

**PAGES
MISSING**

FEATURING RETAIL BUSINESS CONDITIONS

CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVIII

PUBLICATION OFFICE: TORONTO, OCTOBER 9, 1914

No. 41

SAFETY FIRST

If all claims were to be taken seriously, this world would be a dilemma. It accordingly is up to the individual merchant to prove or disapprove. Fortunately for our line this is not difficult.

In opening your package put your oyster dipper down into the centre of the meats. You will note our stock is positively solid. If the stock from our competitor is not equally as solid, there is that much to our credit, which would represent from a pint to a quart in the package. Examine the thickness of the meaty part of the oyster, also compare them as to firmness. These tests are simple and will tell the story.

We do not pose as a cheap house, but we claim, however, that all points considered, our proposition will afford you value and bring returns that compare favorably with any other source of supply.

How frequent the consumer buys oysters depends entirely on the satisfaction they experience in eating them, and while many are coming to appreciate that oysters are an economy, and will as a result of that conviction purchase them as a matter of saving, there are still a great many people who regard oysters as a luxury, and with conditions as they are this year, it will be necessary for your stock to show up pretty nice to coax any sales from that class of trade.

We are exclusively oyster people confining ourselves absolutely to oysters and the things necessary for their proper handling, viz., Display Cases and Paper Pails. It is a fact that we are the only people in Canada who have a display case that will do your store credit. We have also the Empire non-leakable paper pail which is the acme of efficiency in that line. If you are interested in service and further particulars, write us.

Connecticut Oyster Company

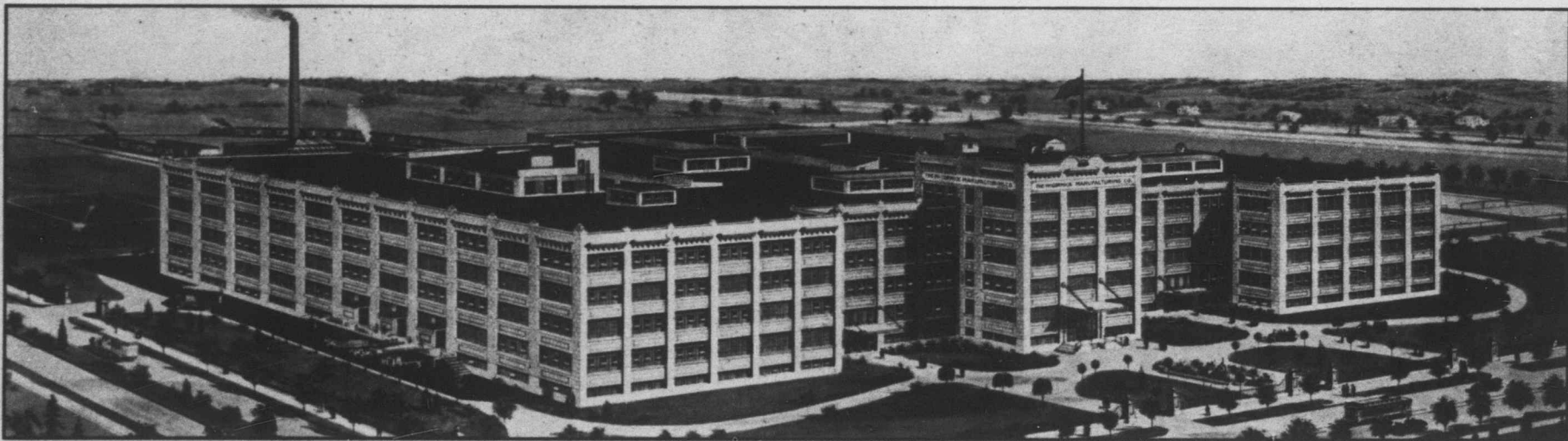
"Canada's Exclusive Oyster House"

50 JARVIS STREET

TORONTO, ONT.

McCORMICK'S

New, Snow-White, Sunshine Biscuit and Candy Factory — Just Completed
LARGEST, MOST MODERN, MOST SANITARY FACTORY OF ITS KIND IN AMERICA



Home of Jersey Cream Sodas and hundreds of varieties of high-class fancy sweet biscuits and candy

THE factory is pure white, both inside and out, finished on the outside with white terra cotta, and on the inside with white enamel and tile.

It is of reinforced concrete construction, absolutely fireproof, with sprinkler system throughout.

The factory is operated entirely by electricity—practically no shafting or belting used, eliminating all danger from accidents, etc.

We have our own private railway switch. Eight carloads can be loaded and unloaded at the same time.

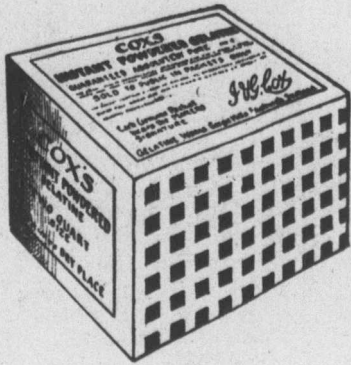
Abundance of light.

Impossible for mice and rats to exist, owing to the construction of the building.

Every accommodation made for employees, such as sunshine dining-rooms, where meals are served at cost, rest rooms, reading rooms, Red Cross department, gymnasium, smoking room, dressing and locker rooms, lawn tennis court, baseball diamond, in fact everything for the accommodation and convenience of the employee.

THE McCORMICK M'F'G CO., LIMITED - - - LONDON, CANADA

Branches—Montreal, Ottawa, Hamilton, Kingston, Winnipeg, Calgary, St. John, N.B., Port Arthur



Just now in Europe the future destinies of nations are being tipped in the balance. It is the supreme test of merit and service—the survival of the fittest. And just now, right here in Canada, hundreds of grocers are reaping the benefit of the supreme test of merit COX'S INSTANT GELATINE has withstood for over a quarter of a century. And reaping it in the dollars and cents of increased and steady profits. Why not let the merit and reputation of

COX'S

INSTANT POWDERED GELATINE

earn easy profits for you? The wholesaler in your locality will gladly supply you.

The Barr Account System is working against the accumulation of bad debts all the time

Because: With each purchase the counter check shows your customer what he owes to date—is a reminder to both yourself and customer how the account stands. Burying accounts in *your* books until monthly statements are made hides the indebtedness from yourself and customer—and the size of the bill at the end of the month is often a shock—disputes usually arise.

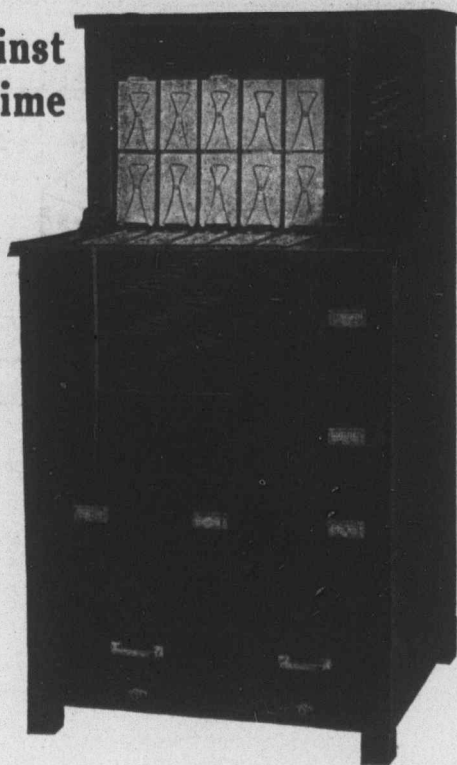
With the Barr Account System, when the day is over, you have gently reminded all your credit customers of the standing of their account—have posted all your books “up to the minute.”

Special Notice to Merchants

The Barr Register is a bona-fide Canadian invention, fully protected by valid patents. There never have been any legal proceedings against above patents, notwithstanding all competitors' talk to the contrary. We make this announcement as we understand that some merchants have been imposed upon and induced to buy other Account Registers through such talk.

Barr Registers Limited - Trenton, Ont.

GREAT BRITAIN: Head Office, Dacre House, 5 Arundel St., Strand, London, W.C. FACTORY: Birmingham, England



Barr Account Registers are made for any number of accounts—in counter cabinet style and in floor cabinet style (illustrated), combining desk, credit register and filing cabinet.

THE

ARCTIC

FISH DISPLAY CASE

You know that fish is a money-maker, especially now that it is the most economical meat. The demand is growing.

Why not add to your daily profits by handling fresh fish and displaying them in an **Arctic Case**?

Write for full particulars.

John Hillock & Co., Limited
TORONTO

AGENTS:—Western Ontario: J. H. Galloway & Co., Hamilton.
Saskatchewan: Western Butchers' Supply Co., Regina, Sask.
Montreal: W. S. Silcock, 33 St. Nicholas St.

Get these Lines NOW for Larger Profits

So well have the satisfying qualities of Rose Quesnel and Master Mason Smoking Tobaccos and King George Navy and Maple Sugar Chewing Tobaccos met with the unquestioning approval of Canadian tobacco users, that large and continuous sales are assured. Don't wait until they go elsewhere for these tobaccos. Stock them yourself to-day and realize the good profits they offer. Your wholesaler is ready to supply you.

The Rock City Tobacco Co.
Winnipeg and Quebec

Let E.D.S. Advertising Bring You Easy Sales

Wherever the eyes of the nation may roam, in the street cars, the newspapers, the magazines, there they come under the influence of E. D. S. advertising. There they are persuaded of the taste-tempting deliciousness and wholesomeness of

E.D.S. Jams and Jellies

Naturally, the many grocers handling the E. D. S. lines find they require no effort to sell, and quickly move from the shelves. The mere suggestion of their high quality and natural flavors is all that is needed to arouse a keen desire for them.

Why not let E. D. S. advertising bring easy sales for you? Why not let E. D. S. quality and purity bring you large and growing profits? Write us just how many cases you wish for trial order. Write us to-day.

E. D. Smith & Son
Limited
WINONA ONTARIO

AGENTS:

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



Don't let this Fall Hunting Season pass without getting your share of the heavy sales in Condensed Milk, Coffee and Cocoa. By far the best sellers are the ever-popular

Borden Brands

and present indications are that the coming season's sales will excel even previous records.

But Borden's is an all-year-round seller; its usefulness is established in the minds of prudent housewives.

Write your wholesaler to-day for complete information and dealers' prices.

Borden Milk Co., Limited
"Leaders of Quality"
MONTREAL

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



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

FURUYA & NISHIMURA

Montreal, Chicago, New York and Shidzuoka



JONAS' EXTRACTS

have a reputation established over 44 years.

HENRI JONAS & CO. (Established 1870) Montreal

IF you want an extract that you can honestly say for it,—
“Yes, madam, this is an extract that I can safely stake my reputation on,” you have it in Jonas' Extracts, for they are the result of over forty-four years of practical experience in extract manufacturing.

They turn (so-called) Cranks into friends for your store because of the entire satisfaction they give.

Now is the time to try Jonas' Extracts out.



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

that's Rose Brand

(SELLS AT THE PEOPLE'S PRICE)

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

Write for Prices.

FRETZ LIMITED

HAMILTON, CANADA

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

Quality and Quantity

WILL ALWAYS WIN

That is why our new piece

NIGHT STICKS

is selling so well.

A big cent's worth of delicious quality Flexible Licorice.

Order from your Wholesaler.

Everything in Licorice for Grocer,
Druggist and Confectioner.

National Licorice Company
MONTREAL

Not Sold by Weight

The nutritive value of a prepared food is not determined by weight. The purity and food value of

Shredded Wheat

are in the shredding process—the best process ever discovered for preparing the whole wheat grain in a digestible form. We are not selling the raw wheat at so much per pound. Considering its high nutritive value, Shredded Wheat is the cheapest food on earth. It is the one universal staple breakfast cereal, always clean, always pure, always the same price.



TRISCUIT is the Shredded Wheat Wafer—a crisp, tasty, whole wheat toast—delicious with butter, cheese or marmalades.

Shredded Wheat Biscuit is packed in odorless spruce wood cases, which may be readily sold for ten or fifteen cents, thereby adding to the grocer's profits.

Made by

The Canadian Shredded Wheat Co. Limited
Niagara Falls, Ont.

Toronto Office:—49 Wellington St. East.

(56-A)

ALL BRITISH

The wave of enthusiasm for all things British which is sweeping the Empire during the War will be reflected in the household purchases.

To the question, "Is it British?" you can safely reply "Yes,"—when recommending:—

OCEAN BLUE
Gipsy Stove Gloss
Linoleo Floor Wax
Glosso Metal Polish
Z O G

THE PAINT CLEANER.

Order from your Wholesaler.

HARGREAVES (CANADA,) LIMITED,
33, Front Street, E. TORONTO.

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

The high-grade confection with the different flavor and small price

BORDO CHOCOLATES



60%
Profit

It requires no educating of your customers' taste to create a demand for these delicious, high-grade chocolates. Simply introduce them and their quality, flavor and price will do the rest.

They take the place of Dollar-the-pound goods,

because they equal them in every way, yet they sell at a moderate price and give you a profit of 60%. A FREE sample will be gladly sent on request.

Packed in 10c packages, ½ lb. boxes, 1 lb. boxes, 5 lb. boxes.

The Montreal Biscuit Company
The Originators MONTREAL

LYTLE

makes a

NEW LINE

The choicest line of pickles ever offered the Canadian trade, and the best of it is they are "MADE - IN - CANADA" goods.

High-Grade Sour,
Mixed.

High-Grade Sweet,
Mixed.

Mixed Gherkins,
uniformly sized.

Sour Gherkins, uni-
formly sized.

Get them on display in
your store NOW. This
new line comes in

10 gal.
Polished Oak
Kegs

Just to convince your-
self that this new line is
a winner, let us send you
a keg as a trial order.
Send for it to-day.

T. A. Lytle Co., Limited
Sterling Rd., Toronto

VICTORY AT LAST!

The Government
passed a Bill, May
6th, 1914, which goes
into effect January,
1915, and is a deci-
sive victory in the
interest of purity

IN THE MAPLE INDUSTRY

The Bill reads as follows :

4. The following section is inserted immediately after section 29:—

"29a. No person shall manufacture for sale, keep for sale, or offer or expose for sale, as maple sugar any sugar which is not pure maple sugar, nor as maple syrup any syrup which is not pure maple syrup, and any maple sugar or maple syrup which is not up to the standard prescribed by the Sixth Schedule to this Act, or, if such standard is changed by the Governor in Council, to such standard as the Governor in Council may from time to time prescribe, shall be deemed to be adulterated within the meaning of this Act.

"2. The word "Maple" shall not be used alone or in combination with any other word or words on the label or other mark, illustration or device on a package containing any article of food or on any article of food itself which is or which resembles maple sugar or maple syrup; and no package containing any article of food or any article of food itself which is not pure maple sugar or pure maple syrup, shall be labelled or marked in such a manner as is likely to make persons believe it is maple sugar or maple syrup which is not pure maple sugar or pure maple syrup, and any article of food labelled or marked in violation of this subsection shall be deemed to be adulterated within the meaning of this Act."

You are absolutely safe
in stocking

PRIDE of CANADA
from the Pure Maple Sap

Maple Tree Producers' Assoc.
Limited

58 Wellington Street, Montreal

AGENTS:—W. L. Mackenzie & Co., Winnipeg; Oppenheimer Bros., Vancouver; S. H. P. Mackenzie, 32 Church Street, Toronto; Canadian Maple Products Co., Limited, 1 Endell Street, Long Acre, London, W.C., England.

CANADIAN GROCER



THE EVIDENCE OF QUALITY



War or no war, Simcoe Baked Beans are the best food value on the market.

Order Now

DOMINION CANNERS LIMITED
HAMILTON, CANADA



A 22 CARAT-INVESTMENT

SILVO is the improved polish, ideal for cleaning the most delicate silver. Ordinary polish necessitates heavy rubbing, this in time wears down the plate. SILVO is quite different from all other polishes on the market because:—Friction is reduced to a minimum—the Plate is preserved and a brilliant shine is obtained with less work. And the SILVO shine lasts.

SILVO

is the Gem of Polishes in every home and a 22 carat investment in every store, showing a good profit on every tin sold. Write for trial sample and prices and prove its polishing advantages.

RECKITTS' (Oversea) Ltd.,
122, Wellington Street West, TORONTO.

THE NAME "FAIRBANK" MEANS SOAP SURETY

GOLD DUST



is so well known, due to our extensive and persistent advertising, that any grocer can sell it, and it's so well liked on account of its cleansing power—so sure to give satisfaction, that it pays to sell it as often as possible.

It will pay you to push GOLD DUST, because you can sell more of it, and sell it with less effort, than any other washing powder, and because it will please your customers, which means holding them.

"Let the Gold Dust Twins Do Your Work."

The N. K. Fairbank Co., Limited
MONTREAL

Stock of Special "Class"

gives dignity to the entire stock of a grocery. Even though you use only moderate quantity of quality goods, there is no wiser selection for you than

CARR'S BISCUITS



With such stock on hand you invite a trade that will advertise you and make you successful.

Carr's Biscuits are packed for export in air-tight tins.

Write for Prices.

CARR & CO. CARLISLE ENGLAND

AGENTS—Wm. H. Dunn, Limited, Montreal; Dunn-Hortop, Limited, Toronto; Hamblin & Brereton, Limited, Winnipeg, Man., and Vancouver, B.C.; T. A. MacNab & Co., St. John's, Newfoundland.

"SOVEREIGN" SALMON

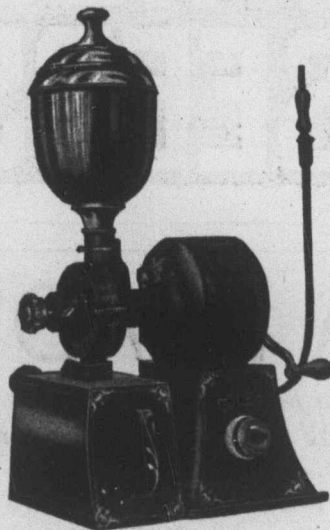


**FINEST
BRITISH
COLUMBIA
SOCKEYE**

**QUALITY
IS OUR FIRST
CONSIDERATION**

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

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



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

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

Have you a copy of Catalogue 913C?

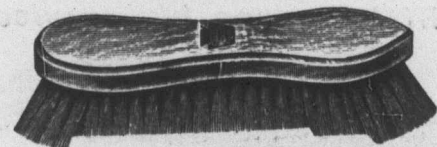
26 models of electric machines. Makers of Hand Coffee Mills for twenty-five years.

COLES MANUFACTURING CO.

1615 North 23rd St.

PHILA., PA.

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



The above cut shows an article of daily use in every household in Canada. We specialize on

Scrubbing Brushes

and have the cost of this class of goods reduced to a minimum. The Dealer gets the advantage of this when he buys our Brushes. We have a large range in every class of material which show good margins of profit in lines to retail from 10 cents to 25 cents. Remember it's the KEYSTONE BRAND.

Stevens-Hepner Company

Limited

PORT ELGIN, ONTARIO

Tartan
BRAND
THE SIGN OF PURITY

NEW FALL FRUIT ARRIVING DAILY

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

Our travelers have full information, or

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

BALFOUR, SMYE & CO., Wholesale Grocers HAMILTON



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.

A store convenience — costs little — gives big service



THE MCGREGOR PAPER BAG HOLDER.

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

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

**RENNIES
SEEDS**

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



**Here's Real Economy
in Household Deliciousness**

A Pint of Delicious Jelly for
only Five Cents.

Customers know that more delicious and appetizing Jelly was never produced at double the price than Bee Brand Jelly Powder. Extensive consumer advertising has created a keen desire and wide demand for Bee Brand Jellies. Better get your share of this trade by stocking Bee Brand NOW. Just ask your wholesaler to-day.

FORBES & NADEAU, Montreal, Que.

TEA LEAD

(Best Inconceivable)

Buy "PRIDE OF THE ISLAND" Brand
as extensively used for years past by most
of the leading packers of Tea in Canada.

ISLAND LEAD MILLS Ltd.

Tel. Address: "Laminated," London. LIMEHOUSE
A.B.C. Codes used 4th & 5th Editions LONDON, E., Eng.

Canadian Agents: HUGH LAMBE & CO., TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

Rumors are being freely circulated that owing to Government and war demands we are unable to fill orders for Pork and Beans, Canned Meats, etc.

This statement is absolutely without foundation, as we are filling orders with our usual despatch. Insist on your jobber giving you CLARK'S products when you ask for them.

W. CLARK LIMITED
MONTREAL



COWAN'S MAPLE BUDS

*—they all like 'em, because
they are rich and delicious,
yet are easily digested*

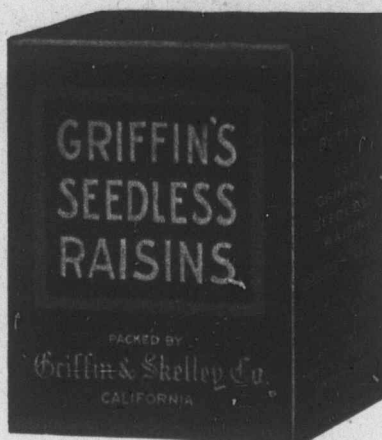


Once your trade gets the
Maple Bud taste, you need
never fear for the success of
your Candy De-
partment. Pur-
ity is The Key-
note of Maple
Bud Making.

This is a clipping
from one of our
many consumer
advertisements
and shows how
we are helping
dealers to sell
Maple Buds.



Griffin's



Seedless

Raisins

Never had a seed.

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

Ask your grocery salesman.

To the Wholesale Trade

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

WEST INDIA COMPANY, LTD.

St. Nicholas Building,

MONTREAL

CANADIAN GROCER



The Bowser Outfit makes *two sales* grow where *one* grew before. The motorist brings his wife to buy groceries and naturally buys his gasoline at the same time, next day he comes to buy gasoline and sees some groceries that please him and buys *them*. Grocers who have no Bowser Outfit, lose both these sales and all the

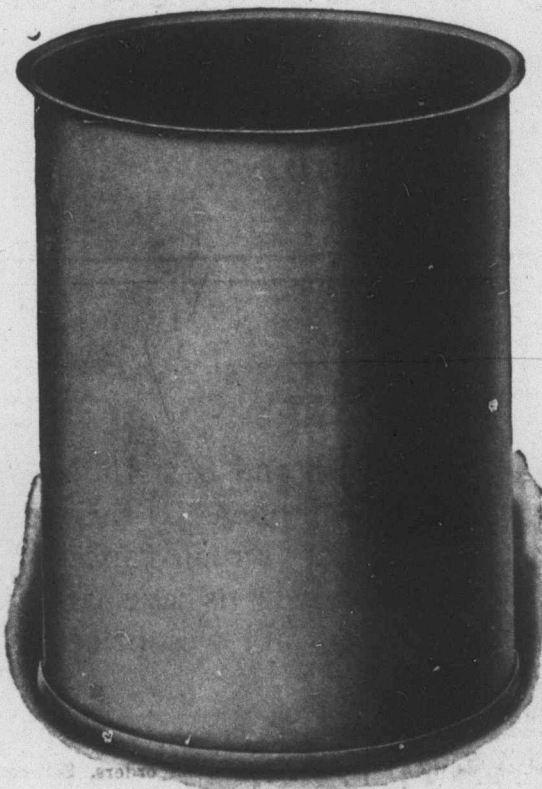
BOWSER
(ESTABLISHED 1885)

profitable trade in high-grade goods that follows. The man who rolls along the street in a car that cost as much as a house and lot *has money*, he's a good customer and you want his trade. You want to *sell him his gasoline* because he has to buy that almost *every* day. We do more than supply you the Bowser Outfit that handles the gasoline—we have taught motorists to look for the Bowser Outfit and buy their gasoline where they find it. Write us for suggestions that will increase your sales. Ask for free booklet. No obligation incurred.

S. F. BOWSER & COMPANY, Inc.
66-68 Frazer Avenue, - - - Toronto, Ont., Canada

Made by Canadian Workmen and Sold by Canadian Salesmen.
Sales Offices in all Centres and Representatives Everywhere.

Original patentees and manufacturers of standard, self-measuring hand and power driven pumps, large and small tanks, gasoline and oil storage and distributing systems, oil filtering and circulating systems, dry cleaner's systems, etc. Established 1885.



Sanitary Cans

"The Can of Quality"

Baked Beans,
Soups,
Meats and Milk.

Sanitary Can Company

LIMITED

NIAGARA FALLS, ONTARIO

CANADIAN GROCER

PROMPT SHIPMENT

St. Lawrence Sugar

All orders are now being shipped promptly.

ENGLAND'S MOST POPULAR SAUCE

is now selling freely over here — nearly all the leading grocers make a leading line of H. P., and obtain the full benefit of the money we are spending in advertising.

Wouldn't it be worth your while to stock

W. G. PATRICK & CO., LTD., Toronto, Montreal, etc.
R. B. SEETON & CO., Halifax, N.S.
THE MIDLAND VINEGAR CO., LTD., Birmingham, Eng.



APPLES

WE OFFER

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

O. E. Robinson & Co., **INGERSOLL**
ONTARIO

Below are the prices fixed by the

British Columbia Packers Association
VANCOUVER, B.C.

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

LESS THAN 5 CASES.		5 CASES OR MORE.	
	Doz.	All One Brand.	Doz.
1 lb. talls, cases each		1 lb. talls, cases each	
4 doz.	\$2.52½	4 doz.	\$2.50
1 lb. flats, cases each		1 lb. flats, cases each	
4 doz.	2.72½	4 doz.	2.70
½ lb. flats, cases each		½ lb. flats, cases each	
8 doz.	1.57½	8 doz.	1.55

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

THE TEST OF TIME

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

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



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

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



Manufacturers' Agents and Brokers' Directory

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

ONTARIO.

CHARLES H. COLE

Agent for McVitie & Price, Jas. Pascall, T. W. Beach, Johnston-Baird Co., etc.

New Address:

33 Front Street East - Toronto
Montreal Office: 501 Ruede Bldg.

MORROW & COMPANY CEREALS

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

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

W. H. Millman & Sons

Grocery Brokers
TORONTO

W. G. PATRICK & CO. Limited.

Manufacturers' Agents
and Importers.

51-53 Wellington St. W., Toronto

W. G. A. LAMBE & CO. TORONTO

Established 1885

SUGARS FRUITS

HENRI DE LEEUW

28 Front Street E. TORONTO

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

When writing advertisers kindly mention having seen the ad. in this paper.

WESTERN PROVINCES.

H. P. PENNOCK & CO., Limited

Wholesale Grocery Brokers
and Manufacturers' Agents.
WINNIPEG.

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

G. C. WARREN, REGINA SASK.

Importer, Wholesale
Broker and Manufacturers'
Agent.

Trade Established, 15 years.
Domestic and Foreign Agencies Solicited
Warehouse: 1313 Garnet St.

LEADLAY LIMITED

Grocery Brokers
and Importers

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

W. H. Escott Co., LIMITED

Wholesale
Grocery Brokers and
Manufacturers' Agents

Commission Merchants

WINNIPEG REGINA
CALGARY EDMONTON

Hamblin & Brereton LIMITED

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

We call on the Jobbing and Retail Trade.

WATSON & TRUESDALE

Wholesale Commission Brokers and
Manufacturers' Agents.

WINNIPEG - MAN.
Domestic and Foreign Agencies
Solicited.

COCKBURN-NOLAN CO. Limited

Importers, Brokers and Commission
Merchants

Representing Fugsley-Dingman Co.,
Limited. Canned Foods, Limited.
312-314 Ross Avenue, Winnipeg.

WESTERN PROVINCES—Continued.

H. G. SPURGEON WINNIPEG

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

FRANK H. WILEY

IMPORTER & BROKER

Specials just landed:—

CITRIC ACID TARTARIC ACID
OIL OF LEMON SALT PETRE

757-759 Henry Ave. WINNIPEG

Ruttan, Alderson & Lound, Ltd.

Successors to

RUTTAN & CHIPMAN
Commission Brokers

WINNIPEG. MAN.

BRITISH COLUMBIA.

The Campbell Brokerage Co.

Manufacturers' Agents and Commission Brokers.

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

887 Beatty Street, - Vancouver, B.C.

NEWFOUNDLAND.

T. A. MACNAB & CO.

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

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

QUEBEC.

SPLENDID CONNECTION

Amongst the Jobbers and Retailers. I am open for a few more agencies, and can handle them to advantage. Have You a Line of Candy Gross Goods?

The CLAUDE BEAUCHAMP Imports Limited.

223 Commissioners St., Montreal.

Agencies Solicited

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

J. W. Lapointe

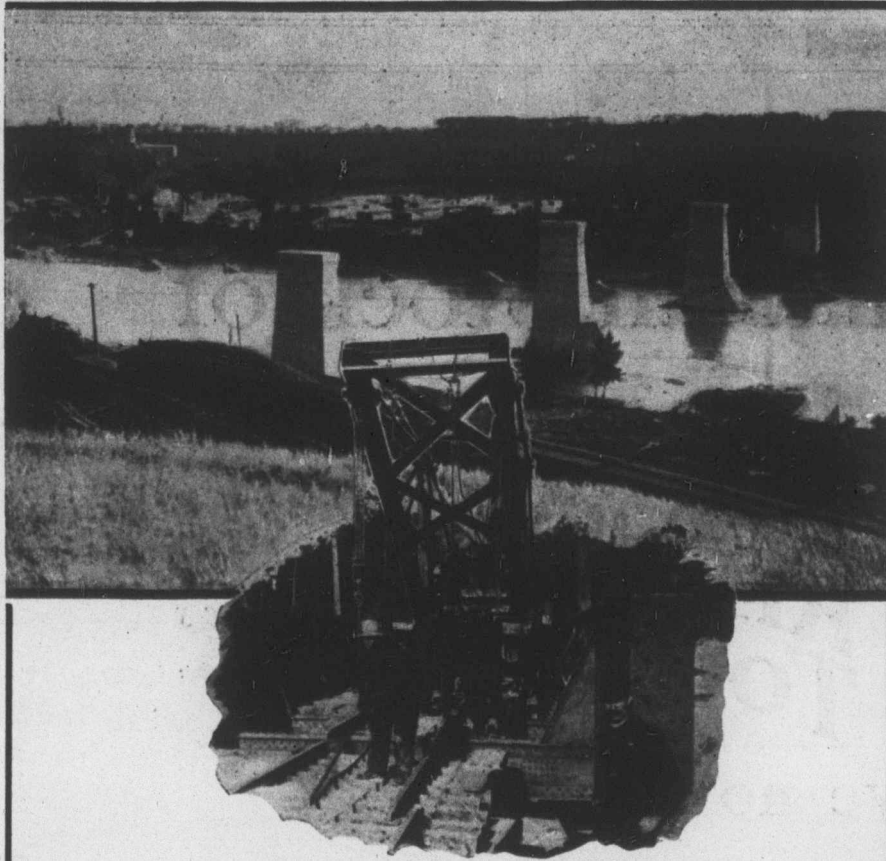
458 St. Antoine St. Montreal

R. G. KNOX CO.

Merchandise Brokers

Eastern Accounts Solicited

San Francisco 24 California St.



Building a Transcontinental

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

How is it done?

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

It is a story that every Canadian should read.

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

MacLean Publishing Company

143-153 University Avenue
TORONTO

This Is The Flavor

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

MAPLEINE

for lasting and delightful flavor.

ORDER FROM

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

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CRESCENT MFG. CO.
SEATTLE, WASH.



OAKLEY'S
KNIFE POLISH

WILLIAMS-SON



JOHN OAKLEY & SONS, LIMITED,
LONDON . ENGLAND.

AGENTS:

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

20th Century Retailing DEMANDS the use of

ALLISON COUPON BOOKS



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

HERE'S HOW THEY WORK:

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

For Sale Everywhere by Jobbers.
ALLISON COUPON COMPANY
Indianapolis, Indiana, U.S.A.

Reinforcements for the Canadian Stock of

*The Delicious
Wholesome
Confection*

**Sharp's
Kreemy
Toffee**

*Put up in
5c. and 10c.
Packages*

Have now arrived

After much delay caused by the temporary British embargo, delayed movement of freight at various points, etc., the long expected shipment of Sharp's Kreemy Toffee has arrived, and all orders can now be filled on short notice.

The daily increasing demand for this health-promoting, nutritious toffee is proof conclusive of its growing popularity with the masses. Old and young, rich and poor, all fall for its palate pleasing flavor.

There's big money in it too for the retailer.

Now is the time to place your order.

Made at Kreemy Works, Maidstone, Eng., by

EDWARD SHARP & COMPANY

AGENTS:

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

LARGEST MAKERS IN THE WORLD

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

ALL BRITISH MADE

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

BETTS & COMPANY, LIMITED

Chief Office:—1 Wharf Road

LONDON N., ENGLAND



No Mouldy Goods when “Anchor Sealed”

Why take chances in rousing the suspicions of dealers in the possible impurity of your goods, when you can assure them of absolute purity and keeping qualities with the new

ANCHOR CAP

Fruits and other products show to best advantage in glass jars, and the Anchor Cap mechanically seals your precious product in absolute purity, freshness and delicious flavor until the goods are opened for use.

A glance through our catalog will convince you that the cap adopted by many of the largest packers in the U. S. and Canada, after thorough tests, is the one for your product. Write us to-day for full particulars and prices.

The Anchor Cap & Closure Corporation of Canada, Ltd.

Sudbury St. West, Foot Dovercourt Rd., Toronto



APPLES FOR THE WEST

Select Ontario Fruit

CAR-LOTS

Right from the finest apple-growing belt in Ontario, with the best transportation facilities and ready access to refrigerator cars. Finest selected winter varieties are lower in price than in years.

It will pay you to get in touch with us at once.

Prices Low. Write or Wire to-day.

The H. M. Hambidge Co.

Wholesale Apple and Egg Merchants

AYLMER, ONTARIO

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

Furnivall's

FINE
FRUIT
PURE JAM

The woman accustomed to using only the best in everything else, invariably selects FURNIVALL'S as her ideal in Fruit Jams. Furnivall's gives her the choicest, fresh fruit, sweetened and preserved with pure cane sugar—nothing more. Naturally each new order evolves into steady and continuous sales.

Shall we send you a trial assortment of a few cases? Write us to-day.



Furnivall-New

LIMITED

Hamilton, Ont.

AGENTS: Halifax, B. C. Woodworth, 533 Robt St.; St. John, N.B., W. W. Chase, 79 Paradise Row; Montreal, W. S. Silcock; Ottawa, E. Archdeacon; Toronto, Dunn-Hortop Co.; Fort William, W. F. Elliot; Winnipeg, H. P. Pennock & Co., Ltd.; Edmonton, Alta., Geo. C. Benjamin, 629 Fourth St.

¶ The fact that the successful business man is an advertiser is usually incidental. He is an advertiser because he is wise and possessed of good, sound business sense and an analytical mind. At some time or other he came to the conclusion that advertising could be made one of the mightiest factors of his business organization, and having arrived at this conclusion, he just naturally went to it and advertised.

PEEK FREAN'S HIGH-GRADE BISCUITS

are again coming across the Ocean on almost every Liner, and our Agents have their Stocks well replenished with fresh assortments of all our Leading and Fast-Selling Specialties.

The cost of raw materials have greatly advanced, but we are firmly maintaining the high quality in every Biscuit, and there is but a slight advance in the price.

Place your Import Orders at once to insure prompt delivery for your Xmas Trade. Many of our recent introductions will prove trade-winners for your store.

PEEK FREAN & CO., LTD.
Makers of High-Class Biscuits ∴ London, Eng.

Write our agents at once for Samples and Price Lists

AGENTS:

THE W. H. MALKIN CO., LTD., of Vancouver, for British Columbia.
Ruttan & Chipman, of Winnipeg, for Manitoba, Alberta and Saskatchewan.
The Harry Horne Co., of Toronto, for Ontario.
F. L. Benedict & Co., of Montreal, for Ottawa and Eastern Canada.

“LUNA” Brand NORWEGIAN SARDINES

Small, choice smoked fish of delicious flavor in the highest quality Pure Olive Oil.

Our prices make “LUNA” Brand most interesting to the Grocer.

We solicit your inquiries and orders.

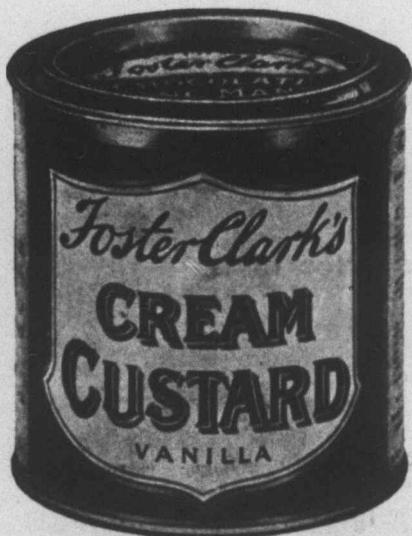
Sole Canadian Agents:

Davidson - Bowles, Limited
86 Wellington Street West
TORONTO

The OVERSEA EXPORT CO., Limited
CHRISTIANIA, NORWAY

Foster Clark's

“The Cream of All Custards”



We are pleased to inform the Trade that we have just received another Car of this World-Famous Custard, and are in a position to ship all Orders on Short Notice.

5c Packets, 1-qt. Size	- - - - -	40c Doz.
10c Tins, 5-qt. Size	- - - - -	95c Doz.
15c Tins, 7-qt. Size	- - - - -	\$1.40 Doz.
25c Tins, 12-qt. Size	- - - - -	2.35 Doz.

Mail Orders Shipped Same Day as Received.

The Harry Horne Co.

Importers and Manufacturers' Agents

309-11 King St. W., TORONTO

The Public Recognize the Need for Economy

Wealth is being destroyed by the million dollars a day.

Trade is, undoubtedly, hampered temporarily by the tightness of ready money and the restriction of international commerce.

In other words, wealth is being consumed at a greater rate than it is being created.

This loss must be met by economy somewhere.

The Greatest Economy is in Buying for Value

That the economic value of "SALADA TEA" is apparent to the vast majority of the public is evidenced by the continuance, during the present time of stress, of the splendid increase in sales we have enjoyed for so many consecutive years.

"SALADA"

MONTREAL

TORONTO

LONDON, ENG.

Money In Salesmanship

The trained salesman is practically independent. Scores of business houses seek his services.

It should, therefore, be the aim of every young man to qualify himself for a higher position. He can accomplish this in his spare time, just as hundreds have done.

No work so quickly develops poise, self-reliance, ease, ability to grasp situations, instinct to meet the demands of the moment, and the capacity to meet men of their own level, as representing MACLEAN'S.

This work puts you in touch with the prominent men of each town, a connection of inestimable value. We require representatives in nearly every town and center of population in Canada. You can make from \$5 to \$10 per week in addition to your regular salary. We give you a practical training that is worth consideration.

Write us to-day for particulars.

MACLEAN PUBLISHING CO.

143 University Ave. -- Toronto, Ont.



**Better
Refrigerators
Were
Never
Made**

You could search the world over and not find a refrigerator of more lasting satisfaction and

economy than the

EUREKA REFRIGERATOR

For twenty-eight years Grocers and Butchers have considered the Eureka the best in the field. You'll find them in the large majority of grocery stores, especially where economy is a factor and the sales-pulling power of a good display of perishables is recognized. Just ask any user what he thinks of the EUREKA. We are quite confident his reply will be satisfactory. Or better still, write us to-day for full particulars and catalogue describing the different sizes and styles.

EUREKA REFRIGERATOR CO., LIMITED

31 BROCK AVENUE, TORONTO



The Food for Young and Old

NUTRITIOUS AND HEALTHFUL

Robinson's "Patent" Barley

is especially good for children up to the age of nine months. It is prepared from the finest fully matured barley.

Robinson's "Patent" Groats

a specially prepared food made from the best oats is a great favorite with the older folk and is for children over the age of nine months. These two foods are well known and used extensively by the better trade.

Stock up to-day on Robinson's "Patent" Barley and "Patent" Groats

MAGOR, SON & CO., Limited

403 St. Paul Street, MONTREAL 30 Church Street, TORONTO

AGENTS FOR THE DOMINION OF CANADA



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

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

GUARANTEED PURE

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

PRIZE MEDAL

AT THE
International Exhibition, London, 1862
AND AT THE
Centennial Exhibition, Philadelphia, 1876

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

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

BENSON'S PREPARED CORN

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

Canada Starch Co., Ltd.
Montreal Cardinal Brantford

CANADIAN GROCER

VOL. XXVIII

OCTOBER 9, 1914

No. 41

No Reason to be Downhearted Over Conditions

Canadian Dealers Point Out That in Many Cases Business is Ahead of Year Ago — Temporary Slackness in Factory Centres Reported, but Farming Trade is Particularly Bright, as Grain Prices Are Good.

From Interviews with Canadian Grocers.

THERE is probably no member of the trade who can put his finger on the pulse of business conditions better than the retail grocer. It is he who in the final analysis of the distribution of food—the great necessity we all must seek every day of our lives—comes face to face with the great body of human beings and learns their wants. Upon him devolves the most urgent calls just as soon as the foodstuff supply in the home begins to disappear. It is he who first comes into touch with the results of any large or extended unemployment movement.

With these thoughts in mind Canadian Grocer got in touch with a number of retailers all over the country to find out exactly business conditions in their respective communities. Considering the great quantity of talk that has been floating about regarding an alleged unfavorable business situation, the replies received from these men are astonishing indeed. With but few exceptions they demonstrate the fact that apart from business centres where the working classes depend to a large extent on manufacturing industries, the people are in a most healthy financial condition and not at all in the predicament so many would lead us to believe.

But probably the best impression of actual conditions can be secured from the replies of these merchants themselves. There are too many to present in this article but a number of representative answers are herewith given:

Business Never Better.

J. A. Stewart, Exeter, Ont.—“With us business has never been better at this season of the year. Our trade is largely with the agriculturists, and crops all over this district are real good, and as you know all farm products are at fancy prices. Consequently the farmer in our section is making money, and the fault lies with us if we do not get our share.

“We have only one factory here, fortunately a live one, a branch of the

PART THE WAR PLAYED.

The following interesting letter comes from a retail grocer in Kingston, Ont.:—

“How is business you ask? Well, the war has had an effect on it sure. When the bugle sounded and war was declared, it drove people into a panicky state of mind. They imagined they heard aeroplanes above, and every blast in drains and foundations was a bomb. They saw nothing but a siege ahead and straightway filled up pantry and cellar, laying in an exceptional amount of tea, sugar and flour. Grocery rigs loaded up were being rushed hither and thither, and merchants were turning over stock in quick order.

“Now things are quiet again. People are getting seasoned and used to war's alarms and are using up supplies laid in; consequently our sales are less. But you know people must eat, and a re-action is already setting in and business again will soon be normal.

“Another factor making things quiet is the closing down of so many industries, throwing thousands out of work. Kingston is fortunate, as roadbuilding and bridge work, and knitting and cotton mills are employing a lot of people and the outlook is not too bad. The 5c theatres are absorbing thousands of nickels and the majority of patrons generally look for charity when the snow flies.”

Jackson Clothing Co., of Clinton, Ont. This factory is running full time, and we understand will continue to do so.

“While the war has a most depressing effect on the country, we fortunately are so situated, that we believe business will be as good, if not better, than usual.”

The Craig Co., Ridgetown, Ont. —

“Our business is up to last season, and expect the remaining months will show an increase. Crops in this section are about up to the average, and that with increased prices means prosperity to the farmer, who is the backbone of financial prosperity.

“With prospects of high prices for wheat next year, a much larger acreage of wheat has been put in than usual, and some farmers are looking for land to rent, believing that now is the time to hustle.

“It is a time of great opportunities for the farmer, everything seems to be in his favor, all that is wanted is snap to harness up the opportunity and success will be his, and to the mercantile trade of our country as well.”

Dairy Industry Healthy.

W. C. Forman, Ingersoll, Ont. —

“Trade through July and August has been better than the average; September has been hardly up to the mark, with country trade about the same as usual, with good prospects for the future, town trade has fallen behind on account of some factories having closed, and others working on short time.

“Ingersoll is the centre of large dairying interests which are bringing good returns to the farmers.”

A Nice Increase This Year.

Reeks & Co., St. Thomas, Ont.—Business with us since the first of the year has shown an increase each month

amounting in all to between four and five thousand dollars, but for the month of September just closed, sales show four hundred and fifty dollars less than same month of last year, owing to the fact that customers stocked up heavily a few weeks ago in sugar, flour, etc. Another reason is, we usually do a large fruit business during September, but this year, the peach crop being short, and on account of the high price of sugar, people are not putting down as much fruit as usual. To this we attribute the shortage for the month; all other lines of goods are about as usual. Collections are good, and so far we cannot see that the war has had any material effect on business."

Henry & Glackin, St. Catharines, Ont.—“We are pleased to inform you that our business is equal to last year's to date, this being quite a surprise to us owing to the fact that we stopped opening accounts in July and we are now running practically a cash business.

“General business in this city has been better than any town or city in Canada by reports we receive from traveling men, although I regret to say that we are planning for a hard winter owing to the fact that several factories are starting to run on shorter time, although we still keep boosting, which is half the battle.”

Too Much War Talk.

E. Gallagher, Strathroy, Ont.—Business has so far been up to standard. If people would not talk so much of war and hard times, and talk more about and attend to business, times would be better."

A retail grocer in Windsor, Ont., refers to the closing down of some factories as being the cause of any quietness that exists there. He says: “Business has dropped off to a degree or so in our community, but not from the cause of war, but on account of factories closing down because they are not over-run with orders. Therefore they get cold feet and are afraid to lose a few dollars and are discharging their men and now the poor fellows cannot find a day's work; hence they have to save and make the few dollars that are on hand or saved in the bank stretch as far as possible.

“This causes the hand-to-mouth buying and the attempt to stay themselves through the winter months.”

Heavy August Trade.

The closing of the Massey Harris Company's shops in Brantford, Ont., has had an adverse effect there. One grocer writes:—“Trade is quiet in all lines, but not more so than I would expect without the war. Mostly all the shops are

A SPLENDID STATEMENT.

Editor Canadian Grocer,

Dear Sirs:—We find business has been fully twenty per cent. better with us than last year.

The only two months that war could have had any effect on business would be August and September.

We find that our business shows an increase for the month of August over last year of \$718.22, made up as follows:

Cash Increase . . .	\$257.11
Charges	436.20
Barter	24.91

During the month of September we have made an increase of \$319.22, as follows:

Cash	\$ 74.04
Charges	137.04
Barter	8.14

We have also found collections fully as good or a little better than last year. We received a little over \$200 on account more than last year for the month of August, and our collections for the month of September were about \$300 better than the same month last year.

We might add that we could have made a very much larger increase in the month of August had we pushed some staple lines of which we had good stocks on hand, such as sugar, flour and feed, etc. We did not try to push the sale of sugar in large quantities or other staples.

On the whole we are very well satisfied with business this year, and believe we are going to have a splendid fall trade.

Yours very truly,

LEWIS BROS.,

Richmond, Ont.,

Oct. 1, 1914.

working excepting Massey Harris Co., which was our largest shop employing about 1,200 men. They are closed up tight. Our business in August was the largest this year of any month, but September dropped off considerably, and as a great many people had laid in extra large stocks of sugar, flour, tea and coffee at the outbreak of war, it made business naturally much quieter since. Business with the farming community is just as good as ever. In fact it should be better as farm produce was never at a better price than now. I think that we will all experience some hard pulls this winter if the war continues but look

for less luxuries sold this coming Christmas and more standard lines."

Another Brantford dealer says:—“I am sorry to say that the prospects are none too bright. This city has been hard hit. Some of our largest manufacturing establishments are depending on foreign orders for their output, and it is hardly necessary for me to tell you, that some of those foreign countries are just now handling different machinery to that manufactured in Brantford.

“But, aside from that, I don't think that business is up to normal. Factories are generally running on short time or with reduced staff. The grocery trade is quiet so far as my own business is concerned, I am doing less by one-fifth, than at this time last year. We are looking forward in the hope that business conditions will change for the better in the near future.”

Good in the Maritimes.

Down in the Maritime Provinces conditions are exceedingly promising from the replies already received.

Crowells, Limited, Sydney, C.B., say: “We find business getting back to normal. August was, of course, very panicky. Being a one-industry city we are consequently dependent on the steel trade. One plant was practically closed during August. It is gradually opening and the feeling is much better. September was satisfactory from a sales standpoint, not so, however, from that of profits.

“We cannot imagine why there should be any complaint this season from agricultural districts. Crops are good and prices satisfactory. Every business house in Canada should adopt the slogan ‘Business as usual.’”

D. F. Knight, Fredericton, N.B. — “Trade is about normal. It is true that the effects of the war have caused people generally speaking to deny themselves the many luxuries they usually enjoy.”

F. E. Williams Co., Limited, St. John, N.B.—“Our business in the retail grocery line is just as good if not a little better than it was before the war started.”

Good Collections.

A. Malone, St. John, N.B.—“Business with us is good. I cannot say that the war has had any bad effect on the grocery business in our community. Our weekly sales have been much larger since before the war, and continue to show a good increase over previous weeks.

“I find that our customers buy the best of everything and always have the money ready to pay for it.”

CANADIAN GROCER

Reed Company, Campbellton, N.B.—“Business is as usual in this section. Up to this date, the war has had very little effect on the grocery trade.”

Favorable in Quebec.

From Quebec Province, come the same reports of good business except where manufacturing industries have slackened up.

M. Hastey, Kasubazua, Que.—“I find business pretty nearly normal. The war for a few weeks had the effect of making people anxious, and some of putting in a heavy stock of flour, but outside of that the situation is pretty much the same as usual at this time of the year.”

Jean B. LeBaron, Ltd., North Hatley, Que.—“Business is as good as former years at this season. Our local condition cannot be adversely affected by the European conflict, as crops in general here are good, and prices high.”

The operation of the iron works on half time in Sherbrooke, Que., has caused a dullness there, states one dealer, but outside in the small towns where they are surrounded by farming communities, things are good as the farmers are getting good prices for their goods. Beef, pork, butter, eggs, hay and grain are all high.

A Coaticook, Que., firm of retailers intimate that business is somewhat quiet at present due principally to factories running on short time. “But,” they add, “we think that eventually times should be better than ever, not only in this district but throughout the whole country.”

From a Hamilton, Ont., grocer, comes the following:

“BUSINESS AS USUAL.”

“Is the way Hamilton business men are talking. While sales may not be quite as good as they were last year, most people are rubbing along in the same style as before. The war has had the effect of tightening up credits for everybody, and most business men have had to pass this idea along to their customers, thus giving them an opportunity to limit the amount of their accounts.

“Being a manufacturing city the war has caused more real hardship among the working classes than has been felt elsewhere, but as yet no real trouble has cropped up. Everybody is cheerful and hopes are entertained that the worst is over. It is rumored that most of the large factories will open up soon, possibly to run on short time. In the retail grocery business profits have been much reduced by advanced prices, the retailer

not having the courage to get increases that the enhanced prices justify them in securing. Along these lines the wholesaler in most cases is doing very nicely.”

Crops Not Extra Good Here.

Conditions in Western Canadian towns and cities depend pretty much on the crops in the vicinity of each.

“We are of the opinion,” says a Portage la Prairie, Man., firm, “that the quiet conditions are due to a combination of causes and not attributable to the war alone. We had the worst crop this year in the history of the Portage plains and this, together with the uncertainty in the minds of all as to the duration of the war, and its possible effects has made every one practise the strictest economy. Just now we are having fine summer weather and there is no sale for cold weather supplies, but we look forward to some improvement in business when the weather gets colder.”

Brandon Grocery Co., Brandon, Man.—“Having only been open six weeks, we are probably not in a position to give you an intelligent report in regards to

CONFIDENCE IN THE FUTURE.

A note of keen optimism is sounded by this Fort William Firm:

“We find that business in our locality is a little slow. We have noticed a little improvement during the past couple of weeks, however, and feel that so far as the war is concerned, it is not affecting us to any extent, outside of the few changes in prices which have occurred on some lines.

“We feel that now that the consternation has somewhat subsided, people will get back to a normal basis of thought, and feel that the best way to relieve the situation is to utilize every ounce of energy in all branches of business, to offset as far as possible the untoward conditions brought about by the curtailment of credit in financial circles.

“We believe that just so soon as there is any indication of a decisive outcome in our favor, in the European hostilities, there will be a general return of confidence, and resumption of development.”

business. As far as our experience goes, however, we might state that we have found business real good.

“There is a tendency on the part of the retail man to do more sorting business, and less booking but the general total is proving very satisfactory.”

New Ontario Well Off.

Jamieson Meat Co., Cochrane, Ont.—“Business in this section has not been affected by war to any great extent. Railway construction, however, is about completed east and west, and this will have an effect on business. Considerable activity in the pulp business during the winter will help to offset the work closing down on the railroad.

“There do not seem to be many unemployed. Most men can find work in the woods. Collections are fair.”

W. M. Thompson, Penetanguishene, Ont.—“Business was very good in July and August, but in September there was a falling off. Fall business, however, in this section looks promising. Crops are good and I think when we get some cold weather everything will be right again.”

The William Beatty Co., Ltd., Parry Sound, Ont.—“Conditions here are what would be called satisfactory. There is a slight depression in the local industries, but as far as trade in general is concerned, little difference is shown.”

Paper and Pulp Mills Running.

From a letter of a Sturgeon Falls dealer is taken the following:—“The business situation here is fairly good. The paper and pulp mills are taxed to their full capacity and work night and day steady when the low water does not stop them a day or so a week at this time of the year. The war has stimulated this line of the trade. Having their own sulphite mills here they are not handicapped as so many other mills, especially in the States, are on account of the shortage of sulphite, which is one of their main imports from Germany. Whilst the bush operations are good for pulp wood, however, the war has had its effect on the lumber camps which have been diminished as well as many other minor enterprises which were stranded in the sudden financial depression or to take it less seriously, financial excitement.

“Again the crops were in general poor as only about 25 per cent. of the usual harvest was recovered in hay and oats. Hay sells at \$22 and domestic oats at 55c. One feature of the trade we have missed is that of the rich summer tourist from the Canadian and American cities.”

(Continued on page 41.)

Opening Prices on Canned Tomatoes and Corn

New Quotations This Year, or Former Are Same as Ruling Figures of Year Ago, While Corn is Only 2½ Cents Dozen Higher—Popular Prices Likely to Rule in Most Cases.

AS briefly announced last week the opening prices on canned tomatoes and corn for Quebec and Ontario have been announced. The trade appear to be particularly well pleased with the tomato prices. Last year the opening of tomatoes, 3's, was \$1.15 per dozen for Group A or \$1.12½ for Group B. A short time later this was dropped by Dominion Cannery to \$1 and 97½ cents respectively for Group A and B and any who purchase at the higher figure were credited with the difference.

This season the opening prices are exactly the same as the lower quotations of a year ago—that is \$1 per dozen for Group A and 97½ cents for Group B, and those who bought early enough in the year receive an additional 2½ cents a dozen off, bringing the figures down to 97½ and 95 cents. If a dealer buys tomatoes at 95 cents, and sells them at 10

cents the tin, he would realize almost 21 per cent. gross margin on the selling price. This year, with some exceptions, has been a pretty good one for tomatoes and the pack will compare favorably with last season. No doubt the extra cost of tin due to the war and the higher price of sugar since hostilities were begun, have not been figured into the cost of canning this year else the opening prices would be considerably higher. It is, therefore, to be taken for granted that the canners were supplied with all accessories before the war.

It is also satisfactory to the trade to note that corn can still be retailed at 10 cents the tin and realize a gross margin of over 20 per cent. on the selling price. The opening price on 2's as stated last week is 92½ cents per dozen group B, or 95 cents for group A. Those who purchased early would receive their corn at

90 and 92½ cents respectively for group B and A. Buying at 90 cents, the gross profit would be 25 per cent. on the selling price, when sold at 10 cents straight. The new prices on corn are 2½ cents per dozen above those of a year ago.

From a glance at the prices on canned vegetables given out it would appear that there should be a pretty good sale of them during the coming winter and next spring. While peas cannot be sold at three-for-a-quarter as was the case last year yet the popular price of ten cents will likely rule and this is considered cheap for a can of peas.

While the prices have not been issued on peaches, there is little chance of them being as cheap as a year ago on account of the crop failure in the Niagara peninsula. There will probably be no change in pears.

Did Wholesalers Hold Up Sugar Shipments?

Impression Has Spread That Such Was the Case—Statements of Member of the Trade Who Has Access to Warehouses—Some Reasons Advanced Explaining the Impression.

HAVE the wholesalers been speculating in sugar and holding up supplies until advances took place? There have been rumors to this effect in the trade and they have been reported to Canadian Grocer.

Inquiry into the whole situation does not reveal anything that would support this charge against the wholesalers, although there have been a number of circumstances which have arisen which would give the idea that such a course was being taken and that not sufficient sugar was going out.

In the first place it must be taken into consideration that the conditions were altogether without precedent in the history of the sugar trade and that the demand was something with which no branch of the trade, from the refiners down to the retailers, were able to cope. There were orders for far more than the refiners could turn out and there was bound to be some dissatisfaction.

It has been claimed that the wholesalers were getting the usual shipments of an average year. This is correct, but when the whole situation is considered it will probably be found that they got as much as usual in a season. The point was that the refiners could not increase

their capacity and the consumers did increase their demand. Wholesalers did get their usual consignments of sugar but this was not enough.

Visits Warehouses Frequently.

Canadian Grocer has discussed the matter with a member of the trade who has access to the majority of the wholesale warehouses in the city in which he is located, and who has been in and out of them very frequently since the war started. He has given this particular matter his attention and he makes the statement that he did not at any time see anything to indicate that the wholesalers were holding up supplies, but were doing the best they could to meet the abnormal demands which were made upon them.

What might give rise to the idea that some of the wholesalers were not making prompt turnovers was the fact that many of them who were getting supplies were not able to take new orders. This is explained in the fact that there are jobbers who book orders without covering themselves. In a case of this kind these men were caught in an awkward position and instead of reaping a benefit from the advances they really lost from the fact that they had to fill these orders. This

would explain why some wholesalers would get shipments of sugar and yet would have to turn down orders coming in for the reason that they naturally had to fill the bookings first.

Another instance, of a kind of which there were probably many, may be referred to as having an influence upon the outside impression, occurred when a retailer phoned an order to a wholesaler in the morning and could not get sugar and then found that there was plenty in the afternoon at a higher price. The facts were that at the time the merchant phoned in the morning, the firm really had no sugar in stock. The advance was made that morning. In the afternoon there was a shipment arrived and of course the higher price then prevailed.

A Difficult Situation to Handle.

Generally speaking and considering the sugar situation on the other side of the line, Canadian Grocer is inclined to the opinion that while there were many unsatisfactory phases to the market during the war rush things were handled as well as could be expected, and that there was not the advantage taken of the circumstances that might have been expected. Sugar in Canada was much cheaper throughout than in the United States.

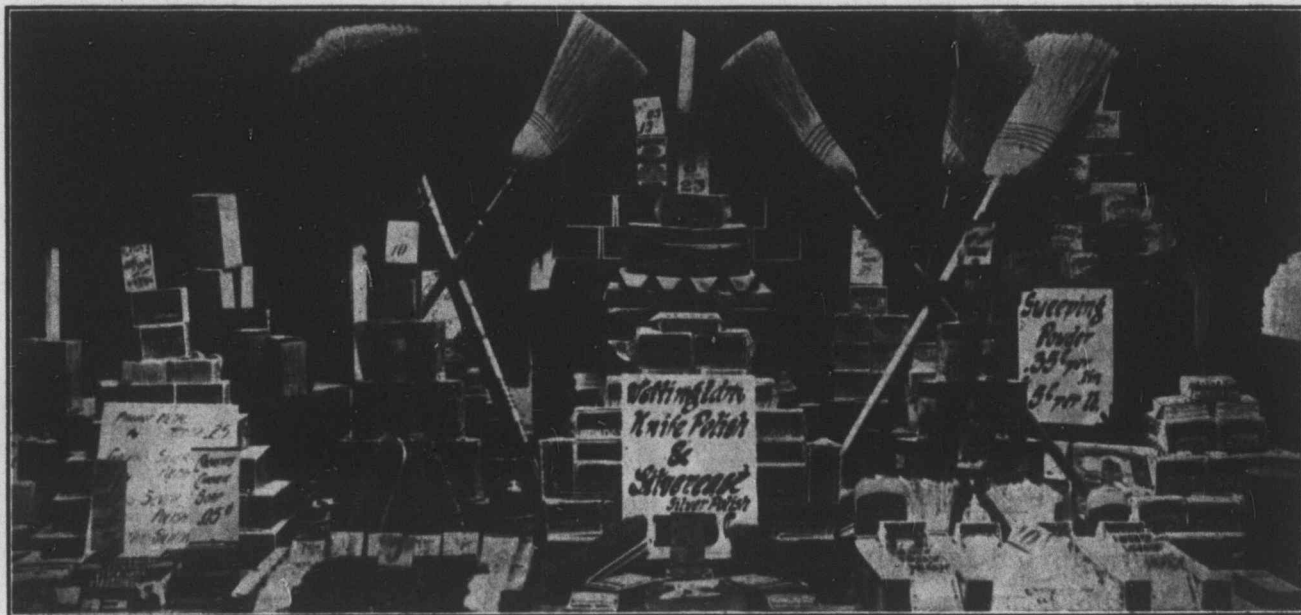
The Window Factor in Getting House-Cleaning Trade

The Housewife's Desire to Clean up Before Winter Should be Turned into Action—The Part of the Window in Accomplishing This Result.

ONE of the most effective agencies in creating a good demand for housecleaning lines is the window. In the article on getting after the housecleaning trade, in last week's issue, the necessity of conducting a campaign along this line was discussed. It is an easy matter to persuade the housewife that the home requires a cleaning-up before the cold weather sets in. The next duty is to change her desire into action, and to do this the window, if trimmed convincingly and attractively, will go a long way to produce this result.

Herewith is reproduced a good trim of housecleaning lines. It was shown last spring by Murphy Bros., of Montreal, but is just as good for autumn business as for spring. The position of the brooms is to be commended in this display. Standing up as they do, they present somewhat of a war-like appearance and help to convey more thoroughly the impression that they rank among the avowed enemies of dirt.

In attractive piles are shown cleaning brushes, sweeping powders, soap, silverware, knife and other polishes, ammonia powder, etc. While this is a window that should do a great deal in suggesting housecleaning goods to the ruler of the home and even in selling her the goods, it is not an elaborate trim and could be easily reproduced in almost any store. The thought must be ever kept in mind that it is not difficult to arouse the housewife to a cleaning campaign, but it is necessary to take some steps to secure her interest in the goods of your store. The window, well trimmed, is one of the strongest, and at the same time easiest methods of getting that interest.



An effective "House-Cleaning" window trim that could be used to good advantage just now.

CANADIAN GROCER

Established 1886.

Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING CO., LIMITED

John Bayne MacLean - - President

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TORONTO, OCTOBER 9, 1914

Are We Down-hearted? No!

THE REPLIES GIVEN by the representative retail dealers throughout the country on business conditions as they are finding them, prompt us to repeat the famous slogan adopted by Tommy Atkins in the trenches of France. After a hail of bullets or a violent tilt with the enemy, someone in the ranks hollers: "Are we Down-hearted?" And back comes the joyful chorus "No!"

In practically every instance except in towns and cities where the people depend to a large extent on factories for employment, business conditions are reported good, and in many cases excellent. A large number of these replies are published in another part of this issue and it will do anybody good to read them. The grocer is perhaps the first man in any community to feel the pinch of any serious depression through unemployment, because he deals in the great necessity for human existence. That there is no cause whatever for any hysteria, is plain to be seen from the reports of these merchants. In the agricultural districts and even in those parts of a town or city where the farmers deal in force, little difference is noticed in the extent of trade. In fact many grocers record handsome advances over a year ago.

This is a most healthy sign and there is no reason in the world to feel down-hearted over the situation. Although not of her own wish or doing, Canada is reaping a great reward from this war. It is the innings for sure of the tillers of the soil, and it must always be remembered that agriculture in its many forms is the great staple industry of this country.

The Imported Jam Situation

THERE HAS BEEN much speculation in the trade as to what was being done with the embargo on jams in Great Britain, particularly in view of the fact that last week there were a number of wholesale houses which got their shipments forward. Canadian Grocer has seen correspondence with British firms which would indicate beyond doubt that the embargo was lifted about the 1st of September and that it was lifted for some time; in fact the correspondence

seemed to indicate that there was still passage available for this class of goods.

In view of this correspondence and the general conditions prevailing in England and in Canada the theory is advanced that it is not the embargo that is holding up the British jams, but the matter of price. The prices have been advanced materially in England, and there is a strong demand, for the Government has been making big purchases.

Following up this theory it is advanced that shipments have not been freely made to Canada because the prices here are not as good as what can be secured in England. Some consignments have come forward, but these were generally to firms which have contracts with the makers.

New Maple Products Legislation

WITH THE APPROACH of cold weather, the demand for maple syrup increases, and retailers will, no doubt, be ordering in larger quantities than usual. It is a good time to remind the grocer once again that a new law goes into effect on the first of next year, governing the sale of maple syrup. It may be unnecessary for the retailer to be cautious, as reliable packers will undoubtedly see that goods are labelled in conformity with the new legislation. The new law still makes the grocer liable for carrying adulterated goods, and the fines are heavy. No mixture or adulterated maple goods will be allowed to be sold. Prices of maple products are expected to advance 20 to 30 per cent. before long. With the high price of jams, jellies and other sweet stuffs, there should be a big demand for maple sugar and syrup.

The new legislation, which comes into effect on Jan. 1, 1915, is contained in the following section, which is inserted immediately after Section 29:

"Bill 29A. No person shall manufacture for sale, keep for sale, or offer for sale, as maple sugar, any sugar which is not pure maple sugar, nor as maple syrup any syrup which is not pure maple syrup, and any maple sugar or maple syrup which is not up to standard prescribed by the 6th schedule of this Act, or, if such standard is changed by the Governor-in-Council, to such standard as the Governor-in-Council may from time to time prescribe, shall be deemed to be adulterated in the meaning of this Act."

"2. The word 'maple' shall not be used either alone or in combination with other word or words on the label or other mark, illustration or device on a package containing any article of food or on any article of food itself which is or which resembles maple sugar or maple syrup: and no package containing any article of food or any article of food itself which is not pure maple sugar or maple syrup, shall be labelled or marked in such a manner as is likely to make persons believe it is maple sugar or maple syrup which is not pure maple sugar or pure maple syrup and any article of food labelled or marked in violation of this subsection shall be deemed to be adulterated within the meaning of this Act."

Unfair to Legitimate Business

ALL SORTS OF insinuations were thrown out after the outbreak of the war against the retail dealer, who was charged with obtaining extortionate prices, robbing the poor and generally as being the cause of the majority of the troubles floating about. In the United States the accusation took on a more concrete form, and several investigations were launched, designed to show up the alleged criminal character of the great body of retail grocers. According to the New York Journal of Commerce these investigations have fallen pretty flat. "A close observer of trade news," it says, "occasionally meets with strange currents of coincidental thought in the way news unintentionally, and almost incidentally, arranges itself. Scanning the pages of this paper, it is difficult to escape the thought there there is more or less ground for the charge that the Government, the reformers and the public agitation are not fair to legitimate business.

Without the slightest intention, the past week's news suggests such things as these: An accusation that the authorities at Washington have suppressed the grocers' side of the war-time price controversy; that long-time practices of making market quotations are being interpreted as criminal; that food commissioners are not fair to grocers in their exactions as to weights and measures; that price control is desirable for farmers and cotton planters, but not for merchants; that public investigations of "food trusts" have fallen flat; that public markets, set up as a challenge to the grocer, are a flat failure, even when they are the recipients of a variety of artificial propping up; that the parcel post is being used to create questionable competition for the legitimate merchant, and, finally, that a Chicago grocer has started under the grocery banner to ride into Congress, in the hope of having the grocer's voice heard in the land.

"All these and kindred subjects have occupied a deal of public attention of late, and thus far no grocer has been convicted or shown culpable. On the contrary, his service has been proven of value; schemes to displace him have starved to death on the "huge profits" the grocer worries along with; courts have acquitted him of "doping" and "misbranding" in the majority of cases, and the beautiful dream-pictures of the co-operative market promoter and the theorist have faded in the strong light of experience; but all the comfort the grocer and the legitimate manufacturer get is the calm reflection, "never touched me." Are they to be blamed when they suggest that the time is ripe to let up and reach a conclusion that perhaps, after all, they are decent, hard-working, law-abiding citizens, quite as much victims of economic and ethical conditions as ever the long-suffering consumer is."

The Retailer Overlooked

IN THE APPLE-selling campaign instituted by the Canadian Government, there was one important body of men overlooked—the Retail Trade. The retailer is the man who in the final distribution of any food-stuff comes face to face with the ultimate consumer, and he is the man whose knowledge should have been consulted by the Department of Trade and Commerce before launching its apple campaign. Officials of the Retail Merchants' and Grocers' Associations say this has not been the case. It should be perfectly clear to anyone that in such an important matter of this character, where an entirely new idea is being attempted, the men who are going to figure most prominently in it are among the first whose judgment should have been secured.

Here is a case in point. In an Eastern Canadian grocery store a consumer was quoted what he considered an excessive price on a barrel of apples. This aroused rather violent criticisms against that dealer without there being taken into consideration whether that barrel of apples was worth the price asked. No two barrels even of the same variety of apple are alike. If a grocer pays for a well-packed barrel of apples, and every one of them choice, hand-picked fruit, he must get a good price for them. Yet the publicity campaign of the Government entirely ignores that point and allows the public to entertain the idea that all apples are "dirt cheap," to use a common expression. This is just the sort of thing that tends to lessen the effectiveness of a campaign of this character. It demonstrates the error the Minister of Trade and Commerce has made in not consulting the retailer and it should not occur again.

The Government may plead that it had only a short time to get the campaign under way; but it is a fact nevertheless that in other matters to be solved where the experiences of the retail trade would count for much, it is ignored. Yet when a matter affecting the labor men arises, the Government makes haste to consult the labor unions involved. This is not as it should be. The retail trade is a big power in the country, both in view of the part it plays in the welfare of any business centre and of the importance of its calling, and in questions vitally affecting it, its organizations should, from a good business standpoint, be fairly recognized.

Settle Accounts as Usual

WE BELIEVE most retail merchants realize the need of keeping business as near normal as possible during the war. A few complaints are being heard from authoritative sources, however, that some who could help by paying their accounts are deliberately holding off doing so. This is not only an injustice to wholesalers and manufacturers who are straining every effort to keep collections up to normal, but it is calculated to cause an immediate money shortage. If persisted in it will defeat its own purpose and dealers who deliberately hoard up funds will find the practice will speedily react against themselves. They cannot injure the community at large without involving themselves. Our advice is to make settlements as usual and help to keep business normal. You cannot conscientiously ask your customers to pay their accounts if you do not practice what you preach.

A Fall Number Full of Ginger Articles

To the Grocery Trade of Canada:—

Your success in your fall and Christmas selling campaign depends principally on the ginger you put into your selling methods, the resourcefulness of those methods, and the quality and range of the goods you handle. This year as in the past Canadian Grocer is issuing its big annual Fall Campaign Number at a time when you are most concerned with the methods you will employ and the goods you will sell.

This will reach the trade on October 30.

From the advertising pages, you will get an abundant supply of information on all kinds of fall, Christmas and winter lines which will figure in your selling work. In the editorial pages there will be the ammunition for carrying out the campaign successfully. The editorial representatives have for some weeks been on the hunt all over Canada for the methods of some of Canada's best dealers on how they are increasing their business, and particularly on the methods of conducting a successful fall, and Christmas selling campaign. Already several articles are in type awaiting the press. There are no theories expressed, remember. These articles represent the thoughts and actions of hard-headed business men of Canada who have made a close study of the problems of retail selling.

While space does not permit references to all these, a summary of a few already prepared will serve to typify the character of this year's big Fall and Christmas Number.

"From a Canvas Tent to a Big Store"

In a trip through the Canadian West a Canadian Grocer representative secured from a number of dealers their business building methods. All the articles from these merchants are of a most practical character. One of them will tell how a Western merchant has built up a big business who first opened out in a canvas tent.

Prize-Winning Windows

A feature of it will be the best bunch of Christmas selling windows that have ever been presented to the trade anywhere in America. These are the

displays that captured the prizes in Canadian Grocer's contest of last year. The windows are all described by the dealers and salesmen who trimmed them, and are as fine a collection as have ever been seen. They will help you with your Christmas display. Watch for this feature.

"New Fixtures Worth \$650 a Year"

How many dealers have ever figured out the actual money value of their fixtures and equipment? In this article a merchant in Western Ontario tells of the wonderful reform he made by moving into a new store and installing modern equipment. The entire time of one saleslady is saved by the more convenient arrangement, and at the same time the dealer sells more goods and carries less stock. A leak is eliminated and permanent advertising value is secured.

"Increasing the Order by Interior Displays"

Here is a comprehensive article on the question of inside display written by a man who has traveled all over Canada and who has come in contact with some of the best stores. He also knows the English grocery establishment and makes some interesting comparisons.

Some of Canada's finest stores will be depicted, demonstrating the rapid advances the retail trade have made. Many of them are models in cleanliness, attractiveness and refinement. No member of the trade should miss seeing them.

There will be scores of actual instances from grocers themselves illustrating how they have increased sales of certain goods, and how they go after fall and Christmas trade.

In short this big Fall Campaign Number of Canadian Grocer is going to be one of money value to every man who reads it. It promises to supersede anything in the way of a practical issue that the trade has ever received. Remember the date—October 30—and see that you get your copy.

Yours very truly,

THE EDITOR.

Canada's Backbone Is All Right How Is Yours?

The first three pages of this week's Grocer prove conclusively that, apart from a few congested industrial centres, the retail grocers are finding trade good. In the agricultural districts, the backbone of the Country, it was never better.

Our Fall Campaign and Christmas Goods Number will be brought out **October 30th.**

Here is your opportunity to tell the retailers of Canada what attractive offers you have for the Fall trade.

Every retailer will be interested in what you have to say. The War has cut off some sources of supply—has broken old connections. The firm which has new sources of supply will find this the logical moment to secure new connections with Canadian Grocer readers, the most progressive and substantial of the trade in every province.

Our readers have formed the habit of consulting the advertising pages of our Fall Number, knowing it contains the announcements of the leaders. They will be looking for your advertisement.

Do It Right and Do It Now

Reserve a double or full page in our Fall Number and fill them with "immediate interest news" of your Fall and Christmas Goods offerings. You will find our subscribers will be quick to appreciate the results of your "good buying."

Closing Day, October 24

Don't wait till the last moment. Reserve your space now and give us a chance to give you 100% service.

ADVERTISING MANAGER,
Canadian Grocer.

October 8th, 1914.
(As per no. 1001111)

A Hamilton R.G.A. Resolution and Salada Tea Company's Reply

At Last Meeting of Association Question of Stickers on Labels Was Discussed and Resolution Passed—The Two Viewpoints.

At a meeting of the Hamilton Grocers' Association, Hamilton, Ont., held in the Board of Trade Rooms last week, the following motion by Eric C. Jamieson was unanimously carried:—"That the secretary be instructed to write Mr. Larkin, of the Salada Tea Co., that the ad. being put in the daily press by that firm stating that any grocer selling Salada tea with a different price sticker on was taking advantage of his customers, or words to that effect, was distinctly unfair to the retailer, inasmuch as, although Mr. Larkin was getting advanced prices on his stock in hand, this publication fairly stopped the retailer from doing so, and that until he makes a fresh statement in the press we absolutely refuse to buy Salada tea."

The Salada Tea Co., when interviewed by the "Canadian Grocer" in reference to the above resolution, stated that their position was as follows:—

"The whole trouble was originated by a certain Hamilton wholesale firm placing stickers over our registered label, raising the price of the tea they had had in stock from 30c to 40c and from 40c to 50c per pound. Quite a few of the retail grocers are selling these goods today at the above prices.

"Are we to take no steps to defend ourselves against such actions as these?"

"Suppose this wholesale firm had put stickers on our goods raising the price to 60c and 70c per pound, and the public were being told that those were the prices at which Salada tea was sold, does the Hamilton Grocers' Association think we would stand by and see our business ruined?"

"We have a registered label, and no one has any legal right to interfere with that label. Those who have done so will shortly have a chance to defend their conduct in the courts. We sell our goods to the grocer, placing the selling price on the end of the packet. We guarantee, whether the market goes up, or down, that they will always receive the same profit, and they can send back every pound of Salada they have, for which they will be paid the full value, but they must not interfere with our labels. When the embargo came off teas recently, we lowered our prices five cents per pound. We immediately took back every pound of the higher-priced tea we had sold, and paid the freight both ways on these goods. This the wholesalesale firm in Hamilton would not do. They

left the sticker tea on the hands of the retailers there.

"As to any individual or association refusing to handle Salada tea — this is their business entirely. They need never sell one ounce of it if they do not care to do so, but we will defend, with all our might and main, any interference with our labels or packets, which everyone knows is the life of this business. We would like this very clearly understood.

"As to the other wilful misrepresentations that have been made by some of our enemies, it has been stated over and over again that the newspapers quoted us as saying that there would be no change in the price of Salada tea. This is one of the many lies that have been circulated with the deliberate intention of injuring us.

"We never made such an assertion, nor did anything of the kind ever appear in the newspapers. What we did at one time say was that we could see no reason why teas should be dearer, which was absolutely true. We said that, when interviewed, because there was, up to that date, a very large production of tea in India and Ceylon. There was an embargo on tea in England at that time, and although our stock had run very low, we were creditably informed that the embargo was to be taken off the beginning of the next week.

"A very short time after that we received a cable (and we will be glad to show both cables to anyone interested), stating that the embargo was to remain on indefinitely. This was private information that we knew would be made public in a day or two.

