavor*