

**PAGES
MISSING**

CANADIAN GROCER

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

Vol. XXX

PUBLICATION OFFICE: TORONTO, SEPTEMBER 1st., 1916

No. 35

The Perfect Salt in the Perfect Package

The very finest grain of Windsor Salt—with a small proportion of Magnesium Carbonate—is the blend used in making "REGAL" Table Salt.

It is absolutely pure—and positively will not cake—no matter what the weather.

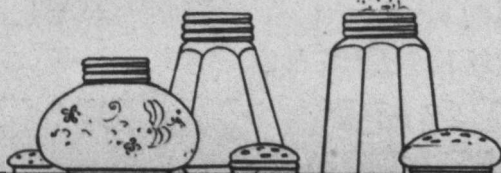
REGAL

Give your customers this Table Salt without a fault.

Order through your Wholesaler or Jobber.

The Canadian Salt Co., Limited

WINDSOR,
ONT.



FREE RUNNING
Table Salt

"REGAL" comes to you grocers in perfect condition and stays *dry* and free-running, because it is protected by our moisture-proof package.

The patented aluminum spout is a convenience that every customer appreciates, for filling salt shakers. When not in use, it lies flat on the box and seals the opening.

THE CANADIAN SALT CO LIMITED

MADE IN CANADA

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

Put Cox's Gelatine in your
YOUR cus- "to-be-ordered" book
tomers have

many table wants that are not always supplied by you. They go to other purveyors of Food Stuffs to get something "for a change." Whenever they go elsewhere it is profit for the other man and a profit lost to you.

The point is: Do your level best all the time to hold all the trade of your customers. Suggest to them always new things. They want "a change," and you can give them something highly acceptable by supplying them with

Cox's Instant Powdered Gelatine

IN THE CHECKERBOARD BOX



Let us send you a few of our Cook Books and you will see just how great a variety of delectable and seasonable dishes can be made from Cox's Gelatine. With this knowledge you will be in a better position to sell Gelatine, and in particular COX'S. Every package sold is just so much increased profit.

Remember that Cox's Gelatine is the purest and best made. There is satisfaction in selling it.

ORLANDO

(INVINCIBLE)



MADE IN CANADA

Here is a line, Mr. Grocerman, that you need not be ashamed to offer to your select trade.

The ORLANDO is made in the best country in the world (Canada), and offered to the best people in the world (Canadians).

Every Grocer should take advantage of the times and be prepared to get his share of the enormous business that Canada is going to enjoy in the near future.

ORLANDO WILL HELP YOU.

W. R. WEBSTER & COMPANY, LIMITED
SHERBROOKE, CANADA

JAPAN TEA

Used by discriminating people who have become acquainted with its matchless flavor and aroma, Japan Tea, grown, cured and packed under the control of the Japan Tea Growers Association will always be found pure, free from dust, stems and broken leaves.

ON SALE AT ALL GROCERS

The Japanese Government prohibits adulteration and coloring of Tea

By keeping a display of Japan Tea constantly before your customers you will reap your share of the big profits arising from our big publicity campaign.

The delicious, wholesome flavor of this natural green leaf will immediately appeal to the most discriminating tea drinker. When you sell a customer the first package you can confidently look forward to her coming back for more. Japan Tea is a real "repeater."

Order your supply to-day and note difference in your turnover.

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

MONEY IN WASTE PAPER

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

THE "JEWEL" BALER—

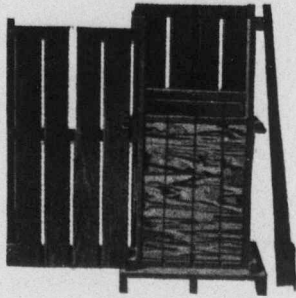
Complete with one bundle of wire.

\$17.50 f.o.b. Hamilton

(by 10 day draft)

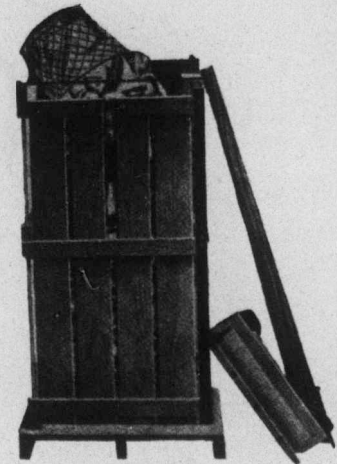
*Not only pays for itself but makes you money.
Strong, Durable, and Easy to Operate.*

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



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

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



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

GENERAL SALES COMPANY

Distributors

203 Stair Bldg.

TORONTO

Fruit Season Now On

Note These Prices:

6 oz. Jelly Tumblers,	\$3.50	per gross
8 oz. " " "	3.75	" "
8 oz. Table " "		
	Capp'd,	4.00 " "
½ lb. Screw Top Jelly,	4.25	" "
¾ lb. " " "	4.25	" "
1 lb. " " "	5.00	" "

Cases Free F.O.B. Toronto

Wire Stools, - - \$1.50 each

Scoops—Solid Aluminum, for Grocers' and Confectioners' use.

Lyons & Marks

38 Yonge Street
Toronto

Brooms of Quality

may always be had by ordering our brands. We have them at \$3.25, \$3.50, \$3.75, \$4.00, \$4.25, \$4.50, \$4.75, \$5.00, \$5.50, \$5.75, \$6.00 per dozen.

FACTORY and MILL Brooms \$4.00, \$4.50, \$5.00 per dozen.

Walter Woods & Co.

Hamilton - Winnipeg

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

It's safer to stock lines that hold the public confidence

GOODS that people KNOW to be good, dependable, convenient, makes it easier for you to sell them—and sell more of them, too.



BORDEN MILK PRODUCTS

have held the confidence of three generations of mothers and physicians in a way that now means bigger sales and better good-will for you.



BORDEN Purity and Borden Advertising have sown the seed of heavy sales in the minds of most people in your locality. Why not cash in on these advantages by getting up an attractive window display of Borden Milk Products to-day.



YOU will find that every Borden Sale means a satisfied customer and the constant run of repeat orders that mean steady business growth.

Order a trial supply to-day.



Borden Milk Co.
LIMITED

"Leaders of Quality"

MONTREAL

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

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

"Gold Standard" Products are half sold when you get them.

Our Line Includes

Prepared Puddings, Jelly Powders, Teas, Coffees, Baking Powder, Salad Dressings, Spices, Herbs, and many other products.

Write us now for our proposition—

You'll be glad you did.

THE continuous advertising being done by this Company has had a far-reaching effect and has brought more business to the dealers, and more satisfaction to the consumers than those not carrying a stock of *Gold Standard* goods would care to admit.

We offer you a complete line of our thirty standard products. There is always more profit and less trouble in handling one complete line than in selling many odd job lines.

THE CODVILLE COMPANY, LIMITED

Brandon

Moose Jaw

Winnipeg

Saskatoon

Medicine Hat

Prince Albert



GOLD DUST SELLS THE YEAR ROUND

The big thing about Gold Dust, from your viewpoint, is that it sells every day in the year. The housewife has many uses for it Summer and Winter—and even more uses in the Spring and Fall.

Gold Dust is a steady profit-maker for the merchant. Our extensive advertising of practically every kind and nature, is constantly creating new buyers—and once used, Gold Dust is never replaced.

Satisfied customers are the life of your business. Gold Dust makes them.

THE N. K. FAIRBANK COMPANY

LIMITED

MONTREAL

"Let the GOLD DUST TWINS do your work."

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

Which Plan Pays You Best?

Selling the Housewife White Beans or selling Simcoe Baked Beans? Cut this out and stick it on your front door.

Madam — Try a Can of “Simcoe Baked Beans” — they are delicious. (No sorting, soaking, boiling, no salt, pepper, pork, or hot stove baking.)

Just say — “Simcoe Baked Beans.” They are a Canadian Product made for Canadians by Canadians.



Plain, or with Tomato or Chili Sauce

Try them to-day.

Dominion Cannery, Limited
Hamilton, Canada

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

First Crop Japan Teas

Cup qualities which we GUARANTEE

From 22c to 60c per lb.

New season Siftings, 1-lb., 3-lb., 5-lb. packages.

INDIAN AND CEYLON BLACKS

Shipment just received into store.

Selected for fine liquoring quality.

Pekoes, 25c.

O. P., 28c.

Darjeelings, 75c.

"Satisfaction Guaranteed"

or

"Return at Our Expense"

KEARNEY BROS., LIMITED

TEA AND COFFEE MERCHANTS

33 St. Peter St.

MONTREAL

Are you selling
**Malcolm's
Milk
Products?**



Do you know that the selling record established by these high-grade Made-in-Canada lines has placed them ahead of competitors in business-building, profit-making qualities?



It will pay you to push the Malcolm Lines. Every first purchase develops into steady repeat business. Malcolm purity and deliciousness will win the approval of your most hard-to-please customer.

How about a trial order?

The MALCOLM CONDENSING CO.

Limited

ST. GEORGE

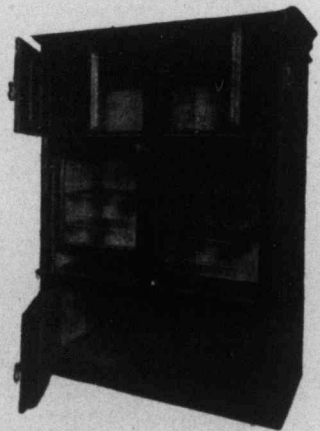
ONTARIO

The Arctic Refrigerator

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

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

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



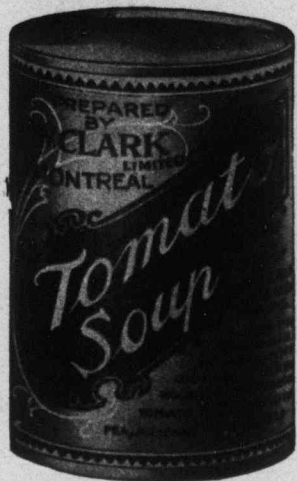
Get the Arctic catalog.

John Hillock & Co., Limited
TORONTO

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

CLARK'S

CONCENTRATED SOUPS



prepared from only the finest of materials and guaranteed absolutely pure.

MADE IN CANADA

and without a rival in either home or imported Soups.

Tomato

Chicken

Pea

Scotch Broth

Mock Turtle

Mulligatawny

and all other varieties



Ask your jobber for prices or send us a post card, but STOCK NOW.

W. CLARK, LIMITED, MONTREAL

NOT MUCH ROOM FOR ARGUMENT



Every one who has tried different sugars will readily acknowledge the superiority of

"ROYAL ACADIA" SUGAR

The dealer who handles this brand does not have to spend any time in trying to convince his customers to use

"ROYAL ACADIA" SUGAR

altogether, for every household purpose, for the table, cooking, preserving, etc.

The Acadia Sugar Refining Co., Limited
 HALIFAX CANADA



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

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

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

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

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

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

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

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

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

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

**In your Locality
are many
Dogs and Cage Birds**

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

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

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

SPRATT'S Depôts in CANADA are:—
MONTREAL—F. HUGHES & Co., 109, Place d'Youville.
VANCOUVER, B.C.—LONDON GROCERY Co., Ltd., Granville Street.

Direct Correspondence invited:—
SPRATT'S PATENT Ltd., 24-25, Fenchurch Street, London, England.
8 46

For Goodness sake

TRY

**GIPSY
Stove Gloss.**

Its' "Goodness" sells it.

Order from your Wholesaler.

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

Western Agents: For Manitoba, O. F. Lightcap, Winnipeg.
For British Columbia and Yukon: Creeden & Avory,
Rooms 5 and 6, Jones Block, 407 Hastings Street,
West Vancouver.

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

VANCOUVER, B. C.

MIKADO

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

Supply The Demand

which advertising in magazines read by many of your customers has created for

Sani-Flush

Cleans Water-Closet Bowls



You will see that housewives are acquainted with its merits when you display it in your store. Women know the drudgery of cleaning toilet bowls—they are glad to find an easy and inexpensive way to do this work. **Sani-Flush** solves a serious problem in the modern home.

You can open a new source of profit by making it accessible to your customers.

Harold F. Ritchie & Co., Limited
10-12-14 McCaul St., Toronto

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

IT is a safe guess that the people in your community who are not using **CHASE & SANBORN'S COFFEES** have never tried them.

Sell them one package and your store will have gained a friend.

Chase & Sanborn
Montreal



Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

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

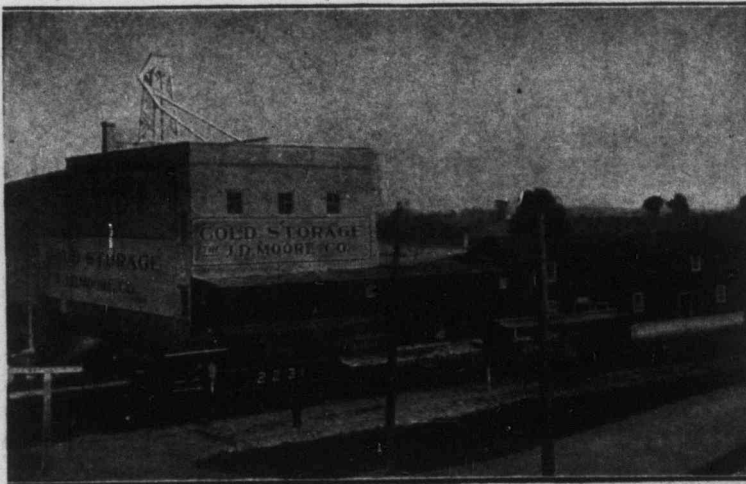
SOLE PACKERS.

SMITH & PROCTOR - HALIFAX, N.S.

**SMITH
AND
PROCTOR**

SOLE PACKERS

Halifax - N.S.



Are you buying or selling produce of any kind in quantities? We can give you service.

Our splendid equipped cold storage plant enables us to meet the demands of both local and export trade with best quality butter and eggs in ear lots or less.

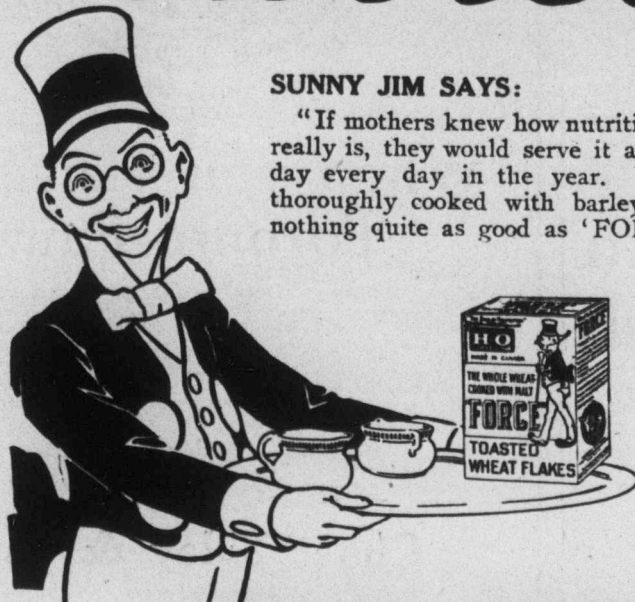
Drop a card for particulars. Our public cold storage system will save you money. Charges moderate.

Canada's old reliable produce house.

The J. D. Moore Co., Limited
ST. MARY'S, ONT.

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

Nutritious



SUNNY JIM SAYS:

"If mothers knew how nutritious 'FORCE' really is, they would serve it at least once a day every day in the year. Whole wheat, thoroughly cooked with barley-malt—there's nothing quite as good as 'FORCE.'"



Crisp, crinkly
flakes of wheat

“FORCE”

cooked with malt
ready to eat.

It's one thing for a food to be nourishing—and "FORCE" is certainly that. It's another thing for it to be tasty and delicious, and "FORCE" is certainly that, too. Let these nut-like, toasted flakes of whole wheat delight you at breakfast to-morrow morning as with thousands of your fellow Canadians.

Price 15c.

Made by The H-O Company, Hamilton,
and Sold by good Grocers everywhere

179

—worth it

SUNNY JIM is figuring this season in new and snappy advertisements (of which the above picture is a miniature example) for "FORCE," which advertising is running in an extensive list of the better Canadian newspapers. The results are very satisfactory, according to reports from The H-O Company of Hamilton, as the demand for "FORCE" shows a very decided impetus this season. Cereals come and cereals go, but the substantial merit of "FORCE" and the many years of persistent advertising behind it gives it an ever-increasing hold on the public. The finest Canadian wheat, cooked with malt, then flaked and toasted, makes "FORCE" one of the most nutritious as well as most appetizing foods on the market.

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



Put these Canadian Sellers in your Fish Department

Processed and packed by Canadians.

Transported by Canadian Companies.

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

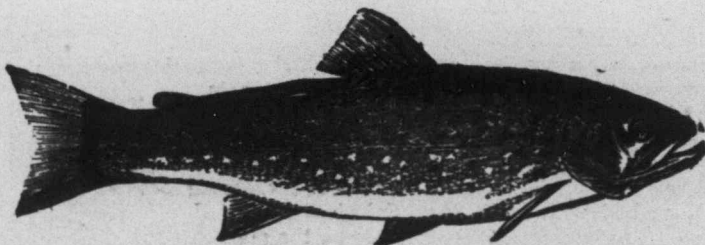
Brunswick Brand Sea Foods

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

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

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

ORDER TO-DAY.



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



When you visit the Toronto Fair

don't forget to visit our exhibit of quality shoe dressings in the Stove Building. The unbeatable values that these lines represent are bound to interest you.

In order to make the trade better acquainted with these values, we are giving to those Grocers visiting our exhibit, free samples of our shoe dressings. So don't forget to come in.

Our Lines:

Regent Shoe Paste, Suede Dressings, Patent Leather Cream, Combination Dressings, Colored Glaze, Kid Cream, White Shoe Dressings, all kinds.

Chas. Tilley & Son

Manufacturers

90 Richmond St.,

Toronto

Have you tried

WETHEY'S
ORANGE
MARMALADE?

It is making
a hit.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of The Canadian Grocer will gladly assist manufacturers at home or abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

ONTARIO

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

Mann, Laurie & Co.
78 King St., London, Ont.
Quality provisions and produce.
Write or phone.

C. H. GRANT
Wholesale Commission Broker
and Manufacturers' Agent
509 Merchants Bank, Winnipeg
We have several good accounts, but can give you results on yours.

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

If you want the market on
NEW BRUNSWICK POTATOES
Wire or phone
HARRY WEBB, TORONTO
We specialize on potatoes, have warehouses at all buying points in the potato belt. Cars always loaded. New Brunswick, Montreal, Toronto, waiting orders.

MARITIME PROVINCES.

J. N. COCHRAN
Manufacturers' Agent and Grocery
Broker
FREDERICTON, N.B.
I have a connection with both wholesale and retail trade throughout the entire Maritime Provinces.

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

Have You Any
**Potatoes, Beans
or Apples**
to Offer ?
If so, communicate with me.

CHAS. H. McDONALD & CO.
Manufacturers' Agents
Post Office Box 727, St. John, N.B.

We have splendid storage facilities and a first class connection with both wholesale and retail trade. Get in touch with us in regard to handling your line.

Maclure & Langley, Limited
Manufacturers Agents
Grocers, Confectioners
and Drug Specialists
12 FRONT STREET EAST TORONTO

FRED J. WHITE
27-29 Wellington St. East
TORONTO CANADA

WESTERN PROVINCES

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

When you buy direct from the country of origin, and from
Fred. L. Myers & Son, The Sugar Wharf
188 Harbour Street, Kingston, Jamaica.
you will secure at lowest possible prices your requirements of—Sugar, Rum, Pimento, Cocoa, Ginger, Honey, Annatto, Coffee, Kola Nuts, Lime Juice, Orange Oil, Goatskins, Divi-Divi, Wax, Sarsaparilla, Cassava Starch, Sheep Wool, Cattle Hides.

NEWFOUNDLAND

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

W. H. Millman & Sons
Wholesale Grocery Brokers
Special lines to offer in different grades of teas.
Write or wire us if in the market.

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

KINDLY MENTION
THIS PAPER WHEN
WRITING TO AD-
VERTISERS.

Washington's
COFFEE
W. GEO. VARTY, Agent
29 Melinda St., Toronto. Phone M. 7089

THE H. L. PERRY CO.
214-216 Princess Street, Winnipeg
We can make a success of your Agency. Our STORAGE, DISTRIBUTING and FORWARDING facilities are unexcelled.
Correspondence solicited.
"Always on the Job."

Tartan BRAND

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

Yes, Sir, Tartan Brand is a line worth trying to

The reputation which Tartan Brand goods has everywhere established is the direct result of our motto—quality first. We subordinate every other consideration to that of Quality, hence every Tartan Brand customer is a satisfied customer. Tartan Brand Canned Vegetables, Fruits, Salmon, Tea, Coffee, Spices, Extracts and Jelly Powders are all leaders—quick sellers that will move rapidly and leave you a nice profit. Investigate our claims. We pay particular attention to mail orders, and guarantee prompt service.

We carry a full line of fancy groceries, foreign and domestic.
Write us.

BALFOUR, SMYE & COMPANY
HAMILTON, ONTARIO

From the selection of the best sun-ripened fruits down to the final sealing of the containers, every precaution is taken to eliminate any possibility of inferior quality in Furnivall's Jams.

That's the big reason why Furnivall's are so popular with jam users everywhere. Are you profiting by this popularity?

Furnivall-New, Limited
HAMILTON, CANADA

Furnivall's

FINE
FRUIT
PURE JAM

AGENTS:

Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto. Montreal—W. S. Silcock. St. John, N.B.—MacLaren Imperial Cheese Co. Halifax, N.S.—MacLaren Imperial Cheese Co. Sydney, N.S.—A. E. Sheppard. Hamilton—R. M. Griffin. Winnipeg, Man.—W. L. Mackenzie & Co., Ltd. Calgary, Alta.—MacLaren Imperial Cheese Co., Ltd. Edmonton, Alta.—Central Brokerage Co.

WINNING THE BUYER'S FAVOR

THE best possible buyer is not made an actual buyer at a single step. It is one thing to win the buyer's favor for an article and another to make adjustments incident to closing the sale. Winning the buyer's favor is the work of trade paper advertising. Under ordinary conditions it should not be expected to do more.

The Oversea Export Co., Limited
Norway

NORWEGIAN SARDINES

IN PURE OLIVE OIL

SPECIAL BRANDS to suit individual buyers.

Place your orders now for early fall shipments. Full particulars and prices from the

Sole Agents:

Stewart Menzies & Co.
70 Lombard St., TORONTO

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

Let's Go

is the catchy advertising slogan of the Toronto Exhibition this year. Why not do so, as a trip through the different buildings of Toronto's Big Fair is a real education and a very pleasant holiday.

We know that hundreds, probably thousands of our customers will visit it, and we do hope that one and all will find time to call on us, either at our Front Street offices or at our booth in the Manufacturers' Building. We would like very much to meet you personally—perhaps you would like to meet us—so we are greatly in hope that you will call and see us at our office as well as at the booth.

T. H. Estabrooks Co., Limited
7 Front Street East, Toronto

P.S.—We would urge visiting merchants and clerks to make themselves known at our booth, as a table will be specially set apart for the entertainment of themselves and friends accompanying them.

T. H. E. Co., Limited.

Y & S STICK LICORICE

48 5c. Packages to Box



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

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

NATIONAL LICORICE COMPANY
MONTREAL



The
Eureka
Your Safest
Investment

The ONLY
patented re-
frigerator in
existence to-
day with
warm air
flues across
ceiling of cool-
ing room, and
connected with
warm air flues
at sides or ends.

Patented
1900 - 1910
1914

See our exhibit
in the Indus-
trial Building,
Canadian Na-
tional Exhi-
bition.

REPRESENTATIVES:—Wolf, Sayer & Heller, 76 St. Paul St. E., Montreal,
P.Q.; James Lonergan, Charlottetown, P.E.I.; W. McAllister, 98 Bank St.,
Ottawa, Ont.; W. Woods & Co., Winnipeg, Man., and Hamilton, Ont.; Ed.
Dore, 35 Caroline N., Hamilton; W. J. Armstrong, 14 Euclid Ave., Lon-
don, Ont., etc., etc.

EUREKA REFRIGERATOR CO., LTD.
27-31 Brock Ave. 54-56 Noble St. 21-33 Earnbridge St.
TORONTO, ONT.

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

The sales-building cereals—

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

They are sales-builders of more than ordinary merit, and are especially in demand during the Fall and Winter months.

Every householder in your district is a prospect for the sale of **Robinson's "Patent" Groats** and **Robinson's "Patent" Barley**, and every new customer you get for these time-proven cereals will mean steady repeat sales—more business and good-will for your store.

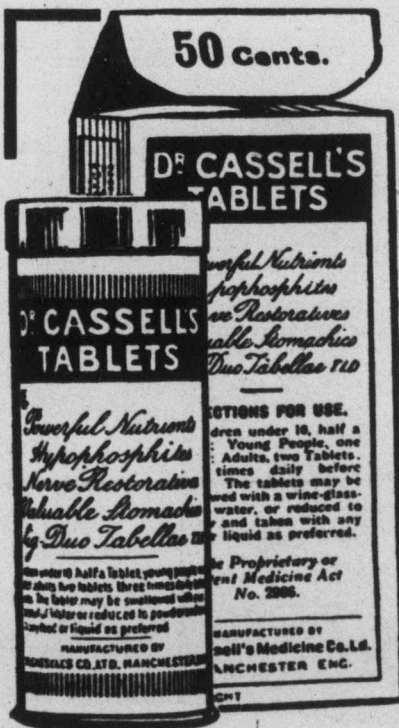
Plan to get this trade now. An attractive little window or counter display will start it coming quick and steady. Order from your wholesaler.

Magor, Son and Company, Limited

191 St. Paul St. West, MONTREAL

30 Church Street, TORONTO

AGENTS FOR THE DOMINION OF CANADA



HOW DOES 50% PROFIT ON EXTRA SALES LOOK TO YOU?

You can add it to your 1916 trade by ordering now and displaying

Dr. Cassell's Tablets

a nerve cure for disordered nerves—the most common ailment of the human race today.

We recently spent \$60,000 in a Dominion-wide advertising campaign—introducing the famous nerve food to every community in the country. The public have been told all about it, hence a little display is all that is necessary to reap the results of this publicity.

Are you handling Dr. Cassell's? If not, you should begin now to feature this efficient nerve tonic.

A small trial order will start you on the road to steadily growing profits.

Dr. Cassell's Medicine Co., Ltd., Manchester, England

Agents for Canada: Harold F. Ritchie Co., Ltd., 10-14 McCaul Street, Toronto

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

CANADIAN GROCER

VOL. XXX

TORONTO, SEPTEMBER 1, 1916

No. 35

House Cleaning Time Is Here

How One Grocer Cashed in on the Fact—His Advertising Campaign—Windows and Interior Display Preparations—Talking Points Given to the Staff.

Fourth of the Masters Series by E. A. Hughes.

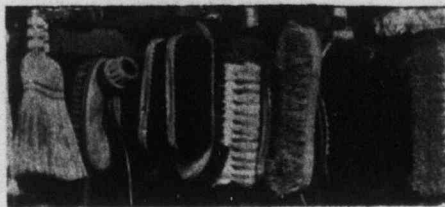
MANY grocers have the impression that the time to put on a house-cleaning campaign is in the spring. They figure that the closed doors and windows necessitated by the wintry weather make the house so stuffy, not to say dirty, that vigorous house-cleaning must be employed before it is sweet and clean again. The impression is perfectly right. Spring is a good time for house-cleaning, and a campaign put on about the 1st of March usually pulls good results.

The impression, while right as far as it goes, however, does not go far enough. For by the same token, if the house is musty and dusty and close and somewhat stale after the winter's closed doors and windows, it is equally untidy and in need of a clean-up after the sultry weather of the summer, when its occupants, if they are home, do as little as possible in the way of working at housework, and if they are away, are not able to give any attention to it at all.

The idea struck J. J. Masters one day, and no sooner had it occurred to him than he got busy with an early fall house-cleaning campaign.

He called the staff together after his usual manner, of which I have told you again and again. He pointed out to them that now was a good time to put on a campaign of this kind. He said:

"More people than ever have been away this year, boys. All the resorts have been chock full of holiday-makers. The reason is that people have more money, and they have certainly spent a whole lot on vacations away from home. That's one reason why people will need to have a session at house-cleaning. Here's another: we have had a particularly hot summer this year, and the dog days are not times when the average housewife likes to thresh around the house with a broom in one hand and a duster in the other. The tendency has been to let the house go with just as



AN OPPORTUNITY HERE

The tendency of the housewife just returned from summer holidaying to plunge immediately into a more or less systematic housecleaning is an opportunity that most grocers have neglected to capitalize. Catch the returned housewife with a carefully planned campaign for the sale of the articles that facilitate housecleaning and profitable business should be the result. Canadian Grocer is convinced that too few merchants have realized this opportunity. Hence this article.

little cleaning from day to day as was absolutely necessary, and no more. These seem to me two mighty good reasons why we should make a special bid for this kind of trade at this time.

Selling Plans

"Now for selling plans. First of all, we intend to set up an attractive window. Manson, that falls to you. Have you any ideas?"

Manson, the display man, thought a moment. Then he suggested a window that sounded well.

"Supposing," said he, "that we have half a dozen brooms standing against the back of the window. They should be standing on the handle end, so that the broom stretches up and suggests action. Then the front edge of the window might be a chain of scrubbing and general short brushes. At intervals on the base of the window we might have a stack of washing powders, another of silverware polish, another of ammonia powder, another of ammonia in liquid form, and so on right across the window,

getting in as many single lines as possible. Then —"

"Just a moment," said Masters. "Let's mention a few of the lines we'll be handling right now while the subject is fresh in our minds. There are brushes, big and little; cleansing powders, mops, soaps, lye, ammonia powder, liquid ammonia, furniture polish, stove polish, silver polish, in powder and liquid, piano polish, distemper, wall paper cleanser, brass polish, dust pans. Anybody think of any more?" he concluded.

"Well, that's quite a heap. Go on with the window description, Manson."

"A good stunt for the middle of the window would be to leave a nice, wide, clear space, and therein have a pan or a piece of wood or something like that. Polish one half and leave the other dirty—"Before and After."

"And old wheeze but a good one," agreed Masters.

"People take notice of that sort of thing. Ever see how many men will stop outside a Dago's window where a hat, half clean and half dirty is displayed. Contrast is the point of appeal."

Cooper suggested that show cards had been forgotten. "We should have some good strong show cards," said he. "Not fancy lettering, but good, bold letters standing out well against the white background. I would suggest two for the window, one at either side. 'House-Cleaning Time is Here,' for one, and 'After Vacation You Need to Clean Up' for the other."

"Good enough," Masters approved.

Some Ad. Suggestions

"I will attend to the ads. in the dailies myself?" announced Masters. "Summer is drawing to a close now, and people will be more inclined to read their papers on their verandahs or indoors than they were in the heat of the summer, when the world of out-of-doors was luring them outside. There are two

or three ideas one might play up in separate ads. Bye-the-bye, we'll start in advertising a full week before Housecleaning Week actually begins. Here's a point, and you might all listen to these; they'll make good talking points for you when you have the women here to talk to.

"First, for the sake of health, housecleaning should be the order of the day now. Dust and dirt and insects have gotten into the house while the folk have been away on vacation. They should be cleared right out. Winter is coming, when doors and windows are locked tight, and people should take no chances with dirt. It is too good a breeding ground for germs.

"Secondly, the housewife of to-day is better off than her prototype. She doesn't have to expend an awful lot of energy. There are so many helps to housecleaning, and each one assists in making the actual work lighter for the worker. This is a good point, I think.

"Thirdly, I intend to have my ads. very informative, even at the risk of having the space a little crowded. The reason for this is that housewives don't know some of the preparations which can be used at this time. There are so many new preparations coming out all the time. We carry only the best; lines that we can recommend. In one or two ads. I propose to give a detailed description of as many lines as possible, so that the housewife reading the ad. may know as much as she can glean about the lines we carry before she comes to the store."

Interior Display

Evidently, Masters was not content with planning only for window display. He wanted the interior to be the book of which the window was the index.

"Cooper, you might attend to this end of it," he said. "Have two or three unit tables reasonably near the front door. On these make neat and attrac-

House Cleaning Time

WINTER, with its closed doors and fastened windows, is in the offing. You have been away all summer, and your house is dusty and dirty, maybe. You want it sweetened and cleaned for winter. Otherwise germs left around might mean doctor's bills later.

We can help you by selling you helps. We have them all from A to Z.

A FEW ARE

Powdered ammonia, old and tried cleaner, per package....c.
Silver polish, for brightening and preserving your table silver. Per bottle "—" brand....c.

Dustless mops. You can't afford to be without. The absence of dust is worth the price of....

Lye: an admirable and tested disinfectant. Per tin....c. ...
Soaps—of course you want an abundant supply. Try "—" at....c.

These are just a few of our large selection of housecleaning helps.

J.J. Masters

Phone 52

Main and King Sts

tive trims of various lines. Have everything priced and everything ticketed, as to uses and so on. It will take a bit of time, but it will pay. Move up your broom racks, and put one on either side the entrance, inside the store, and the same outside the store too. That ought to hammer home the idea of the need for brooms."

"Now, the important thing, and the one in which all of us can share, is the actual selling campaign. Adopt those two points I have already mentioned (1) the need to get rid of germ-breeding dirt, and (2) that you can save the energies of your customers by selling them aids. Then here's another point. Sell as many lines as possible. Many customers know nothing of some of the newer lines we are carrying. We believe in them. We must recommend them. Do it in this way. Suggest specific polish for specific purposes. Some customers come in and get what they vaguely call "some polish." They use it for all kinds of things, from silverware to wood work. There are special preparations for special uses. Sell them as such. Here is a particularly important point. Last year women came in after they had bought some housecleaning line or other, some of them, and complained of its ineffectiveness. In nearly every case where this happened, I proved the reason to be that women complaining had not followed the directions. Naturally, if they do not do as the manufacturer—who knows best—tells them, they can't expect the best results from the preparation. Keep this in mind, if you have any complaints. Moreover, guard against it by telling any customer who is buying something she has not used before that the directions are very good, and, if followed, you can guarantee the effectiveness of the preparation.

"All these plans carried out," summed up Masters, "we should have a crackerjack housecleaning week."

More About the Metric System

Instances That Prove Its Growing Popularity in Countries Hitherto Antagonistic —
Trade Opportunities Missed and Why — Some Objections Answered —
Russia, United States and British Empire Are Only Prominent
Non-users Now.

By Hugh S. Eayrs.

A SHORT article by the present writer appeared in a recent issue of Canadian Grocer, under the caption of "Adopting the Metric System". A number of grocers spoken to on the question desired to hear more about it. They did not commit themselves as to suggestions that it would be a wise move to replace our present system of weights and measures by the



metric or decimal system. They merely represented themselves to be of an open mind on the point. This article proposes

to furnish some further light on what the metric system consists in.

A contemporary, through its Editor, writes to Canadian Grocer as follows:—

"My attention was called to-day to the Editorial in your issue of July 14th and I was very much surprised to learn that you were advocating the adoption of that system of weights and measures.

The grocers, wholesale and retail, in

this country as a rule know very little about the metric system and care less. At my suggestion a reporter of the Boston Evening Record recently canvassed the grocers of Boston on this question and found that they did not want any change in their weights and measures."

The letter is from Samuel S. Dale, the Editor of "Textiles", a journal published in Boston. To dispose of it first of all, before going further into details of the metric system there are three answers to be made.

(1) The Editorial in this paper cited by Mr. Dale distinctly did not advocate the adoption in Canada of the metric system. It concerned itself merely with the statement that the war had done much to familiarize non-metric-using countries with the system. Not a single word suggested that the present method at figuring weights and measures should be replaced by the metric. Merely, the broad lines of metric figuring were indicated, and the system in vogue in Great Britain was referred to as "Quaint" and "inconsistent."

(ii) When Mr. Dale says that the grocers of the United States know very little about the metric system and care less he lays himself open to a query of chapter-and-verse, please. Does Mr. Dale know the opinions of representative grocers in every state? Boston has an infinitely small percentage of the grocers of the union. And if the grocers "know very little about the metric system" doubtless they "care less". Conversely, if they knew more they might care more.

(iii) The canvassing of the grocers of Boston by a reporter eliciting the news that the grocers of Boston did not want any change in their method proves nothing. How many grocers were canvassed? Did the canvasser ever suggest the metric system as an alternative? If not, how many grocers of Boston city of well informed not to say erudite people though it is, knew there was such a thing as a metric system, or knowing, are able to state its rules and details? If so, to how many grocers of Boston had the metric system been adequately explained? And then Boston is a very conservative city.

(iv) The statement that the grocers of Boston do not want the metric system is a moot point, very moot indeed. In a recent editorial the Boston Advertiser makes the statement, referring to the grocers of that city ".....the grocers say they want the metric system."

Grown in Favor

The metric system is growing in favor even in countries which we are taught to regard as and know to be

ultra-conservative and clinging to old forms and manners. I stated in my former article that two years of war had done more to familiarize non-metric-using countries with details of the decimal system than years of academic discussion. Orders from metric using countries, e. g. France, have gone to England and London, and specifications expressed in metric terms have led to people in these two countries becoming acquainted with the metric system. In many cases people thus newly acquainted have heartily approved the metric system and in no unqualified terms have confessed its superiority to our Imperial system. All give one reason, surely as potent as it is undeniable, that the metric system is infinitely simple. Two weeks ago full details of weights and measures under the metric system were given in Canadian Grocer. The metric system is based on the figure 10. Every greater



Consider the ease with which children could learn the simple "ten" system, and consider the difficulty with which we all learnt the irregular Imperial system.

weight on larger measure is greater than the unit by ten or multiples of ten. Our present system now 16 ounces to a pound; 14 pounds to a stone; 8 stones to a hundred weight: 16-14-8. The metric system runs 1 gram; 10 grams to a decagram; 10 decagrams to a hectogram; 10 hectograms to a kilogram; 10-10-10. Which is the simpler.

The same easy rule of multiplication by 10 applies to liquid measure in litres and to long measure in metres. Yet our Imperial system in the former is 2 gills to a pint, 2 pints to a quart; 4 quarts to a gallon; 2 gallons to a peck; 4 pecks to a bushel; 8 bushels to a quarter. Again 2-2-4-2-4-8: as against 10-10-10-10-10-10.

Consider the ease with which children could learn the simple "ten" system, and consider—and remember—the difficulty with which we all learnt the irregular, unsystematic Imperial system. The time-saving merits of the metric system have made a strong appeal to the teaching profession in England as the writer was in a position to confirm. Bodies of teachers have gone on record

again and again to that effect. Our own tables are unwieldy and their unreasonableness is distracting. Compound additions, multiplication, subtraction and division are hard for the English child to learn. Some never learn them but go through life unable accurately to figure, putting it down to the fact that they have "no head for figures". The metric system is merely a question of "tens" or of ciphers.

Losing Trade Opportunities

Undoubtedly, England, and to a smaller extent, we in Canada, have lost trade opportunities by our unwieldy system, English exporters have sent their goods to foreign importers and billed them in terms of Imperial weights and measures. To some foreigners these are just as unintelligible as and more so than pounds, shillings and pence are to Canadians. British Consuls abroad have warned traders in Britain again and again. There is an instance. In 1900 the British Consul at Amsterdam reported in the "Board of Trade Journal" as follows:

"The Iron and Steel Manufacturers' Unions of Germany have adopted a uniform system of dimensions. The classifications are making more and more progress in Germany not in the iron trades only but in other manufactures. In the future, Germany and the Continent generally will have a constantly increasing advantage over British manufacturers unless the metric system is fully and entirely adopted by Great Britain. I may mention as an undoubted fact that the preference which Germany has obtained herein Amsterdam over Great Britain as regards railway material is mainly owing to the existence of this metric classification."

It may be claimed that the metric system would not be the common method. Indisputably it would. The large and ever-growing number of countries in which perforce the decimal systems has been adopted is proof positive that it is fast coming, and that to stay. Every civilized nation of the world has adopted it excepting Russia, the United States and the British Empire.

In Canada we have some part way, as witness our partially metric system in money. That applies to the United States also.

