

**PAGES
MISSING**

CANADIAN GROCER

Member of the Associated Business Papers --- Only Weekly Grocery Paper Published in Canada
THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXII.

PUBLICATION OFFICE : TORONTO, SEPTEMBER 20, 1918

No. 38

*Concentrated
Beef*

*The Great
Body Builder*



Nothing Can Take Its Place

IN these times of national stress when housewives are seeking those foods that yield the greatest nourishment for the least cost, Bovril stands out pre-eminently, unquestionably the greatest food value in the grocery store.

Bovril contains, in concentrated form, the elements that give beef its special place as a food. It is also a powerful aid to the assimilation of other foods.

Our extensive Fall and Winter advertising campaign has now started in the press from coast to coast. Why not profit to the fullest extent from this publicity by putting in a Bovril window? Appropriate display cards sent free, charges paid.

Bovril, Limited

25-27 St. Peter St.

Montreal

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



EVERY SALE GUARANTEES A REPEAT

THERE are needs in every home for Ioco Liquid Gloss and Household Lubricant. Their many and varied uses keep them always in demand and make them easy to sell.

Every time you sell a can of Household Lubricant or Ioco Liquid Gloss, you make a nice profit for yourself, and you give your customer an exceptionally good value. Quality and quantity considered, you are able to offer just about twice the value in Ioco Liquid Gloss and Household Lubricant that you can offer in any other similar products.

Ioco Liquid Gloss is the most satisfactory polish to be had for finished surfaces of all kinds. It is excellent for polishing automobiles and carriages, as well as for cleaning and polishing furniture. It is unequalled for use on the dust cloth.

Household Lubricant is non-gumming, non-corrosive. It prevents rust, serves for all light household lubricating purposes, and is very effective for use in cleaning and polishing windows, mirrors, cut glass and automobile window-shields.

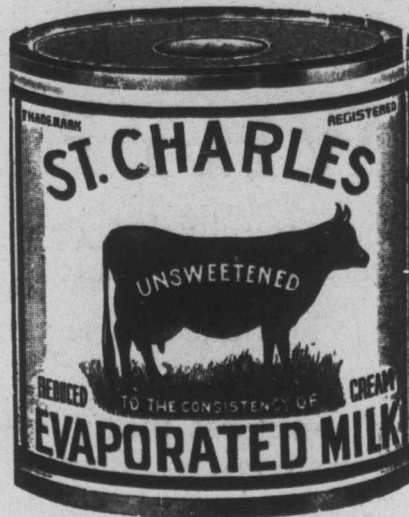
If you are not handling Household Lubricant and Ioco Liquid Gloss, write to us at 56 Church Street, Toronto, for our very attractive dealers' proposition.

IMPERIAL OIL LIMITED

Manufacturers & Marketers of POLARINE MOTOR OILS & GREASES

Marketers of Gargoyle Mobiloils in Canada

BRANCHES IN ALL CITIES



Show This Borden Product Regularly

Borden's
ST. CHARLES
EVAPORATED MILK

has a higher percentage of Butter Fat than is demanded by the Government regulations for Evaporated Milk.

Its quality is only equalled by its great economy. It has been aptly termed "The Milk that cuts the cost of cooking."

Put St. Charles Brand before your customers' notice and recommend it.

It will repeat.

Borden Milk Company, Ltd.

"LEADERS OF QUALITY"

Montreal

Branch Office: No. 2 Arcade Bldg., Vancouver

The Trade Newspaper the Logical Medium for Your Advertising These Days

WHY?

The merchant is buying very carefully these days. The high prices of all foodstuffs make it absolutely necessary not to overstock.

He picks out lines suitable to his trade that he knows he can recommend and push.

There are a lot of new clerks in stores throughout Canada, because of the heavy enlistments for army service. These new clerks know very little about the goods in stock, and wise manufacturers realizing this are using liberal space in trade newspapers to educate the clerks, so they can talk their lines and make more sales.