"Now suppose we had not raised our prices. As soon as the information was made public, we would have had orders enough in one week to take all the tea we had in stock, and with the embargo on, we could get no more. One-twentieth of our customers would have enough Salada to last them for probably more than a year, and until the tea was old and had gone off in flavor, while the other nineteen-twentieths of our customers would be unable to obtain a pound, until the embargo was removed and we were able to get fresh supplies. This would have meant absolute ruin to our business.

"What was the best way to stop this rush of orders? This was the question that most interested us, and there was absolutely only one way, that was to

raise our prices enough to deter people from purchasing more than their usual requirements. This we did.

"As soon as the embargo was removed we reduced our price again to the extent the market permitted, and we took back every pound of Salada that we put out at the higher price, thus assuring the wholesaler and retailer of receiving their regular profit. When the market justifies it we will reduce our prices again, and will take back all the tea that is in grocers hands, which they have purchased from us at present prices, because we intend to pursue the same course as we have pursued for more than twenty years, viz., to stand all losses that a declining market brings about, but we will not allow interference with our packet."

CANNED LOBSTER AND THE WAR.

IN an interview with a packer of lobsters during the past week the situation regarding the interference of shipments caused by the war and market conditions were discussed at length.

"This season," he stated to Canadian Grocer, "the price of canned lobsters reached the highest level of cost ever known in the Maritime Provinces. The supply of the fresh article has been diminishing for years, but the demand for the product has increased. The cost of production is greater, for as it becomes more of a luxury the items included in the operation have necessarily called for all improvements in the quality and style of the accessories and packing. While there are about seven hundred factories in operation an uniform improvement is hardly possible, but the average shows an improvement in this respect.

"At the opening of the war, the season for 1914 having just closed in most sections of the Maritime Provinces the goods had reached the exporters and many of them were en route to the consuming European countries, but most of them being in British vessels the bulk of such shipments were diverted to England. The closing of the continental markets by the war, with large stocks held in Great Britain unsold and a fair quantity also on this side led many to believe that a reduction in the value was imminent.

"It transpires, however," he added, (Continued on page 43.)

CURRENT NEWS OF THE WEEK

Quebec and Maritime Provinces.

G. R. Small has been engaged by the Canada Maple Exchange, Ltd., Montreal, in the capacity of general manager.

W. A. Rafuse, a traveller for the Imperial Tobacco Co., is in the Halifax Infirmary, recovering from an operation.

One of the largest contributions to the Montreal Board of Trade Belgian Relief Fund was one of \$500 from the Imperial Tobacco Co. of Canada, Ltd.

A fire broke out in the building occupied by Shand Bros., Windsor, N.B., on Sunday, Sept. 23, but did more damage to the upper storeys than the store.

The Lake of the Woods Milling Co. have donated a supply of flour to the Belgian Relief Committee. The Alberta Government have donated 5,000 sacks.

Alfred Monette, wholesale and retail poultry dealer, Bonsecour Market, Montreal, died on Saturday last, aged 85. He has been in that business for about 60 years, and was formerly located in St. Anne market.

R. W. Reinhardt, secretary-treasurer of John Robertson & Son, Limited, St. Catharine street, Montreal, has resigned from his position with that company and leaves immediately for Boston to take a similar position with his brother, Arthur E. Reinhardt.

Ontario.

Stock of Depew Bros., Schrieber, Ont., has been sold.

J. F. Jones, grocer, Toronto, has sold to Joseph Ramer.

Thos. P. Fish, grocer, Hamilton, Ont., is succeeded by S. Cross.

W. A. McConnell, general merchant, Essex, Ont., sustained a fire loss recently.

Byron Adams, general merchant, Mount Brydges, Ont., has sold to Thos. Wilkinson, of Detroit.

Hymers Bros., general merchants, Hymers, Ont., have dissolved, Geo. E. Hymers continuing.

E. K. Barnsdale, grocer and baker, of Stratford, Ont., with C. Dannacker of the same city, attended the Bakers' Convention in Winnipeg.

The Pearson-Connell Co., grocery brokers, Toronto, are now known as the Connell-Ott, Limited, and have moved

from George Street to 401 Kent Building.

W. R. Butcher, grocer, and mayor of St. Mary's, Ont., and Chas. McCausland of Paris, Ont., were visiting in Toronto last week.

George Lawrence, general merchant, Creemore, Ont., died on Monday after an illness of one week. Pneumonia was the cause of death.

A Transient Traders Act is to be introduced by J. M. Patterson, mayor of Paris, Ont., at the next meeting of the council. Mr. Patterson is also a grocer in that town.

C. C. Borden, grocer, corner of London and Elora roads, Guelph, Ont., has purchased the land and buildings which he has occupied for the last year, and intends enlarging in the near future.

There is some talk of an executive meeting of the Ontario Retail Grocers' Association in November. This will likely be for the winding up of affairs before beginning work as the Ontario Grocers' Section of the Retail Merchants' Association of Canada.

Lampman & Co., grocers, Tilbury, Ont., who sustained a fire loss some time ago, have reopened in the Scriven block. The J. S. Richardson Co., also of Tilbury, are putting a new front into their store. One of the windows will be used for displaying groceries.

The Grocers' Section, Toronto Branch Retail Merchants' Association, will meet in the R. M. A. offices at 21 Richmond St. on Monday, October 19. It will be the annual meeting and election of officers will take place. As many members of the trade as possible are urged to be in attendance, as matters of importance are coming up.

Western Canada.

Paragon, Limited, have opened a grocery and provision store at 1852 Hamilton street, Regina, Sask

Pettit & Howies, general store at Cowley, Alta., sustained a complete fire loss last week.

W. A. McKenzie, formerly of McKenzie & Fraser, Vegreville, Alta., has purchased a general store business at Bruderheim.

NEW WHOLESALER IN TORONTO.

A new wholesale grocery establishment has been opened in Toronto at 59 Front Street East by J. W. Bowman & Co. Mr. Bowman has been a grocer for twenty-five years and is now leaving the retail field to go into the wholesale business. He latterly had stores at Hamilton, Niagara Falls and Welland, and comes to Toronto after disposing of these interests. He states that his policy will be to handle the business on a cash basis.

NEW BISCUIT AND CANDY FACTORY.

London, Ont., Oct. 7.—The McCormick Manufacturing Company, Limited, biscuit and confectionery manufacturers, are now occupying their new factory on Dundas Street, about two miles east of the centre of the city. The building has a frontage of 354 feet, and is 200 feet deep on each of the wings, with other buildings showing a still greater depth. It is finished in white enamel and tile on the inside, and with white enamelled terra cotta on the outside. It has four storeys, with basement, and contains eight acres of floor space. The entire site includes 100 acres.

The fact that 68 per cent. of the outside walls have been given over to windows demonstrates the importance the foodstuffs factory of to-day places upon light and sunshine.

On the second floor a large central room has been arranged as an employes' restaurant, the meals being purchased at cost price. Adjoining this are a rest-room, library, reading-room, and men's gymnasium. There is also a Red Cross department.

In the basement are employes' lockers and shower baths. On the west side of the building a piece of land will be laid out for men's sports, while on the east side will be a section for the girls. A large portion of the 100 acres will be sub-divided for employes' homes—practically a new feature in so far as Canadian factories are concerned.

During the week of the Western Fair here the building was thrown open to visitors, and many of them took the opportunity of going through it.

Tea Market Troubled by the War and Floods

Sinking of Vessels in Indian Ocean by German Ship and Floods in Japan Are Disturbing Influences—Sugar Situation Still Strong—Declines in Rice and Beans—Dried Fruits Arrive in New York and Others on Way.

Publication Office, Toronto, October 8th, 1914.

THE quietness which is prevailing in the grocery business is no more than was to be expected as a reaction from the heavy buying which came with the declaration of war. There is room for difference of opinion also on the point as to the actual extent of the war influence on business and some opinions are that had there been no outbreak of hostilities Canada was in for a period of dull times which would have been little more pronounced than that now prevailing. Generally the feeling is one of satisfaction, both with regard to sales and collections—particularly at country points. At the same time sales are being curtailed both by the retailer and the wholesaler and the hand-to-mouth policy is considered as the safer for all concerned. War influences are still dominant in the market, but it is generally recovering and it is felt that there must be caution until the whole situation clears for the reason that indications of the end of the campaign would have the effect of knocking the bottom out of the market for the time being at least in many lines.

The more optimistic see in the depression merely the swing of the pendulum and argue that there must be a swing back again in a short time.

The question of consumption is one to which some thought may be given, and it is a peculiar fact that not only does there appear to be a slackening in demand for luxuries, but there appears to be an actual falling off in consumption of such staples as potatoes and bread as reported by dealers who specialize in these lines. The only explanation appears to be that there is a general policy of carefulness being adopted by the housekeeper which is cutting down kitchen waste.

The market for Mediterranean fruits seems to have been relieved by reports of actual arrivals at New York and news stocks will be on hand shortly. California fruits are unsteady, as they are affected directly by war conditions as affecting exports. Dried apples are very easy and prices are down materially.

Spot beans are somewhat easier, but the situation at country points is reported as firm. Lower prices are quoted from Eastern points.

Holiday trade is expected to lend strength to the fruit and vegetable market for the time being and anything which will help trade here will be welcome. Prices are low and particularly for apples which promise to glut the market. Fish and oyster business has also been slow with the continued warm weather.

Interference with exports has affected the provision market violently and there has been a decline all along the line of $\frac{1}{2}$ c at Toronto with an easy feeling also at Montreal. Eggs are easier with better prices at country points than market centres where storage eggs are available. Butter is weak on a showing of increased stocks at Montreal for September which have decreased by about 40,000 packages. Cheese holds firm, but no action is being taken to take immediate advantage of reviving export demand.

Flour is weak, but war should maintain prices until storage capacity has been filled at least. Rolled oats and cornmeal are easier. Bran is reported as low as \$23 at Toronto.

Western reports indicate increased acreage for wheat next year and better tone in consequence. Prices are adjusting themselves downwards.

Markets in Brief

QUEBEC MARKETS.

PRODUCE AND PROVISIONS—

Lards and meat markets weak.
Butter prices down.
Egg and cheese markets quiet.

FRUITS AND VEGETABLES—

Apples plentiful and cheap.
Grapes a good seller.
Potatoes, celery and cauliflowers in demand.
Cranberries selling at \$6.50.

FLOUR AND CEREALS—

Rolled oats show weakness.
Flour export dead.
Little demand for feeds.

FISH AND OYSTERS—

Brook trout off market.
Good demand for pike and dore during Jewish holidays.
Oysters quiet during mild weather.

GENERAL GROCERIES—

Dried beans and peas cheaper.
Tea supplies getting scarce.
Spanish raisins and currants expected.
Rice drops 25c per cwt.

ONTARIO MARKETS.

FLOUR AND CEREALS—

Business quiet; strength regained.
Rolled oats and cornmeal cheaper.
Bran being quoted lower.

GENERAL GROCERIES—

Currants are cheaper.
Dried apples materially lower.
Apricots and peaches advance.
Spot beans lower; future firm.
Rangoon rice declines.

FISH AND OYSTERS—

Holiday should help oysters.
Weather interferes with fish sales.
Season for dried varieties not at hand.

FRUITS AND VEGETABLES—

Apples very plentiful and cheap.
Grapes, bananas, cranberries lower.
Potatoes find weak market.
Holiday trade should rouse market.

PRODUCE AND PROVISIONS—

Meats and lard off $\frac{1}{2}$ c.
Eggs cheaper in city than country.
Cheese holds firm; butter weak.

MONTREAL.

Montreal, Oct. 8.—Decreased demand, following the boom which the war created, has had the effect of creating important changes in several markets. Good crops in certain lines are also having an important influence. While most people are content with their stocks of teas, those who are not are having difficulty in securing new supplies. If present high war risks continue, and the German cruiser Emden is not captured, the tea market should become as interesting as it was just after the war out-

CANADIAN GROCER

break, especially in view of the situation in the Japanese market.

The dried vegetable situation is important. New crops have arrived in large quantities, and in good condition, which has had a temporary depressing effect on prices. Prices are being quoted at a dollar per bushel less than a week ago, but unfavorable conditions exist regarding peas, which are arriving in poor condition.

Another important change is in rice, prices for which have been reduced all round 25c per 100 lbs.

SUGAR.—Some idea of how refiners are catching up with orders may be gathered from the fact that one refinery here has closed down the plant to effect repairs and clean out boilers—a necessary process at intervals. To do this, it has been necessary for them to manufacture a large stock to take charge of their large demand. Otherwise, conditions in the Canadian sugar market are about the same as on the previous week. Raw in New York is standing steady around \$6.50 to \$6.75. The demand has a tendency to slacken off a little, yet, at the same time, refiners are selling as much as they want to.

Extra Granulated Sugars—	Per 100 lbs.
100 lb. bags	6 25
50 lb. bags	6 35
2 and 5-lb. cartons	6 55
Second grade, in 100 lb. bags	6 20
Yellow Sugars—	
No. 3	6 10
No. 2	6 30
No. 1	6 85
Extra Ground Sugars—	
Barrels	6 65
50 lb. boxes	6 85
20 lb. boxes	7 05
Powdered Sugars—	
Barrels	6 45
50 lb. boxes	6 65
25 lb. boxes	6 85
Paris Lump—	
100 lb. boxes	7 00
50 lb. boxes	7 10
25 lb. boxes	7 30
Crystal Diamonds—	
Barrels	6 90
100 lb. boxes	7 00
50 lb. boxes	7 10
Cartons and half cartons	8 05
Crystal Dominos, cartons	8 15

DRIED FRUITS.—It is certain now that the s.s. Jacona, of the Thompson Line, will arrive here shortly with large supplies of Spanish fruits and nuts. She was somewhat delayed at Denia, which probably gave ground to reports that she would not sail. This delay gave local brokers an opportunity to cable orders for raisins at a late date. One dealer, speaking of his supplies, states that they will be slightly higher in price. Prices quoted by him to retailers on Valencia raisins are:

Fine, off stock, 28-lb. boxes, lb.	0 07
Fine, off stock, 14-lb. boxes, lb.	0 07½
Fine, off stock, 7-lb. boxes, lb.	0 08
Finest selected, 28-lb. boxes, lb.	0 08
Four-crown layers, 28-lb. boxes, lb.	0 08½
Four-crown layers, 7-lb. boxes, lb.	0 09

It is now believed that both figs and dates will arrive on this market before very long, several steamers being reported on their way to New York. Wholesalers have some stocks of dates, and do not expect big changes on new arrivals. Prices on nectarines have been withdrawn, as it is difficult to find any. Currants are due to arrive on the s.s.

Jacona, the price being about the same as last year. Prices on Sultana raisins have been dropped 1c per lb., for loose, 12c to 12½c, and 1-lb. cartons, 13c to 14c.

EVAPORATED FRUITS.	Per lb.
Apples, 50-lb. boxes	0 08
Nectarines, choice	0 11
Peaches, choice	0 08½
Peas, choice	0 14
Apricots	0 15

DRIED FRUITS.	Per lb.
Candied Peels—	
Citron	0 18
Lemon	0 12
Orange	0 13
Currants—	
Amalias, loose	0 07
Amalias, 1-lb. pkgs.	0 08½
Piliatras, fine, loose, new	0 07
Piliatras, packages, new	0 08
Dates—	
Dromedary, package stock, per pkg.	0 10
Paris, choicest	0 11
Hallowee, loose	0 06
Hallowee, 1-lb. pkgs.	0 07½
Prunes—	
40 to 50, in 25-lb. boxes, faced	0 12½
50 to 60, in 25-lb. boxes, faced	0 10½
60 to 70, in 25-lb. boxes, faced	0 10½
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 08½

Raisins—	Per lb.
Malaga table, box of 22 lbs., according to quality	6 00
Muscata, loose, 3 crown, lb.	0 08½
Sultana, loose	0 12
Lower grades Sultana, 1 lb. pkgs.	0 18
Valencia, new	0 06½
Seeded, fancy	0 10
Seeded, choice	0 09

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

RICE.—Prices of rice have been reduced 25c per 100 lbs. on all grades. This is due to the fact that stocks have been received here which were not expected. Prices were put up at the time of the war in the belief that new stocks would be hard to secure.

Rangoon Rices—	Per cwt.
Rangoon "B"	3 50
"C.C."	3 40
India bright	3 65
Lustre	3 75
Fancy Rices—	
Polished	5 25
Pearl	5 35
Imperial Glace	5 65
Sparkle	5 85
Crystal	5 85
Ice drips	6 20
Snow	6 05
Carolina head	7 85

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

Imported Patna—	Per lb.
Bags, 24 lbs.	0 06
Half bags, 12 lbs.	0 05½
Quarter bags, 6 lbs.	0 05½
Velvet head Carolina	0 09½
Sago, brown	0 06
Tapioca—	
Pearl, lb.	0 06
Seed, lb.	0 06

MOLASSES.—The last shipment of molasses arrived in Montreal more than three weeks ago on s.s. Santraine from Barbadoes. New stock there is not to be had at any price, but fairly good stocks are being held in Canada; but this season there is a New York inquiry, which has not been had for years. Several inquiries were received last week by local importers, but prices were too low. An importer with a stock of 1,000 puncheons was approached this week, and offered 35 cents. He refused this on the ground that at the present price of raw sugar the price should be 45c. Before the war, when raws were at \$2.50, molasses were costing the wholesaler 24c, whereas raw to-day is quoted at \$5.50 to \$5.75. The importer eventually sold his 1,000 puncheons at 37c. The wholesale price to-day is 38c, so that retailers should not

be surprised if an advance takes place before long.

Barbadoes Molasses—	Island of Montreal, Fancy, Choice.
Puncheons	.36
Barrels	.41
Half barrels	.43

For outside territories prices range about 3c lower per gallon than for delivery, Island of Montreal. Carload lots of 20 puncheons or its equivalent in barrels or half barrels, to one buyer, may be sold at "open prices." No discounts will be given.

Corn Syrup—	Per lb.
Barrels, per lb., 3½c; ¼ bbls., 6c; ½ bbls.	0 04¼
Pails, 38½ lbs., \$1.95; 25 lbs.	1 40
Cases, 2 lb. tins, 2 doz. in case	2 65
Cases, 5 lb. tins, 1 doz. in case	3 06
Cases, 10 lb. tins, ¼ doz. in case	2 90
Cases, 20 lb. tins, ¼ doz. in case	2 85
Maple Syrup—	
Pure, per 3½ lb. tin	0 75
Pure, in 15 gal. kegs, 8c per lb., or per gal.	1 00
Maple sugar, pure, per lb.	0 10

COFFEE.—The first shipment since August 21 is due in, and was purchased prior to the war; so that coffee arriving now is the first new coffee to arrive under war conditions. The market is dead, and it is believed prices will drop under these conditions; in fact, a drop in Rios of ½c is about to be made. Lower prices certainly should prevail during November, unless peace should be declared, when enormous quantities would be required for Germany, which is a great coffee consumer. The war tax has had its effect on the consumption of coffee. Many a man who drank 25c grade, for which he is now charged 30c, has turned to tea for a drink.

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

NUTS.—Market is fairly firm, and new stocks are hard to secure, though large shipments are now on the way. Some brokers who have been unfortunate in not making connections with their shippers, are not quoting on almonds. New walnuts, to arrive, fresh cracked, are quoted at 37c by the case; shelled almonds, ditto, 39c. No quotations on new filberts are to hand.

Shelled walnuts, per lb.	0 50
Shelled almonds, 28-lb. boxes, per lb.	0 45
Finest filberts	0 14
Pecans—	
Large	0 18
Almonds	0 21
Walnuts, Grenoble	0 21
Brazils, new	0 15½
Peanuts, No. 1, 12½c; No. 2	0 09½
Peanuts, No. 3	0 08½

SPICES.—Normal demand is experienced; the market remains firm. Cream of tartar is quoted at 60c for ground, which is pretty high.

	5 and 10-lb. boxes.	¼-lb. pkgs. dozen.	¼-lb. tins, dozen.
Allspice	0 15-0 18	0 60-0 70	0 70-0 80
Cassia	0 22-0 25	0 72-0 90	0 85-0 90
Cayenne pepper	0 30-0 36	1 02-1 15	1 10-1 25
Cloves	0 35-0 40	1 15-1 30	1 25-1 40
Cream tartar—Supply all sold.			
Ginger, Cochín	0 21-0 23		
Ginger, Jamaica	0 25-0 30	0 90-1 05	0 95-1 10
Mace	0 85-1 10		
Nutmegs	0 30-0 36	1 02-1 20	1 10-1 25
Pepper, black	0 23-0 25	0 80-0 90	0 90-1 00
Pepper, white	0 31-0 32	1 05-1 10	1 10-1 20
Pastry spice	0 25-0 32	0 85-1 10	0 85-1 15
Pickling spice	0 20-0 25	0 75-0 90	0 80-0 85
Turmeric	0 20-0 22		

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

Cardamom seed, per lb., bulk	2 00
Caraway—	
Canadian	0 12
Dutch	0 20
Cinnamon, Ceylon, lb.	0 60
Mustard seed, bulk	0 10
Celery seed, bulk	0 35

CANADIAN GROCER

Cayenne chillies	0 25	0 30
Shredded cocoanut, in pails	0 20	0 25

DRIED VEGETABLES.—The new crop of beans is coming in, and the market took a drop this week, and low prices are being asked for deliveries around the middle of October. Some, however, think that lower prices are only temporary.

Beans—		
Hand picked, per bushel	3 30	
Canadian, white, per bushel	3 00	
Yellow, per bushel	3 25	
Yellow eyes, per bushel	3 40	
Lima, per lb.	0 06½	0 09
Peas, per bushel	2 75	
Peas, Imperial green, per bushel	2 50	
Barley, pot, per bag	3 50	
Barley, pearl	5 00	

TEAS.—With war risks rising, and Japanese crops injured by flood, the tea market is in a troubled state. Stocks are declared hard to secure, and yet little buying is going on. It would not be surprising to find higher prices being quoted before long.

CONFECTIONERY.—The embargo on English confectionery was removed at the same time as on jams and marmalades. Had contracts not been filled, importers who had taken large orders for Christmas goods would have been placed in an unenviable position. As it is, large supplies of fancy candies are now arriving in boxes, on which are stenciled: "Not to be shipped," showing that they were on the wharf when war broke out, and were held by order of the British Government. It is almost too early to say what will be missing from the market this year, as goods are still arriving from England.

ONTARIO MARKETS.

Toronto, Oct. 8.—Business is showing the effect of the reaction after the war demand, and there is also an evident falling off in wholesales, particularly in the larger industrial centres, which, strangely enough, seems to apply to staples as well as luxuries, but in how far this is the result of people having stocked supplies or the result of elimination of waste in the household kitchen is difficult to define. Wholesalers generally have no complaints to make and they were prepared for this reaction. Collections are reported as fairly satisfactory, particularly at country points. Some jobbers point out that in any event the trade and business in general was in for a quiet spell on account of the conditions throughout the country. Generally the policy is to encourage hand to mouth buying and grocers' stocks are in better shape to-day than they have been for some time.

Tea is firmer, and there may be a shortage soon. Sugar is still firm, and may advance. Mediterranean fruits are easier on prospects of new stocks soon; first shipments will be through New York. Spot beans are lower but future prices are strong. Rice has declined

during the week. But generally there are not many important price changes.

SUGAR.—Situation as regards sugar in Canada shows little change and prospects are for higher quotations. This is due to fact that although there was a temporary decline in the United States Canadian refiners are still at least ½c below the basis, and recent developments over the border have rather indicated strength, there being an evident reluctance to take futures even at an advance to one-eighth to a quarter. Acadia Refineries are still 40c above the market basis. The situation in the States at 1st of month was, on the face of it, improved as regards stocks of raws, there being a better balance shown than a year ago, but it must be taken into consideration that United Kingdom is expected to take twenty to twenty-five thousand tons a month above what is required by United Kingdom refineries with a capacity for 80,000 tons a month.

Extra Granulated Sugars, Montreal Refined—per 100 lbs.	
100 lb. bags	6 31
20 lb. bags	6 41
10 lb. bags	6 46
2 and 5 lb. cartons	6 60
Second grade granulated, 100-lb. bags	6 21
Nova Scotia refined, 100-lb. bags	6 60
Extra Ground Sugars—	
Barrels	6 60
50 lb. boxes	5 21
25 lb. boxes	6 41
Powdered Sugars—	
Barrels	6 51
50 lb. boxes	6 71
25 lb. boxes	6 91
Crystal Diamonds—	
Barrels	6 95
100 lb. boxes	6 85
50 lb. boxes	6 95
25 lb. boxes	7 11
Cartons (30 to case)	8 51
Cartons (50 to case)	8 51
Crystal Dominoes, cartons	9 11
Yellow Sugars—	
No. 1	5 41
Barrels granulated and yellow may be had at 5c per cwt. above bag prices.	

TEA.—Generally strength has returned to the situation through the closing up of markets at Calcutta and Bombay, and this has seemingly been confirmed by the developments of past week. One advice received is that since outbreak of war there have only been shipments made during one week and of the steamers which left during that period six were captured by the German cruiser in the Bay of Bengal. The outlook then is very uncertain as regards supplies and at same time there is a grave prospect that England will resume embargo on tea to protect stocks for home consumption.

DRIED FRUITS.—Market for Mediterranean dried fruits is somewhat easier, particularly with regard to currants. Situation seems to be relieved by arrival of shipments of new fruits in New York, which should be in the Toronto market shortly. This also gives assurance that direct shipments will be along in the near future. There is no change in the situation as regards Sultana raisins and figs. In California fruits new prices for apricots are higher and the situation is very uncertain; with regard to both apricots and prunes the

future will depend upon the export situation. The price for dried peaches has advanced, but market is not strong and is feeling effect of lower prices for evaporated apples. Old stocks of apples are about exhausted and the quotation has been materially reduced.