This is the first of a series of articles by Mr. Eayrs on the pros and cons of the metric system. The opinions expressed therein are the writer's. They are not necessarily held or endorsed by Canadian Grocer. Forthcoming articles will deal with the "Trend of British Opinion Toward the Metric System," and "Objections." Meanwhile, any opinions from readers on any phase of the Metric System will be very welcome.—Editor's Note.

CANADIAN GROCER

ESTABLISHED 1886

The Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING COMPANY
LIMITED.

JOHN BAYNE MACLEAN, *President.*

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

H. V. TYRRELL, *General Manager.*

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

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

CANADA—

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

UNITED STATES—

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

GREAT BRITAIN—

London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director, Telephone Central 129600. Cable Address: Atabek, London, England.

Subscription: Canada, \$3.00 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, \$3.50 a year; other countries, \$4.00 a year. Single copies, 10c, invariably in advance.

PUBLISHED EVERY FRIDAY.

Vol. XXX.

TORONTO, SEPTEMBER 1, 1916

No. 35

A POPULAR phrase amended—"Worth its weight in canned goods."

* * *

DOC Cook could probably have reached the North Pole if he had only carried another pound of raisins in his kit.

* * *

THE Metric System would probably affect us like bitter medicine: Beneficial and not bad after we get accustomed to it.

* * *

YOU realize the world is small when the scratch of a king's pen in the Balkans knocks a few cents off the price of western wheat.

* * *

IF THE raisin gives more strength than meat then the champion pugilists of a future day may be known as the Muscatel Mixer or the Raisin-Fed Kid.

* * *

A DOCTOR has declared the raisin the greatest strength-giving food. The strength of the juice of the grape is beyond question. Taking it all around, the grape seems remarkably potent.

FLOUR'S HIGH RECORD

NOT for twenty years has the price of flour been where it is to-day. A recent advance has made a price for first patents of \$8.40, the highest point touched in twenty years. Readers who have been following the trend of flour as set forth in the market columns, from week to week, are familiar with the reasons of this high price for flour. The Canadian wheat crop will not be as large as last year. The

United States will have no exportable surplus of wheat this year. In both cases rust has been the fly in the ointment. Wheat values have been soaring steadily on account of these indications for the future. Add the factor of the closing of the Dardanelles, which shuts off wheat from Russia, and a very strong wheat situation is created. Consequently flour levels are inordinately high. Few are taking any chances in offering predictions as to future prices. It seems safe to say, however, that flour levels must remain much ahead of those last year, for the next few months.

WHERE ARE THE CHEAP LEMONS?

"LEMONS are at their best and cheapest in August, and it is well to lay in a stock of lemon syrup for future use."—*Toronto Globe.*

The *Globe* should follow the market news in CANADIAN GROCER more closely. Lemons have been the highest in price during July and August this year that they have been for the past seven years. During July they sold to the retail trade by the wholesalers as high as \$9 per case. During the present month they have been selling at \$8 and \$8.50 per case. At the beginning of July they were selling at \$5 a case. In a retail way lemons sold as high as 5c a piece or 60c per dozen in July of this year in certain instances. At the present time they are selling from 40c to 45c per dozen. Only on one other occasion within recent years have lemons been so high in price. Seven years ago they sold as high as \$10 a case. There was a dearth of lemons this year and the long-continued hot spell put lemons at a premium. These market changes in the price of

lemons were recorded in CANADIAN GROCER. With the first big advance of \$2 per case it was stated that there would probably be other advances. And lemons went up another \$2 per case the following week. Is this the kind of lemons *The Globe* hands the public in the shape of authentic news? It is such information as this that creates the idea that the retailer is responsible for high prices.

CANADA IMPORTS COCOA

WHATEVER else the war has done in changing our trade, it has not affected the importation to this country of cocoa. Statistics show that during the fiscal year which ended in March, 1916, the volume of cocoa beans brought to this country was 35,556 hundredweight. This is within a very few of the volumes brought in during the fiscal year ending March, 1914. It is practically equal to last year's imports, also. The value of imports this last year, however, was much higher.

While the imports of raw material are valued higher and have kept up so far as volume is concerned to the level of pre-war years, there is a decrease in the quantity of preparations manufactured from the cocoa bean. Canada cannot be described as a big cocoa-drinking country. The British in us makes us a very large consumer of tea. Our proximity to the United States induces an ever-growing consumption of coffee. Cocoa does not make a great deal of headway, though, truly, it does not go back very much.

FIGURING PROFITS CORRECTLY

ANOTHER page in this issue contains an article under the caption of "Produce Prices for Ten Years." Its conclusions are that butter, eggs and cheese have greatly increased in price during the decade. This raises the question as to whether or no grocers realize that they must figure along one line if they are going to breast the current of rising prices. Butter sold to the trade in 1906 for 21½ cents. If the grocer figured, as many do, on a certain number of cents profit, he would get a certain percentage. Say he sold at 4 cents profit, he would make 19 per cent. If he bought butter to-day at its market price of 35 cents, and figured that he would make a price to the consumer of 4 cents extra, his profit would only be 11½ per cent. profit. There is a vast difference between 19 and 11½. These figures, of course, are merely imaginary, and not quoted as concrete instances. But such grocers as make their retail prices by adding a definite number of cents to their wholesale prices, merely because they have always added that same number of cents, would find themselves badly out of pocket. The same thing applies, of course, to all articles. It is important to remember that fixed percentage should be based on a changing wholesale price.

THE DIGNITY OF THE RAISIN

IN these days it is customary for all who have attained eminence upon one line immediately to rush toward another—writing. Thus actresses, physicians, business experts give all sorts of advice to all sorts of people on all sorts of topics, for so much per line per paper. This is casting bread upon the waters. It returns after many days in the way of additional fame, that of an author.

Our cherished notions have recently been staggered by a physician-writer who tells us, in his daily talks on food, that the raisin is a real food. It is not to be regarded as a luxury any longer. It is a stern necessity. One pound of raisins, says this authority, will more than equal "a pound of beef or five pounds of fish, two pounds of eggs, four pounds of potatoes, two quarts of milk, half a peck of apples, or a dozen bananas."

This takes our breath away. After several readings, we are still unable to determine if a pound of raisins more than equals each one of these various foods mentioned, or if it more than equals a pound of beef or five pounds of fish, plus two pounds of eggs, plus four pounds of potatoes, plus two quarts of milk, plus half a peck of apples, or a dozen bananas. If it more than equals all those things grocers may sell out all other lines and indulge in a grand orgy of raisin sales. No longer will Chesterton be able to talk of "the wicked grocer grocing" who "sweeps the counter down, and calls the sand he thereby gets, his sugar—best in town." The wicked grocer will have no sand nor sugar. His stock will be raisins; his shelves will abound in this *multum in parvo*. There will be window displays of raisins. Advertisements by the grocer will no doubt advertise his "energy-producing raisins," guaranteed to produce distinctly more energy than those of any other grocer in town. Silent salesmen will show raisins in various enticing positions. Clerks will rise to hitherto unattained heights, passionately advising customers to buy raisins, one single pound of which will produce more energy than "one pound of beef, two pounds of, etc., etc."

There is another side to this new dignity of the raisin. Consider the wholesale way in which many people's cherished ideas of raisins as a luxury will be rudely shattered. The raisin to many has had an eminence all its own. It transcended the currant or the piece of citron peel. It left the humble prune far behind. The dried apricot could not attain unto it. The evaporated apple was infinitely lower in the sale of popular esteem and affection. The idea that the raisin is a "real food" and a necessity instead of a luxury will be a blow to many. The physician-writer should have left folk alone in their deep regard for the luxurious raisin. To declare it a real food may have raised its value, but it has lowered its charm.

Canned Goods Higher Still

W. H. Millman, Toronto Importer, Thinks Conditions Point to Higher Prices in Peas
—Returned from Trip to West Coast—Agreeably Surprised at Healthy
Business Conditions Found There.

“**C**ANNED peas will undoubtedly be higher than the present prevailing prices. Wholesalers are now selling them around \$1.20 per dozen, and I am firmly of the opinion that before next year's crop is in they will be selling around \$1.40 to \$1.45 per dozen. To the man who can buy and hold at present prices there is undoubtedly a chance to make some money later on. The prices from the canners will, of course, not be higher, as they have named their prices for the season's pack. But advantage will undoubtedly be taken of the shortage in the pack. Canners in Ontario have announced that they will be able to deliver only 90 per cent. of standard peas on orders that were booked prior to June 1. Orders since that date are not being filled at all. On the finer grades of peas the canners are only delivering 50 per cent.”

In these words W. H. Millman, sen., of W. H. Millman & Sons, importers and grocery brokers, gave his opinion respecting the canned goods situation. Mr. Millman has been on an extensive trip through Western Canada during the past five weeks, as far as Victoria, B.C., and made calls on many wholesale grocers throughout the Western section. He expressed himself to a representative of Canadian Grocer as agreeably surprised with conditions as he found them in the West, and particularly in British Columbia.

“There was a feeling of confidence among the wholesale grocers in Vancouver and Victoria. Some of them told me that their business at the present time is in a better condition financially than it has ever been. They have more ready cash on hand than they have ever had within recent years. Trade is coming in in larger orders than it has during the past two years. There is activity in the mining and lumber camps of British Columbia, and the help that these industries require consume big quantities of groceries. Agriculture is opening up more in that province. From the small towns in the country districts the wholesalers report a good trade. British Columbia is a province richer than any other in the Dominion, perhaps, in undeveloped resources. But they are being developed gradually, more slowly than on the prairies.

Fine Roads of B. C.

“It was one of the great pleasures of my trip to travel over the beautiful and well made roads of British Columbia. On

Vancouver Island there are hundreds of miles of roads radiating from that city that really make it a pleasure to travel over them. With their trees and mountains and rivers there is really enchanting scenery. Vancouver is becoming a large distributing centre, and will be more so in time to come. Edmonton hopes to corral the Peace River trade, and up to the present time undoubtedly has the advantage. For Edmonton has been the port of supply and outfit for all that north country. However, a railroad is now in course of construction from Vancouver north-east, by way of Fort George, that will make the Peace River country a hinterland for Vancouver.

Canned Peaches to Calgary

“With easy access to the California markets by water, British Columbia is in a very favorable position to import fruits and other commodities produced in that country. Oranges and lemons and peaches can there be secured at very reasonable prices. For instance, in the matter of canned peaches the Vancouver wholesalers import large quantities from California and can ship them as far East as Calgary and enter into competition with Eastern peaches. There will in all probability be a good crop of peaches for canning purposes in Ontario this year, with a price perhaps around 2c per pound. But even with this low price in Ontario wholesalers on the Coast anticipate that they will be able successfully to ship California peaches as far East as Calgary.

“As to other canned goods, such as peas and corn, the supply for British Columbia comes from Eastern Canada. Some tomatoes are canned there. Canned strawberries and raspberries come mostly from Eastern points, but the supplies of these will be very limited this year. British Columbia will have a fairly good apple crop and a good potato crop this year.”

Successful Business Trip

Mr. Millman was gratified over the result of his trip from a business standpoint. He found there was business to be had. Particularly in the country districts were things prosperous, and wholesalers were stocking up to a considerable extent for these needs. In some lines he found the wholesalers had allowed their stocks to run low because they had not anticipated present demands, and consequently had not stocked up when prices were lower than they are

at present. In Alberta, Saskatchewan and Manitoba he found there was a particularly good demand from all the country districts. Merchants throughout those districts are in a better position financially than they have been for some time past.

Evidences of Prosperity

He found that business men in Vancouver were generally more optimistic than reports would lead to believe. The swing of business is upward, helped along by the mining and lumbering industries. The war has stimulated these industries greatly. Lumber mills are running that had been closed for some time prior to and following the outbreak of hostilities. Many new mines have been opened and development work is going on in these. Vancouver has finely lighted streets, and the streets and stores would lead the visitor to form the opinion that there is considerable life and business there.

ONTARIO and QUEBEC RELATIONS

A gathering of Ontario and Quebec professional and business men held at the Ritz-Carlton in Montreal during the week and presided over by Zepherin Herbert of the Council of the Board of Trade decided to inaugurate an active campaign to promote better relations between the two provinces. The meeting was arranged by Arthur Hawkes.

Amongst the Ontario representatives present were Messrs. J. M. Godfrey, president of the Canadian National Service League; Hon. Col. Mulloy, S. R. Parsons, vice-president of the Canadian Manufacturers' Association; Col. Leonard, of St. Catharines; A. E. Ames and H. Gundy, of Toronto.

It was decided to arrange a visit to the Province of Quebec by a delegation of about 50 representative Ontario men, who will be received at Montreal by a similar number from this province, and accompanied to the places already named, where the proceedings will not touch questions now in political controversy. It is expected that the excursion will take place about the middle of September.

Butter-making competitions were introduced at the Canadian National Exhibition in 1899 for the first time in America. They are similar to those given at the Dairy Shows in Great Britain.



CURRENT NEWS OF WEEK

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



Quebec and Maritime

W. Pae, of Stevenson & Pae, of Liverpool and Glasgow, passed away on Aug. 4th. The deceased was well known throughout the produce and provision business in Britain and Canada, and was often a visitor to Montreal and Toronto.

Mortimer B. Davis, president of the Imperial Tobacco Co. of Canada, has been elected to the board of the Royal Bank of Canada to fill the vacancies caused by the death of Wiley Smith, Halifax. Mr. Davis has been interested at various times in several Canadian enterprises, but it is in his connection with the tobacco trade that he is more prominently associated with the public eye. He was for many years associated with the firm of S. Davis & Sons, founded by his father, and was later prominently connected with the consolidation of various interests under the corporate title of the Imperial Tobacco Company of Canada, which covers various branches of the tobacco field. He has also taken an active interest in mining development in Northern Ontario. He was at one time a director of the Union Bank, but retired in 1910.

The Executive Committee of the New Brunswick Provincial Branch of the Retail Merchants' Association of Canada have decided to hold a commercial rally of the retail merchants of New Brunswick in St. John, N.B., on September 19th and 20th, the object being to secure a closer co-operation between manufacturers, wholesalers and retailers, and to show to all the value and aims of the Retail Merchants' Association. One feature of entertainment will be a large complimentary banquet given by the merchants of St. John to visiting delegates. The presidents of Fredericton and St. Stephen local branches are organizing automobile tours of merchants to attend this great "rally." President Murray, of Fredericton, reports twelve automobiles for the tour after the first day's canvas. It is expected that this will be the largest gathering of merchants ever held in St. John.

Ontario

Bread in Sarnia is now selling at eight cents per loaf, which is said to be the highest ever recorded in that city.

The former grocery store on Secord Street, Port Arthur, operated by J. Roberts a few years ago, is to be opened

again under the management of the owner of the property, A. J. Lavaek, of St. Anne.

The Galt Waterworks Commission is considering the proposition of making ice in the winter and selling it to the vendors. There is always an abundant supply of water in the winter months, and by making ice the commission would not only derive a revenue, but would furnish citizens with pure spring water ice, which is hard to procure now.

York County bakers at a meeting at Richmond Hill decided to increase the price of bread to fourteen cents per large loaf, an increase of from two to four cents over present prices. The twenty-five or so bakers present from all parts of the county also formed an association, with Mr. H. T. Grimshaw, of Aurora, as president. North York and a large portion of South York will be affected by the increase in bread prices.

The Retail Grocers' Association of Toronto are circulating a petition among the grocers of the city for signature in favor of closing all grocery stores each evening except Saturday or days before a holiday. The petition also asks for closing on Wednesday afternoons on weeks in which there is no other holiday. It is necessary, in order to make a by-law along this line, to secure the bona-fide signature of 75 per cent. of the retail grocers of the city.

Free ice cream for the kiddies in Toronto recently became very near to being a fact when a small blaze broke out in an ice cream factory in the rear of 68 Davenport Road.

The firemen arrived shortly after the outbreak was noticed, but they did not use the ice cream to quench the blaze. The water pressure was fortunately high enough, and the youngsters were at least spared the sight of good ice cream going up in smoke.

The building, which is occupied by A. L. C. Hopkins, suffered to the extent of about \$200, while the damage to the contents amounted to about \$100. The loss was fully covered by insurance.

Western Canada

The contract for the erection of the new warehouse of Campbell, Wilson & Horne Co., wholesale grocers, at Red Deer, Alta., has been let.

R. E. C. Hooper has been appointed by the Codville Co. to cover Moose Jaw

territory in place of F. C. Graham, who has resigned and gone to Toronto, where he will engage in the manufacture of furniture polish. Mr. Hooper is from Vancouver.

The North-West Biscuit Co., which has been in Edmonton but a few years, has outgrown its present home and its plant, and thousands of dollars are now being expended to add an additional story to the building and instal new ovens and other equipment.

John Duthie, of the A. Macdonald Co., who is leaving the Winnipeg branch to take up a more responsible position with the firm in Port Arthur, was last week presented by his fellow-employees with a handsome silver tea service. J. K. Livingstone acted as spokesman.

Leonard & Flanagan, Medicine Hat, announce a dissolution of the partnership which has existed during the last five years. Mr. Flanagan is retiring from the business, and Mr. Leonard having bought out his partner's interest will continue it at the same stand on North Railway street. The firm has carried on a general store business but Mr. Leonard intends to drop the dry goods end and devote himself entirely to groceries.

BETTER QUALITY APPLES

Halifax, N.S. — Dominion Fruit Inspector George H. Vroom, who has completed a careful survey of the apple producing district of Nova Scotia, says: "Last year 592,000 barrels of apples were marketed. My opinion after having been practically all over the counties of Kings, Annapolis and Hants, is that there will be as many barrels of apples marketed this year as last. Apples this year are of better quality than last year. There will therefore be a larger per cent. fit to pack and there does not seem to be as many apples on the trees this year as last, but the quality will make the difference."

A. E. MacMahon, general manager of the United Fruit Companies, does not think that the total will exceed half a million barrels.

Nearly everything that Canada makes, mines or grows is exhibited each year at the Canadian National Exhibition.

"Snowflake" Ammonia

has not increased in price, even though the cost of its ingredients have more than trebled.

The Original Powdered
Ammonia Is
"Snowflake"



THE
Cartons
contain the *same*
quantity and quality of
Ammonia as formerly.

WE
have
been able to
maintain our
old price, simply
because the
demand for
"Snowflake" has
been such as to
warrant our *placing*
large contracts for
raw materials, previous
to the advance in
prices.

S. F. Lawrason & Co., London, Canada

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

WE are prepared to take care of all mail-orders; fill and ship them promptly, at the old price for the 5c. and 10c. package.

The Original Powdered Ammonia Is "Snowflake"



the moving of troops and munitions and grain, we would suggest that you send in your orders **EARLY**. Thus you may avoid disappointment in the arrival of shipments.

PRICES

5c. package, 3 doz. to the case - - - \$1.25
 10c. package, 3 doz. to the case - - - \$2.25
 5 case lots and upwards less 5%. Freight paid.

Owing to the present transportation congestion, due to the shortage of help, and the increased service required for

MAIL YOUR ORDER TO-DAY TO YOUR JOBBER.

We will fill and ship promptly.

S. F. Lawrason & Co., London, Canada

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

Further Advance of 30 Cents in Flour

Sugar Weaker, Decline Looked For—Canned Salmon to be Higher—New Prices to be Named Almost Immediately—Canned Vegetables Higher—Mill Feeds Have all Advanced.

Office of Publication, Toronto, August 31.

The announcement of the entry of Roumania into the war on the side of the Allies came just a little too late to forestall an advance of 30c per barrel in the price of flour. Flour is now at the highest point in twenty years. Graham flour and wheat flour advanced in sympathy with first patent flours. There was a fluctuation of $9\frac{3}{4}$ cents per bushel in the price of wheat on Monday of this week. The demand for flour has been good. Business is being done on a 30-day basis. If the price goes down in the meantime, the buyer will get the benefit of the decline. This has had a tendency to cause merchants to protect themselves on an advancing market. There is a heavy demand for mill feeds and millers have had to limit the amount of orders in some cases. Prices have advanced on bran, shorts and middlings. Sugar is weaker and a decline is predicted for the near future. Reports from Ontario points indicate that there has been an improvement in the supply of Western salmon. Prices are firm. Mackerel and sole are expected from the New York market this week. This will be the first of the season. Farmers throughout Ontario are busy harvesting and shipments of hogs have been light. It is anticipated that with the completion of harvesting, larger shipments of hogs will come in and prices may become easier. There has been a big consumption of cooked meats and prices are firm and high.