Ten thousand housewives in Boston, Mass., were asked to express on a printed form, the reason for their use of 100 articles sold through the grocery trade.

FIFTY-SEVEN PER CENT. of this large number of grocery customers recorded the fact that it was the influence of their GROCERY DEALERS which was responsible for their use of these household articles. Twenty-five per cent. recorded newspaper advertising as responsible and the remainder were distributed over a number of other reasons such as bill-board advertising, friend's influence, etc.

Does this not indicate that the DEALER'S INFLUENCE is a mighty big element in selling? Where the Dealer has been interested and is lining up his support and that of his clerks, behind a certain line, is where biggest sales are being made.

You can enlist this big army of merchants and clerks in your service by forceful and educative advertisements in Maclean trade newspapers.

	Issues per year	Minimum price for page space	Cost for a year's advertising
Dry Goods Review	12	\$35	\$ 420
Men's Wear Review	12	30	360
Canadian Grocer	52	24	1,248
Hardware and Metal	52	24	1,248
Bookseller and Stationer	12	25	300
Sanitary Engineer	24	16.70	400

We invite correspondence on this subject of advertising in one or other of these retailers' newspapers.

The MacLean Publishing Co., Ltd., Toronto, Canada
Also at MONTREAL, WINNIPEG, NEW YORK, CHICAGO, BOSTON and LONDON, ENG.

WE still have a quantity of screw caps for catsup and chili sauce bottles for immediate delivery and will be pleased to quote on your requirements for the present season. These caps are lacquered both inside and out, and suitable for either cork or crown finished bottles.

As the quantity available is not large, we strongly advise immediate action. In your enquiry please state the size of the bottle, and whether cork or combination finish is used.

Anchor Cap & Closure Corporation
OF CANADA, LIMITED

FACTORY AND
GENERAL OFFICES



50 Dovecourt Road
TORONTO, ONTARIO

Double Reason for Selling Shirriff's

There are two reasons for the growing popularity of Shirriff's Jelly Powders:

First—A good jelly makes all kinds of attractive desserts at low cost. That appeals to the housewife nowadays when she is saving in many ways.

Second—Shirriff quality has won first place in the estimation of constant users everywhere. For this double reason you can make splendid sales of



Shirriff's *Jelly Powders*

There is a full range of delicious fruit flavors made from fresh, ripe fruit, including raspberry, pineapple, strawberry, lemon and wild cherry.

Give Shirriff's a chance to boost your sales by ordering a case now.

Imperial Extract Co., Toronto



*"EVERY GRAIN
PURE CANE"*

It's always good

We don't care how particular that customer of yours may be, she's bound to approve of the unbeatable quality so very evident in every grain of Royal Acadia Sugar.

Here's sugar that is *absolutely pure cane*, one hundred per cent. sweet, entirely dependable, all the time.

Are you selling it?

The Acadia Sugar Refining Co., Limited
HALIFAX, CANADA

An Apple to bed and Doctors would beg?

Caldwell's Pure Sweet Apple Cider is the pure free juice of the finest hand-picked apples grown in the famous Niagara fruit belt.

Manufactured in what is perhaps the most modern cider factory on the Continent, Caldwell's Pure Sweet Apple Cider is "nature's own drink."

Such a delicious beverage is certain to be very popular this Fall.

Your jobber supplies Caldwell's in 5-gallon tins, 10, 20 or 35-gallon packages, 12, 20 or 25-gallon casks.

The
Caldwell Cider Company

NEW TORONTO

FINEST CRYSTAL GELATINES

Powdered and Sheet

FINE LEAF GELATINE

BRITISH MANUFACTURE

GELATINE

OURY, MILLAR & CO.

9 Mincing Lane, London, E.C., Eng.

SOLE AGENTS FOR CANADA

F. S. Jarvis & Co.

18 TORONTO ST., - TORONTO

REMEMBER

COWAN'S COCOA— "Perfection Brand" Purest and Best

SELL IT!