Apples, evaporated, per lb.	0 07	0 08
Apricots—		
Standard, 25 lb. boxes	0 13	0 14
Choice, 25 lb. boxes	0 14	0 15½
Candied Peels—		
Lemon	0 14	0 16
Orange	0 14	0 16
Citron	0 20	0 22
Currants—		
Filiatras, per lb.	0 08	0 08½
Amalas, choicest, per lb.	0 09	0 09½
Vostizas, per lb.	0 10	0 11
Vostizas, choice	0 11	0 11½
Vostizas, shade dried	0 13	0 13½
Cleaned, ½ cent more.		
Dates—		
Fards, choicest, 12-lb. boxes	0 09	0 09½
Fards, choicest, 60-lb. boxes	0 09½	0 09
Package dates	0 07½	0 09
Hallowees	0 06	0 06½
Prunes—		
30-40s, California, 25 lb. boxes	0 13½	0 14½
40-50s, 25 lb. boxes	0 12½	0 13½
50-60s, 25 lb. boxes	0 12	0 13
60-70s, 50 lb. boxes	0 10	0 10½
70-80s, 50 lb. boxes	0 09½	0 10
80-90s, 50 lb. boxes	0 09	0 09½
90-100s, 50 lb. boxes	0 07½	0 08
25-lb. boxes ¼c more.		
Peaches—		
Standard, 50-lb. boxes	0 07	0 07½
25-lb. boxes ¼c more.		
Raisins—		
Sultana, choice, new	0 10	0 11
Sultana, fancy, new	0 12	0 14
Valencia	0 09	0 09½
Seeded, fancy, 1 lb. packets	0 09½	0 09½
Seeded, choice, 1 lb. packets	0 10	0 10
Seeded, choice, 12 oz.	0 09½	0 09½
Seedless, 12 oz. packets	0 11	0 11½
Seedless, 16 oz. packets	0 10	0 10

BEANS.—There are some lower quotations from the wholesalers as to existing supplies but advices from country points are that the situation is firm. Yields are reported as being short and farmers are holding stocks. Shortage of Austrian supply is being filled to some extent with Manchurian and Chinese beans, but reports indicate that they are rather hard and unsatisfactory from the cooking standpoint. Peas are scarce and firm on account of the short harvest.

Beans—		
Canadian primas	2 75	3 25
Lima, per lb.	0 06	0 10
Peas, blue, Canadian, per bush.	3 00	3 25
Peas, whole, white, per bush.	3 00	3 25

RICE.—There is another reduction of 25c noted in the price of Rangoon rice but the fancy is holding its position more firmly. Quotations for tapioca are off about 1c a pound.

Rice—		
Rangoon, per lb.	0 03½	0 04
Rangoon, fancy, per lb.	0 04½	0 05
Patna, per lb.	0 06½	0 08
Japan, per lb.	0 08½	0 08
Java, per lb.	0 08	0 08½
Carolina, per lb.	0 09	0 10
Sago—		
Brown, per lb.	0 06	0 06½
White, per lb.	0 06	0 06
Tapioca—		
Flake, double goat	0 10½	0 10½
Medium pearl	0 08	0 07
Seed pearl	0 08	0 07
Flake	0 10½	0 10½

SPICES.—Business shows effect of general conditions in this market and demand is not strong. Shipments of cream of tartar unexpectedly form a new development for the week and the price has gone down about 10c a lb. as the result. Peppers are even firmer on the continued activity of the German cruiser in the Bay of Bengal, and the attendant holding up of shipments.

CANADIAN GROCER

Spices—	Compound, per lb.	Pure, per lb.
Allspices, ground	0 12	0 12
Allspice, whole	—	0 17
Cassia, whole	0 21—0 25	0 21—0 25
Cassia, ground	0 18—0 19	0 18—0 19
Cinnamon, Batavia	0 36—0 40	0 36—0 40
Cloves, whole	0 28—0 33	0 28—0 33
Cloves, ground	0 21—0 26	0 21—0 26
Cream of tartar	0 25—0 35	0 25—0 35
Curry powder	—	0 35
Ginger, Cochin	0 14—0 17	0 14—0 17
Ginger, Jamaica, ground	0 17—0 20	0 17—0 20
Ginger, Jamaica, whole	0 24—0 27	0 24—0 27
Ginger, African, ground	—	0 18
Mace	0 80—1 05	0 80—1 05
Nutmegs, brown, 64s, 62c; 80s, 42c; 100s	—	0 37
Nutmegs, ground, bulk, 45c; 1 lb. tins	—	0 50
Pastry spice	0 27—0 30	0 27—0 30
Peppers, black, ground	0 12—0 16	0 12—0 16
Peppers, black, whole	0 19—0 22	0 19—0 22
Peppers, white, ground	0 19—0 27	0 19—0 27
Peppers, white, whole	0 31—0 33	0 31—0 33
Pickling spice	—	0 17
Turmeric	0 18—0 20	0 18—0 20

COFFEE.—Situation for the week shows little change, although the activity of German cruisers is creating more uncertainty as to supplies of Java and even for Brazilian coffees for the Canadian trade.

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

SYRUPS.—Cooler weather is having effect of livening up the market for syrups with the result that there has been a better volume going to the trade. Dealers are expecting a fair demand for corn syrups with butter so high and the general tendency favoring the reduction of household expenses.

Syrups—		Per case.
2 lb. tins, 2 doz. in case	—	2 65
5 lb. tins, 1 doz. in case	—	3 00
10 lb. tins, 1/2 doz. in case	—	2 90
20 lb. tins, 1/4 doz. in case	—	2 85
Barrels, per lb.	—	0 03 1/2
Half barrels, lb.	—	0 04
Quarter barrels, lb.	—	0 04 1/2
Pails, 38 1/2 lbs. each	—	1 95
Pails, 25 lbs. each	—	1 40
Molasses, per gallon—		
New Orleans, barrels	0 25	0 28
New Orleans, half-barrels	0 25	0 30
West Indies, barrels	0 24	0 26
West Indies, half barrels	0 25	0 28
Barbadoes, fancy, barrels	0 45	0 48
Barbadoes, fancy, half barrels	0 47	0 51
Maple Syrup—Compound—		
Gallons, 6 to case	4 40	4 80
1/2 gals., 12 to case	4 70	5 40
1/4 gals., 24 to case	4 70	5 40
Pints, 24 to case	2 60	3 00
Maple Syrup—Pure—		
5 gallon cans, 1 to case	6 45	6 60
Gallons, 6 to case	6 50	6 60
1/2 gallons, 12 to case	6 85	7 25
1/4 gallons, 24 to case, in glass	7 00	7 25
Pints, 24 to case	4 00	5 00
Maple Sugar—		
Pure, per lb.	—	0 12 1/2
Maple Cream Sugar—		
24 twin bars	—	1 80
48 and 45 twin bars	—	3 60
Maple butter, lb. tins, dozen	—	1 90

NUTS.—There is little change in the situation as regards supplies of nuts, but it is not evident that there is much fear of a shortage. For walnuts the quotations appear a little easier. There is still some uncertainty existing about the shipments from Spain, but the situation has cleared to a large extent. Shelled walnuts are also a little easier but shelled filberts are short and commanding high figures. New chestnuts are now in and are higher in price for the time being, but should come down in the near future.

In Shell—		Per lb.
Almonds, Farragosa	0 17 1/2	0 18
Brazils, medium, new	0 11	0 13
Brazils, large, washed, new	0 13	0 15

Chestnuts, peck	2 00	2 50
Filberts, Sicily, new	0 15	0 17
Peanuts, Jumbos, roasted	0 12 1/2	0 13 1/2
Peanuts, hand-picked, roasted	0 10 1/2	0 11
Peanuts, fancy, roasted	0 09 1/2	0 10
Pecans	0 17	0 18
Walnuts, Grenoble	0 17 1/2	0 18
Walnuts, Bordeaux	0 14	0 14
Walnuts, Marbots	0 15	0 15

Shelled—		
Almonds	—	0 55
Filberts	—	0 35
Peanuts	0 10 1/2	0 11 1/2
Pecans	0 55	0 60
Walnuts	0 55	0 60

IMPORTED JAMS.—Late reports in the trade are to the effect that further shipments of Old Country jams are expected to come forward at any time, in fact that there have been reports of shipments but no definite advices. The fact continues, though, that there have been no important arrivals for a couple of weeks. There would seem to be considerable to support the contention that the British jam makers find a better market at home than on this side of the water.

CANNED GOODS.

MONTREAL.—New prices on canned corn and tomatoes, as announced by the Dominion Cannery, are about the same as last year, and are greeted by the trade as very reasonable. It is known that canning materials, such as tin and solder, cost considerably more than a year ago, so that few complaints are being made. At these prices the new goods may be retailed at 10 cents straight. Following are the new prices:—

	Ontario & Quebec	
	Per doz.	Group A
2's Corn	\$0 92 1/2	\$0 95
2's Corn, fancy	—	1 15
Gals. Corn on cob	4 50	4 52 1/2
2 1/2's Tomatoes	0 92 1/2	0 95
3's Tomatoes	0 97 1/2	1 00
Gals. Tomatoes	2 90	2 92 1/2

MANITOBA MARKETS.

Winnipeg, Oct. 8.—Again there are a good many changes in price to record, a number of these being in a downward direction. Indeed, generally the market has a much easier tone.

There is one new condition which may arise as the result of European hostilities. This relates to lemon oil, which is much used in the manufacture of biscuits, etc. If Italy is drawing into the conflict, it is said this product will almost double in value over-night. Such might be the case on the primary market, but as Canadian handlers have seen the possibility, and have had good opportunity to secure large stocks, there is little likelihood of any such large advance taking place here.

Record Acreage in 1915.

Regarding financial conditions, a feeling of optimism is prevalent. The Prairie chicken season, which opened October 1st, is taking many manufacturers and wholesalers into the country, and giving them an opportunity to see the exact conditions of the farmer. It is stated by these men that generally the crop has been very fair, and that the farmer is not only getting higher prices

for this, but he has in the majority of cases sources of revenue from hogs, cattle, chickens, etc., which he did not possess even a year ago. An even more hopeful sign, according to these sportsmen is the great amount of plowing being done. Already everything points to a record acreage under cultivation in 1915.

The fact that grain money is coming in heavily has greatly improved collections, which are reported to be in good shape.

SUGAR.—Here there has been no change, and none is expected to take place within the week. At the end of that time, however, a further advance is quite likely, since the decline of last week in New York raws has been offset by later advances to such extent that the ruling prices for the refined sugar do not show the necessary margin over the raws. The demand for sugar is falling off, and the wholesaler is to-day pretty nearly in a position to get all he requires, and to fill all orders in full. The decline in the demand, of course, is quite likely due to the passing of the preserving season.

Sugar, Eastern—	Per cwt. in sacks.
Extra standard granulated	6 70
Extra ground or icing	7 30
Powdered	7 00
Lumps, hard	7 65
Montreal yellow	6 30
Sugar, Western Ontario—	
Sacks, per 100 lbs.	7 10
Barrels, per cwt.	6 05
Halves, 50 lbs., per cwt.	6 10
Bales, 20 lbs., per cwt.	6 15
Powdered, barrels	6 40
Powdered, 50s	5 75
Powdered, 25s	7 05
Icing, barrels	6 70
Icing, 50s	6 85
Icing, 25s	7 10
Icing, pails	7 00
Cut loaf, barrels	6 80
Cut loaf, 50s	7 05
Cut loaf, 25s	7 30
B. C. Cane Syrups—	
2-lb. tins, 2 doz. to case, per case	3 60
5-lb. tins, 1 doz. to case, per case	4 00
10-lb. tins, 1/2 doz. to case, per case	3 75
20-lb. tins, 3 tins to case, per case	3 70
(These prices prevail in Winnipeg, Calgary, Regina, Moose Jaw and Lethbridge. For Edmonton and Saskatoon they are 5c case higher.)	
Molasses—	Per gal.
Barbadoes	0 63
New Orleans	0 34
Maple Syrups—	Per case.
Imperial quart, case, 2 doz.	5 40
Imperial 1/2 gals., 1 doz.	5 55
New, pure, 1/2 gal., case	9 00
New, pure, 1/4 gal., quart, case 2 doz.	9 70
New, pure, quart bottles, case 2 doz.	9 75

DRIED FRUITS.—New evaporated apples, which arrived this week, are being quoted at 8 1/4c, or 2 1/4c below last week's price. As further arrivals reach the market still further declines are expected, and the price will go steadily down until the quotation of about 7 1/4c to 7 1/2c is reached. At this low level the consumption of apples this year should be very heavy. Currants are easier, present quotations for 1's being 9 1/2c and 2's 18c. This is for old goods arriving freshly cleaned from New York. Currant prices will probably be lower when new stocks reach this market about the 1st of November. For delivery after that date prices are being quoted at 8 1/2c and 17c. Further arrivals have brought another slight decline in apricots. Prunes are steady for the time, but are likely to go lower. It is expected

CANADIAN GROCER

that there will be a fractional drop during the next two weeks. Raisins will be easier in a very few days, when new arrivals reach the market. The low price of 9¼c and 9¼c, which will be asked for these, will not, however, obtain very long. As the stock once reduced, prices will have to advance.

Apples, evaporated, new, 25s	0 08¼
Apricots, choice, 25's	0 13
Apricots, choice, 10's	0 14
Apricots, standard, 25's	0 12
Currants—	
Dry clean	0 09¼
Washed	0 10
1 lb. package	0 09¼
2 lb. package	0 19
Vostizzas, 1 lb.	0 12¼
Dates—	
Hallowi, loose, per lb.	0 06¼
Hallowi, 1 lb. pgs.	0 07¼
Pard dates, 12-lb. boxes	1 10
Teaches—	
Standard, 25-lb. boxes	0 06¼
Choice, 25-lb. boxes	0 07¼
Choice, 10-lb. boxes	0 08¼
Extra choice, 25-lb. boxes	0 08¼
60 to 70	0 10
50 to 60	0 10¼
40 to 50	0 11¼
Raisins, Valencias—	
Extra select Valencias, 25's, box	2 15
Raisins, Sultanas—	
California	0 09¼
Smyrnas	0 12¼
Raisins, Muscatels—	
3 crown loose, 50's	0 08¼
3 crown, loose, 25's	0 08¼
Choice, seeded, lb.	0 09¼
Extra fancy seeded, lb.	0 09¼
Raisins, Australians—	
Lexias, 56-lb. boxes	0 08¼
12-oz. packages, fancy	0 07¼
12-oz. packages, choice	0 07¼
Prunes, in 25-lb. boxes—	
90 to 100	0 08¼
80 to 90	0 08¼
70 to 80	0 09¼

TEAS AND COFFEES.—The coffee market is somewhat firmer, offsetting the drop of ½c which took place at the end of last week. The destruction of one boat carrying coffee for this market has, of course, had no effect on prices. It does exert a tendency, however, toward keeping insurance rates at their present high tone. Tea prices remain steady.

Coffee—		
Rio, No. 5, green	Per lb.	0 13¼
Rio, roasted		0 15
Santos, green, No. 4		0 15
Santos, roasted		0 21¼
Chicoory, per lb.		0 07
Teas—		
Japan—		
Choicest basket, fired	0 40	0 70
Choicest, pan fired	0 40	0 80
Very fine, pan fired	0 35	0 40
Medium, pan fired	0 30	0 35
Common, pan fired		0 25
India and Ceylon—		
Souchong	0 30	
Pekoe Souchong	0 35	
Pekoe	0 40	
Broken orange and orange	0 40	0 50
China—		
Fine Keelung	0 50	0 60
Good Paekium		0 35
Common morning		0 25

BEANS.—There is no change here. Growers are now quoting for delivery of new crop at Winnipeg at a price which would allow wholesalers here to sell at about \$3.30 for 3's. There is some talk of the crop being badly stained from rain. Nothing certain is known of this, however. During the week barley has dropped materially, pot now being quoted at \$3.10 and pearl at \$4.60.

Beans—		
Austrian, hand picked	3 65	
Canadian, hand picked	3 80	
3 lbs. picker	3 40	
Barley—		
Pot, per sack, 96 lbs.	3 10	
Pearl, per sack, 96 lbs.	4 00	
Peas—		
Split peas, sack, 96 lbs.	3 30	3 65
Whole peas, bushel		2 25

RICE AND TAPIOCA.—There is no change in rice. Tapioca, however, has

dropped ¼c, now being quoted at 5c in bag lots.

Rice and Tapioca—		
No. 1 Japan, per lb.	0 05¼	
No. 2 Japan, per lb.	0 05	
Siam, per lb.	0 04¼	
Patna, per lb.	0 06¼	0 06¼
Carolina, per lb.	0 08	
Sago, pearl, per lb.	0 05¼	
Tapioca, pearl, per lb.	0 05	

ALBERTA MARKETS.

(By wire.)

Edmonton, Oct. 8.—Business during week has been good. The district is settling down. A week's rain ended on Tuesday, and harvesting was delayed. Only changes in markets are potatoes, which are scarce, and the price is likely to jump.

Produce and Provisions—		
Butter, creamery, per lb.	0 32	
Butter, dairy, No. 1, 25c; No. 2	0 20	
Cheese, per lb.	0 16¼	0 17
Lard, pure, 3's, per case	7 80	
Lard, pure, 5's, per case	7 45	
Lard, pure, 10's, per case	7 40	
Lard, pure, 20's, each	2 45	
General—		
Beans, Ontario, per bushel	3 40	
Coffee, whole roasted, Rio	0 18¼	0 20
Evaporated apples, 50's	0 11	0 11¼
Potatoes, per bushel	0 50	
Rolled oats, 20's	0 79	
Rolled oats, ball	3 40	
Flour, 98's, \$3.55-\$3.65; rolled oats, 80's	2 80	
Rice, per cwt.	4 80	
Sugar, standard, gran., per cwt.	7 90	
Sugar, yellow, per cwt.	7 15	
Canned Goods—		
Apples, gals., case	1 85	
Corn, standard, per two dozen	2 15	
Peas, standard, 2 dozen	1 95	
Plums, Lombard	2 20	
Peaches	3 15	
Strawberries, \$4.70; raspberries	4 20	
Tomatoes, standard, per dozen	2 45	
Salmon, sockeye, 4 doz. talls, case, 1s	9 50	
Cohoos, 1's, \$7.25; humpbacks, 1's	4 50	
Fruits—		
Lemons	6 00	6 70

SASKATCHEWAN MARKETS.

Regina, Sask., Oct. 8.—(Special).—More than 6,500,000 bushels of grain have been handled by the Saskatchewan Co-operative Elevator Company since the movement of this year's crop began. The movement of grain is said to be fully ten days earlier than last year. From those who have been over the province it is stated that the acreage of fall plowing this year will beat all records.

Cream of tartar is the sensation on the local market this week, the price having jumped from 50 to 75 cents a pound at one time.

Sockeye salmon is short this season, and some packers are only filling 50 per cent. of the orders. Ontario beans show no change, being quoted at \$3.65. Potatoes are scarce, and are commanding various prices, as follows:—B. C., \$1.25; N. B., \$1.10; Ontario, 90c; Alberta, 90c. No United States potatoes are on the market owing to the prohibitive duty. Lemons are now selling at \$10, and these come from California, Messinas being off the market. Oranges command from \$4 to \$4.50. Ontario grapes are quoted at 30c, having gone up slightly, and they will not be any cheaper. Ontario apples, per barrel, \$4 and \$4.25; Nova Scotia apples, per barrel, \$4; B. C. apples, per box, \$1.75; per crate, \$1.25 and \$1.50.

Produce and Provisions—		
Butter, creamery, per lb.	0 29	0 30
Butter, dairy, No. 1	0 21	
Cheese, per lb.	0 17¼	0 18

Eggs, fresh, per doz.	0 25
Lard, 3's, per case	7 50
Lard, 10's, per case	7 45
Lard, 20's, each	2 50
General—	
Beans, Ontario, per bushel	3 65
Coffee, whole roasted, Rio	0 22
Cream of tartar, lb.	0 62
Cocunut, lb.	0 20¼
Evap. apples, 50's	0 12¼
Potatoes, new, per bush., B.C., \$1.25; N. B.	1 10
Rolled oats, 20's, 52c; 40's, \$1.60; 80's	3 10
Rolled oats, ball of 80 lbs.	3 10
Flour, 98's,	3 45
Rice, per cwt.	4 80
Sugar, standard, gran., per cwt.	6 67
Sugar, yellow, per cwt.	6 17
Walnuts, shelled, 54c; almonds	0 53
Canned Goods—	
Apples, gals., case, \$1.61-\$1.91, doz.	3 62
Broken beans, 2's	2 00
Corn, standard, per 2 dozen	2 21
Peas, standard, per 2 dozen	2 00
Plums, Lombard	2 10
Peaches	3 18
Strawberries and raspberries	4 71
Tomatoes, standard, per dozen	2 65
Salmon—	
Sockeye, 1's, 4 doz. case	9 55
Sockeye, ½'s	12 35
Cohoos, 1's	6 00
Humpbacks, 1's	4 60
Fruits—	
Apples, per bbl., Ontario	4 00
Lemons	10 00
Oranges	4 00
Dried Fruits—	
Currants, per lb.	0 11¼

NEW BRUNSWICK MARKETS.

By Wire.

St. John, Oct. 8.—Dealers are pleased with the business passing, despite discouraging statements. Collections are well up to standard, but a strong hand is closed against doubtful credits, no chances being taken, and little paper being given. Markets are little changed. It is difficult to say what the future of sugar will be. Dealers expect a continuation of high rulings for some time. Yellow beans are lower owing to crop arriving in short time. Corn meal, ordinary, is down to \$1.90. Lard, both grades, are cheaper. Butter is easier, though there is little foreign shipping. Eggs are unchanged.

Produce and Provisions—		
Bacon, breakfast, per lb.	0 20	0 22
Bacon, roll, per lb.	0 17	
Beef, barrel	25 25	28 90
Beef, corned, 1 lb.	3 15	3 30
Pork, American clear, per bbl.	28 00	30 00
Pork, domestic, per bbl.		29 00
Butter, dairy, per lb.	0 22	0 23
Butter, creamery, per lb.	0 23	0 24
Eggs	0 25	0 27
Lard, compound, per lb.	0 11	0 11¼
Lard, pure, per lb.	0 13¼	0 13½
Flour and Cereals—		
Cornmeal, gran.		6 00
Cornmeal, ordinary		1 90
Flour, Manitoba, per bbl.		7 85
Flour, Ontario		7 25
Rolled oats, per bbl.		6 75
Oatmeal, standard, per bbl.		7 40
Fresh Fruits and Vegetables—		
Lemons, Messina, box		7 00
Oranges, Val., case		4 00
Potatoes, new, bbl.		1 25
Sugar—		
Standard granulated	7 00	7 10
United Empire	6 90	7 00
Bright yellow	6 80	6 90
No. 1 yellow	6 50	6 60
Paris lumps	6 00	6 05¼
Beans, white, per bush.	3 25	3 30
Beans, yellow eyes, per bush.	3 90	4 00
Canned pork and beans, per case	2 80	3 00
Molasses, per gal.		0 34
Cream of tartar, per lb., bulk		0 50
Currants, per lb.	0 11	0 11¼
Rice, per cwt.	4 80	5 00
Cheese, per lb.	0 15¼	0 16

A HANDY CASE.

W. J. McCully, Stratford, Ont., has a glass display case on his counter which he finds acts as a good silent salesman, and in which he displays samples of beans, rice, tapioca, barley, macaroni, lentils, sago, peas, etc. It is about 6 x 4 feet and 8 inches high.

Reaction of Wheat Market Holds Flour Firm

Week-end Conditions Caused Some Talk of Lower Prices — Material Reduction Not to be Looked for While War Continues — Open Weather Causes Lower Figures for Mill Feeds—Rolled Oats and Cornmeal Are Easier.

MONTREAL.

FLOUR.—Market unchanged, and export business quiet. The latter is due, first, to the fact that Canada has sent an enormous amount of flour to Great Britain free of cost, which had a serious effect on the market there, but did not affect the market here much. Many people thought that the gift of a million bags of flour to Great Britain would keep the market very firm here, but instead, the market is only just holding its own. Summing the situation up: the people are looking for lower prices, and are holding off; whether they will get them remains to be seen. One thing is certain—prices will be considerably higher next year if the war continues, and should be the best year Canadian farmers ever had in history.

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

Winter Wheat Flour—	Car lots.	Small lots.
Fancy patents	6 25	6 50
90 per cent.	5 75	6 00
Straight roller	5 70	5 90
Blended flour	5 75	6 25

CEREALS.—Lower prices for rolled oats in bulk and in packages should be expected when the new oat crop is in. The crop is reported to be fairly good, though not so good as last year. It is big enough, however, to affect the market.

Cornmeal—	Per 96-lb. sack.
Kiln dried	2 45 2 75
Softer grades	2 20 2 35
Rolled Oats—	30's in jute.
Small lots	3 12½ 3 50
25 bags or more	3 02½
Rolled oats in cotton sacks, 5 cents more.	
Oatmeal—fine, standard and granulated, 10 per cent. over rolled oats in 90s, in jute.	
Rolled Wheat—	100-lb. bbls.
Small lots	3 50
Hominy, per 96-lb. sack	2 75

MILL FEEDS.—Feed business is quiet, for which there are many reasons; one is that the corn and oat crops have been good, and the tendency is to use corn instead of mixed feed. The farmers can raise the corn and oats themselves. However, millers are not crying over the situation, but declare that they cannot get enough feed. Export business is expected to improve later on.

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

TORONTO.

FLOUR.—Market is distinctly dull. The reaction after the strong war de-

mand is being acutely felt in the domestic branch and dealers are generally pretty well stocked. With end of the week there was an easier feeling in sympathy with the fall-off in wheat and there was some talk of easier prices but this did not last, and general opinion in trade seems to be that there will not be material changes so long as the situation remains the same in Europe. At the same time there would undoubtedly be more export business offering from Canada with the prices a trifle lower. At the moment, however, the millers are empty so far as store-houses are concerned and there is capacity business promised until nearly the end of the year in piling up the usual reserves. So far as Ontario flour is concerned, there is practically no change, but there is considerable spread in the range of prices and quotations are little more than individual figures to be influenced by the local conditions.