Butter prices have again advanced. There has been a heavy export demand. Prices are high compared with prices during the corresponding period of last year. Cheese also advanced further during the week. A Government official has predicted an egg famine during the coming winter, but commission men are incredulous. They are of the opinion that prices will be high during the winter, but do not think they will reach famine prices.

Reports from the West indicate that the prices on this year's salmon pack have caused uneasiness among jobbers. Prices are considerably higher than last year and will be still higher following the increased freight rates effective Sept. 1. On the average jobbers expect to get about 50% delivery. Reports from Ontario and Quebec on the potato crop are very disappointing.

Quebec Markets

Montreal, Aug. 31.—Canned corn has again advanced. Packers state that they are out of baked beans and tomato sauce, until the fall output. A stiffening in prices in all canned goods is anticipated. Butter is soaring ahead. Prices in all lines advanced one cent, and some of the country boards report record figures. Cheese prices are undisturbed this week, but values have steadily climbed to the highest level in the history of the industry, and some members of the trade say they would not be surprised if quotations went still higher. The exports have been 90,000 boxes in excess of the same period last year, so that the increase in receipts of 45,000 boxes, is

more than swallowed up. Eggs, too, have shown an advance.

Flour has advanced again, while all feeds have gone up. Millers generally discount sharp reactions in grain market such as the one on the Roumanian war declaration, and opinions are heard that wheat will go to record prices. Anyhow flour is firm at the advanced price. All lines of feed have advanced. Orders are conservative, but even so millers are away behind with orders.

Following the advance in wrapping paper there is an advance in cotton twine of about $2\frac{1}{2}$ c a lb.; three ply being now $27\frac{1}{2}$ to 28c, and four ply $30\frac{1}{2}$ to 31.

SUGAR.—Prices in raw sugar have weakened since our last report, and sales were reported at 6 to 7 points lower. But this has not weakened the general situation of the market, as the large refiners are still refraining from buying while the big Cuban syndicate are still off the market except at their

MARKETS IN BRIEF

QUEBEC MARKETS.

PRODUCE AND PROVISIONS—
Eggs have advanced.
Butter again advanced.
Pork products unchanged.
Heavy exports of cheese.

FLOUR AND FEED—
Another advance in flour.
Mill feeds advanced.
Wheat fluctuating.
Millers behind with orders.

FRUITS AND VEGETABLES—
Potato crop disappointing.
Home-grown fruits arriving.
Melons declined in price.
Tokay grapes arriving.

FISH AND OYSTERS—
Pike firm at last advance.
Salt fish firm.
Better supply of smelts.
Fish market perturbed.

GENERAL MARKETS—
New canned goods prices.
Cotton twine advanced.
Sugar weaker.
Molasses firm at increase.
Primary pepper markets active.

ONTARIO MARKETS.

FLOUR AND CEREALS—
Flour up 30c.
Millfeeds advance \$1.
Wheat fluctuates.
Cereals only fair demand.

FRUIT AND VEGETABLES—
Blueberries higher.
Peach crop short.
Tomatoes cheap in price.
Pickling cucumbers in.

FISH AND OYSTERS—
Whitefish scarce
Mackerel and sole expected.
Supply not equal to demand.

PRODUCE AND PROVISIONS—
Live hogs firm.
Butter higher.
Eggs and cheese advance.
Honey moves slowly.

GENERAL GROCERIES—
Sugar weak.
Canned goods up.
Dried fruits firmer.
Cream of tartar lower.

MANITOBA MARKETS.

FLOUR AND CEREALS—
Flour jumps to \$8.30 per bbl.
Merchants afraid of high market.
Wheat continues to advance.
Alberta wheat crop is good.
Higher prices for feeds.

PRODUCE AND PROVISIONS—
Live hog market eases off.
Meats are unchanged.
Butter up; No. 1 creamery 32c.
No. 1 candled eggs at 25c.
Cheese up with butter market.

FISH AND POULTRY—
Poultry arriving better.
Broilers bringing 25c per lb.
Fowl plentiful at 21c per lb.
More trout next week.

FRUIT AND VEGETABLES—
Peaches and tomatoes big sellers.
Ontario tomatoes \$1.25 11-qt. basket.
Tokay grapes now on market.
New B.C. potatoes down to $1\frac{1}{2}$ c lb.

GENERAL GROCERIES—
New pack salmon open high.
Pepper and cloves advancing.
Better grade nutmegs scarce.
Cane syrup seller at decline.
New raisin prices expected.
Split pea market firm.

price. The break was due to speculators who could not carry their holdings and had to come in.

Quotations are maintained this week at previous level. Buying continues of the conservative order, with stocks in merchants hands very low. The market, therefore, is in a very peculiar state, with no one caring to look very far into the future.

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

*Not new prices; have been in force some time.

MOLASSES.—After the increase noted last week molasses have been very firm, but there has been no further advance. Buying has not been checked in any way, and all quarters report satisfactory business for the time of the year.

	Fancy.	Choice.
Barbadoes Molasses—	Island of Montreal.	
Punchoons	0 62	0 54
Barrels	0 65	0 57
Half barrels	0 67	0 59
For outside territories prices range about 3c lower.		
Carload lots of 20 punchoons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.		
Corn Syrup—		
Barrels, per lb. 3½c; ½ bbls. 4c; ¼ bbls.	0 04½	
Pails, 85½ lbs., \$1.95; 25 lbs.	1 40	
Cases, 2 lb. tins, 2 doz. in case.	2 65	
Cases, 5 lb. tins, 1 doz. in case.	3 00	
Cases, 10 lb. tins, ½ doz. in case.	2 90	
Cases, 20 lb. tins, ¼ doz. in case.	2 85	
Cane Syrup—		
Barrels, lb., 5½c; ¼ bbls.	0 05½	
Cases, 2 lb. tins, 2 doz. in case.	4 80	

DRIED FRUITS.—The market has taken on a quiet tone, with just enough demand to keep prices steady, and stock moving. The great consideration now is the question of the coming new crops, and how the congested transoceanic freightage will affect the transportation. The two points are of course vital, for upon them depend the well being of the fall and Christmas buying. The reports just to hand, so far as the Eastern producing countries are concerned, are both good and bad. In this way. There will be more currants, raisins, figs, dates etc., free for importation owing to the fact that there will be a smaller Government call upon them, real money being demanded instead of in kind, but as the crops themselves are reported below average the situation works out just the same. As to the freightage, nobody cares to say what is likely to happen.

EVAPORATED FRUITS.		Per lb.
Apples, choice winter, 25-lb. boxes		0 09½
Apples, choice winter, 50-lb. boxes		0 09
Apricots		0 14

Nectarines, choice	0 11½
Peaches, choice	0 08
Pears, choice	0 13½

DRIED FRUITS.

Candied Peels—	
Citron	0 24
Lemon	0 20
Orange	0 19
Currants—	
Filiatras, fine, loose, new	0 14
Filiatras, packages, new	0 15
Dates—	
Dromedary, package stock, old, 1-lb. pkg.	0 10
Faris, choicest	0 12½
Hallowee, loose, new	0 09½
Hallowee, 1-lb. pkgs.	0 09
Figs—	
8 crown, 12-lb. boxes, fancy, layer, lb.	0 12
7 crown, 12-lb. boxes, fancy, layer, lb.	0 12
8 crown, 12-lb. boxes, fancy, layer, lb.	0 11½
1 lb. glove boxes, each	0 12
Cal. bricks, 10 oz.	0 09½
Cal. bricks, 16 oz.	0 10
Cal. layers	0 10
Cal. fancy, table, 10 lbs.	1 50
Prunes—	
30 to 40, in 25-lb. boxes, faced	0 11
40 to 50, in 25-lb. boxes, faced	0 10½
50 to 60, in 25-lb. boxes, faced	0 10
60 to 70, in 25-lb. boxes, faced	0 09½
70 to 80, in 25-lb. boxes, faced	0 09
80 to 90, in 25-lb. boxes, faced	0 09
90 to 100, in 25-lb. boxes, faced	0 08
Raisins—	
Malaga, table box of 22 lbs., 3-crown cluster, \$2.80; 4-crown cluster	3 75
Muscateles, loose, 3-crown, lb.	0 09
Muscateles, 4-crown, lb.	0 09½
Cal. seedless, 16 oz. pkgs.	0 12½
Fancy seeded, 16 oz. pkgs.	0 10½
Choice seeded, 16 oz. pkgs.	0 10½
Valencias, selected	0 11
Valencias, 4-crown layers	0 11½

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

DRIED VEGETABLES.—The market is on the dull side with merchants holding off buying so long as is absolutely necessary. Although stocks are not plentiful orders are always met, if not the same day, then in a day or two. Thus the market is very firm with no decided and general change in quotations. Beans will probably remain firm until the new crop, and some say even then. Quebec shipments in peas continue steady although not of large volume. There is no change in prices, with orders passing sufficient to carry for immediate needs.

Beans—	
Canadian, 3-lb. pickers, per bushel	5 00
Canadian, hand-picked	5 90
Canadian, 5-lb. pickers	5 60
Yellow eyes, per bushel	5 70
Lima, per lb.	0 08
Peas, white soup, per bushel	3 25
Peas, split, bag 98 lbs.	5 00
Barley, pot. per bag	3 25
Barley, pearl, lb.	0 04½

SPICES.—The primary markets in pepper have been much more active especially in black pepper. White has been quiet. In the States, blacks have been selling much more below import cost than whites. This article next to nutmegs has been more directly affected by the recent forced selling than anything else in spices. The spot prices of black peppers are still markedly below future prices, especially Malabars which are two to three cents below cabled figures from India.

	5 and 10-lb. boxes.	¼-lb. pkgs. dozen.	¼-lb. tins lbs.
Allspice	—0 16	—0 09	—0 23
Cassia	—0 27	—0 37	—0 37
Cayenne pepper	—0 28	—0 38	—0 38
Cloves	—0 30	—0 32	—0 39
Cream tartar—55 to 57c.			
Cinnamon, per lb., 35c.			
Ginger, Cochiti	—0 25	—0 25	—0 31
Ginger, Jamaica	—0 28	—1 15	—0 29
Mace	—0 80	—0 80	—1 00
Nutmegs	0 45	—0 45	—0 80
Peppers, black	—0 28	0 85	—0 38
Peppers, white	—0 35	1 15	—0 37
Pastery spice	—0 22	0 95	—0 29
Pickling spice	0 15	—0 22	—

Turmeric	0 21—0 23
Lower prices for pails, boxes or ballers when delivery can be secured.	
Cardamom seed, per lb., bulk	2 00
Carraway—	
Canadian	0 13
Dutch	0 20
Cinnamon, China, lb.	0 14½
Mustard seed, bulk	0 19
Celery seed, bulk	0 35
Shredded cocoanut, in pails	0 21
Pimento, whole	12-15

NUTS.—The outstanding feature of the markets is an advance of one cent in Grenobles making the price now 18 to 19. This is due to diminishing stocks and the maintenance of a steady demand. Almonds are scarce which accounted for their advance last week. Naturally the market is firm, with a seasonable demand apparently unchecked by the enhanced price. As a matter of fact stocks of all kinds in users hands are so low, owing to the hand-to-mouth buying policy pursued so long, that immediate requirements have to be obtained no matter what price. Apart from this little ripple, the market is undisturbed with an undertone of strength.

Almonds, Tara, new	0 19	0 20
Grenobles	0 18	0 19
Marbots	0 13½	0 14
Shelled walnuts, new, per lb.	0 36	0 37
Shelled almonds, 25-lb. boxes, per lb.	0 40	0 42
Sicily vliberts	0 18	0 19
Filberts, shelled	0 35	
Pecans, large	0 19	0 20
Brazils, new	0 15	0 16
Peanuts, American, roasted	0 09	0 12½

COFFEE.—Still an unbroken market with prices holding steady under a fair demand. It is apparent that stocks in merchants' hands are not heavy as buying partakes of a hand-to-mouth character. But the present state of the market permits of this without danger. So long as it does so, all is well, but the congested state of the worlds' shipping, and the war situation, does not allow of buying going to sleep over the markets. It is well to keep one's weather eye open.

Coffee, Roasted—	
Bogotas, lb.	0 27
Jamaica, lb.	0 22
Java, lb.	0 33
Maracaibo, lb.	0 22
Mexican, lb.	0 27
Mocha, lb.	0 33
Rio, lb.	0 18½
Santos, lb.	0 21
Chicoiry, lb.	0 12

TEA.—The market is quiet, with no disturbing feature immediately in view. Fair amount of business is being done, with stocks in hand more than sufficient to meet all requirements. The fact noted last week that better quality tea was in increased demand compared with the inferior, shows that not only consumers tastes are being educated, but that they are in a better position financially to gratify them.

RICE AND TAPIOCA.—The market is dull and uninteresting. No change is reported, with orders very conservative. Only sufficient quantity is being moved to supply immediate needs. Reports from primary markets while not optimistic are not pessimistic, and may be, with uninterrupted transportation, and ready at the time when wanted, the market

will remain steady and sufficient stocks secured to meet the coming fall demand, which should be heavy on account of the present low quantities held.

CANNED GOODS.—Opening prices on different grades of salmon have been issued by the canners, but jobbers have not yet made up their prices fully. It is apparent from the reports which we have made from time to time that buyers must face much heavier prices, so that little consternation will be felt when the whole list is published. No one can grumble at increased prices when those increases are legitimate, and not the result of a speculator's ring. With shortage in pack, and increases in cost of canning, the advance in salmon is apparently justifiable. The prices issued as yet show that Chum salmon is quoted at \$1.00, an advance of 5c; with clover leaf \$2.75 for talls, and \$3.00 for flat, an increase of 25c. The market is stiff, too, in other lines and prices generally are slated for a general advance. Corn is quoted at \$1.10 which is an advance of 10c. Garden peas is firm at last weeks advanced price of \$1.10; \$1.12; \$1.12½. Early June remains at \$1.22½ and red raspberries at \$2.40 per doz. Canned tomatoes maintain the last advance of 5c on minimum price. The demand is steady, for merchants must buy as their stocks are low, and only capable of meeting the demand with repeated ordering. Baked beans in tomatoe sauce are ripe for an advance as packers report being out of stock, and that the fresh can will not be ready until the fall.

Ontario Markets

Toronto, Aug. 31.—The two interesting situations in the market during the week are those of flour and sugar. Flour has advanced to \$8.40 in car lots, and all mill feeds have increased the pace. Wheat is in a fluctuating state. With the entry of Roumania into the war, wheat prices were driven down approximately 10c per bushel, but on the second day recovered almost half of the loss. The tendency to firmness again in wheat also confirms the present high prices for flour. Well informed flour men think prices for first patent flours have reached pretty near the high limit. At the present time they are higher than they have been for over twenty years. There is a wide spread between winter wheat flour at \$5.80 per barrel in car lots and first patents at \$8.40. There are those who look for this to be reduced by winter wheat flour increasing in price.

SUGAR.—The sugar market is very weak. On August 8 a new low level for

centrifugals was established at 5.77c for sales ex-store New York by American refiners, thus establishing a market quotation at this figure, at which it has remained nominally ever since, until Monday of this week, when a new and lower level was established by the sale of 3,000 bags at 5.25c ex-store New York. At this figure it remains at the time of writing, with buyers showing no further interest. Refined sugar went as low as 7c in New York, which on an equal parity is a full half cent lower than Canadian refined. The wholesale situation is asserted to be an enigma by well informed sugar men. Statistically, they point out, the position improves every day. During the past week Cuban stocks were reduced 23,000 tons, which is only 10,000 tons above the same period last year. There now remain only three centrifugals grinding, as against four at the same time last year, which would seem to indicate that available supplies of raws are nearing an end. Receipts at shipping ports were less than 10,000 tons with exports over 23,000 tons during the week. But a fact which militates against high prices for sugar lies in the small consumption of refined sugar both in the United States and Canada. Meltings during the week were only 49,000 tons, as compared with 66,000 tons for the same week last year, 71,000 tons in the same week in 1914, and 64,000 tons in 1913. Meltings are taken as an indication of sugar being consumed. Some Cuban raws in distressed cargoes are obtainable as low as 4.50c. One of the factors that point toward lower sugar is the present differential between raw and refined of 1.35c per pound between the asking price of raws and the lowest quotations for granulated. Ordinarily the differential is only .80c per pound. Everything points to a further decline in refined sugars.

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

MOLASSES.—There is very little stock moving in the molasses market. The new crop of Barbadoes will not be in until March, 1917. The big consumption of molasses is on between September and March. Business is expected to be more brisk with the cooler weather of the present month. A better demand is expected to have a firming tendency on

prices. Locally there have been no price changes.

Barrels, about 750 lbs.	0 04½
Half barrels, about 350 lbs.	0 04½
Quarter barrels, about 175 lbs.	0 04½
Cases, 2 dozen 2-lb. tins	3 00
Cases, 1 dozen 5-lb. tins	3 40
Cases, ½ dozen 10-lb. tins	3 30
Cases, ¼ dozen 20-lb. tins	3 25
Cane Syrups—	
Barrels, lb., 5¼c; ½ bbls.	0 05½
Cases, 2 lb. tins, 2 doz. in case	4 80
Molasses—	
Fancy, gallon	0 61
West India	0 45

TEAS.—The better grades of teas have advanced a farthing to a halfpenny in the London market, with common teas lower in price. The demand has not been big. The quality of Ceylon teas on the whole now offering is poor, but Indian teas, on the other hand, are fairly good. There has been an easier tendency in Pekoe sous, which in the good average grades are quoted around 22c per pound, a decline of 2c.

	Per lb.
Pekoe Souchongs	0 22
Pekoes	0 25
Orange Pekoes	0 28
Broken Pekoes	0 30
Broken Orange Pekoes	0 32

These prices do not indicate the wide range in tea values. They are for good average grades, and meant to give some indication of price movements.

COFFEE.—There is a firmness in the coffee market, as reflected in the closing bids for future deliveries for coffee on the New York coffee market. These futures ranged all the way from 9.27c in September to 9.58c for deliveries next July. Fine weather conditions are reported in all the Brazilian fields. The stocks of coffee in New York show a decline as compared with the same period last year. At the time of writing there were 814,423 bags on hand, as compared with 1,863,062 bags last year. Receipts at Rio and Santos this year have thus far been considerably under those of last year, port records showing that 2,614,000 bags have been received, as against 3,132,000 bags at the same time last year. Local prices hold firm, with an increase of a cent per pound in Rio.

Coffee, Roasted—	
Bogotas, lb.	0 27 0 31
Jamaica, lb.	0 25 0 28
Java, lb.	0 33 0 38
Maracabo, lb.	0 25 0 28
Mexican, lb.	0 27 0 28
Mocha, lb.	0 33 0 36
Rio, lb.	0 30 0 31
Santos, Bourbon, lb.	0 24 0 24
Santos, lb.	0 21 0 23
Chicory, lb.	0 13 0 15

SPICES.—Reports from wholesalers assert that the demand for spices of all kinds have been better this year than last year. There seems to be more money in circulation, and the decrease in population through the troops being away apparently has made no perceptible difference in consumption. Cream of tartar is easier in price this week, the price being shaded 5c per pound, and is now quoted at 50c. Stocks now on the way from France will make still cheaper goods on their arrival. These are expected in about a month's time. All other prices hold firm.

	Pure, lb.
Allspice	0 18
Cassia	0 32
Cinnamon	0 50

Corn Syrup—	
2s, per case 2 doz.	3 18
5s, per case, 1 doz.	3 53
10s, per case, 1/2 doz.	3 43
20s, per case, 1/2 doz.	3 42
1/2 barrels, cwt.	5 05

B.C. Cane Syrup—	
2-lb. tins, 2 doz. to case, per case.	3 80
5-lb. tins, 1 doz. to case, per case.	4 45
10-lb. tins, 1/2 doz. to case, per case.	4 15
20-lb. tins, 3 tins to case, per case.	4 05

(These prices prevail in Winnipeg, Calgary, Regina, Edmonton, Strathcona, Moose Jaw and Lethbridge. For Saskatoon they are 5c case higher.)