PUSH IT!

Canada Food Board License No. 11 608

B-24

KING GEORGE'S NAVY

CHEWING
TOBACCO

Make it a leader in your tobacco department. You'll find it a ready seller, a good profit maker, and a certain customer-pleaser.

The wholesale trade handles King George's Navy. If you would stock a real "live" line order a supply to-day.



Rock City Tobacco Co., Ltd.

You Want a Man

Then the first thing to be considered is the kind of man you are looking for.

Your business calls for a man of keen perception; an ambitious man; a man who looks to everything that helps him become efficient in the business he has chosen.

You need just such qualities in the man you are seeking, combined with specialization in your line, and the surest, quickest and most economical way to reach him is through the "WANT AD" columns of CANADIAN GROCER.

The man who takes time to study the pages of Canada's Only Weekly Grocery Paper is ambitious, progressive, has a good understanding of the grocery trade, and is more likely to fill your particular requirements than the haphazard man who never looks beyond to-day.

CANADIAN GROCER is the Trade Show Window for more than 5,300 grocers and their staffs in all parts of Canada. Your message will be read by these wide-awake business men and your choice will be from a select field.

Furthermore, the cost is indeed a small item—2 cents a word first insertion, and 1 cent a word for each subsequent insertion. Five cents extra per insertion if replies are to be sent to Box No. in our care.

Send it right along now. Let CANADIAN GROCER find the man.

Canadian Grocer

*143-153 University Avenue
TORONTO, ONTARIO*

Clark's Soups

Highly Concentrated

Tomato
 Vermicelli Tomato
 Celery
 Consomme
 Green Pea
 Julienne
 Mutton Broth



Ox Tail
 Pea
 Scotch Broth
 Vegetable
 Chicken
 Mulligatawny
 Mock Turtle

Guaranteed absolutely pure

Clark's Tomato Soup

is well worth featuring.

The quality is second to none, the Clark advertising makes it a popular seller and your margin is good.

QUALITY TELLS.

W. CLARK, LTD.



MONTREAL

CANADA FOOD BOARD LICENSE No. 14-216

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



Ask Our Prices When in the Market for

Cream of Tartar

Cream of Tartar Substitute

Tartaric Acid

Citric Acid

Borax

Blue Vitriol

Glycerine

Castor Oil

We can make immediate shipment from stock.

**B.&S.H. THOMPSON
& COMPANY LIMITED
MONTREAL**

Branches: TORONTO WINNIPEG NEW GLASGOW, N.S.

Products that sell:

MAPLE BUTTER

CHOCOLATE BUTTER

HONEY BUTTER

SWEET NUT BUTTER

Ask for **BAINES CONFECTIONS**

Manufactured by

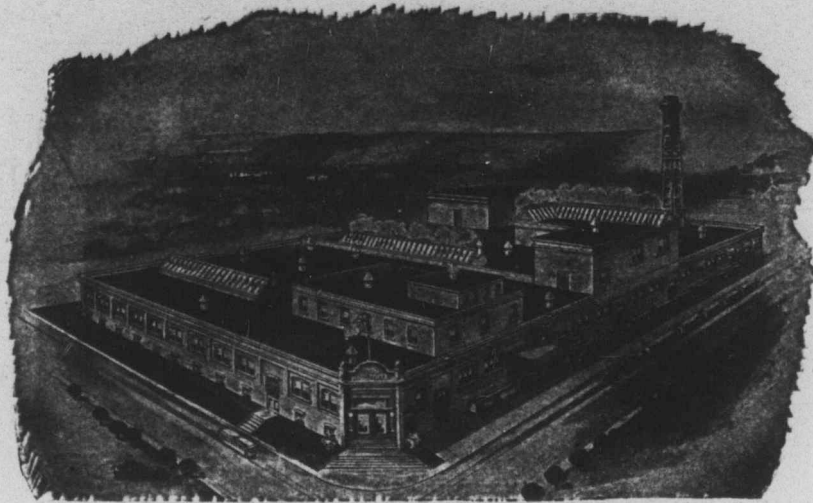
Canada Maple Exchange Limited, Montreal

After the War—What?