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

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

CEREALS.—Although the basis of quotations to the trade have not changed there are better figures in some quarters for buyers of oatmeal and cornmeal, in sympathy with the decline in the market for oats and corn. The reductions are about 10c, and the situation as regards futures is even easier. Trade is still pretty well stocked and there is not a strong demand.

Barley, pearl, 96 lbs.	5 00
Ruckwheat grits, 96 lbs.	5 50
Corn flour, 96 lbs.	2 50
Cornmeal, yellow, 96 lbs.	2 65
Graham flour, 96 lbs.	3 00
Hominy, granulated, 96 lbs.	3 00
Hominy, pearl, 96 lbs.	3 00
Oatmeal, standard, 96 lbs.	3 63
Oatmeal, granulated, 96 lbs.	3 53
Peas, Canadian, boiling, bush.	3 00
Peas, split, 96 lbs.	5 00
Rolled oats, 96-lb. bags	3 75
Rolled wheat, 100-lb. bbl.	3 75
Rye flour, 96 lbs.	3 40
Wheatlets, 96 lbs.	3 75
Whole wheat flour, 96 lbs.	3 75

MILL FEEDS.—Weather has been almost ideal for late pasture, and the result has been that markets for mill feeds have continued weak. This particularly applies to bran and while there is some talk of quotations at the old figure of \$25-\$27, there is more at the low point of \$23-\$25. A change in the weather would add strength to this market, although there are considerable stocks

now accumulating with the mills all operating at capacity.

Mill Feeds—	Mixed cars, per ton
Bran	24 00 26 00
Shorts	27 00 29 00
Middlings	29 00 31 00
Wheat moulee	30 00
Feed flour, per bag	1
Oats—	
No. 3 Ontario	0 45
No. 3, C. W.	0 51

WINNIPEG.

FLOUR AND CEREALS.—No changes have been noted here during the week. It seems very likely now that the present prices will hold for some time. Local millers are going to be called upon to supply the flour which Manitoba has given to the Imperial Government within the next month. This, however, will have no effect on prices, though it will make extra work at the mills.

Manitoba Wheat Flour—	Per bbl.
First patents	6 40
Second patents	6 20
Strong bakers'	6 10

Cereals—	Per 90 lbs.
Rolled oats, per 90 lbs.	2 80
Oatmeal, fine, standard and gran'd, 96 lbs	2 80

NO REASON TO BE DOWN-HEARTED.

(Continued from page 27.)

A Peterborough, Ont., merchant who is quite an authority on retail business, further substantiates the claim that apart from centres depending chiefly on manufacturing, things are pretty good. He knows of some stores near large factories partly closed down, which are behind this year, but nearer the centre of the city where the farmers deal in large numbers, increases are shown. The cause for any depression, he claims, is with the people themselves, who in prosperous times go to extremes in living, spending, speculation, borrowing and even in laziness. This he says forces things to extremely high levels in good times and the opposite in others—and all extremes have to be paid for some day. He deduces a moral from all this: "Keep humble, do the right thing with God and man and don't be afraid of work YOURSELF."

The Barnsdale Trading Co., Stratford, Ont.—"Business in general is good, showing large increase over previous year and money not so scarce, but I think our city is better off than some others. As yet the war scare has not made any difference in the amount of money being spent."

Thanksgiving Demand for Fruits and Vegetables

Wholesalers Prepare for Holiday Demand, Which Should Relieve the Dullness—Apples Are Beginning to Glut the Market, and Prices Are Low—Grapes Also Are Cheap.

MONTREAL.

FRUIT.—Feature of market is enormous quantity of apples coming and the low prices they are bringing. No. 1 Macintosh Reds sold for \$2.50 per barrel, and No. 2's for \$2. It is not believed that these apples can be sold at a lower figure profitably, though common apples are bringing \$1.50 to \$2. Demand is fair. Grapes are also plentiful. With the exception of apples, they are about the only fruit that is coming in plentifully. Price is still 19c per basket, and the demand is big. Lemons are bringing \$3.50, but it is thought that if anything should happen to Italy, if she should be embroiled in war, or if cholera should break out there, the price would advance immediately to its former high level. Not so many oranges are coming in, and the price is slightly higher—\$3.50 per box. Last week, 5-box lots sold for \$3.25. Winter Nellis pears are nearly off the market, and are worth \$3 to \$3.25 per box. Canadian pears, in 11-qt. baskets, are bringing 40c. Cranberries have started to come in, and are worth \$6.50 per barrel.

Apples—	
Alexanders	2 50
Colverts	2 00
St. Lawrence, No. 1	3 00
Wolf River	2 50
Bananas, crate	2 00
Cranberries, bbl.	2 50
Grapefruit, Jamaica, case	3 50
Grapes, Cal., box	2 00
Grapes, Can., small basket	0 19
Lemons, Messina—	
Extra fancy, 3.0 size	3 50
Limes, small boxes	1 25
Oranges—	
Cal. late Valencia, 150-170-200-216	3 50
Cal., 190-125-250-288 size box	3 50
Peaches, per box	1 25
Plums, per crate	1 50
Pears, Cal., box	3 00
Quinces, box	2 00

VEGETABLES.—Local wax and green beans are gone, and future stocks will come from the United States. Cabbages are getting a little scarcer, and are bringing 40c to 50c. Gentleman corn is bringing 15c; other varieties of corn are getting too ripe. Cauliflowers were worth 50c dozen, but a frost last week sent the price up to 75c-\$1. Lots of cucumbers offering 10c to 15c. Egg plants get small as the crop gets old, and will soon be off the market, after which they will come from the States. They are quoted 35c to 50c, but the Americans will bring \$1.50. Good lettuce scarce, and were touched by recent frost. Poor demand for onions, and prices are very reasonable. Parsley is plentiful at 15c dozen. Demand for sweet potatoes not brisk, and price is down to \$1.50. Good tomatoes are worth 75c-\$1 per box, which is considerably higher owing to frost. Hot-house tomatoes sell 10c lb. Business is

quiet, the best demand being for potatoes, celery, cauliflower and lettuce.

Beans, American, basket	2 50
Beets, bag	0 50
Cabbage, per dozen	0 40
Corn, dozen	0 10
Carrots, bag	0 75
Cauliflower, dozen	0 75
Cucumbers, dozen	0 15
Celery, bunch	0 50
Egg plant, per dozen	0 35
Lettuce, head, per doz.	0 75
Curly lettuce, per doz.	0 20
Onions—	
Spanish, per case	2 50
Native, per doz. bunches	0 30
Red, 100-lb. bags	1 75
Parsnips, bag	0 75
Parsley, doz. bunches	1 15
Peppers, green, 3/4 qt. basket	0 50
Potatoes—	
Montreal, bag	0 65
Potatoes, sweet, Jersey, hpr.	1 75
Rhubarb, dozen	0 40
Spinach, Montreal, in boxes	0 50
Turnips, bag	0 75
Tomatoes, Montreal, box	0 25
Tomatoes, hothouse, lb.	0 10

TORONTO.

FRUITS.—Preparations are being made for the holiday demand, which as usual is expected to give a substantial life to the late fruit and vegetable markets. Wholesalers are making some special offers, and there are some special price concessions indicated for bananas, cranberries, etc.

Crab apples are getting scarcer, and have advanced 10c a basket. Cantaloupes are up in price considerably, and are getting near the end of the season. Heavy shipments of cranberries came in for the holiday, and the price was lowered 50c the barrel. Canadian grapes came freely, and the price went down to 15c to 17c as the usual run. Canadian plums are about through, and peaches are out of the market, with higher prices prevailing for the Colorado crates. Bananas were quoted at prices lower than usual. Some Porto Rico pineapples were secured for the Thanksgiving business, and grape fruit are back in the market at \$5.50. Apples are little short of being a drug on the market. No. 1's are being quoted: St. Lawrence, \$2.25 and \$2.50; Wealthys the same; Pippins the same; Culverts, \$2 and \$2.25. Seconds are about a dollar under these figures.

Apples—	
Canadian, barrel	1 25
Crab, basket	0 25
Bananas, per bunch	1 50
Cantaloupes—	
Canadian, 16-qt. basket	1 00
Colorado, crate	1 75
Cocanuts, sack	3 75
Cranberries	6 50
Elderberries	0 20
Grapes—	
Canadian, 6-qt. bkts.	0 16
Tokays	1 90
Oranges—	
California, late Valencias	2 50
Lemons, Verdilla	4 25
Limes, per 100	1 25
Plums, per 100	0 35
6 qt. baskets	0 35
6 qt. baskets	0 35

Pears—	
Hartletts, basket	0 50
Clapps Favorite	0 40
Flemish Beauties, basket	0 40
Keefers, basket	0 20
Peaches, Colorado, box	1 20
Pineapples, Porto Rico, case 10	4 50
Quinces	0 60
Watermelons	0 25
Grape fruit	5 50

VEGETABLES.—The Thanksgiving season also means something for the vegetable markets, and a better demand is looked for this week, and will be appreciated. Potatoes are weak, and it is reported that there has been an evident falling off in consumption, while the yield is turning out well. Cabbage, cauliflower, gherkins and sweet potatoes are cheaper, and onions are also materially down in price. Corn is getting scarcer, and has advanced. Good supplies of tomatoes are still being received.

Beets, Canadian, bag	0 75
Beans, Canadian, basket	0 25
Cabbage, Canadian, dozen	0 35
Carrots, bag	0 75
Cauliflower, doz.	1 00
Citrons	0 10
Egg Plant, 11 qt. basket	0 25
Cucumbers—	
Slicing	0 25
Medium pickling sizes	0 35
Gherkins	0 35
Celery, doz.	0 35
Corn, per doz.	0 10
Mushrooms, per lb.	0 60
Water Cress, 11 qt. basket	0 50
Onions—	
Spanish, big crate	3 50
Can., 75-lb. bags	1 00
Green peppers, basket	0 60
Red peppers	0 75
Potatoes, Canadian, per bag	0 80
Parsley, basket, 11-qt.	0 30
Pumpkins	0 10
Tomatoes, Canadian, basket	0 20
Turnips, bag	0 80
Sweet potatoes, hamper	1 25
Squash, Hubbard	0 10

BEATING THE PARCEL POST.

News comes from Lincoln, Neb., to the effect that the Chicago mail order houses who have been commonly credited with being the chief beneficiaries of the parcels post plan and its chief sponsors, have discovered a way to beat it.

One of the greatest benefits they were expected to derive from it was in the cheaper rates for distributing catalogues, but the Lincoln story has it that they have worked the zone system to save expense even over that. To ship from Chicago would involve carrying the catalogues through more than one parcels post zone, wherefore, it is said, they evolved the plan of shipping two car loads of catalogues, by freight, to Lincoln, to be distributed by parcels post from that city instead of from Chicago.

It is estimated there were about 22,000 catalogues in the two cars, and that it saved them on an average of about 5 cents each on postage, or a total of \$1,100.

Fish Business Suffers from Warm Weather

Cool Turn is Having Effect in Favor of Better Sales of Both Fresh and Dried Fish and Oysters—Good Holiday Demand Expected for the Latter—Easier Prices for Pickled and Salted Varieties.

FISH AND OYSTERS.—Owing to the continued warm weather, fresh fish trade has not been as active as it would otherwise have been. However, the Jewish holidays have helped considerably, and the turnover of fresh lake fish, such as pike and dore, has been gratifying. There is a scarcity in some lines, and a tendency to advance prices, notably in the case of halibut and haddock. Dog fish and equinoctial gales have and are interfering with fishing operations.

Pickled and salted fish are having a better demand, but the supply has been very large, consequently prices are easier. The demand for smoked lines, such as kippers, bloaters and haddies, is not improving on account of the warm weather. Brook trout is out of season, the close season beginning October 1 and extending to May 1. Halibut will be scarce next week, as well as B. C. salmon. Lake fish are more plentiful, and prices are lower for all kinds. Both bulk and shell oysters will be in good demand from now until Christmas. Thanksgiving Day, which is near, is always a good date for oyster business. Continued warm weather has been bad for this business up to the present.

TORONTO.

FISH AND OYSTERS.—Fall demand for fish and oysters has been slow, but better conditions are now looked for that the weather has become cooler, and there will be a stronger demand for dried fish. B. C. salmon is quoted considerably lower, and halibut is one cent off, with an additional cent on case orders offered by one firm, and likewise lake trout at a cent easier under the same conditions. Pike is also quoted at a cent a pound under the old figure.

FRESH FISH.

	Montreal	Toronto
Halibut, fancy, express, per lb.	0 12	0 10
Haddock, fancy, express, lb.	0 06	0 07
Steak cod, fancy, express, lb.	0 08	0 08
Market cod, per lb.	0 08	0 08
Flounders, fancy, express, lb.	0 08	0 08
Gaspé salmon, per lb.	0 16	.....
B. C. salmon	0 16	0 14
Chilled salmon	0 15	.....
Dressed bullheads, per lb.	0 10	0 10
Whitefish, per lb.	0 12	0 12
Lake trout, per lb.	0 11	0 12
Bluefish, per lb.	0 15	0 12
Herrings, per 100 count	3 00	.....
Herrings, lb.	0 11	0 07
Dore, per lb.	0 11	0 12
Mackerel, per lb.	0 10	.....
Swordfish	0 11	0 12
Sea bass, per lb., black	0 14	0 15
Pike, per lb.	0 08	0 07
Perch, per lb.	0 05	0 07
Carp	0 09	.....
Eels	0 08	0 10

SMOKED FISH.

	Montreal	Toronto
Haddies, per lb.	0 08	0 08
Haddies, 15-lb. and 30-lb. boxes, lb.	0 07 1/2	0 08
Haddies, fillets, per lb.	0 11	0 12
Haddies, Niobe, boneless, per lb.	0 09	.....
Herring, Ciscoe	1 80	.....
St. John bloaters, 100 in box	1 00	1 20

Yarmouth bloaters, 60 in box	1 20	1 20
Smoked herrings, medium, box	1 16	.....
Smoked boneless herrings, 10-lb. box	1 20	.....
Kippered herrings, selected, 60 in box	1 25	1 25
Smoked salmon, per lb.	0 22	0 23
Kippered herrings, ordinary, 60 in box	1 10	1 20
Ciscoe herrings, basket of 15 lbs.	1 75	1 80
Smoked halibut	.....	0 20

FROZEN FISH—SEA FISH.

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

FROZEN—LAKE AND RIVER.

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

PICKLED FISH.

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

DRIED AND PREPARED FISH.

Dried codfish, medium and small, 100 lb.	7 00	7 50
Dried hake, medium and large, 100 lb.	6 00	.....
Dried pollock, medium and large, 100 lb.	6 00	.....
Dressed or skinless codfish, 100-lb. case.	7 50	8 00
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	0 06	0 06
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	0 07	0 07
Boneless codfish, strips, 30-lb. boxes	0 10	0 10
Shredded codfish, 12-lb. boxes, 24 cartons, 1/2-lb. each, a box	1 80	1 80
Boneless codfish, in 2-lb. and 3-lb. boxes	0 15	0 15

BULK OYSTERS, CLAMS, ETC.

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

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

Oysters, per gal.	1 65	2 10
Cave Cod shell oysters, per bbl.	9 00	.....
Malpeque, shell oysters, selected J.A.P., per bbl.	9 00	.....
Malpeque, shell oysters, C.C.I., bbl.	11 00	.....
Clams, per bbl.	6 00	.....
Mussels, per bbl.	5 00	.....
Live lobsters, medium and large, lb.	0 30	.....
Boiled lobsters, medium and large, lb.	0 32	.....
Soft-shelled crabs, doz.	.....	.....
Winkles, bush.	.....	.....
Little Necks, per 100	.....	.....

JAM EMBARGO A PUZZLE

A considerable consignment of jams from a Glasgow house has been received in Toronto, but so far as can be learned only three of the wholesale houses reaped the benefit. One of these firms re-

ceived the full orders it had placed with the manufacturers.

Just how this consignment came through is causing some speculation and discussion in the trade. One opinion is that the embargo was just raised for one day, and that this consignment was sent during that time. Another opinion is that the embargo was raised on the 5th of September for thirty days, and that there will be other shipments coming forward. Officially nothing definite can be learned as to what the situation really is on the other side.

It is significant that exporting houses are making quotations evidently under the impression that they will get the goods forward. Prices quoted are on an advance of about 10 per cent., and this is the amount of the increase on the goods to the trade.

One importer is of the opinion that not all the manufacturers may be in a position to export, for he figures that some would sell their entire stocks to the British Government, while others would hold a portion to serve their old customers.

CANNED LOBSTER AND THE WAR.

(Continued from page 34.)

“that the fishermen interested in this industry only receive from the present values a price that gives them an adequate return for their labors and cost of traps and other equipment and most of these being dearer on account of the war rather than accept lower prices that would mean a loss, many of them will refuse to prosecute this fishery next season. If then only a few fishermen operate, the packers themselves would not be able to pack without their expenses exceeding their returns. Seeing that the Government has for some time been contemplating cessation of activity in packing lobsters because of the urgent cry of conservation of the future supply, it is likely that fishermen and packers will take the present opportunity to advocate for a close season to be declared for the whole of 1915 in all sections in Canada.

“If this is done the present stocks of canned lobsters will certainly not be sacrificed by the present holders and the price of this article is more likely to advance in the immediate future so that present stocks and purchases bid fair to prove profitable.”

Provisions and Lard Show Decline in Price

Toronto Off Half Cent all Round, and Montreal Much Easier—
Butter and Eggs Hold in Toronto, but Easier in Montreal —
Cheese is Generally Firm.

MONTREAL.

PROVISIONS.—A decided weakness is noticed in provisions, particularly in lard. Packers find themselves entering new season with heavy lard stocks on hand, and with the German demand cut off, lower prices are expected before long. Prices in Montreal have undergone no change as yet. Lower prices are being quoted for barrelled pork, which can be bought for about \$1 per bbl. less than a week ago. Meat prices all round show an easier tendency.

Hams—		Per lb.
Medium, per lb.	.....	0 19
Large, per lb.	.....	0 18
Bacon—		
Plain, bone in	.....	0 24
Light, per lb.	.....	0 22
Boneless	.....	0 26
Peameal	.....	0 27
Bacon—		
Breakfast, per lb.	.....	0 19
Roll	.....	0 17
Shoulders, bone in	.....	0 15
Shoulders, boneless	.....	0 16½
Cooked Meats—		
Hams, boiled, per lb.	.....	0 28
Hams, roast, per lb.	.....	0 29
Shoulders, boiled	.....	0 27
Shoulders, roasted	.....	0 28
Dry Salt Meats—		
Long clear bacon, 50-70 lbs.	.....	0 15½
Long clear bacon, 80-100 lbs.	.....	0 14½
Flanks, bone in, not smoked	.....	0 15½
Barrelled Pork—		Per bbl.
Heavy short cut mess	.....	31 00
Heavy short cut clear	.....	31 00
Clear fat pork	.....	30 00
Clear pork	.....	29 00
Lard, Pure—		Per lb.
Tierces, 350 lbs., net	.....	0 13½
Tubs, 50 lbs., net	.....	0 14½
Boxes, 50 lbs., net	.....	0 14
Pails, wood, 20 lbs., gross	.....	0 14½
Pails, tin, 20 lbs., gross	.....	0 13½
Cases, 10-lb. tins, 60 in case	.....	0 14½
Cases, 5 and 5-lb. tins, 60 in case	.....	0 14½
Bricks, 1 lb., each	.....	0 15
Lard, Compound—		
Tierces, 375 lbs., net	.....	0 10½
Tubs, 50 lbs., net	.....	0 11
Boxes, 50 lbs., net	.....	0 11
Pails, wood, 20 lbs., net	.....	0 11½
Pails, tin, 20 lbs., gross	.....	0 11½
Cases, 10-lb. tins, 60 in case	.....	0 12
Cases, 5 and 5-lb. tins, 60 in case	.....	0 12
Bricks, 1 lb., each	.....	0 13
Hogs—		Per cwt.
Dressed, abattoir killed	.....	13 50

BUTTER.—Market still weak, which is attributed to small export business, scarcity of money and fact that a lot is being made, although receipts are not so high as a week ago. Lower prices are expected during next weekend.

Butter—		
Finest creamery, new milk	.....	0 27 0 28
Dairy butter	.....	0 22 0 23

CHEESE.—A quiet market, yet firm at 16 cents. Stilton is quoted as high as 20 cents.

Cheese—		
New make	.....	0 16
Old specials, per lb.	.....	0 18
Stilton	.....	0 18

EGGS.—Market weak, and receipts fairly heavy. Selects are quoted 29c, No. 1's 26c, and new lays 33c, though the last price is slightly high. Higher prices than these are not anticipated.

Eggs, case lots—		
New lays	.....	0 33
Selects	.....	0 29
No. 1s	.....	0 26
Splits	.....	0 20 0 22

TORONTO.

PROVISIONS.—Heavy shipments of hogs with a falling off in both the domestic and the export demand has brought a slackness to the provision market which is noticeable in lower prices throughout the entire range. Hogs, live weight, have gone off 60c during the week and the reduction through the smoked and cooked meats is half a cent a pound. For lard there is also a noticeable weakness in the market and the reduction here is also half a cent a pound. Difficulty in securing transports for export business is no doubt primarily responsible for the weakness and coupled with it is the falling off in local consumption owing to general policy of consumers in buying cheap goods coming at a time when there would be a slower demand in any event with the cooler weather. Also just at the moment there is the influence of the Jewish holidays, which are no doubt a considerable factor in some departments of the trade.

Hams—			
Light, per lb.	.....	0 19½	0 20
Medium, per lb.	.....	0 19½	0 20
Large, per lb.	.....	0 17½	0 18½
Bacon—			
Breakfast, per lb.	.....	0 23½	0 24½
Boneless, per lb.	.....	0 24½	0 25½
Pea meal, per lb.	.....	0 24½	0 25½
Bacon—			
Breakfast, per lb.	.....	0 20	0 20½
Roll, per lb.	.....	0 15	0 15½
Shoulders, per lb.	.....	0 14	0 14½
Pickled meats—1c less than smoked.	.....	
Dry Salt Meats—			
Long clear bacon, light	.....	0 14½	0 14½
Cooked Meats—			
Hams, boiled, per lb.	.....	0 28	0 28½
Hams, roast, per lb.	.....	0 26½	0 27½
Shoulders, boiled, per lb.	.....	0 22½	0 23½
Shoulders, roast, per lb.	.....	0 22½	0 23½
Barrelled Pork—			
Heavy mess pork, per bbl.	.....	26 00	28 00
Short cut, per bbl.	.....	30 00	32 00
Lard, Pure—			
Tierces, 400 lbs., per lb.	.....	0 12½	0 12½
Tubs, 50 lbs.	.....	0 12½	0 12½
Pails	.....	0 13	0 13½
Tins, 3 and 5 lbs., per lb.	.....	0 13½	0 13½
Bricks, 1 lb., per lb.	.....	0 14	0 14½
Lard, Compound—			
Tierces, 400 lbs., per lb.	.....	0 09½	0 09½
Tubs, 50 lbs., per lb.	.....	0 09½	0 10
Pails, 20 lbs., per lb.	.....	0 09½	0 10½
Hogs—			
F.O.B., live, per cwt.	.....	8 15	
Live, fed and watered, per cwt.	.....	8 50	
Dressed, per cwt.	.....	13 25	13 50

BUTTER.—Market is very easy and business quiet. There is nothing being done in export. Prices are holding but there is an easier tendency. Western shipments have no doubt had their effect. Reports from Montreal go to show that open weather in September had the effect of reducing the butter storage as compared with a year ago by 40,000 packages. However, showing is still 20,000 packages behind.

Butter—		
Creamery prints, fresh made	.....	0 29 0 30
Separator prints	.....	0 27 0 29
Dairy prints, choice	.....	0 26 0 27
Dairy, solids	.....	0 22 0 24
Bakers	.....	0 18 0 20

CHEESE.—Foreign demand is hold-

ing the cheese market firmly. Exports are again going forward but the market is acting slowly, remembering the effect of an increased price some weeks ago, when the demand immediately fell off. High prices for cheese seem likely to continue indefinitely.

Cheese—		
Old, large	.....	0 17½ 0 17½
Old, twins	.....	0 17½ 0 18
New, large	.....	0 16 0 16½
New, twins	.....	0 16½ 0 16½

EGGS.—Market is in a peculiar situation at the moment and withal a healthy situation. Prices at country points are higher than those prevailing in the city. This is for the reason that storage eggs are now going into consumption whereas the price is held up at outside points by demand for fresh stocks. Market is generally inclined to be easy and American eggs are taking the field in the British market.

Eggs, case lots—		Per dozen.
Strictly new laid, in cartons	.....	0 31 0 37
Selects	.....	0 30 0 31
Straights	.....	0 27 0 28
Trade eggs	.....	0 22 0 23

HONEY.—Developments go to show that the Ontario yield is very short, and despite stocks of old supply on hand there are some increases in the prevailing prices. Even higher quotations might be looked for were it not that the harvest in Quebec has been better than looked for, and shipments are coming west.

Honey—		
Clover honey, bbls., per lb.	.....	0 11 0 11½
60 lb. tins	.....	0 11½ 0 12
20 lb. tins	.....	0 12 0 12
5-10 lb. tins	.....	0 12½ 0 13
2½ lb. tins	.....	0 13 0 13½
Comb	.....	3 00 3 50

POULTRY.—With only fair supplies arriving and the Jewish holiday season on there has been good demand at fair prices in the poultry market. Warm weather has had effect on supplies coming forward for farmers pay little attention to poultry so long as they stay outside. Cold weather, which will drive them to shelter, will mean better supplies and these coming at a time when there is only a weak demand are likely to knock the market down.

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

WINNIPEG.

PROVISIONS.—Generally there has been a strong tone to the market, butter and eggs both being quoted somewhat higher than a week ago. Lard remains at figures to which it advanced last week, but another advance seems quite likely.

Scarcity in Sultana Raisins and Figs

Financial Difficulties in Turkey Tying Shipments Up—War Risks and Payments Add to the Discomfiture — Some Spanish Goods and Currants on the Way.

The whole tendency is towards higher prices, the cause of this being the difficulty which produce men are experiencing in getting further supplies. It begins to seem as if receipts will be small from now on, and already stock is being taken out of cold storage to meet the immediate demand.