Molasses—	Per gal.
Barbadoes, 1/2 bbls., per gal.	0 70
New Orleans	0 37
New Orleans, tins, 24 x 2 lb. case, \$2.35; 24 x 3 lb. case, \$3.15; 12 x 5 lb., \$2.75; 6 x 10 lb., \$2.65.	

DRIED FRUITS.—Currants—The primary market very high. A little buying going on locally, but not heavy volume. Raisins.—Fairly heavy sales have been made for August shipment on account of the advance in freights which takes place Sept. 1, from California points. Prunes.—No material change in this market. Dates.—High-grade dates advanced 1/2c per lb. Peaches and apricots.—The market remains very firm.

Dried Fruits—	
Evaporated apples, choice, 50's	0 07 1/2
Evaporated apples, choice, 25's	0 08 1/2
Evaporated apples, 3-lb. cartons	0 30
Pears, choice, 25's	0 12 1/2
Apricots, choice, 25's	0 14 1/2
Apricots, choice, 10's	0 15 1/2

Peaches—	
Choice, 25-lb. boxes	0 07 1/2
Choice, 10-lb. boxes	0 08 1/2

Currants—	
Filiatras, wet, fresh cleaned	0 15 1/2
1 lb. package Amalias	0 15 1/2
2 lb. package	0 33

Dates—	
Hallowee, loose, per lb.	0 09
Hallowee, 12-oz. pkgs.	0 08 1/2

Raisins, California—	
16 oz. fancy, seeded	0 10
16 oz. choice, seeded	0 10 1/2
12 oz. fancy, seeded	0 06
12 oz. choice, seeded	0 07 1/2

Raisins, Muscatels—	
3 crown, loose, 25's	0 08 1/2
3 crown, loose, 50's	0 08 1/2

Raisins, Cal. Valencias—	
25-lb. boxes	0 09
50-lb. boxes	0 09 1/2

Prunes—	
30 to 100, 25s	0 07 1/2
30 to 90, 25s	0 07 1/2
70 to 80, 25s	0 08
60 to 70, 25s	0 09
50 to 60, 25s	0 09 1/2
40 to 50, 25s	0 10 1/2

Peels—	
Orange, lb.	0 17 1/2
Lemon, lb.	0 18
Citron, lb.	0 21 1/2

DRIED VEGETABLES.—With the bean market very high and firm, the trade is showing very little interest. Until a decline takes place, or stocks in Winnipeg become depleted, there will be very little buying done. The split pea market is very firm, and will advance due to shortage in the East. For the same reason whole peas are very firm. New crop peas are rather late this year, and will not be on the market probably until late in October.

Beans—	
Japanese white beans, bushel	5 30
California Lima Beans—	
80-lb. sacks	0 07 1/2
Barley—	
Pot, per sack, 98 lbs.	3 20
Pearl, per sack, 98 lbs.	4 30
Peas—	
Split peas, steak, 98 lbs.	5 50
Whole peas, bushel	3 30

RICE.—Some activity is expected in rice within the next few weeks Tapioca and sago remain as last week.

Rice and Tapioca—	
No. 1 Japan, per lb., 100-lb. bags	0 05 1/2
No. 2 Japan, per lb., 100-lb. bags	0 04 1/2
Siam, per lb., 100-lb. bags	0 04 1/2

Patna, per lb., 100-lb. bag	0 07 1/2
Carolina, per lb., 100-lb. sacks	0 08 1/2
Sago, pearl, sacks, per lb.	0 08
Tapioca, pearl	0 08 1/2

COFFEE.—The market continues to firm up, but there has been no sensational advance.

Coffee—	
Green, choice, No. 7 Rio	0 14 1/2
Green, choice, No. 5 Rio	0 16
Green, Santos	0 18 1/2
Roasted Rio, in bulk, bbls.	0 18 1/2
Roasted Santos	0 23
Maracaibo, green	0 19
Chicory, lb., Canadian, 14-lb. tins	0 10 1/2

SPICES.—In the primary market pepper is up 1c. Cloves are strong and advanced 1c per lb. in the last ten days. Nutmegs are scarce, particularly the better grades.

Allspice, ground	0 11 1/2
Cassia, ground	0 22
Cream of tartar, 98% guaranteed	0 56
Cloves, whole	0 26
Cloves, ground	0 28
Ginger, Jamaica, ground	0 22 1/2
Nutmegs, ground	0 28
Pepper—	
Ground, black, 10-lb. boxes	0 27
Ground, white, 10-lb. boxes	0 31
Whole, white	0 31 1/2

ALBERTA MARKETS (EDMONTON)

By Wire

Edmonton, Aug. 30.—Crop conditions generally speaking are excellent and cutting is well under way. The yield is not up to last year, but is sufficiently large to create optimism for the future. Business is brisk especially with the districts north of here. Wholesalers report collections improved, and business all round in good condition. This is the first week in many months that no price changes have taken place.

General—	
Beans, small white Japan, lb.	0 08 1/2
Flour, No. 1 patent, 98's	4 35
Molasses, extra fancy, gal.	0 75
Rolled oats, ball	3 15
Rolled oats, 80's	2 90
Rice, Siam, cwt.	4 80
Potatoes, local, per bush.	0 50
Sago and tapioca, lb.	0 10
Sugar, pure cane, granulated, cwt.	9 05
Shelled walnuts, finest halves, lb.	0 49
Shelled walnuts, broken, lb.	0 30

Produce and Provisions—	
Cheese, No. 1 Ontario, large, per lb.	0 21
Butter, creamery, lb.	0 34
Butter, No. 1, dairy, lb.	0 25
Lard, pure, 5s, per case	10 30
Bacon, smoked backs, per lb.	0 23 1/2
Bacon, smoked bellies, per lb.	0 25 1/2
Lard, pure, 3s, per case	10 00
Eggs, new laid, per doz.	9 00
Eggs, No. 1	8 00

Canned Goods—	
Tomatoes, 3s, standard, case	3 70
Corn, 2s, standard, case	2 65
Peas, 2s, standard, case	2 65
Tomatoes, gals, case	2 50
Tomatoes, 2s	3 25
Tomatoes, 2 1/2s	3 25
Tomatoes, 3s	3 45
Apples, gals., Ontario, case	2 00
Raspberries, 2s, Ontario, case	4 90
Salmon, finest sockeye, talls, 48x1s, cs.	10 00
Salmon, pink, talls, 48x1s, per case.	4 50
Lobster, 1/2s, per doz.	3 00

ALBERTA MARKETS (CALGARY)

By Wire

Calgary, Aug. 30.—Flour No. 1 patent 98's, is now quoted at 4.20 an advance of 15c over previous price. Tapioca and sago have eased off 1/2c and are quoted locally at 9c. Bacon bellies have declined 1/2c lb. making the ruling price 25c per pound. Lard has also declined slightly and is quoted 3's at \$9.90; 5's at \$9.83. Cheese is firm. A decline in sugar is expected in the near future. Local potatoes are quoted at \$18 to \$20

per ton. Peaches are selling from \$1.10 to \$1.35 per crate according to size and quality. Ripe tomatoes are quoted at \$1 basket. Crate canteloupes are quoted from \$4.50 to \$5 crate.

General—	
Beans, small white Japan, lb.	0 08
Flour, No. 1 patent, 98's	4 20
Molasses, extra fancy, gal.	0 77
Rolled oats, ball	3 00
Rolled oats, 80's	2 90
Rice, Siam, cwt.	3 90
Potatoes, local, per bush.	0 40
Sago and tapioca, lb.	0 09
Sugar, pure cane, granulated, cwt.	8 95
Shelled walnuts, finest halves, lb.	0 38
Shelled walnuts, broken, lb.	0 28

Produce and Provisions—	
Cheese, No. 1, Ontario, large, per lb.	0 18 1/2
Butter, creamery, lb.	0 32
Butter, No. 1, dairy, lb.	0 24
Butter, No. 2, dairy, lb.	0 21 1/2
Lard, pure, 5s, per case	10 15
Bacon, smoked backs, per lb.	0 23 1/2
Bacon, smoked bellies, per lb.	0 25
Lard, pure, 3s, per case	9 90
Lard, 5s, per case	9 83
Eggs, new laid, per doz.	9 20
Eggs, case	6 75

Canned Goods—	
Tomatoes, 3s, standard, case	3 10
Tomatoes, gals, case	2 25
Corn, 2s, standard, case	2 35
Peas, 2s, standard, case	2 45
Apples, gals., Ontario, case	1 95
Strawberries, 2s, Ontario, case	4 90
Raspberries, 2s, Ontario, case	4 50
Salmon, finest sockeye, talls, 48x1s, cs.	9 65
Salmon, pink, talls, 48x1s, per case.	4 25
Lobster, 1/2s, per doz.	3 00

Dried Fruits—	
Currants, lb.	0 15 1/2
Evaporated apples, 50s, per lb.	0 10
Peaches, choice, 25s, per lb.	0 08 1/2
Apricots, choice, 25s, per lb.	0 17
Pears, choice, 25s, per lb.	0 14
Prunes, 30-100	0 07 1/2
Sultana raisins, Cal., extra fancy	0 15
Valencia raisins, Cal., lb.	0 10

NEW BRUNSWICK MARKETS

By Wire.

St. John, N.B.—Corned beef 1's shows a considerable advance this week, and is quoted at \$3 to \$3.50. Buter has also advanced, and is quoted at 28c for dairy; 31c and 32c for creamery. New-laid eggs are quoted from 35c to 40c; case at 30c. Cheese is quoted 19 1/2c to 20c. An important advance has taken place in the price of flour, making Manitoba flour \$9.25 and Ontario flour \$8.40. Rolled oats are now quoted at \$6.75. Cornmeal is priced at \$2.10. Apples are quoted at \$2.50 to \$4.50 barrel. Potatoes are scarce at \$1.75 to \$2. Cream of tartar has declined, and is now quoted at 45c to 46c. Fruits are quoted as follows: Lemons, Messina, \$8; California, \$9; California oranges, \$5 to \$6.50; pears, box, \$4.50; peaches, box, \$1.75 to \$2.25.

Produce and Provisions—	
Bacon, breakfast, per lb.	0 22
Bacon, roll, per lb.	0 17
Beef, corned, 1's	3 00
Pork, American clear, per bbl.	35 00
Butter, dairy, per lb.	0 28
Butter, creamery, epr lb.	0 31
Eggs, new laid, per doz.	0 35
Lard, pure, lb.	0 18 1/2
Cheese	0 19 1/2

Flour and Cereals—	
Cornmeal, gran.	6 65
Cornmeal, ordinary	2 10
Flour, Manitoba, per bbl.	9 25
Flour, Ontario	8 40
Flour, buckwheat, western, 98-lb. bag	3 50
Rolled oats, per bbl.	6 75

Fresh Fruits and Vegetables—	
Lemons, Messina, box	8 00
Lemons, Cal., box	9 00
Oranges, Cal., case	5 00
Potatoes, new, bag	1 75

Sugar—	
Standard granulated	7 95
United Empire	7 90
Bright yellow	7 75
No. 1 yellow	7 55
Paris jumps	8 95
Beans, white, per bush.	5 75
Molasses, Barbadoes, gal.	0 60
Cream of tartar, per lb.	0 45
Currants	0 15
Pork and beans, case	4 00
Rice, per cwt.	4 75



FRUIT AND VEGETABLES



Melons Slumped at Montreal

**Home-grown Fruits Beginning to Arrive
—California Varieties Falling Off—
Tokay Grapes Arriving**

Montreal

FRUIT.—The market just for the moment is somewhat dead. Early home-grown peaches, pears and plums are commencing to arrive, but the Californian varieties are falling off, so that the easy swing of the market is to some extent interrupted. American apples are now, of course, very short, and Early Williams might be said to be off the market. Red Astrachan will soon follow. Duchess apples No. 2 and No. 3 are now quoted at \$1.75 and \$1.50 respectively, being a drop of 75c in the first, and of 25c on the highest price asked on the second. Western peaches and pears in baskets are quoted at 7c. Tokay grapes are now arriving, and prospects look very bright for a good season, as the quality is fine, and reports are favorable as to a good crop. Prices in crates are \$3.50. It would look as if California grapes, unlike the earlier fruit, will be on the cheap side. Montreal melons have slumped owing to crop turning out better than was at one time anticipated, and supplies coming in freely in consequence. We now quote melons at \$10 the best quality, ranging down to \$6 for inferior. Blueberries have weakened a little, but the season is practically over, the fruit now arriving being on the verge of over-ripeness. On the whole, the demand is about the average, but the cooling of the weather is expected to show itself during the week in a falling off in consumption.

Quebec Potato Crop Disappointing

**New Brunswick Potatoes Quoted Below
Quebec—Beans have Advanced—
Tomatoes Arrive in Good
Quantities**

Montreal

VEGETABLES.—The feature of the market seems to be the potato situation. The Quebec crop has disappointed expectations, and there is every possibility of a strong upward tendency in prices. In fact, New Brunswick potatoes are quoted at 20c below the Quebec, but the

imported lines does not seem so mature, so that the Quebec article holds its own at a higher price. The shortage in the home crop has resulted in an advance of 25c, making Montreal white \$2. Americans are very nearly over now, and with the falling off in supplies, quotations have advanced 50c, making the price now \$4.50. Beans are very nearly over, supplies coming in very irregularly, and not in good quantities or of the best quality. Quotations have advanced 25c, making a general price of \$1. Tomatoes are arriving in very good quantities, local growers reporting a quick advance in the ripening. Red have fallen 25c, making the price now 50c. Quebec turnips are now practically off the market, the major supply being Montreal. On the whole, the market is characteristic of this time of the year, being somewhat colorless.

First Ontario Grapes in Market

**Fruits Coming in Good Quantities —
Peach Crop Expected to Be Short—
Apples by Barrel**

Toronto

FRUIT.—The first Ontario-grown grapes made their appearance on the local market during the past week. They are a shade on the green side yet and the size is not as large as some years. In the 6-quart basket they are selling from 50c to 60c, according to the quantity bargained for. Canadian cherries are now practically off the market. Lemons are slightly easier in price, now being quoted from \$7 to \$7.50 per case. Reports from fruit men who have visited the peach-growing districts state the crop in Ontario will be short this year. Considerable portions of the peach crop were hailed out. Some Mountain Rose freestone peaches from the Queenstown neighborhood are coming to the market and are selling at 75c to 90c for the 11-quart size. Yellow St. John freestones are quoted from 60c to \$1 for the 11-quart basket. Bartlett pears are coming to the market in small quantities, but the quality is rather poor, being somewhat below average size. They are selling at 50c to 80c for 11-quart baskets. Canadian sugar melons still continue in abundance, with prices slightly under those of last week. Watermelons are about finished.

Tomatoes are Glut in Market

**Owing to Influence of Exhibition People
Have Not Been Buying—Greatly
Reduced in Price**

Toronto

VEGETABLES. — Tomatoes have been a glut in the market during the week. They are just now coming along in large quantities from the producers. The 11-quart baskets are selling from 35c to 50c and the 6-quart size from 15c to 20c. New Jersey potatoes are considerably higher in price, two-bushel bags being quoted at \$4. Some New Brunswick potatoes have reached the market and are selling at \$2.35 to \$2.40 for 90 pound sacks, buyer to shovel and return sacks. Cabbage by the case are slightly easier in price, being sold at \$3.50. Some small berry-crate sizes changed hands at \$1.50. The barreled cabbage were off the market. New corn on the cob was easier in price being quoted from 15c to 18c. The quality has been better with the demand good. Pickling cucumbers were in the market in fairly good quantities. Small cucumbers, 11-quart baskets were selling at \$2 and medium sized cucumbers at \$1 to \$1.25.

PEACHES, TOMATOES BEST SELLERS AT WINNIPEG

Winnipeg

FRUIT AND VEGETABLES.—The big sellers in this market are peaches and tomatoes. Crawford peaches are arriving, and are expected to open at about \$1.50 per case. They are inclined to be scarce, and it is feared the crop is short. B. C. tomatoes are selling for \$1.50 in crates of four baskets, and Ontario tomatoes in 11-quart baskets are bringing \$1.25. Italian prunes are coming in at \$2 for four baskets and \$1.35 for peach boxes. Malaga grapes are about done, as there is very little selling now that Tokays are in. The latter came on the market last Saturday. During the extremely hot weather there has been a good demand for lemons even at the high price of \$10. Valencia oranges are running in price from \$5.50 to \$6, \$6 being asked for size 200 and smaller; size 150 sells for \$5.25. New B. C. potatoes are bringing 1½c per lb. Apricots are practically off the market. Plums are down from \$2.50 to \$2.



FLOUR AND CEREALS



Flour Up 30c. In All Lines

**Highest Level Reached in Many Years—
Buyers are Cautious—Prices
Firm at Present**

Montreal—
FLOUR.—In sympathy with the sharp rise in value of wheat, flour has advanced in all lines. First patents have advanced 30c, making the price now \$8.50; second patents, 30c, making the price \$8; and strong bakers 30c, making the price \$7.80. This price is somewhat of a record in local milling trade. And it does not look as if quotations will stop here, for the prophesy has gone forth that wheat will be seen at \$1.75. Be that as it may, the flour market is at present very firm, with a tendency for stronger figures at any moment. The demand is somewhat irregular. Some buyers are cautious, and are simply taking what they want for their immediate needs, while others are trying to secure their future requirements. It was reported that one local baker had contracted for 300 cars. Some millers have refused orders for round lots, as they are oversold of their output of the mills for the time being. In addition, there was an increased demand from importers, and as cables were strong at advanced prices, a larger volume of business was done and better prices realized than have been known in many quarters before. There was also a larger number of enquiries for large quantities, but as millers are not anxious to sell for future delivery they were not all accepted. The tone of the winter wheat flour is also very strong, and prices have all been advanced; fancy patents being now \$6.75 to \$7.50; 90 per cent. in wood \$7.25 to \$7.50; and 90 per cent. in bags \$3.25 to \$3.40. Buyers are cautious which can only be expected, but an active trade has been done. A few cars of new crop have been received and dealers state that the quality is the finest for a number of years past at this period.

Manitoba Wheat Flour—		Per bbl. of 2 bags	
First patents	.....	8 50	
Second patents	.....	8 00	
Strong bakers	.....	7 80	
Winter Wheat Flour—		Car	Small
Fancy patents	.....	6 75	7 50
90 per cent. in wood	.....	7 25	7 50
90 per cent. in bags	.....	3 25	3 40

ROLLED OATS JUMP ANOTHER FIVE CENTS

Montreal
CEREALS.—In sympathy with the

grain market, rolled oats have jumped 5c, and are now quoted at \$2.90. The market is very firm, with a steady demand, although nothing out of the ordinary expected at this time of the year. There seems no doubt that higher prices in the raw market will see case goods go up 15c. There is no undue haste on the part of manufacturers to press business, as at the present state of prices it is claimed that there is no money in case goods at all.

Cornmeal—		Per 98-lb. sack
Gold dust	.....	2 50
Rolled Oats—		90 in jute.
Small lots	.....	2 90
25 bags or more	.....	2 90
Packages, case	.....	4 00
Oatmeal—fine, standard and granulated, 10 per cent. over rolled oats in 90's, in jute.		
Rolled Wheat—		100-lb. bbls.
Hominy, per 98-lb. sack	.....	4 00
Hominy, per 98-lb. sack	.....	2 75
Corn flour, bag	.....	2 85
Rye, flour, bag	.....	2 65
Barley, pot	.....	2 80
Barley, pear, lb.	.....	3 00
	.....	0 04½

ALL MILL FEEDS HAVE ADVANCED

Montreal
FEEDS.—All lines of mill feeds have advanced. The demand for all sources of supplies continues heavy, and far in excess of the offerings, consequently with the higher prices in the primary markets all quotations have been boosted. Millers generally are largely oversold of the output of the mills. We now quote: Bran, \$25, an advance of a dollar; shorts, \$27, an advance of a dollar; middlings, \$30, an advance of a dollar; feed flour, \$38; barley, 36, and feed oats, 63, an advance of 3c. Feed wheat is very firm.