The time to put on fire insurance is before the fire. The time to prepare for after-the-war conditions is before peace comes.

Advertise now and be prepared to keep your goods in demand through the medium of
CANADIAN GROCER

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



THE MOST MODERN AND UP-TO-DATE FRUIT
PRESERVING FACTORY IN CANADA

WAGSTAFFE'S

Celebrated Seville Orange Marmalade

containing all the essential oils that
give such a piquant zest to a Real
Orange Marmalade.

*Order from your wholesale grocer
before the advance*

WAGSTAFFE, Limited

PURE FRUIT PRESERVERS

Hamilton

-

Canada

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

*Wholesale Grocery Commission
Brokers*

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.

"Always On The Job"

The H. L. Perry Co., 214-216 Princess St., Winnipeg

As your Selling Agents, we can make a big success of your Account.

STORAGE

DISTRIBUTING

FORWARDING

SIX HOUSES IN WESTERN CANADA

W. H. ESCOTT CO., LIMITED

Winnipeg, Man.

W. H. ESCOTT CO., LIMITED

Calgary, Alta.

W. H. ESCOTT CO., LIMITED

Saskatoon, Sask.

W. H. ESCOTT CO., LIMITED, Fort William, Ont.

W. H. ESCOTT CO., LIMITED

Regina, Sask.

W. H. ESCOTT CO., LIMITED, Edmonton, Alta.

WHOLESALE GROCERY BROKERS, MANUFACTURERS AGENTS, IMPORTERS

Consignments Solicited

HEAD OFFICE: 181-183 Bannatyne Ave. East, WINNIPEG

Write Us

There's Big Money in the Western Market

And you can secure your proper share by having your product represented by a firm of established reputation.

We've got a splendid selling organization and twelve of our men are continually calling on the wholesale and retail trade throughout the West. Nine of them are doing retail work.

If you're looking for good results, connect with us now.

Scott-Bathgate Co., Limited

Wholesale Grocery Brokers and Manufacturers' Agents

149 Notre Dame Ave. E., Winnipeg



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

D. J. MacLeod & Co.

*Manufacturers' Agents
and Grocery Brokers*
EDMONTON, ALTA.

Open to negotiate for new lines in Alberta. Our staff calls on wholesale trade and does detail work.

A. M. Maclure & Co.

MALTESE CROSS BUILDING
WINNIPEG

IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES

Williams Storage Co.

WINNIPEG

Lessees
WINNIPEG WAREHOUSING CO.
288 Princess Street

Owners
C. S. TURNER CO.
147 Bannatyne Avenue

Prompt and Efficient SERVICE
Bonded or Free Storage
Track Facilities Steam Heating
WAREHOUSING DISTRIBUTING
STORAGE

The Canada Nut Co., Limited

"Specializing in Shelled Peanuts"
Large stock always on hand

VANCOUVER, B.C.

WATSON & TRUESDALE

Wholesale Grocery Brokers and Manufacturers' Agents.

Have live men doing detail work throughout our territory. Manitoba Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

120 LOMBARD STREET - - WINNIPEG, MANITOBA

Trackage
Storage
Distri-
bution

C. H. GRANT CO.

Wholesale Commission Brokers and
Manufacturers' Agents

1206 McArthur Bldg., Winnipeg
We have the facilities for giving manu-
facturers first-class service.

Donald H. Bain Co.

Wholesale Grocery Commission Agents

- A sales force of competent men.
- Ample capital—and the reliability that goes with it.
- A record of results—and the prestige that follows it.
- An energetic, result-getting organization—with satisfied clients to prove it.
- Are all at your disposal if WE represent you.
- Every branch a business in itself, directed by capable, experienced managers.
- All varieties of Food Products.
- If you want results get in touch with us.