Cured meats remain at the quotations of last week.

Cured Meats—	
Hams, per lb.	0 22
Shoulders, per lb.	0 15
Bacon, per lb.	0 25
Long clear, D.S., per lb.	0 14
Meat pork, bbl.	28 00
Lard—	
Tierces	0 12
Tubs, 60s	7 35
Pails, 20s	2 50
Cases, 5s	7 80
Cases, 3s	7 80

BUTTER.—The weak tendency which was apparent last week has, as was indicated likely, entirely passed away. Butter is hard to get now, with the result that creamery, dairy, and cooking have all been advanced. The biggest rise has been in the cooking, which is at present quoted from 19c to 21c. It is not expected that any lower figures will be struck for some time.

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

CHEESE.—No price changes have occurred here. In fact this market is still a little weak.

Cheese—	
New, large	0 16½
New twins	0 17

EGGS.—Receipts are even smaller than week ago, and a further advance has been necessary, extra firsts now being quoted at 25c. The number of checks is limited, and the price here has been advanced from 1c to 2c. It is likely that eggs will go still higher. The receipts are not nearly sufficient to meet requirements.

Eggs—	
Extra Firsts	0 25
Checks	0 15 0 16
Extra in Cartons	0 29

MANY APPLES IN HURON.

That there are two hundred and fifty thousand barrels of apples on the trees in the county of Halton and that no more than fifty thousand of them are ever likely to be brought into market, is the opinion of C. Morrow, of Morrow & Co., Toronto, after a trip through that county.

The trees are loaded with splendid fruit, but there is no way of handling the crop, and the prices which are prevailing does not make it worth while to market them as a business proposition.

Splendid apples, fall and winter varieties, can be bought in any quantity at 15c a hundred pounds.

WANTED

GORDON McDONALD & CO., 13 NORTH-umberland Alley, Fenchurch Street, London, E.C., invite offers for pearl barleys, semollinas, macaroni, and vermicelli, in car loads, c.i.f. London, cash against documents. References can be had from leading commercial houses.

THE whole fabric of the financial system of Turkey appears to have been disrupted, and this coming on the head of the other difficulties of transportation, exchange, insurance and freight rates promises to interfere seriously with the shipments of Sultana raisins and figs, if not to entirely put them out of the market altogether. Some shippers report that they are in the position of not being able to get funds sufficient to move their crops to the seaports, and no orders will be considered unless cash credits are established at London. Although sales were made at prices established some months ago, there are now requests that under the unusual circumstances these contracts be broken, and even then there is no promise of shipment being made.

One of the leading importers from Mediterranean countries summarises the situation as follows:—

“Speaking generally, the situation is that shippers cannot get command of their own capital to buy and pay for goods, and cannot get advances on any securities they hold, so that in many instances they are unable, in any important way, to finance business, and so shipments are very greatly curtailed, apart entirely from the question of shipping opportunities, which are, of course, very much restricted.

“Again, generally speaking, sight credits are necessary, and shippers must have advice of these from bankers, as otherwise European bankers will not negotiate their drafts, but for reasons already stated many shippers cannot even purchase the goods, so cannot make use of sight credits.

“In some European shipping ports, many of which are not very important centres of business, shippers have no facilities for covering war risks, and as bankers here like to stipulate in their credits that war risks are to be covered by shippers (for buyer’s account), a very awkward situation is created.

“The ocean rate has advanced from 25 to 50 per cent., but apart from this the rate to interior points has been further advanced from this fact, that whereas formerly the steamers rate, say to Montreal of 40s. per ton, carried a 30s rate to Montreal on goods billed through to the interior, and the railroads granted a corresponding concession on inland freights, now the steamer takes the full load rate to Montreal and the railroad the full local tariff, and so the result is

that quotations to Montreal and to interior points have widened very much.”

For a time there was also considerable trouble with shipments from Spain, but recently there has been some improvement in that quarter, although shipments will no doubt be seriously interfered with.

Shipments of Valencia raisins and currants are now en route.

SUGAR SUPPLY IN ENGLAND.

A despatch from London, Eng., says: The Royal Commission appointed at the outbreak of the war with full powers to deal with all questions on the public sugar supply, has issued its report. It shows that the Commission has made a great experiment with State Socialism and with success so that there has only been a small increase in price and no shortage of sugar. The Commission practically cornered the available supply and so checked speculation for a rise in the price. The sugar so cornered was sold to refiners at a fixed price with the proviso that they in turn should sell to retailers at moderate prices which were definitely determined.



ONTARIO
Department of Game and Fisheries.

Notice to Fur Buyers

Firms or persons dealing in protected fur-bearing animals, i.e., beaver, otter, mink and muskrat, or the skins or pelts of protected animals, i.e., beaver, otter, mink, muskrat, moose, reindeer, caribou and deer, are required to obtain a license in accordance with subsection 5 of section 41 of the Ontario Game and Fisheries Act. The fee for such license is fixed at \$2.00, by clause (d) of section 49 of the same Act.

Dealers will note that the close season in Ontario for beaver and otter does not expire until November 1st, 1915.

Firms or persons failing to comply with the above requirements will be liable to a penalty not exceeding \$50.00 in the case of mink and muskrat and \$100.00 in the case of the other protected animals, for a first offence, in accordance with subsection 1 of section 65; and be disqualified to hold a license for two years under subsection 1, section 47, of the above-mentioned Act.

Applications for licenses, enclosing fee, to be addressed to the Department at Toronto.

A. SHERIFF,
Deputy Minister of Game and Fisheries,
Toronto, September 16th, 1914.

S. 19, 26, O. 3.

Important Decision by Railway Commission

Respecting Classification of Freights—Wholesalers Claim a Victory, as Had the Schedule of Railways Gone Into Effect, Rates Would Have Been Much Higher.

Montreal, Que., Oct. 8—(Special).—Strong opposition was taken by the wholesale grocers and liquor interests of Quebec and Ontario when the railways announced the new classification for groceries and dried fruits, and liquors. The following classification had been in effect for years:

Groceries and Dried Fruits—Groceries, classifying 4th class, straight carloads in the Canadian classification, when shipped in mixed carloads, will take carload rate on each commodity, actual weight, subject to a minimum of 24,000 lbs. If the total weight of shipment be less than 24,000 lbs. dried fruit will be charged on basis of 4th class rate, actual weight, and groceries 5th class for balance of weight necessary to make up full minimum weight.

Liquors, mixed carloads—Liquor, domestic or foreign, in wood, and in cases, jars or stone jugs, when shipped in mixed carloads, will be accepted at the respective carload rate, actual weight, subject to minimum 24,000 lbs. If the total weight of the shipment be less than 24,000 lbs. in way-billing the weight of the liquors in wood shall be increased sufficiently to make up the full weight.

Under the new order, articles having a carload rating, and having more than one class, the carload rate and minimum carload weight of the article in the highest class applied on all the articles that made up the carload.

A complaint was laid before the Board of Railway Commissioners by the Montreal Board of Trade per W. S. Tilston. Toronto, Board of Trade, Hamilton Board of Trade, and the Ontario Wholesale Grocers' Guild. In addition, communications were received from Winnipeg and Vancouver in opposition to the new classification. On the other hand, Regina and Edmonton supported the railways.

It was claimed not only that the proposed schedules would mean a considerable increase in freight rates, but that under the order given by the Railway Commission in the Western Freight Rates case the railways had no power to increase rates without authorization from the board.

It was asked that the Railway Commission order the railways to reinstate their old mixed carload commodity rates on October 1st. This is exactly what the Railway Commission has done, so business will go on exactly as before.

This is regarded by the grocery and

liquor dealers as one of the most important judgments that have been given by the Railway Commission for a long time, since if the change in classification as proposed by the three railroads running to Western Canada had been allowed, it would have meant a considerable increase in rates. In fact it was stated at the argument that the change in classification would have meant an increase in freight rates from points in Ontario and Quebec to points West of Port Arthur running all the way up from \$24 a carload to absolutely prohibitive charges.

ADVANCES IN DRUGS.

General Merchants Will Be Interested In These Lines.

There are a number of proprietary lines in the drug trade which are handled by grocers who do a more or less general business. Many of these have been seriously affected by the war from the fact that either the goods themselves or the raw materials are secured from the continent.

What the future may bring with regard to these various lines is hard to predict. Supplies are getting short and prices are advancing. With a continuance of the war there will have to be other sources of supply sought. For instance, one of the materials which has been most difficult to get has been potash salts, which are usually secured from Germany. In Canada there is plenty of raw materials from which the salts could be manufactured, but it remains to be seen whether the manufacturing process could be carried out on a business basis, or whether there would be sufficient outside market to warrant the financing of the undertaking.

There is also the problem to be considered of getting these supplies even after the war is discontinued. There is altogether likely to be a higher tax than ever placed against German goods coming into the country and at the same time the possibility that the Germans may put on an export tax to meet their war expenses. There may be some of the commodities which may be produced to much better advantage here than they can be imported, but all this is only speculative at this time.

Some of the lines which have been advanced are as follows:—

Goods in Packages.	Advance.
Seidlitz Powders	30 to 40 %
Borax	25%
Boracic Acid	25%
Carbolic Solution	25%
Castor Oil	20 to 25 %
Cream Tartar	Over 100%
Epsom Salts	About 100%
Quinine Pills and Tablets...	25%
Spirits of Nitre	30 to 40 %

Insect powder has not yet been affected, but it is likely to be advanced at any time.

R.M.A. AFTER DAILY PAPERS.

The Retail Merchants' Association is getting after some of those daily newspapers which have cast reflections on the retail grocery trade, and giving unfair publicity to the Housewife's League and the retail market in Toronto. One evening the Telegram came out with an item quoting the prices the Housewife's League would charge the following day for certain commodities, and giving the address of the place of distribution.

Secretary Trowern, in a letter to the business manager, pointed out the unfairness of this. The retailer occupied a most important place in the life of the community by paying a heavy share of the taxes of the municipality, by keeping employed an army of men as clerks and drivers, and generally working in the best interests of the city. At the same time the Housewife's League was paying starvation wages to employees, if any at all; little taxes, if any; and yet they were being lauded in the papers.

He also referred to the fact that the retail grocery trade was the backbone of the daily paper, and named over in the communication a list of foodstuffs being advertised by manufacturers in the same edition of the paper. These goods, he pointed out, could only be purchased through the medium of the retail grocers. It was most unjust, he declared, that the Housewife's League should get such free publicity when the men who were the supports of the paper were indirectly condemned without reason, and even sometimes openly criticized without cause.

He has received a reply to the effect that the item was inserted by mistake—that the rights of someone were exceeded, and that the same thing would not occur again.

A somewhat similar letter was sent to the Star in connection with an item in the news column advertising the market. The Star has replied that the matter is being taken into consideration.

This work shows the value of following up loose statements made from time to time in the daily press disparaging the retailer.

A Statement From a Farmer

THE following communication has been reprinted from an American farm journal. A farmer who secured his start in life through credit extended by the local merchant was lured into the habit of sending his money to the mail order houses. He now regrets his action in neglecting the local merchant, and incidentally his own interests. Mail order houses have secured a much firmer foothold in the United States than they have in Canada. Their influence in this country is growing rapidly and retailers have to constantly guard against this class of competition. Although the old fallacy that goods can be bought out of town cheaper has long ago exploded there are still thousands of people, especially farmers, who send their money to the mail order houses, thus depreciating the value and importance of the Home Community. Merchants should tear out this page and paste it up in a prominent place where farmers can read it.—Editor.

EDITOR, Farm Journal: We farmers need awakening to the fact that we have unmistakably reached the period where we must think and plan. I am one of the slow German farmers that had to be shown, and I am now giving my experience that others may profit, for knowledge at the school of experience is more expensive now than ten years ago.

Twenty-nine years ago I began my farm career. I had an old team and fifty dollars. Our furniture was mostly home-made—chairs, cupboards and lounge made from drygoods boxes, neatly covered with ten-cent cretonne by my girl wife. We rented eighty acres. Being a boy of good habits I got all needed machinery and groceries of our home merchants on credit, until fall crops were sold. The first year was a wet season and I didn't make enough to pay creditors. I went to each on date of promise and explained conditions, paying as much to each as possible, and they all carried the balance over another year. They continued to accommodate me until I was able to buy a forty-acre piece of my own.

As soon as I owned these few acres the mail-order houses began sending me catalogs, and gradually I began sending my loose change to them, letting my accounts stand in my home town, where I had gotten my accommodation when I needed it.

We then had one of the thriftiest little villages in the state—good line of business in all branches, merchants who were willing to help an honest fellow over a bad year, and a town full of people who came twice a week to trade and visit. Our little country town supported a library, high school, band, ball team, and we had big celebrations every year. A farm near a live town soon doubles in value. I sold my forty acres at a big advance and bought an eighty, gradually adding to it until I had two hundred acres of the best land. I then felt no need of asking favors, and found it easy to patronize mail order agents that came almost weekly to our door. I regret to say that I was the first in the country to make up a neighborhood bill and send it to a mail order house. Though we got bit every once in a while, we got in the habit of sending away for stuff.

Gradually our merchants lessened their stock of goods—for lack of patronage. Finally we began to realize that we needed a bolt quickly for machinery, or clothing for sickness or death, we had

to wait and send away for it, which wasn't so pleasant. One by one our merchants moved to places where they were appreciated, and men of less energy moved in. Gradually our town has gone down; our business houses are "tacky" in appearance, a number are empty, our schools churches and walks are going down, we have no band, no library nor ball team. There is no business done in the town, and therefore no taxes to keep things up. Hotel is closed, for lack of travel. Go down to the depot when the freight pulls in and you see the sequel in mail order packages.

Nine years ago my farm was worth one hundred and ninety-five dollars an acre; to-day I'd have a hard matter to sell it at one hundred and sixty-seven dollars an acre. It is "too far from a live town"—so every farmer has said that wants to buy. He buys a place near schools and churches, where his children can have advantages. I have awakened to the fact that in helping to pull the town down, it has cost me \$5,600 in nine years. Like the majority of farmers, I didn't figure far enough ahead.

This sort of business means the doing away with country towns. What will it mean to farmers to have only a few large cities at a distance of five hundred to a thousand miles?

What are we going to do with our children who are demanding even better advantage than we had?

Those cities we help to build return no favors; they take our money but offer no credit in time of need. If we want high schools, etc., we must raise the money and build near our farm homes, or send our boys and girls to the cities at great expense, amidst temptations of which the farm has no equal. Neither am I the only awakening farmer. These mail order agents that come to our homes every week

are becoming a nuisance and making it unsafe to leave women and children alone on the farm. With farm cordiality we take these strangers into our homes, often as one of the family, and we are sometimes paid in having them entice our girls to the city.

These are some facts that need consideration, and I have decided that the safest proposition all around, is for the country people to look after their own interests, and build up their own country towns that bring value to their farms. Let those who want to patronize the city mail order houses go there to live, getting their living where they give their patronage. The remainder of my life will be given to building up the home town that I helped to pull down. Brother farmers, you can take my advice or get your knowledge the way I got mine.



Those cities we help to build return no favors. They take our money but offer no credit in time of need.

Hirondelle

(Swallow)

Macaroni

Spells

Economy

for your customers. That's why it is having such a tremendous increase in sales. Are you profiting by this demand? Remember these brands are CANADIAN.

Hirondelle

(Swallow)

L'Etoile

(Star)

Manitoba hard wheat only is used in their manufacture. This fact, combined with scientific knowledge and most up-to-date equipment, produce their perfection. WHY import from France or Italy when the best can be secured here without duty charges? Though our capacity is taxed, we are filling orders at the regular price.

C. H. Catelli, Limited
Montreal

AGENTS

Tees & Persse, Limited, Winnipeg

C. C. Mann, Toronto

QUOTATIONS FOR PROPRIETARY ARTICLES

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

BAKING POWDER.

WHITE SWAN SPICES AND CEREALS, LTD.

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

COOK'S FRIEND BAKING POWDER.

In Cartons—	
No. 1 (25c size), 4 doz.	\$ 2 25
No. 1 (25c size), 2 doz.	2 25
No. 2 (10c size), 6 doz.	0 80
No. 2 (10c size), 3 doz.	0 40
No. 3 (5c size), 4 doz.	0 45
In Tin Boxes—	
No. 13, 1-lb., 2 doz.	3 00
No. 14, 8-oz., 3 doz.	1 75
No. 15, 4-oz., 4 doz.	1 10
No. 16, 2½ lbs.	7 00
No. 17, 5 lbs.	14 00

ROYAL BAKING POWDER

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

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

FOREST CITY BAKING POWDER.

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

BLUE.

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

COUPON BOOKS—ALLISON'S.

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

UN-NUMBERED.

100 books and over, each	0 03½
500 books to 1,000 books,	0 03
For numbering cover and each coupon, extra per book,	½ cent.

CEREALS.

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

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

DOMINION CANNERS, LIMITED.

Aylmer Pure Jams, 16 oz. Jars.	
	Per doz.
Strawberry, 1914 pack ...	\$2 20
Raspberry, red, heavy syrup	2 10
Black Currant	2 10
Red Currant	2 10
Peaches	2 10
Pear, Bart.	2 10
Aylmer Pure Jellies	
Red Currant	2 10
Black Currant	2 10
Crabapple	1 45
Raspberry and red currant	2 10
Raspberry and gooseberry	2 10
Plum jam	1 85
Green Gage plum stoneless	1 85
Gooseberry	1 85
Grape	1 85

Aylmer Marmalade

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

Aylmer Pure Preserves—Bulk

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

Aylmer 14's and 30's per lb.	
Strawberry	0 14
Raspberry	0 14

COCOA AND CHOCOLATE.

THE COWAN CO., LTD.

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

Special quotations for Cocoa in barrels, kegs, etc.

(Unsweetened Chocolate).

Supreme chocolate, ¼'s, 12-lb. boxes, per lb.	0 35
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80
Perfection chocolate, 10c size, 2 and 4 doz in box, per doz.	0 90
Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35

The granary of the world



Everything is life in the Western country—the country that produces the wheat to feed the nations. Large shipments of wheat are daily going out and money is flowing in. The people are ready to buy Eastern products.

Are you going to place YOUR goods before these monied buyers, or will you let others step in ahead? Now is the time to act.

We offer our services in marketing your products—the service of a well-trained and efficient staff, who call on the wholesalers throughout the entire West. We offer our warehouse facilities at the seven main distributing points.

For further particulars write.

Nicholson & Bain, Wholesale Commission Merchants and Brokers

HEAD OFFICE—WINNIPEG, MAN.

REGINA SASKATOON EDMONTON CALGARY LETHBRIDGE VANCOUVER

A tip on the side, Mr. Grocer

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

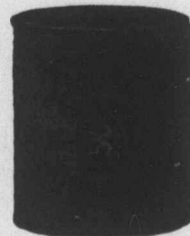
PRICES:

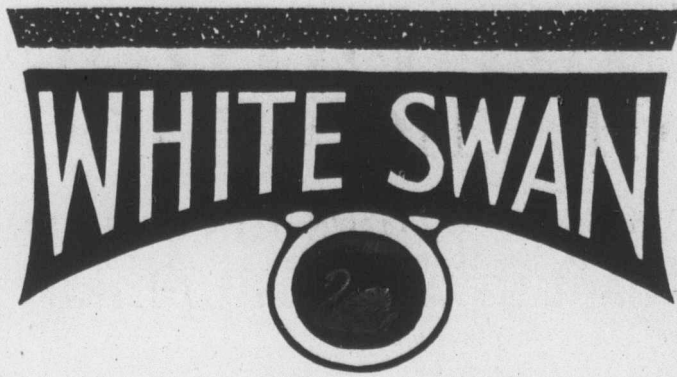
St. George Brand Coffee, 2 doz. in case	.....\$4.80
St. George Evaporated Milk, 4 doz. in case	..... 3.60
Banner Condensed Milk, 4 doz. in case	..... 5.25
Princess Condensed Milk, 4 doz. in case	..... 4.50
Premier Machine Skimmed, 4 doz. in case	..... 3.80

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

Malcolm's Condensing Co.

ST. GEORGE, ONTARIO





"Oh! What'll I Have For Supper?"

"Tea Biscuits, Madam. Baked with White Swan Biscuit Flour.

This flour is distinct and different from all other flours and is put up for just this purpose. It makes the most delicious tea biscuits, breakfast rolls, etc.

This flour is made from the highest grade of winter wheat blended in a scientific way with definite percentages of seasoning and leavening. It is a self-rising flour, needing no baking powder, salt, cream of tartar, or soda.

A plate of hot tea biscuits with some of this fine honey will make a dandy treat for supper."

A "come-back" like that will make bigger sales for you and will be a big help to your customers. Try it out. Get some BISCUIT FLOUR on your counter now.

White Swan "Biscuit Flour" is "Made in Canada."

Packed 2 doz. to case, per doz.\$1.44
Shipping weight, 70 lbs. per case.
Mail orders receive the same prompt and careful attention as when given our salesmen.

WRITE FOR CATALOGUE

WHITE SWAN SPICES AND CEREALS, LIMITED
TORONTO, ONTARIO

Diamond, 8's, 6 and 12-lb. boxes	0 29	Jersey Brand, Family, each 4 doz.	3 90
Diamond, 8's and 7's, 6 and 12-lb. boxes	0 26	St. Charles Brand, tall, each, 4 doz.	4 50
Diamond, ¼'s, 6 and 12-lb. boxes	0 27	Peerless Brand, tall, each, 4 doz.	4 50
Icings for Cake—		Jersey Brand, tall, each, 4 doz.	4 50
Chocolate, white, pink, lemon, orange, maple, almond, coconut, cream, in ¼-lb. packages, 2 doz. in box, per doz.	1 00	St. Charles Brand, Hotel, each, 2 doz.	4 25
Chocolate Confections Per lb.	0 37	Peerless Brand, Hotel, each, 2 doz.	4 25
Maple buds, 5-lb. boxes ..	0 37	Jersey Brand, Hotel, each, 2 doz.	4 25
Milk medallions, 5-lb. boxes	0 37	St. Charles Brand, gallons, each ½ doz.	4 75
Chocolate wafers, No. 1, 5-lb. boxes	0 31	"Reindeer" Coffee and Milk, "large," each, 2 doz.	4 80
Chocolate wafers, No. 2, 5-lb. boxes	0 26	"Reindeer" Coffee and Milk, "small," each, 4 doz.	5 50
Nonparell wafers, No. 1, 5-lb. boxes	0 31	"Regal" Coffee and Milk, each, 2 doz.	4 50
Nonparell wafers, No. 2, 5-lb. boxes	0 28	"Reindeer" Cocoa and Milk, each, 2 doz.	4 80
Chocolate ginger, 5-lb. boxes	0 31		
Milk chocolate wafers, 5-lb. boxes	0 37	COFFEE.	
Coffee drops, 5-lb. boxes ..	0 37	WHITE SWAN SPICES AND CEREALS, LTD.	
Lunch bars, 5-lb. boxes ..	0 37	WHITE SWAN	
Milk chocolate, 5c bundles, 3 doz. in box, per box ..	1 36	1 lb. tins, 2 doz. to case, weight 35 lbs.	3 90
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 90	1 lb. tins, 4 doz. to case, weight 80 lbs.	3 80
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 38	ENGLISH BREAKFAST COFFEE.	
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 38	½ lb. tins, 2 doz. to case, weight 22 lbs.	2 20
Nut milk chocolate, 5c bars, 24 bars, per box	0 90	1 lb. tins, 2 doz. to case, weight 40 lbs.	2 00
Almond nut bars, 24 bars per box	0 90	MOJA.	
		½ lb. tins, 2 doz. to case, weight 22 lbs.	3 20
		1 lb. tins, 2 doz. to case, weight 40 lbs.	3 00
		2 lb. tins, 1 doz. to case, weight 40 lbs.	3 00
		PRESENTATION COFFEE.	
		A Handsome Tumbler in Each Tin.	
		1 lb. tins, 2 doz. to case, per lb.	2 70
		Shipping weight, 50 lbs. per case.	
		MINTO BROS.	
		MELAGAMA COFFEE.	
		1s, ½s, B. or G.	0 25 0 30
		Do.	0 32 0 40
		Do. 1s	0 35 0 45
		Do. 1s	0 38 0 50
		MINTO COFFEE (Bulk).	
		M Bean or Gr.	0 38
		I Bean or Gr.	0 35
		N Bean or Gr.	0 32
		T Bean or Gr.	0 30
		O Bean or Gr.	0 38
		Spec. Gr. Compound.	0 25
		Packed in 30's and 50-lb. case.	
		Terms—Net 30 days prepaid.	
		FLAVORING EXTRACTS.	
		WHITE SWAN FLAVORING EXTRACTS—ALL FLAVORS	
		1 oz. bottles, per doz., weight 3 lbs.	\$1 15
		2 oz. bottles, per doz., weight, 4 lbs.	2 20
		2½ oz. bottles, per doz., weight 6 lbs.	2 50
		4 oz. bottles, per doz., weight 7 lbs.	4 00
		8 oz. bottles, per doz., weight 14 lbs.	7 50
		16 oz. bottles, per doz., weight 23 lbs.	14 40
		32 oz. bottles, per doz., weight 40 lbs.	28 80
		Bulk, per gallon, weight 16 lbs.	10 00
		CRESCENT MFG. CO.	
		CRESCENT MAPLEINE	
		Special Delivered Price for Canada	
		½-oz. (4 doz. case) weight 9 lbs., retail each 15c.	\$1 40
		1 oz. (4 doz. case), weight 14 lbs., retail each 30c.	2 55
		2 oz. (3 doz. case), weight 15 lbs., retail each 50c.	4 40
		4 oz. (2 doz. case), weight 17 lbs., retail each 90c.	7 00
		8 oz. (1 doz. case), weight 17 lbs., retail each \$1.50.	13 00
		Pint (1 doz. case), weight 29 lbs., retail each \$3.	25 00
		Quart (1 doz. case), weight 53 lbs., retail each \$5.50.	47 75
		Gallons, each, retail each \$20	17 15



“One of the most profitable sales I ever conducted”

“It was just a couple of weeks ago,” says W. R. Macdonald, a progressive Toronto west-end grocer, “I put in the special window display you see above of Lindners Banner Brand Jams and Jellies. The sales were far above anything I had anticipated. We were kept busy all day filling orders for the various flavors, and case after case was quickly disposed of. What pleased me most was the many new faces that kept coming in and I feel sure a good share of new custom was cemented on account of this sale.