Mill Feeds—		Per ton.
Bran	.....	25 00
Shorts	.....	27 00
Middlings	.....	30 00
Feed flour	.....	38 00
Mixed chop, ton	.....	38 00
Crushed oats, ton	.....	38 00
Oats, chop, ton	.....	36 00
Barley, chop, ton	.....	36 00
Feed oats, Manitoba, bush.	.....	0 63½
Feed wheat, bag	.....	2 40

Flour Takes A Further Jump

**Advanced 30c Per Barrel—now At Record Price for Past Twenty Years
—Wheat Fluctuates.**

Toronto
FLOUR.—With the entry of Roumania into the hostilities on the side of the Allies there was a sharp fluctuation in the price of wheat on Monday of this week of 9¾ cents per bushel. But the slump came a trifle too late to forestall a further advance of 30 cents per barrel in the price of flour. Some high prices in wheat were reached during the latter

part of last week, when it was quoted at \$1.69¼ for No. 1 Northern at track bay port. On Monday of this week on the receipt of the news that Roumania had decided to play at the game of the mailed fist it dropped to \$1.58. Conservative millers assert they cannot see much prospect of cheaper wheat in the near future. The prospect of the opening of the Dardanelles by the entrance of Roumania is still in the future, it is pointed out. The United States will not have any exportable surplus of flour this year. Canada's crop will be about half that of last year. In the face of an advancing market the demand for flour has been good. Business is done on a 30-day basis and if the price goes down in the meantime the buyer gets the benefit of the decline. This causes merchants to protect themselves on an advancing market.

Manitoba Wheat Flour—		Small lots.	Car lots.
		per bbl. of 2 bags	
First patents	.....	8 60	8 40
Second patents	.....	8 10	7 90
Strong bakers	.....	7 90	7 70
Ontario winter wheat flour, 90 per cent.	.....	6 20	5 80

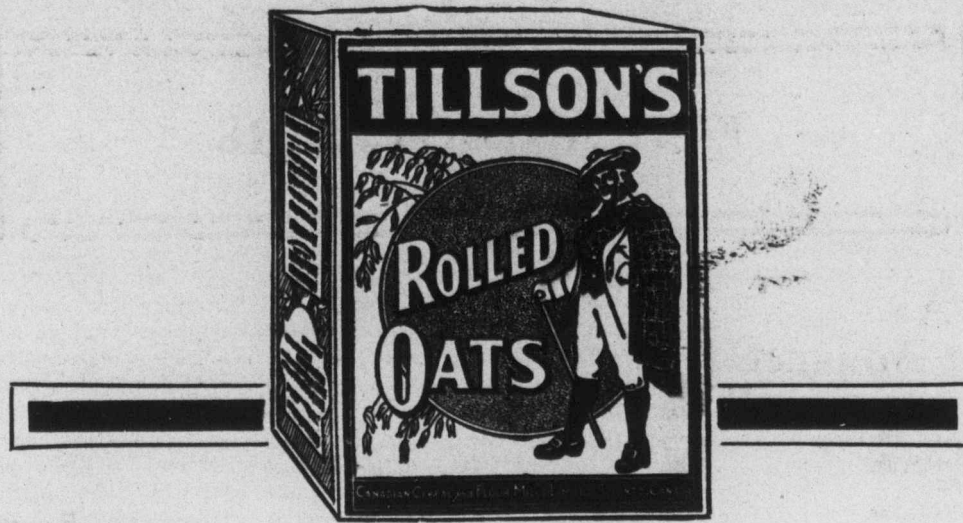
WHOLE WHEAT FLOURS FOLLOW FLOUR UPWARD

Toronto
CEREALS.—Graham flour and whole wheat flour have both advanced 25c per 98 pounds in sympathy with the advance in first patent flours. They are both now selling at \$4.05. Wheatlets also went upward with the mounting prices and are now selling at \$4.20, an advance of 15c on a 98-lb. sack. Demand for cereals has been only fair in the face of high prices. Corn prices hold firm around 95 to 97c per bushel and cornmeal in consequence maintains a firm price.

Barley, pear, 98 lbs.	.....	4 30	4 40
Barley, pot, 98-lbs.	.....	3 25	
Buckwheat grits, 98 lbs.	.....	4 60	
Corn flour, 98 lbs.	.....	3 00	3 25
Cornmeal, yellow, 98 lbs.	.....	2 85	4 05
Graham flour, 98 lbs.	.....	3 00	3 00
Hominy, pear, 98 lbs.	.....	3 00	3 00
Oatmeal, standard, 98 lbs.	.....	3 30	3 30
Oatmeal, granulated, 98 lbs.	.....	3 30	3 30
Peas, Canadian, boiling, bush.	.....	3 00	3 05
Rolled oats, 90-lb. bags	.....	3 25	3 25
Rolled wheat, 100-lb. bbls.	.....	2 95	4 05
Rye flour, 98 lbs.	.....	4 20	
Whole wheat flour, 98 lbs.	.....	4 05	4 20
Wheatlets, 98 lbs.	.....	4 20	

MILLERS NOW LIMITING AMOUNT OF FEED SALES

Toronto
FEEDS.—Owing to the exceptionally heavy demand on mill feeds of all kinds millers have found it necessary to limit the amount they will sell to each customer.
(Continued on page 34.)



**This sales-getting premium
will boom your business**

Every 25c. package of
Tillson's Rolled Oats
contains a premium.

Quality, then Price—
that's Tillson's.

Our prices are always
lowest, consistent with
the highest quality.

Order Your Fall Supply To-day.

Tillson's Oats

Canadian Cereal & Flour Mills Co., Limited

CABLE ADDRESS: "CANCEREAL," TORONTO

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



FISH AND OYSTERS

Pike Firm At Last Advance

No Great Increase in Supplies of Fish as Yet—Salt Fish Are All Firm—Market Perturbed

Montreal

FISH.—The market situation generally is about the same as last week, with prices here and there firming a little, but nothing decided enough to make the ruling prices different from those recorded in last issue. Reports as to lake fish bear out former impressions as to the likelihood of good catches with the cooler weather, but there has been no great increase in supplies as yet. Salt fish of all kinds are firm, including salmon, halibut, and lobsters. Reports from head fishing centres tell of individual good catches, but the combined total is not so good as it might be. The situation on halibut is the same, while pike is firm at last week's advance. Smelts are somewhat easier in supply, with no reduction in prices. This should come in the order of things, but the fish market, like all the other markets, seems perturbed, and knows not the regularity of supply and demand of former years.

SMOKED FISH

Haddies, per lb., new cured	.09
Haddies, fillets, per lb.	.12
Digby herring, per bundle of 5 boxes.	0 75
Smoked boneless herring, 10-lb. box	1 30

PRAWNS, SHRIMPS, LOBSTERS

Lobsters, medium and large, per lb.	0 40
Prawns, Imperial gal.	2 25
Shrimps, Imperial gal.	2 25
Scallops	2 00

FRESH SEA FISH

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

FRESH LAKE FISH

Carp, lb.	0 09
Pike, lb.	0 09
Perch	0 10
Whitefish, lb.	0 13
Lake Erie whitefish	0 13
Herrings, each	0 03 1/4
Herrings, lb.	0 06
Lake trout	0 13
Eels, lb.	0 08
Dore	0 14
Brook trout	0 25
Swordfish	0 13
Smelts	0 12

whitefish have been firm during the past week owing to the inability of dealers to get sufficient quantities to meet the demands. Whitefish has been particularly scarce. Salmon trout is reaching the market in little better quantities than whitefish but the supplies of both are under requirements. Western salmon has shown a slight improvement in supply. Prices are firm in fish. The quality of all fish now reaching the market is good. Some mackerel and sole are expected from the New York market at the end of this week. This will be the first of the present season. The price is expected to be in the neighborhood of 15c per pound for sole and 18c per pound for mackerel. Demand for fish has been fair.

SMOKED FISH.

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

SHRIMPS, LOBSTERS.

Lobsters, medium and large, per lb.	6 45
Shrimps—	
1 gallon	1 25
2 gallons	2 40
4 gallons	4 60

FRESH SEA FISH.

Halibut	12-13
Haddock, fancy, express, lb.	0 07
Steak, cod, fancy, express, lb.	0 08
Flounders	0 07
Flounders, New York	0 07
Salmon, Western	0 16

FRESH LAKE FISH.

Pike, lb.	0 06
Whitefish, lb.	12-13
Herrings, lb.	0 07
Lake trout	12-13

FLOUR AND CEREALS

(Continued from page 32.)

tomor. Usually the stipulation is made that in each car of mill feeds there must be at least 100 bags of flour. The balance of the car, 300 bags, will be supplied with feeds. In other words one-quarter of each shipment must be flour. Advances of \$1 per ton have taken place in bran, shorts and middlings. Bran is now selling at \$25 to \$26, shorts from \$27 to \$28 and middlings from \$29 to \$30. Feed flour is quoted at \$35 per ton.

Mill Feeds—	per ton
Bran	25 00 26 00
Shorts	27 00 28 00
Special, middlings	29 00 30 00
Feed flour, per bag	35 00
Oats—	
No. 3, Ontario, outside points	6 55 6 56

FLOUR PRICES AGAIN ADVANCE

Total Advance of \$1.70 Since Wheat Market Started to Go Up—Feeds Higher

Winnipeg—

FLOUR AND CEREALS.—When the wheat market advanced last week, millers found themselves unable to make deliveries even at \$8 per barrel, and advanced their quotations further to 30c,

bringing first patents up to \$8.30. This makes a total advance since the wheat market commenced to go up of \$1.70. No advance has gone into effect within the past week on bread, bakers waiting to see whether the market will go up further. Grocers are buying very little flour at these high prices, most merchants having very little faith in damage reports. They have an idea that the ultimate result will be much better than the grain trade reports would lead the general public to believe. Reports on Alberta crop are coming in, and indicate as good a yield as last year. They may have a tendency to stop speculation to some extent, and put the wheat market on a more reasonable basis. Quotations on rolled oats are the same as last week, with a good demand. Cornmeal remains at \$2.80 for 98's. Higher quotations have gone into effect on feeds, and there is a bigger demand than ever, especially in the East. Millers report that they will have difficulty supplying the demand. Bran is quoted at \$20, and shorts and middlings at \$22.

Flour—	
Best patents	8 30
Bakers	7 80
Clears	7 10
XXX	6 10
Cereals—	
Rolled oats, 80 lbs.	2 50
Polled oats, pkgs, family size	3 90
Oatmeal, standard and gran., 98 lbs.	2 75
Cornmeal, 98 lbs.	2 80
Feeds—	
Bran, ton	20 00
Shorts, ton	22 00
Middlings, ton	22 00
Mixed chop, ton	34 00

PRODUCE AND PROVISIONS

(Continued from page 37.)

Dry Salt Meats—	
Long clear bacon, light	0 16 1/2
Cooked Meats—	
Hams, boiled, per lb.	0 32 1/2 0 33
Shoulders, boiled, per lb.	0 24 0 25
Roast hams, lb.	0 36 0 37
Barrelled Pork—	
Mess pork, bbl.	34 00
Lard, Pure—	
Tierces	0 16
Pails	3 32 1/2
Cases, 10s	10 05
Cases, 5s	10 13
Cases, 3s	10 20
Cartons	0 17 1/2
Lard, Compound—	
Tierces	0 13 1/2
Tubs, 50s, net	6 74
Pails, 20s, net	2 80
Butter—	
Fresh made creamery, No. 1	0 30
Creamery, No. 2	0 29
Best dairy	0 24 1/2 0 25
No. 2 dairy	0 20 0 21
Cooking	0 16 0 18
Fresh Eggs—	
Extras in cartons	0 30
No. 1's, cases	0 25
Trade cases	0 25
Cheese—	
Ontario, large	0 18 1/2 0 19 1/2
Ontario, twins	0 18 1/2 0 19 1/2

There are 23 classes for field vegetables in the Canadian National Exhibition prize list this year, and no less than 79 for garden vegetables.

Fish Supplies Not Equal to Demand

Firmer Prices Prevail for Whitefish and Salmon Trout in Mackerel and Sole Expected Consequence

Toronto

FISH.—Prices in salmon trout and

Produce Prices for Ten Years

Butter, Eggs and Cheese Show a Gradual But Sure Increase—Some Reasons Why—The Difference is Marked Between Lean Years and Banner Ones—Seasonable Conditions and Exports Are Also Factors—Great Cause is That Production Has Not Kept Pace With Demand.

Second of Series on Produce Market Conditions by E. A. Hughes.

SUCH readers of Canadian Grocer as are interested in handling a provision department are probably aware from experience that, taking it by and large, the trend of prices for several years has been gradually upward. In June, an article appeared in this department showing the rise in hams and other hog products. Several subscribers expressed their satisfaction at the explanations in that article, and asked that other lines in the provision department be treated in the same way.

Consider butter, eggs and cheese. A diagram on this page shows that in the last decade the price of each has steadily advanced. Take butter first. In 1908, the price of creamery prints was 31 cents to the dealer. That was a high-water mark. For two years before the figure was 21 cents. In 1909, butter dropped again, and 25 cents was the level. In 1910, 31 cents was touched again, and from them on to this year, with the exception of two somewhat lean years as far as prosperity is concerned, the price of butter steadily rose. From 1906 to 1916, exactly ten years, butter jumped 14 cents. This is a percentage increase of 66.

Eggs have had a market career not quite so chequered, but still reflecting a steady increase. In 1908, the diagram shows new laids to be quoted at 18 cents. To 19 and 20 cents, the price steadily progressed. In 1911 it touched 19 again, but in 1912, it soared to 25 cents. Next year it dropped back to 22, catching up in 1914 to 25 cents, and remaining there for these three last years. It is worth while pointing out that eggs too, in 1912, a year of farmer prosperity, were at the high water mark for the then last ten years.

Cheese has had a persistent, and with one exception, continuous increase. In 1906, it was quoted at 11 cents. In May of 1916, ten years later, the price is 19¾. The rise has been reasonably similar each year, generally speaking. 1908 saw a level of 14¼; 1909 the same; 1910 was the year of a slight settling down, when 12¾ was touched; in 1911, price recovered to 14½; 1912—and notice that that was the high year for butter and eggs; the year of banner prosperity—17 cents was touched. With but a single drop, that of 1913, the market price of cheese annually and steadily

rose to 17 again, 20 and, in this year, just under 20 cents.

In reading the diagram, it should be remembered that prices are Montreal quotations to the trade, taken in May of each year.

The first broad reason for this gradual rise in produce is the increase in population, resultant in increase of consumption, which has not been met by a similar growth of production. In ten years, demand has grown considerably for all kinds of foodstuffs, these referred to here among them. In the same time the price of butter is 66 per cent. ahead; of cheese, 81½ per cent.; of new laids, 39 per cent. Going as far back as 1889, we find that the price of new laids from then till now has increased 100 per cent.; the price of cheese 82 per cent.; and that of butter 40 per cent. So that it seems fair to assume that as consumption and demand have grown out of a growth in population, production of produce has not kept pace, not by a long way.

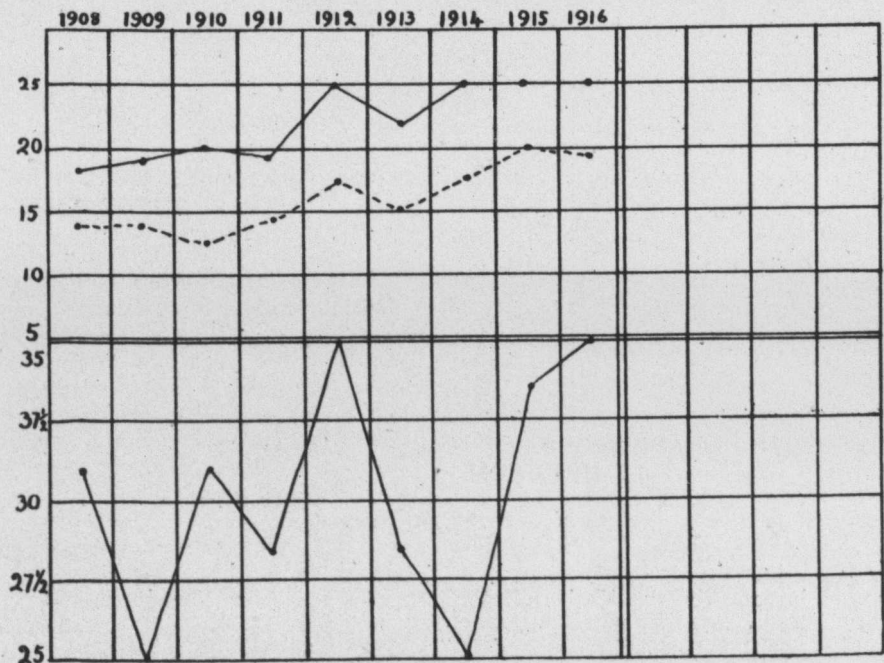
There are one or two minor causes. It is a fact now that the cost of living is higher, broadly speaking, than ever before. In case it should be urged that this is the outcome of war, it should be stated that the cost of living was higher immediately before war than at any time for ten, twenty or any number of years. This has had its effect upon

all commodities. There has been a growing disposition on the part of the public to pay a little extra and get the very best. This has of itself re-acted against the quite unconscious public. How many people who see eggs at 25 and 27 will buy the cheaper? The minority, certainly not the majority. General prosperity based on increased earning power, then, has determined, in part, the upward movement. This is instanced by comparison of prices. In years "when times were good" high prices figure; in leaner years, market levels drop a little.

Seasonable or unseasonable conditions have also had an appreciable effect. For instance, this year nothing but the exceptional winter's make of butter kept the price down as low as it was. Judged by all precedents, it should have gone up, but so much butter was coming that the level was kept low.

Exports a Factor

One other factor has been exports. Cheese, as readers well know, is exported in big quantities. The quantities are growing from year to year and even without war's unprecedented demands more and more cheese would leave the country each succeeding year. Eggs, as the writer pointed out some little while ago, have also been exported in occasional years. Those are the years when price has been stiffer.



In the top half of this diagram the black line indicates the upward trend of new-laid in nine years. The dotted line is cheese. Below the vagaries of butter are shown.



PRODUCE AND PROVISIONS



Hog Market Fluctuates--Prices Easier

Weakening Not Sufficient to Affect Purchases—An Average Amount of Business is Pasing

Montreal
PROVISIONS.—No changes are reported in the dressed hogs and general pork products. The situation in the live hog market has fluctuated up and down, first it was weak and then strong, but it finished up at about the same point. Advices from other centres in dressed hogs, etc., were of an easier tone and the markets here weakened a little in sympathy, but not enough to cause any fluttering among intending purchasers, or to whip up increased buying. In all lines an average amount of business is reported, but inquires were inclined to be on the light side. It is evident that buyers are not looking very far ahead for their requirements.

Hams—			
Small, per lb.	0 24	0 24	
Medium, per lb.	0 22	0 24	
Large, per lb.		0 23	
Backs—			
Plain, bone in	0 25		
Boneless	0 29		
Peameal	0 29		
Bacon—			
Breakfast, per lb.	0 26		
Roll	0 17	0 20	
Shoulders, bone in	0 17		
Shoulders, boneless	0 19		
Cooked Meats—			
Hams, boiled, per lb.	0 36		
Hams, roast, per lb.	0 36		
Shoulders, boiled	0 28	0 29	
Shoulders, roasted	0 30		
Dry Salt Meats—			
Long clear bacon, 50-70 lbs.	0 15 1/2		
Long clear bacon, 80-100 lbs.	0 15 1/2		
Flanks, bone in, not smoked	0 16 1/2		
Barrelled Pork—		Per bbl.	
Heavy short cut mess		30 00	
Heavy short cut clear		32 00	
Clear fat backs		35 00	
Clear pork		33 00	
Lard, Pure—			
Tierces, 375 lbs. net	0 17		
Tubs, 50 lbs., net	0 17 1/2		
Tins, 50 lbs. net	0 17 1/2		
Pails, wood, 20 lbs. net	0 17 1/2		
Pails, tin, 20 lbs. gross	0 17		
Cases, 10 lb. tins, 60 in case	0 17 1/2		
Cases, 3 and 5-lb. tins, 60 in case	0 18 1/2		
Bricks, 1 lb. each	0 19 1/2		
Lard, Compound—			
Tierces, 350 lbs., net	0 14		
Tubs, 50 lbs. net	0 14 1/2		
Tins, 50 lbs. net	0 14 1/2		
Pails, wood, 20 lbs. net	0 14 1/2		
Pails, tin, 20 lbs. net	0 14 1/2		
Cases, 10-lb. tins, 60 in case	0 15 1/2		
Cases, 3 and 5-lb. tins, 60 in case	0 16 1/2		
Bricks, 1 lb. each	0 16 1/2		
Hogs—			
Dressed, abattoir killed, cwt.		17 00	

BUTTER AGAIN ADVANCED AT MONTREAL

Montreal
BUTTER.—Butter has again advanced, and all lines are up 1c. This is due to the continuance of the export remand and an increase in the local call, the latter apparently being due to jobbing houses, owing to their carrying com-

paratively low stocks, being in the market for future requirements. The receipts for butter were 20,918 which shows an increase over last week. Prices at the St. Hyacinthe Board reached 34. At the Quebec Agricultural Co-operative sales 2539 packages of creamery butter were sold at 34 1/4 to 35 which prices were 1/2 to 1 1/4 per lb. higher than last week, and in sympathy with this the feeling of the various country boards was stronger. This with a fairly active demand, offsetting increased receipts have marked butter up another cent. Some relief is felt that although the Ontario prospects are not any too bright as to production, the prospects in the Eastern Townships and the Maritime provinces are better, owing to good and frequent rains.

Butter—	
Finest creamery, fresh	0 36
Dairy prints	0 30
Dairy solids	0 29
Separator prints	0 30
Bakers	0 28

EGGS ADVANCED 1c DOZEN

Montreal
EGGS.—Although the receipts have maintained about the same level as last week—8710 compared with 8648, an increase of 1c is marked on all lines making No. 2's 27; No. 1's 30 and extras 34. There is a steady demand for supplies for domestic consumption and a good enquiry from the Old Country importers for round lots of cold storage stock for fall shipments. Consequently a fairly active trade is doing, and the prospects are for higher prices later on in the season.

Eggs, case lots—		
No. 2's	0 24	0 27
No. 1's		0 30
Extras		0 34

KEEN EXPORT DEMAND FOR CHEESE

Montreal
CHEESE.—The market is unchanged, with a firm undertone. At the various boards throughout the country the demand from all exporters was keen. Old Country cables were firm with keener buying. The receipts for the week showed an increase, being 76351 as compared with 71434. It is interesting to note that of this total there were 3360 boxes received from the United States as against nil for the same period last year. The opinion is expressed that cheese is in for much higher prices, as the demand from English importers is likely to be heavy owing to short interests which have been carried by them,

the excellent consumption likely to continue owing to the high prices of meat, the heavy requirements for the army, and the smaller shipments from the United States.

Cheese—		
1916 make	0 19	0 20
Stilton		0 22
1915 make		0 22

FREER DELIVERY WILL LOWER PRICE

Montreal
POULTRY.—The market is about the same with prices, although unchanged, of an easier tendency. A freer delivery is expected in a few days, and lower prices should then obtain particularly in ducks and fowls.

Poultry—		
Frozen Stock—		
Turkeys	0 29	0 31
Ducks		0 26
Geese	0 17	0 18
Roasting chicken, milked, 5 lbs. or over		0 30
Roasting chickens, ordinary		0 22
Squabs, Canadian, pair		0 50
Squabs, Philadelphia, pair		0 70
Pigeons, pair	0 25	0 30
Fresh Stock, Dressed—		
Fowls, large, per lb.		0 22
Fowls, small, per lb.		0 20
Turkeys, Tom, per lb.	0 27	0 28
Turkeys, Hen, per lb.	0 28	0 30
Broilers, per lb.	0 25	0 30
Live Stock—		
Fowl, 5 lbs. and more	0 7	0 15
Fowl, small	0 15	0 16
Turkeys	0 22	0 23
Ducks, young	0 16	0 19
Ducks, old, per lb.		0 16
Geese	0 13	0 15
Broilers	0 16	0 20

DEMAND FOR HONEY IN SMALL LOTS

Montreal
HONEY.—There is no change of any note in the market. Deliveries are freer but they are met with by the demand. There is no doubt that there should be more honey on the market now, as the crop has been very good, but it may be that holders are keeping off in the hopes of advancing prices. But there should be freer delivery shortly with a fall in quotations. The condition of the market for the maple product is unchanged. The demand at present is for small lots to fill immediate requirements consequently the business done is light but as supplies are not large, prices continue to be fully maintained.

Harvest Holding Up Hog Supplies

Farmers Too Busy At Present to Look After Shipments—Hogs Scarce and High Prices Hold Firm

Toronto
PROVISIONS.—With harvesting operations and threshing in Ontario in

full swing farmers have been too busy to look after the shipment of hogs to any considerable extent. There has been a big consumption of cooked meats of all kinds and with the limited number of hogs reaching the market the prices have been very firm and high. However, packers anticipate with the completion of the harvest the farmers will find time to ship hogs and that the price may become easier in consequence. Dressed hogs at the first of the week showed a slightly easier tendency. They are now quoted at \$17.50 to \$18 per hundred. Compound lard has declined in price by a quarter cent and is now selling in 400 pound tierces at 13 1/2 cents to 13 3/4 cents.

Hams—		
Light, per lb.	0 25 1/2	0 25
Medium, per lb.	0 25 1/2	0 25
Large, per lb.	0 23 1/2	0 24
Bacon—		
Plain	0 25	0 25
Homeless, per lb.	0 27	0 30
Bacon—		
Breakfast, per lb.	0 25	0 20
Roll, per lb.	0 20	0 21
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, ton lots	0 18	0 19
Long clear bacon, small lots	0 18 1/2	0 19 1/2
Fat backs, lb.	0 17	0 18
Cooked Meats—		
Hams, boiled, per lb.	0 37	0 38
Hams, roast, per lb.	0 37	0 38
Shoulders, boiled, per lb.	0 31 1/2	0 32 1/2
Shoulders, roast, per lb.	0 32	0 32 1/2
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 17	0 17 1/2
Tubs, 50 lbs.	0 17 1/2	0 17 1/2
Pails, 20 lbs., per lb.	0 17 1/2	0 18
Bricks, 1 lb., per lb.	0 18 1/2	0 19
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 13 1/2	0 13 1/2
Tubs, 50 lbs.	0 14 1/2	0 14
Pails, 20 lbs., per lb.	0 14	0 14 1/2
Bricks, 1 lb., per lb.	0 15	0 15 1/2
Hogs—		
Dressed, abattoir killed	18 00	
Live, fed and watered	12 50	
Live, off cars	12 75	
Live, f.o.b.	11 75	

BUTTER REACHES STILL HIGHER LEVELS

Toronto
BUTTER.—Butter prices have had a firm and advancing week, with little feed in the country except hay and a big export demand and big demands on milk for cheese-making and prices do not seem to show much hesitation about climbing upward. Best creamery prints advanced during the week from 1c to 2c per pound, according to the dealer. On the products exchange on Monday 100 boxes of creamery solids sold for 33 1/2 to 34 1/2 cents per pound. Dairy butter is also up one cent per pound, Dairy butter is also up one cent per pound, with bakers following the upward tendency. There has been a good export demand. Prices at this time of the year are very high compared with those of last year.

Creamery prints	0 34	0 37
Creamery, solids	0 35	0 35
Dairy prints, choice, lb.	0 28	0 30
Dairy prints, lb.	0 26	0 27
Bakers	0 25	0 25

CHEESE GOES UP IN PRICE ANOTHER 1c

Toronto
CHEESE.—Still another advance in cheese prices was recorded during the week. Prices at producing points have been around 19 1/2 to 20 cents. Whole-

salers are quoting new large cheese at 20 to 21c. Wholesalers are following the prices of the boards in their upward tendency by gradual steps. A big export demand continues. The demand locally has not been heavy. Old cheese has been slightly firmer in price by a 1-4c per pound.

Cheese—		
Cheese, large, per lb.	0 20	0 21
New, twins, per lb.	0 20 1/2	0 21 1/2
Sept., large, per lb.	0 22	
Sept., twins, per lb.	0 22 1/2	
Sept., tripiets, per lb.	0 23	

EGGS NOT COMING AS FREELY AS OTHER YEARS

Toronto
EGGS.—Eggs are not reaching the market as freely at this time of the year that they have in past years. According to precedents of other years there should be goodly quantities reaching the market at this time. Quality of the eggs is expected to improve. Freight deliveries do not improve at terminal points. It is thought that eggs will be scarce and high in price this winter. Commission men, however, are incredulous about the possibility of an egg famine this winter, as predicted by a government official. Prices will undoubtedly be high this winter, they assert, but they do not think they will reach the point of famine prices. During the past week eggs have been firmer in price and advanced 1c and 2c per dozen.

Eggs—		
New laid, cartons	0 34	0 36
New laid, ex-cartons	0 30	0 32
No. 2's	0 25	0 26

POULTRY HAS BEEN IN FAIRLY GOOD DEMAND

Toronto
POULTRY.—Prices for poultry of all kinds have held steady during the past week. The demand has been fairly active. Considerable quantities of poultry are reported to be in the country districts but as yet have not been reaching the central markets in any large quantities. A few old tom turkeys are forming an advance guard in piloting the way for other younger birds around about Thanksgiving time. They are selling at 20c per pound.

	Live.	Dressed.
Spring broilers, 1 1/2 to 2 lbs.	0 18	0 22-0 25
Spring chickens, over 2 lbs.	0 18	0 20-0 23
Old fowl	0 14-0 15	0 18-0 20
Ducks, old	0 11	0 14
Ducks, young	0 13	0 17
Turkeys, old Toms	0 20	0 25

DEADLOCK CONTINUES WITH HONEY PRODUCERS

Toronto
HONEY.—There is not much inclination on the part of the honey producers to accept the prices of the commission men. Producers are holding for 10c to 11 1/2c but the buyers are not disposed to pay over 9c. Some has been bought for this latter figure during the past week and indications seem to point toward more general transactions at this latter price as soon as the producers get tired waiting for higher prices. Prices

for clover honey are slightly easier in price.

Honey—		
Clover, 5 and 10-lb. tins	0 11 1/2	0 12
Comb, No. 1, doz.	2 50	3 75
Comb, No. 2, doz.	2 00	2 25

Price Decline In Broilers

Poultry Arriving in Larger Quantities— Good Supply of Salmon—Between Seasons for Trout

Winnipeg
FISH AND POULTRY.—Poultry is beginning to arrive in larger quantity, and a decline has taken place in broilers, which are offered to-day at 28c per lb. Fowl are also more plentiful, but the price remains at 21c. Salmon is in good supply at 16c, but halibut is not so plentiful. We are between seasons for lake trout. Fall supply will begin to arrive this week, and there should be plenty. The price to-day is 12c.

Fish—		
Fresh salmon	0 14	
Fresh halibut	0 11	0 13
Steak, cod, per lb.	0 09	0 09
Lake Winnipeg whitefish	0 08 1/2	
Fresh finnan haddie	0 11	
Kippers, per box	2 00	
Fresh lake trout, per lb.	0 12	
Bloaters, per box	2 00	
Salt mackerel, 20-lb. tin	3 00	
Pickover, lb.	0 10	
Smoked gold-eyes, doz.	0 50	
Poultry, Live—		
Fowl	0 21	
Broilers, lb.	0 28	

Meats Unchanged By Decline In Hogs

Easiness in Live Hog Market Considered by Some as Only Temporary— Butter Very Firm

Winnipeg
PRODUCE AND PROVISIONS.—The live hog market during the past week eased off considerably, prices ranging from \$12 early in the week to \$11.10 towards the close. Meats were unchanged by this decline, as this easiness is considered only temporary. Lard continues firm. The butter market is very firm, which is attributed to the exceptional rise in the Eastern market. No. 1 creamery in cartons is selling at 32c; No. 2, 31c. Prices are expected to continue upward. Dairy butter is also very firm, regular stock bringing 24-26c, and choice dairy 26-28c. The egg market is about the same, No. 1 candled being quoted at 25c. Graded eggs arriving from country points are in poor condition. In sympathy with the butter market, cheese is also rising, and dealers look for a continued rise. Present prices are 18 1/2c for large and 19c for twins.

Hams—		
Light, per lb.	0 24	0 25
Medium, per lb.	0 22	0 23
Large, per lb.	0 21	0 22
Bacon—		
Breakfast, per lb.	0 24	0 25
Breakfast, select, lb.	0 27 1/2	
Backs, select, per lb.	0 26	0 27
Backs, regular	0 22	0 23

(Continued on page 34.)

BACK BACON

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

Made Under Government Inspection.

F. W. Fearman Co.
LIMITED
HAMILTON

Freeman's Dry Air Refrigerator

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

This Interior View 

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

Price list and catalogue free and mailed to any address.

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

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

QUOTATIONS FOR PROPRIETARY ARTICLES

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

BAKING POWDER

WHITE SWAN SPICES AND CEREALS, LTD. Per doz.

5c Tins, 4 doz. case, weight 10 lbs.	\$ 0 45
4 oz. Tins, 4 doz. to case, weight 20 lbs.	0 75
6 oz. Tins, 4 doz. to case, weight 25 lbs.	0 90
8 oz. Tins, 4 doz. to case, weight 35 lbs.	1 30
12 oz. Tins, 4 doz. to case, weight 48 lbs.	1 75
16 oz. Tins, 4 doz. to case, weight 65 lbs.	2 25
3 lb. Tins, 2 doz. to case, weight 85 lbs.	5 00
5 lb. Tins, 1 doz. to case, weight 75 lbs.	9 50

ROYAL BAKING POWDER

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

DOMINION CANNERS, LTD. JAMS

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

Apricot	Per Doz. \$2 45
Assorted	2 35
Blackberry	2 35
Blueberry	2 35
Currant, Red	2 35
Currant, Black	2 45
Cherry	2 35
Gooseberry	2 25
Plum	2 10
Plum, Green Gage	2 25
Pear	2 25
Peach	2 25
Raspberry, Red	2 45
Raspberry, Black	2 35
Raspberry and Red Currant	2 35
Raspberry and Gooseberry	2 35
Strawberry	2 50

CATSUPS—In Glass Bottles

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

BAKED BEANS WITH PORK. Brands—Aylmer, Simcoe, Quaker, Little Chief, Log Cabin.

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

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

"AYLMER" PURE ORANGE MARMALADE

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

BLUE

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

CEREALS

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

COCOA AND CHOCOLATE THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz.	4 50
Perfection, 1/2-lb. tins, doz.	2 40
Perfection, 1/4-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 37
Soluble bulk, No. 1, lb.	0 22
Soluble bulk, No. 2, lb.	0 20
London Pearl, per lb.	0 24
(Unsweetened Chocolate)	
Supreme chocolate, 1/2's, 12-lb. boxes, per lb.	0 37
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80



Somebody is getting this trade

Why not you?

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

MATHIEU'S NERVE POWDERS

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

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

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



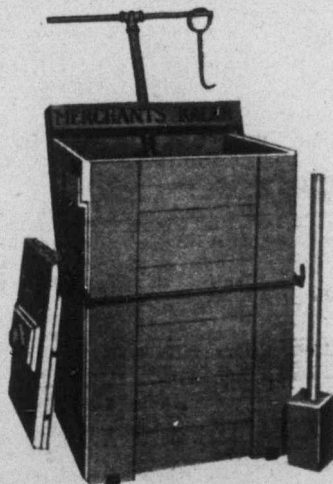
A quick seller and a "repeater"

—that's what WONDERFUL SOAP has proven to be in stores throughout the length and breadth of Canada. WONDERFUL SOAP does what it is supposed to do—washes thoroughly with minimum effort and without injury to the most sensitive skin or the most delicate fabrics.

And WONDERFUL SOAP pays a worth-while profit too. Just try out a small supply and prove this for your own satisfaction.

Guelph Soap Company
GUELPH, ONT.

Money in Waste Paper



You burn money when you burn Paper. Turn your Waste Paper into Paper Dollars by using "The Merchants' Baler."

Cheapest and best considering quality and efficiency.

Prices and terms gladly furnished.

H. G. SMITH, LTD., Paper Dept.
Saskatchewan Representatives
REGINA, - - Saskatchewan

Fruits

Bananas

Lemons

Oranges

and also

All Early

Vegetables

Lemon Bros.

OWEN SOUND, ONT.

Lemons

When all is said and done —when all the hearsay and gossip is over—in the final analysis

St. Nicholas

is THE brand of Lemons —the old Reliable brand that makes you money and gives you a sense of Pride and Pleasure in the handling. Ask for

"St. Nicholas"

J. J. McCabe

Agent
TORONTO

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



That "Trade-Mark" talks.

It talks Dollars and (Cents). How would Sense do?

Say!

Put this line in stock and get on "speaking terms" with Mr. Dollar. He is a good friend, and we will help you know him.

J. C. SLOANE CO.

854 5th Avenue E. - Owen Sound
Makers of Fine Brooms and Whisks

FROM COAST TO COAST

You can now obtain fresh supplies of

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

from the following appointed Agents:—
Nova Scotia: C. E. Choat & Co., Halifax, N.S.
Ontario: C. H. Cole, 33 Front St. East, Toronto (Selling Agent).
Manitoba and Saskatchewan: Richards & Brown, Ltd., James Street, Winnipeg.
Alberta: Campbell, Wilson & Horne, Ltd., Calgary; Campbell, Wilson & Horne, Ltd., Lethbridge; Campbell, Wilson & Horne, Ltd., Edmonton.
British Columbia and Yukon: Kelly, Douglas & Co., Ltd., Vancouver; Kelly, Douglas & Co., Ltd., Victoria; Kelly, Douglas & Co., Ltd., New Westminster; Kelly, Douglas & Co., Ltd., Prince Rupert.

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

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

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

THE N. K. FAIRBANKS CO., LIMITED.

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

Tierces 0 14 1/2
Pails \$2 93

This price list cancels all previous ones and is effective at once. Subject to change without notice.

All orders received must be shipped within a period of 30 days.

Advance over tierce basis for small packages:

3-lb. tins, 20 to the case, 1c over tierces; 5-lb. tins, 12 to the case, 1/4c over tierces; 10-lb. tins, 6 to the case, 1/2c over tierces; 20-lb. wood pails, 1/2c over tierces; 60-lb. tubs, 1/4c over tierces; half-barrels, 1/4c over tierces; 50-lb. tins, 1/4c over tierces; 20-lb. tins, 1/4c over tierces.

LAPORTE, MARTIN, LIMITED
Montreal. Agencies
BASIN DE VICHY WATERS,
L'Admirable, 50 btles, litre,
cs. 5 50
Neptune 7 00
San Rival 8 00

VICHY LEMONADE
La Savoureuse, 50 btles,
cs. 8 00

NATURAL MINERAL WATER
Evian, Source Cachat, 50
btles, cs. \$9 00

**IMPORTED GINGER ALE
AND SODA**
Ginger Ale, Trayders, cs., 6
doz. pts., doz. 1 15
Ginger Ale, Trayders, cs., 6
doz., splits, doz. 0 95
Club Soda, Trayders, cs., 6
doz. pts., doz. 1 05
Club Soda, Trayders, cs., 6
doz., splits, doz. 0 95

BLACK TEAS
Victoria Blend, 50 and 30-
lb. tins, lb. 0 35
Princess Blend, 50 and 30-
lb. tins, lb. 0 35

JAPAN TEAS
H. L., ch. 90 lbs., lb. 0 35
Victoria, ch. 90 lbs., lb. 0 30

COFFEES
Victoria, Java and Mocha
Blend, 1-lb. tin, lb. 0 34 1/2
Victoria, Java and Mocha
Blend, 5, 10, 25, 50-lb.
tins, lb. 0 32
Princess, Java and Mocha
Blend, 1-lb. tin, lb. 0 22

MUSTARD
COLMAN'S OR KEEN'S
Per doz. tins
D. S. F., 1/4-lb. \$ 1 00
D. S. F., 1/2-lb. 2 90
D. S. F., 1-lb. 5 75
F. D., 1/4-lb. 0 90

Per Jar
Durham, 4-lb. jar 0 93
Durham, 1-lb. jar 0 31

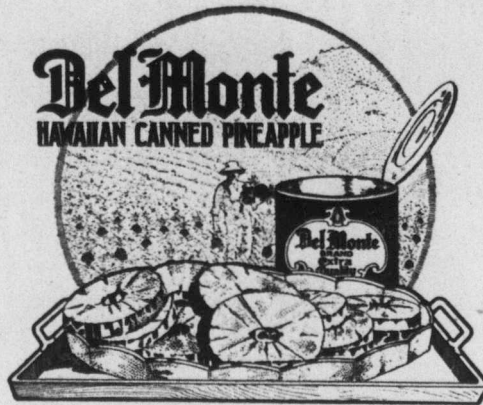
JELLY POWDERS
**WHITE SWAN SPICES AND
CEREALS, LTD.**
White Swan, 15 flavors, 1
doz. in handsome counter
carton, per doz. \$ 0 90
List Price

SPICES
**WHITE SWAN SPICES AND
CEREALS, TORONTO**
5c 10c
Round Oval lith.
litho. dredge.
litho. 2 1/2 oz.
Per doz. Per doz.