Lindners Banner Brand Jams and Jellies certainly touch the tastes of the people. The new anchor cap tumbler seems to settle immediately any suspicion of loss of purity or flavor. But the points that appeal most strongly are their wholesome and delicious goodness, rich flavors and keeping qualities. The Banner Brand line has proved such a good sales producer I am already planning future displays for this popular brand.”

Wouldn't You Like To Do What Mr. Macdonald Has Done?

Wouldn't you like to secure these greatly increased sales and open the way for the permanent relations of a large number of new customers? Then why wait until the folks go elsewhere for Lindners Jams and Jellies? Get a display in your store NOW, at the opening of the heavy fall and Christmas seasons, and make sure of a goodly share of this profitable business for the coming winter.

Just write our Service Department to-day for plans or arrangements for effective window displays, window cards and posters.

LINDNERS LIMITED

306 Ross Ave., Winnipeg 340 Dufferin St., Toronto

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



Fish and Oysters

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

Remember you can't do business without the goods.

A full stock of saleable lines.

Whitco Brand Haddies. In a class by themselves.

Shredded Codfish **Cod Steak**
Labrador Herrings

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

Kippers **Bloaters** **Fillets**

Oysters—Large and clean. Fresh daily.

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

WHITE & CO., Ltd., Toronto



Goodness that can be seen

greatly lessens the effort of selling. But goodness that is undeniable under critical tastes, not only makes satisfied customers, but continued profits.

Both in appearance and use D. W. C. Spanish Olives have never been equalled. Quick-selling, profitable and lasting line. How many cases will do for your trial order? Write us to-day.

ROWAT & CO.

Glasgow - Scotland

CANADIAN DISTRIBUTORS

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

BOAR'S HEAD LARD COMPOUND.

N. K. FAIRBANK CO., LTD.
Tierces 0 10¼
Tubs, 60 lbs. 0 10¼
Pails, 20 lbs. 0 10¼
Tins, 20 lbs. 0 10¼
Cases, 3 lbs., 20 to case... 0 11¼
Cases, 5 lbs., 12 to case... 0 11¼
Cases, 10 lbs., 6 to case... 0 11

F. O. B. Montreal.

MUSTARD.

COLMAN'S OR KEEN'S.

Per doz. tins
D. S. F., ¼-lb. \$1 50
D. S. F., ½-lb. 2 68
D. S. F., 1-lb. 5 36
F. D., ¼-lb. 0 95
F. D., ½-lb. 1 63
Per jar.
Durham, 4-lb. jar 0 87
Durham, 1-lb. jar 0 28

VERMICELLI AND MACARONI

C. H. CATELLI CO., LIMITED.

Hirondelle Brand.
Prices for Quebec.
1 lb. pkgs. loose.
Vermicelli, Macaroni, Spaghetti, Macaroni (short cut), Animals, Stars, Alphabets, Small Paste Assorted, 30 lbs., cases.... 7 6¼
Egg noodles, case 10 lbs., loose; cases 60 pkgs., ½ lb. each 7½ 7
Marguerite Brand.
Same assortment as above 6¼ 6
Catelli Brand.

Vermicelli, Macaroni, Spaghetti, 30 lbs. (loose).... 5¼
30 lb. cases, 1 lb. pkgs. 5¼

Terms, Net 30 days. Ontario.

L'ETOILE (STAR) BRAND. Freight Prepaid.

1 lb. pkg., 25 cases or more .07½
1 lb. pkg., less than 25 case lots07½
5 lb. box, loose, per lb... .05½
10 lb. box, loose, per lb... .05½
21 lb., loose, long, per box 1.50
Terms, net 30 days.

WHITE SWAN LYE

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

JELLY POWDERS.

WHITE SWAN SPICES AND CEREALS, LTD.
White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz. \$ 0.90
List Price.

JELL-O.

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

JELL-O ICE CREAM POWDER.

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

SOAP AND WASHING POWDERS.

SNAP HAND CLEANER.

3 dozen to box 3 60
6 dozen to box 7 20
30 days.

RICHARDS' PURE SOAP.

Richards' Quick Naptha Soap.
Packed 100 bars to case.

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

FELS NAPHTHA.

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

STARCH.

THE CANADA STARCH CO., LTD., EDWARDSBURG

BRANDS and

BRANTFORD BRANDS

Boxes.	Cents.
Laundry Starches—	
40 lbs., Canada Laundry....	.06¼
40 lbs., Boxes Canada white gloss, 1 lb. pkg. ....	.06¼
48 lbs. No. 1 white or blue, 4 lb. cartons .....	.07¼
48 lbs., No. 1 white or blue, 3 lb. cartons .....	.07¼
100 lbs., kegs No. 1 white .06¼	
200 lbs., bbls., No. 1 white .06¼	
48 lbs., Edwardsburg silver gloss, 1 lb. chrome pkgs. ....	.07¼
48 lbs. silver gloss, in 6-lb. tin canisters .....	.08¼
36 lbs., silver gloss 6-lb. draw lid boxes .....	.08¼
100 lbs., kegs, silver gloss, large crystals .....	.07¼
28 lbs., Benson's Satin, 1-lb. cartons, chrome label ...	.07¼
40 lbs., Benson's Enamel (cold water) per case ..	3 00
20 lbs. Benson's Enamel (cold water), per case ...	1 50
Celluloid—boxes containing 45 cartons, per case ...	3 60
Culinary Starch.	
40 lbs. W. T. Benson & Co.'s prepared corn .....	.07¼
40 lbs. Canada pure corn starch (120-lb. boxes ¼c higher.)	.06¼
Casco Potato Flour, 20-lb. boxes, per lb. ....	.10

BRANTFORD STARCH.

Ontario and Quebec.

Laundry Starches—	
Canada Laundry—	
Boxes about 40 lbs. ....	.60
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lbs. ....	.06¼
First Quality White Laundry—	
3-lb. canisters, cs. of 48 lbs. .07	
Barrels, 200 lbs. ....	.06¼
Kegs, 100 lbs. ....	.06¼
LHy White Gloss—	
1-lb. fancy cartons cases 30 lbs. ....	.07¼
8 in case .....	.07¼
6-lb. toy trunks, lock and key, 6-lb. toy drum, with drumsticks, 8 in case ...	.08
Kegs extra large crystals, 100 lbs. ....	.07
Canadian Electric Starch—	
Boxes, containing 40 fancy pkgs., per case	3 00
Celluloid Starch—	
Boxes containing 45 cartons, per case	3 60
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. pkts., boxes of 40 lbs. .08	
Brantford Prepared Corn—	
1-lb. pkts., boxes of 40 lbs. .07¼	
"Crystal-Maize" Corn Starch—	
1-lb. pkts., boxes of 40 lbs. .07¼	
(20-lb. boxes ¼c higher than 40's.	



A Wheat Food more valuable
than wheat itself



IF you stop to think about it, you'll admit that a food that is well and consistently advertised—that *does* give full, overflowing value for money paid—that *does* please the palate as never wheat food did before—is certainly the best food to stand the test of war-time flurries and scares. That food is "FORCE."

"More valuable than wheat itself" because "FORCE" is cooked with malt, and its slender, crispy, golden flakes make wheat "tasty" as never before.



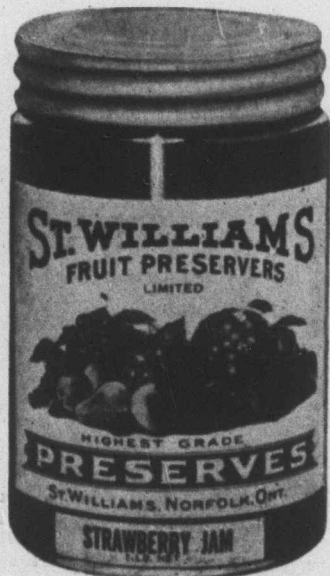
Made by The H-O Company
Hamilton, Canada



The new Jam that makes new Sales—ST. WILLIAMS

Pure Jams, Jellies and Fruits in Syrup

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



Guaranteed free from glucose and preservatives. Made from fresh fruit and refined cane sugar only. Put up in 30-lb. and 5-lb. pails and 1-lb. glass jars. Get in touch with our Agents.

St. Williams Fruit Preservers Limited

St. Williams, Ont.

Selling Agents

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

MINCE MEAT

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

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

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

F. W. Fearman Company
LIMITED
HAMILTON

Fish—the most wholesome food



Why not supply your customers with the high quality Brunswick Brand Sea Foods? They are the select of the fishermen's catch and are prepared in the most modern factories on the Atlantic coast.

Our aim has always been to cooperate with the wholesale and retail grocers and to give the consumer a good article at a fair price.

Look over your stock, Mr. Grocer, and see what "Brunswick" lines you are short. Here is a list of our leaders:

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

Connors Bros., Limited
Black's Harbour, N.B.

OCEAN MILLS, MONTREAL.

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

COW BRAND BAKING SODA.
In boxes only.

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

SYRUP.

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

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

LILY WHITE CORN SYRUP.

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

CANNED HADDIES "THISTLE" BRAND.

A. P. TIPPET & CO., Agents
Cases, 4 doz. each. flats, per case\$5 46
Cases, 4 doz. each. ovals, per case 5 40

INFANTS' FOOD.

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

BEAVER BRAND CORN AND MAPLE SYRUP.

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

MOLASSES.

THE DOMINION MOLASSES COMPANY, LTD.

Gingerbread Brand.

2s, Tins, 2 doz. to case.
Quebec, per case\$1 85
Ontario, per case 1 90
Manitoba, per case 2 30
Saskatchewan, per case ... 2 60
Alberta, per case 2 70
British Columbia, per case. 2 40

DOMOLCO BRAND.

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

SAUCES.

PATERSON'S WORCESTER SAUCE.

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

H. P.

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

STOVE POLISH.

JAMES DOME BLACK LEAD.
2a size, gross 2 50
6a size, gross 2 40

NUGGET POLISHES.

Polish, Black and Tan 0 85
Metal Outfits, Black and Tan 3 65
Card Outfits, Black and Tan 3 25
Creams and White Cleanser 1 15

TEAS.

THE SALADA TEA CO.
East of Winnipeg.

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

ORANGE MARMALADE.

"BANNER BRAND" PURE FRUIT PRODUCTS.

JAMS AND JELLIES.

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

MARMALADE.

2's, per doz. \$2 30
4's, per pall 0 40
5's, per pall 0 45
7's, per pall 0 65
30's, wood, lb. 0 08 1/4
12-oz. glass jar, doz. 1 20
Tumbler, glass, doz. 1 00

Prices subject to change without notice.

MINTO BROS., Limited.

Toronto.

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

MELAGAMA TEA.

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

MINTO TEA.

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

YEAST.

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

UNCHANGED!

From Coast to Coast the price on

WETHEY'S CONDENSED MINCE MEAT

is absolutely unchanged.

THERE HAS BEEN NO
ADVANCE.

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

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

OYSTERS

The Cheapest Food Obtainable

If you have not been handling oysters before, you should start right in now to feature them. There are so many good selling facts about oysters that you can't afford to be without them.

Our oysters are from the deep waters of Long Island Sound and are forwarded to us direct by express every day. They have been satisfying our many customers for 25 years. Let us supply you.

We will also supply you with neat white-enamelled Refrigerator Display Cases at Factory Cost.

THE HOUSE OF QUALITY

Hugh Walker & Son

Established 1861

Guelph and North Bay



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

Retails at 10 Cents per Cake.

JOHN P. MOTT & CO.

MANUFACTURERS

HALIFAX, NOVA SCOTIA

"Made in Canada"

Brooms of Quality

to introduce our

CANADA LINE

Please note the following:

Special Prices

Sample Order Solicited

Fine Polished Colored Handles

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

6-doz. Lots and up delivered (Ontario)

Walter Woods & Co.

HAMILTON

Buyers' Guide

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

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

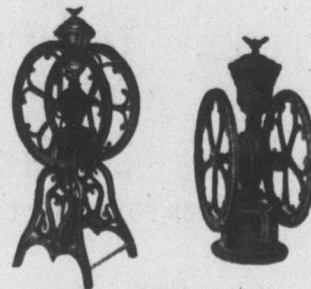
GRATTAN & CO., LIMITED
ESTD. 1825
The Original Makers of
BELFAST GINGER ALE
Agents in Western Canada
EMERSON, BAMFORD CO.
842 Cambie Street, VANCOUVER, B. C.

SWEET CIDER
and WINTER APPLES
Write for quotations to
Lakebourne Farms Limited
Brigh on, Northumberland Co., Ont.

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

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

WRITE TO
10 Garfield Chambers, Belfast, Ireland,
for Sample Copy of the
**Irish Grocer, Drug, Provision and
General Trades' Journal**
If you are interested in Irish trade.



ELGIN NATIONAL COFFEE MILLS

are handled by the best CANADIAN JOBBERS

Ask your jobber for our Catalog No. 23—you will be surprised at what a low price you can secure the best mill made.
Calgary—Campbell, Wilson & Home, Ltd.; P. D. McLaren, Ltd. Edmonton—H. H. Cooper & Co.; The A. Macdonald Co.; Revillon Wholesale, Limited. Fernie—The Western Canada Wholesale Co., Ltd. Hamilton—Balfour, Smye & Co.; James Turner & Co.; Macpherson, Glasco & Co.; Walter Woods & Co. London—Gorman, Eckert & Co., Ltd. Montreal—L. Chaput, Fils & Cie., Ltd.; Minto Bros.; Canadian Fairbanks Co. (and branches). Moose Jaw—The Codville Co., Ltd. Regina—Campbell, Wilson & Strathdee, Ltd.; H. G. Smith, Ltd. St. John—Dearborn & Co.; G. E. Barbour Co., Ltd. Saskatoon—Campbell, Wilson & Adams, Ltd.; The Codville Co., Ltd.; North-West Specialty Co. Toronto—Eby-Blain, Limited; R. B. Hayhoe & Co.; Minto Bros., Ltd.; Medland Bros., Ltd. Vancouver—The W. H. Malkin Co., Ltd.; Wm. Braid & Co.; Empress Mfg. Co., Ltd.; Kelly, Douglas & Co. Winnipeg—Blue Ribbon, Limited (and branches); The Codville Co. (and branches); Walter Woods & Co.

**WOODRUFF & EDWARDS CO.,
ELGIN, ILL., U.S.A.**

Every Merchant who handles—

Mathieu's Nervine Powders



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

Syrup of Tar and Cod Liver Oil

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

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

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

HOLLAND RUSK

is not an article that will be tried and disused after one day. It has real merit and it will be well worth your while to push it.

HOLLAND RUSK COMPANY
HOLLAND, MICH.



THE "WANT AD."

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

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

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

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

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

Talk across Canada for two cents a word

WHAT DO YOU WANT TO BUY OR SELL?

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

Try it out.

CLASSIFIED ADVERTISING

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

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

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

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

COLLECTIONS

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

MISCELLANEOUS

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

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

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

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

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

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

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (1f)

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

WANTED

WANTED — EXPERIENCED GROCERY clerk wishes position. Handy with sign brush and experienced in window dressing, etc. Can show excellent recommends, or can give good references. Apply, stating wages, etc., to Box 61, Canadian Grocer, Toronto. 119

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

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

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

WANTED BY YOUNG MARRIED MAN position as grocery clerk or manager, excellent references. Write Box 62, Canadian Grocer, Toronto. (6)

FOR SALE

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

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

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

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

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

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

AGENCIES WANTED

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

ANNOUNCEMENT TO THE TRADE

We are pleased to announce to the readers of this journal that we have again secured the services of Mr. G. R. Small to act in the capacity of General Manager, therefore the trade may be assured of the old-time quality, reliability, neatness and dispatch. Mr. Small has long been recognized as the father of the



modern Maple industry; he is inventor and patentee of many Maple Sugar implements, and has been particularly instrumental in standardizing scientifically, packing and marketing the Maple Products of Canada. The outcome of this is that Small's Maple Leaf Brand has been introduced and appreciated in the markets of nearly every country, enjoying larger sales than hundreds of other brands combined.

Policy of the Company will not be materially changed; our continued aim is to supply goods of best possible value, and same, exclusively through jobbers. Jobbers will be authorized to supply the trade at a standard uniform price. We are also pleased to advise the trade that we have a large supply of Maple in stock, and other raw material contracted for at low figure, sufficient at least to more than meet usual requirements. This enables us, in spite of war conditions, to establish in our new list No. 24 prices somewhat lower than that of last season.

All goods are being labelled in conformity with the recent legislation coming into force January 1st, 1915; all Maple Sugar blocks, as in past, will be stamped with a warrantee; the nozzle of each tin will also be sealed with a warrantee, thus relieving dealers from any responsibility in connection with Pure Food Act whatsoever.

Prices and terms will be given in the columns of this journal from time to time. Write for new descriptive price list No. 25, direct to us, or our brokers, Messrs. T. M. Duche & Sons, Manchester, Eng., and New York, N.Y.; Nicholson & Bahn, at Winnipeg, and all western centers.

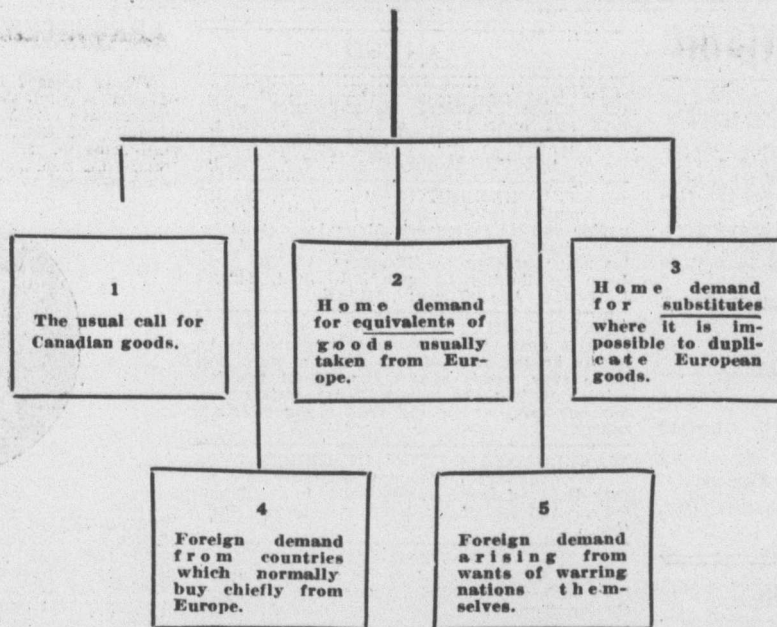
Canada Maple Exchange, Limited
MONTREAL

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

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

Paste this in front of your desk and cheer up

The five great demands for Canadian goods



These are the five basic demands which must now be supplied by Canadian business men—the first three domestic, the last two foreign. Notice that demands 2, 3, and 4 are NEW demands which must be supplied in addition to the usual demand.

The usual call for Canadian goods—Demand One—is augmented at the present time by the hand-to-mouth buying of the past two years. The railroads are not the only concerns that have been economizing. Businesses in general have been loath to invest in equipment—even individuals have been keeping down their purchases—until to-day there exists a tremendous “banked-up” demand, which has already become active.

The demand for equivalents and substitutes for goods normally imported from Europe—Demands Two and Three—will be unusually strong during the War. Much of the business developed in this way will continue on a permanent basis.

The foreign demand from the former customers of Europe—Demand Four—represents newly arisen opportunities which will have at least an indirect effect on practically all Canadian businesses.

When You Have Cheered Up Get Busy.

We are indebted to System for this excellent chart of the business outlook.



Georgian Bay Apples

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

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

Can also quote Crab Apples and Pears.

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

ELLIS BROS.

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

Apples

We will pack

10,000

barrels

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

LEMON BROS.

Owen Sound, Ontario

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forget

"Aurora"

The best brand of
Valencias

J. J. McCabe

AGENT

TORONTO, ONT.

What Is a Profit?

NOTHING pays you a profit until you sell it. No matter how great the margin between cost and selling price, if the goods stick on your shelves, you lose money

Steady national advertising plus superlative quality keeps *Heinz 57 Varieties* moving off your shelves and paying profit.

Our Grocers' Service Department will help you make more money. Ask our salesman what we are doing along this line or write us for full particulars.

H. J. HEINZ COMPANY

PURE FOOD PRODUCTS
PITTSBURGH, U. S. A.

Richards
QUICK NAPTHA
THE
WOMAN'S SOAP

The Sign of a
Good Buy in Soaps

Here's a soap with a reputation behind it—it is well advertised—has a large sale—offers a 26½ per cent. profit—is backed by good service to you. Better let your wholesaler supply you with a few cases this very week.

The Richards Pure Soap Co.

Limited
Woodstock - Ontario

Mince Pies Only a Few Weeks Away

It's only a few weeks until Christmas. The cool nights have already got women to thinking about Christmas baking — and mince pies!

The mince pie trade is worth hustling for and you can get a goodly share of it with

Shirriff's Mincemeat

This mincemeat has a just like "home-made" taste that discriminating home cooks like. And why shouldn't it be delicious? It is made from a "home-made" recipe from carefully mixed fruits, peels and spices, all ingredients being of the highest grade.

You need not hesitate to recommend Shirriff's Mincemeat to the most particular women in your locality, for it is pure enough, clean enough and delicious enough to use for your wife's mince pies. Let her try it and prove it.

Imperial Extract Co.

Steiner and Matilda Streets

Toronto

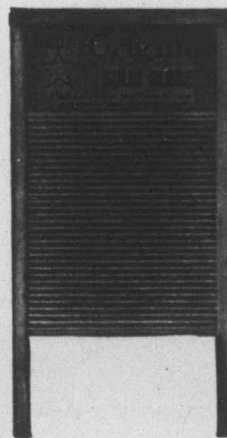
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You will find the "Cane" Woodenware perfect in finish and construction.

The years of service and the satisfaction that our lines have given, prove that they are absolutely reliable. Our washboards are made in 12 different styles, they meet every requirement and will prove a profitable line for you to stock.

Write for catalog on Cane's Washday Woodenware, very convenient for reference.

Your wholesaler can supply you.



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& Sons Co.**
LIMITED
NEWMARKET
ONTARIO

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We say "We have plenty in stock and at only \$1.00 increase a case for all additional charges."

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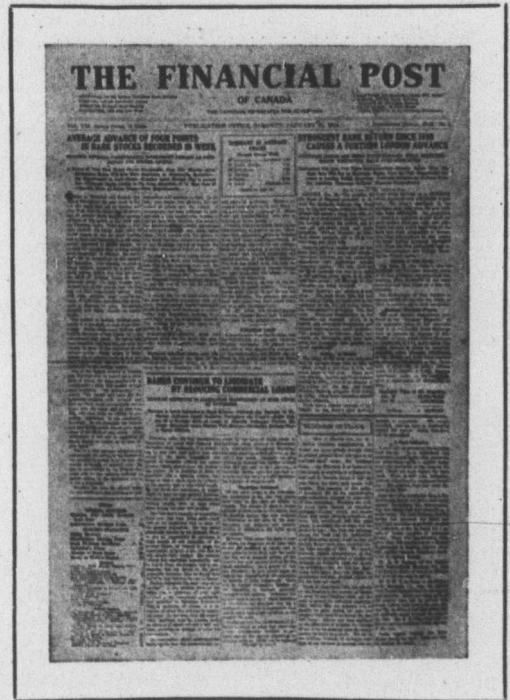
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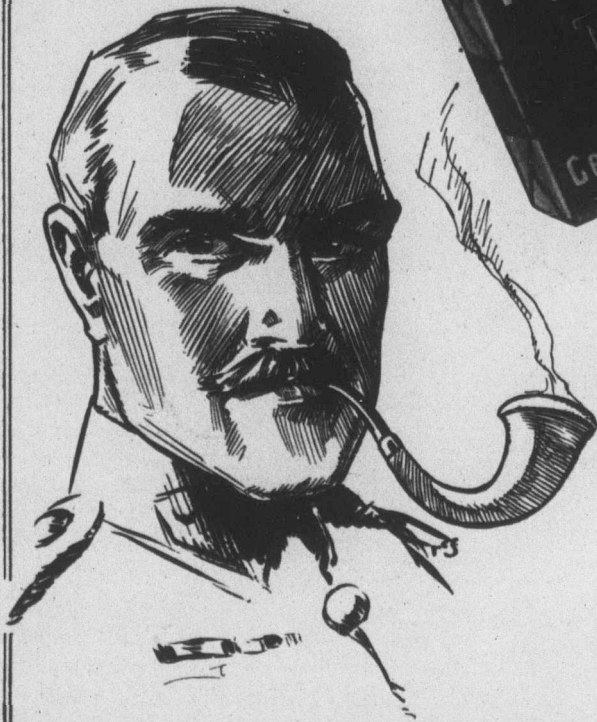
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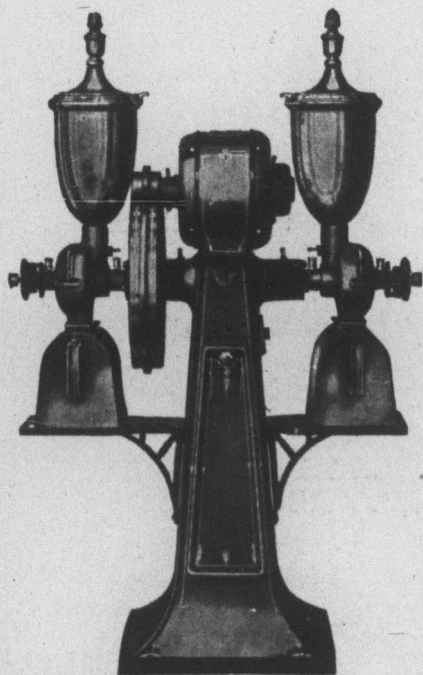
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