SPICES
Allspice \$0 45 \$0 90
Arrowroot, 4 oz.
tins, 85c
Cayenne 0 45 0 90
Celery salt
Celery pepper
Cinnamon 0 45 0 90
" whole, 5c.
pkgs., window
front, 45c
Cloves 0 45 0 90
Cloves, whole, 5c.
pkgs., window
front, 45c
Curry powder
Ginger 0 45 0 90
Mace 1 25
Nutmegs 0 45 0 90
Nutmegs, whole,
5c pkgs., window
front, 45c
Paprika 0 45
Pepper, black 0 45 0 90
Pepper, white 0 50 0 95
Pastry spice 0 45 0 90
Pickling spice,
window front, 90c
Shipping weight
per case 10 lbs. 15 lbs.
Dozens to case... 4 4

TO-DAY EAT

Delicious



Refreshing

PACKED WHERE THEY RIPEN—THE DAY THEY'RE PICKED

BY
**CALIFORNIA FRUIT CANNERS
 ASSOCIATION**
 SAN FRANCISCO

Why You Should Feature

KING GEORGE'S NAVY

A Continuous Tobacco Show

You can buy tobacco all day long. No 8 o'clock closing or matinee performances, or idle periods. KING GEORGE'S NAVY CHEWING is a star performer—a sort of Charlie Chaplin—on the job all day long—from sun-up to bedtime. Like Charlie, KING GEORGE'S NAVY makes for happiness—puts you in a good humor; keeps you and others happy all the time. So you see KING GEORGE'S NAVY performs a service of real value to men.

What we want is that every user of chewing tobacco will learn to know of the goodness of KING GEORGE'S NAVY. You can help, and every introduction you make leads to an enduring friendship—a profitable friendship.

Are you well stocked? See your wholesaler.



Handled by
 the Wholesale
 Trade

Rock City Tobacco Co., Ltd.

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



It will pay you well

to get up a display of **STOP-ON SHOE POLISHES**—the only shoe polishes manufactured in Western Canada. Every customer buying one box will come right back for more, because the **STOP-ON SHINE HAS A PERMANENT BRILLIANCY** that resists the dampest and foggiest weather.

Just try out the selling value of a **STOP-ON** line. Prove to your own satisfaction that these polishes are unusually good and unusually popular.



STOP-ON POLISHES are made in Black, Tan, Ox-Blood, Nut-Brown and White. The latter is without doubt the most satisfactory white shoe dressing obtainable. It will not rub off on the clothing.

Order a supply to-day.

Strang Brothers
WINNIPEG

GROCER'S FRUIT BULLETIN

This is your tip to buy Niagara Peninsula Peaches and Plums. An extra good crop of peaches are now coming in fast. Plums are also at their best right now. 250 papers are advising the housewives when to buy. They are looking for the map—as a guarantee of quality pack.

Get behind this line—
it's good business.



BUY STAR BRAND

"Made in Canada"

Cotton Clothes Lines and Cotton Twine

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

FOR SALE BY ALL WHOLESALE DEALERS

See that you get them

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

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

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

Culinary Starch

40 lbs., W. T. Benson & Co.'s Celebrated Prepared	.08
40 lbs., Canada Pure Corn (20 lb. boxes ¼c higher)	.06½

BRANTFORD STARCH

Ontario and Quebec	
Laundry Starches—	
Canada Laundry—	
Boxes about 40 lbs. ....	.06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lbs. ....	.06½
First Quality White Laundry—	
3-lb. canisters, ca. of 48 lbs.	.07½
Barrels, 200 lbs. ....	.06½
Kegs, 100 lbs. ....	.06½
Lilly White Gloss—	
1-lb. fancy carton cases 30 lbs. ....	.07½
8 in case .....	.08
6-lb. toy trunks, lock and key, 6-lb. toy drum, with drumsticks, 8 in case ...	.08½
Kegs, extra large crystals, 100 lbs. ....	.07½
Canadian Electric Starch—	
Boxes, containing 40 fancy pkgs., per case	3.00
Celluloid Starches—	
Boxes containing 45 cartons, per case	3.60
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. pkts., boxes of 40 lbs.	.06½
Brantford Prepared Corn—	
1-lb. pkts., boxes of 40 lbs.	.07½
"Crystal Maize" Corn Starch—	
1-lb. pkts., boxes of 40 lbs.	.07½
(20-lb. boxes ¼c higher than 40's)	

COW BRAND BAKING SODA

In boxes only.	
Packed as follows:	
5c packages (96)	\$ 3.20
1 lb. packages (60)	3.20
½ lb. packages (120)	3.40
½ lb. 60 } Packages Mixed	3.30
1 lb. 30 }	

SYRUP

THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP	
Perfect Seal Jars, 3 lbs.:	
1 doz. in case	\$ 3.00
2 lb. tins, 2 doz. in case...	3.00
5 lb. tins, 1 doz. in case...	3.40
10 lb. tins, ½ doz. in case.	3.30
20 lb. tins, ¼ doz. in case.	3.25
Barrels, about 700 lbs. ....	.04½
Half bbls., about 350 lbs. ....	.04½
¼ bbls., about 175 lbs. ....	.04½
2 gal. wooden pails, 25 lbs.	1.60
3 gal. wooden pails, 38½ lbs.	2.25
5 gal. wooden pail, 65 lbs.	3.50

LILY WHITE CORN SYRUP

2 lb. tins, 2 doz. in case....	\$ 3.50
5 lb. tins, 1 doz. in case....	3.90
10 lb. tins, ½ doz. in case.	3.80
20 lb. tins, ¼ doz. in case.	3.75

ST. LAWRENCE SUGAR REFINING CO.

Crystal Diamond Brand Cane Syrup	
2-lb. tins, 2 doz. in case..	4.80
Barrels, per 100 lbs.	5.25
½ barrels, per 100 lbs.	5.50

THE BRITISH COLUMBIA SUGAR REFINING CO., LTD.

ROGERS' GOLDEN SYRUP	
Manufactured from pure cane sugar.	
2 lb. tins, 2 doz. in case....	\$4.05
5 lb. tins, 1 doz. in case....	4.75
10 lb. tins, ½ doz. in case...	4.45
20 lb. tins, ¼ doz. in case...	4.35

Delivered in Winnipeg in carload lots.

CALIFORNIA FRUIT CANNERS ASSOCIATION

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

YUBA BRAND

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

INFANTS' FOOD MAGOR SONS & CO., LTD.

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

STOP-ON POLISHES	Doz.
Polish, Black, Tan, Ox-blood and Nut-brown	0.85
Dressing, White, 4-oz. bottle	2.00

NUGGET POLISHES

Polish, Black and Tan ...	0.85
Metal Outfits, Black and Tan	3.85
Card Outfits, Black and Tan	2.25
Creams and White Cleanser	1.10

YEAST

White Swan Yeast Cakes, per case, 3 doz. 5c pkgs..	1.20
--	------

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

Black Watch, 8s, butts 9 lbs.	\$ 0.60
Bobs, 6s and 12s, 12 and 6 lbs.	0.46
Currency Bars, 12s, ½ butts, 12 lbs., boxes 6 lbs.	0.46
Currency, 6s, ½ butts, 9 lbs. 0.46	
Stag Bars, 6½s, butts, 11 lbs., boxes, 5½ lbs.	0.48
Walnut Bars, 8½s, boxes 7 lbs.	0.64
Pay Roll, thick bars, 8½s, 6 lb. boxes	0.68
Pay Roll, thin bars, 8½s, 5 lb. boxes	0.68
Pay Roll, plug, 8½s, 12 and 7 lb. caddies	0.68
Shamrock, plug, 7½s, ½ butts, 12 lb. boxes, 6 lbs.	0.57
Great West, pouches, 9c.	0.72
Forest and Stream, tins, 11s, 2 lb. cartons	0.80
Forest and Stream, ¼s, ½s and 1-lb. tins	0.80
Forest and Stream, 1-lb. glass humidors	1.00

Canadian

Peaches and Plums

Now Arriving in Liberal Quantities

Also

Huckleberries

Cantaloupes and Tomatoes.

Plums, short crop; prices very reasonable just now.

The House of Quality

HUGH WALKER & SON

Established 1861 GUELPH, ONTARIO

Wholesale

Fruits

Vegetables

and

Fish

Everything The Best

WHITE & CO., LIMITED

Toronto

Phone Main 6565.

Your Trade Will Repeat.

MAPLEINE FLAVORING

brings back your customers. You can make no mistake. They come back for that genuine "Mapley" Tang. A real American Flavoring used for every purpose.



Order from:

Frederick E. Robson & Co.
25 Front Street E.
Toronto, Ont.

Mason & Hickey
267 Stanley Street.
Winnipeg, Man.

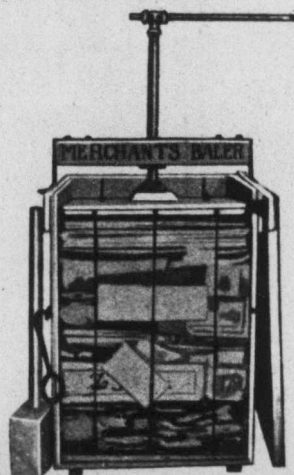
CRESCENT MFG. COMPANY
SEATTLE, WASH.

When writing advertiser kindly mention that you saw his ad. in this paper.

Kindly mention this paper when writing advertisers

Merchants Baler

MADE IN CANADA



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

"f.o.b. Toronto."

Stephenson, Blake & Co.

Manufacturers

60 Front St. West, - Toronto

Are You Interested?

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

RATES:

(payable in advance)

2c per word, first insertion.

1c per word, subsequent insertions.

5c extra per insertion when replies are to be addressed c/o Canadian Grocer.

No Other Paper Reaches All These Men.

In Selling a Business?

In Buying a Business?

In Engaging a Clerk?

In Securing a Position?

In Securing a Partner?

In Disposing of Second-hand Fixtures?

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

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

Canadian Grocer

143-153 University Ave., Toronto

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

Women are Shy —Be Careful!

When she asks for Shirriff's and accepts something "just as good," saying nothing, are you sure you are safe? Why not be ready next time with the *real* good extract instead of the "just as good"—and at least keep your prestige with her? It may mean her trade.



Shirriff's True Vanilla

is made by our own *secret process* from the best Mexican Vanilla bean—the world knows no better. Our process brings out the last vestige of flavor, taking a whole year in the process.

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

Shirriff's invariably gives *complete* satisfaction. Can you think of something "just as good" to hold customers with?

Help supply the demand for Shirriff's. Write us.

Imperial Extract Co.
Toronto

INDEX TO ADVERTISERS

A	M
Acadia Sugar Refining Co.... 8	MacKenzie & Morris 13
	Maclure & Langley 12
	MacNab, T. A., & Co..... 13
	Magor, Son & Co. 16
	Malcolm Condensing Co. 6
	Mann, Laurie Co. 13
	Mathieu Co., J. L. 41
	McCabe, J. J. 41
	McDonald, Chas. M. 13
	McVitie & Price, Ltd. 42
	Menzies, Stewart & Co. 14
	Meyers, Fred. L. 13
	Millman, W. H. Sons 13
	Minto Bros. 2
	Moore, J. D. 10
	N
	National Licorice Co. 15
	Niagara Peninsula Publicity Association 45
	O
	Oskey & Sons, John 48
	P
	Patrick & Co., W. G. 13
	Pennock, H. P., Co., Ltd. 13
	Perry Co., The H. L. 13
	R
	Red Rose Tea Co 15
	Rock City Tobacco Co. 43
	S
	Sloane, J. C. 42
	Smith & Son, E. D. Back cover
	Smith & Procter 10
	Smith, H. G. 41
	Spratts 9
	Stevens Produce Co. 48
	Stevens-Hepner Co., Ltd. 40
	Strang Bros. 44
	Stephenson, Blake & Co. 45
	T
	Tilley, Chas., & Son 12
	Tippet, A. P., & Co.
	Inside front cover
	Toronto Salt Works 48
	Toronto Butchers' Supply Co., Ltd. 48
	Trent Mfg. Co. 48
	V
	Varty, W. Geo. 13
	W
	Walker, Hugh, & Son 45
	Watson & Truesdale 13
	Webb, Harry 13
	Webster & Co., W. R.
	Inside front cover
	Wetthey's, J. H. 12
	White & Co. 45
	White, Fred. J. 13
	White Swan Spices & Cereals, Ltd. 39
	Whittemore Bros. Corp. 8
	Woodruff & Edwards 46
	Woods & Co., Walter 2



Get the utmost out of your coffee department

THE ELGIN NATIONAL COFFEE MILL will save you time and add to your profits and will give your customer that satisfactory service that means increased confidence and better sales.

Its lifetime durability and the perfection of the work it does are two good reasons why you should immediately install the Elgin. Don't decide on any Coffee Mill until you have learned full particulars of the Elgin. Our booklet No. 24 C will tell you all about it. Ask your jobber for Catalog and Prices.

Woodruff & Edwards Co., ELGIN, ILLINOIS, U.S.A.

An Appeal to Men of High Calibre

HAVE you thought of this?—that any advance in a Nation's Commerce, or Civilization or Spirit is due solely to advances in these directions by many *individuals*; or to put it more definitely, by the *Common people*. The spirit or impulses of *leaders* must pass downward—to the *Common people*.

This truth is of importance to us in Canada. We make progress in this or that direction only as the *multitude* is bent in this or that direction.

YOU—perhaps your name is John Brown—must deliberately seek to advance yourself in the direction of ideals. Then you will fire another to do likewise, and he in turn will start another going forward; and so on and so on, until a mass is energized and is moving ahead towards higher achievements.

This means that a heavy burden of obligation rests on every single one of us, if Canada is to advance in high and good ways.

HERE is a practical application—you, as a business man, must consciously and deliberately seek to be a bigger business man, if you would see our good country as a whole advance.

As a business man engaged in the manufacture or distribution of merchandise, you must be well informed with a vision of Canada's business world wider than the bounds of the business which provides you a livelihood; and a fuller knowledge of what is being done, thought or said in the larger business world that incorporates your own.

This wider vision and fuller knowledge can be procured from a reading each week of The Financial Post. (Price \$3.00 for 52 issues).

No other single paper perhaps will serve you so soundly and broadly.

How: By guiding you in your investments. It is often harder to invest money wisely than it was to earn it. The successful purchase of securities requires long study of investment matters.

Then when you have about made up your mind what to buy, The Post's Investors' Information Bureau will give you a careful analysis of these securities and its opinion respecting them.

We put it to you that if you admit the truth and force of what we have said above, the logical thing is to subscribe to The POST. In this way you take a necessary step in the direction of larger progress.

This is a high appeal to minds and men of high calibre—men who have the will and courage to follow the biddings of their convictions.

Therefore, we expect many to sign and return the form below:

THE FINANCIAL POST OF CANADA

143-153 University Ave.

Toronto

.....1916.

THE FINANCIAL POST OF CANADA,
143-153 University Ave., Toronto.

Please enter me as a regular subscriber, commencing at once. I will remit \$3.00 to pay for my subscription on receipt of bill.

Name Address

Buyers' Guide

CLASSIFIED ADVERTISING

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

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

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

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

WANTED

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

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

FOR SALE

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

"TRENT LOCK" EGG FILLERS

For 30 dozen cases.
For one dozen Cartons.
THE TRENT MFG. CO., LIMITED
Trenton, Ontario, Canada

ESTABLISHED 1849

BRADSTREET'S


Offices Throughout the Civilized World
OFFICES IN CANADA:

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

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

Thomas C. Irving, General Manager
Western Canada
TORONTO

OAKLEY'S
20-102-5786
KNIFE POLISH
JOHN OAKLEY & SONS, LIMITED,
LONDON, ENGLAND.



AGENTS:

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

CHIVER'S

JAMS—JELLIES—MARMALADE

Are guaranteed absolutely pure and of the highest quality.

Send us your orders.

Agents:

Frank L. Benedict & Co., Montreal

Toronto Butchers' Supply Co.
LIMITED

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

Want Ads.

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

TRY IT OUT.

Listen! WESTERN GROCERS

We buy Live and Dressed Poultry, Late Potatoes, Butter and Eggs in any Quantity.

Poultry coops, cases, tubs supplied. Make us a trial shipment. Immediate cash remittance, or write for prices.

Stevens Produce Co. Winnipeg

We are now located in our new and more spacious warehouse at

60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF

PORT ARTHUR, ONT. MONTREAL, QUE.

FRESH FISH
FOR NEXT WEEK

Halibut, Cod, Haddock, Trout,
Whitefish

Price
Quality
Service

J. BOWMAN & CO.
26 Duncan St., Toronto, Ont.

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

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Hardware and Metal, and let it assist you in filling your needs.

Losing a Customer

YOU probably lose customers—many of them—in the course of a twelve month; and perhaps you replace them all with new ones. But—why did you lose any?

May we suggest that often customers leave you, and others, just because they have been supplied with merchandise that failed to please them. They don't always explain or give the dealer a chance. They add up their complaints and then leave.



Cow Brand is better than other sodas because it is made better, from better materials, and kept up to its own high standard.

Above all things don't take risks with Baking Soda.

Church & Dwight, Limited
Manufacturers - - MONTREAL

Take Baking Soda, for example; you cannot possibly "get in wrong" by supplying

Cow Brand

This Raisin is Working for You



Eight thousand raisin growers in California have taken hold of the raisin business. They have organized it for themselves, for you and for the consumer. They got tired of fluctuating products, fluctuating prices, and a fluctuating demand. They have organized the industry, centralized their forces, and lifted the raisin business out of the haphazard and accidental. They have eliminated the speculator and created a direct market through advertising.

SUN-MAID Raisins

The first year they spent \$160,000.00 in advertising. This year they are spending \$260,000.00. All this advertising is on one brand of raisins—the Sun-Maid Brand. The entire raisin business is bound to improve as the result of the publicity and the educational work being done by the Association. But you cannot expect to get the full benefit of it unless you identify yourself closely with the Sun-Maid Brand. Your jobber has it. Order it now from him. Get in touch with us and let us tell you how we can help.

THREE VARIETIES

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

Your Jobber Can Supply You

CALIFORNIA ASSOCIATED RAISIN CO.

Membership 8000 Growers
FRESNO, CALIFORNIA (288)

LARGEST MAKERS IN THE WORLD

Tea Lead—all gauges and sizes

Metal Bottle Capsules—any size,
color or stamping

Collapsible Tubes—plain or colored

ALL BRITISH MADE

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

BETTS & COMPANY, LIMITED

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

Every Grocer should handle

E. D. SMITH'S
Grape Juice

—It's the ideal temperance drink



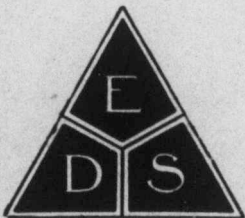
Made in
Canada

THE demand for this popular Grape Juice with the *Natural Concord Flavor* is always worth catering to and dealers will make no mistake in featuring it strongly when the provincial prohibition law comes into force. There is certain to be a bigger demand than ever for this delicious Grape Juice, the strength and purity of which makes dilution necessary.

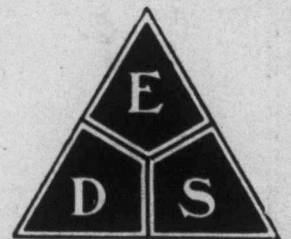


Made in
Canada

The E. D. Smith special process conserves all the natural Concord Grape Flavor, giving to this popular Grape Juice a delicious, delicate flavor that appeals to particular people.



Order a good supply and see what results a window display will pull.



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

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