Head Office: WINNIPEG

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER

Canada Food Board License No. 6-450

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

ONTARIO

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

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

On Spot
Tapioca and Sago
Both Singapore and Penang. Lowest price.
W. H. MILLMAN & SONS
Wholesale Grocery Importers
TORONTO

BRITISH COLUMBIA

The Robert Gillespie Co.
Importers and Exporters
323 Homer St., Vancouver
Live Salesmen covering Alberta and B.C.

W. F. ELLIOT
Importer & Manufacturers' Agent
(Cor. Leith and Hardisty Sts.)
FORT WILLIAM, ONT.
Established 1909.

Just try how MacKay's will sell

You can strongly recommend this delicious, wholesome Canadian-made Barley Food.

MACKAY'S PEARL BARLEY FLOUR is without any peer whatever. Gives soups and gravies a delightful flavor. Just the right food for infants and invalids.

IT'S THE REAL MACKAY

A strong consumer publicity campaign is helping dealers to keep their sales of MacKay's going.

Recommended by Dr. McGill, Ottawa, Dominion Chemical Analyst.

John MacKay Co., Limited
BOWMANVILLE, ONT.

It is the superior quality that continually brings new buyers, and holds the trade of old customers if you stock

OCEAN BLUE

Order from your Wholesaler.

HARGREAVES (CANADA) LIMITED
The Gray Bldg., 24-26 Wellington St. W., Toronto
WESTERN AGENTS:—For Manitoba, Saskatchewan and Alberta — W. L. Mackenzie & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon—Cresden & Ivory, Rooms 5 and 6, Jones Block, 407 Hastings Street W., Vancouver, B.C.

EL ROI-TAN PERFECT CIGAR

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

QUEBEC

ROSE & LAFLAMME LIMITED
Commission Merchants
Grocers' Specialties
MONTREAL TORONTO

J. R. GENEST
CORN and CORN PRODUCTS—PEAS
*Grain, Flour and Feed—Wholesale only
Grocers Specialties*
BOARD OF TRADE BUILDING, MONTREAL

JOHN E TURTON
Wholesale Grocery Broker
MONTREAL

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

When answering
Advertisements please mention
Canadian Grocer

FREEMAN and SHEELY
WHOLESALE GROCERY BROKERS
St. Nicholas Bld. - Montreal

MARITIME PROVINCES

C. B. HART, Reg.
Montreal, P.Q.
*Grocery and Chemical Brokers
Commission Agents*

Schofield & Beer, St. John, N.B.
Commission Merchants
Agents for: Acadia Sugar Refining Co., Ltd., of Halifax, N.S.; W. C. Macdonald, Regd., Montreal, P.Q.; F. W. Berk & Co., London, Eng.; The T. Upton Co., Ltd., Hamilton, Ont.

GAETZ & CO.
MANUFACTURERS' AGENTS AND
GROCERY BROKERS
47-49 Upper Water St., Halifax, N.S.

NORWEGIAN SARDINES (STYLE SMOKED SILD) **NOTHING LIKE IT! NO BONES! ALL MEAT!**



A/s NORWEGIAN CANNERS' EXPORT OFFICE
Stavanger (Norway)
Apply: STANDARD IMPORTS, LIMITED, Montreal

Extra Sales with Marsh's Grape Juice

We'll send a 5-case lot or more (prepared) to any part of Ontario or Quebec. Stock Marsh's and get a share of the demand.

The Marsh Grape Juice Company
Niagara Falls, Ontario
Agents:
MacLaren Imperial Cheese Co., Ltd., Toronto, Ont.
Rose & Laflamme, Ltd., Montreal, Que.



THE NEW APPETISER

Delicious Flavour

SAVORA



Delicate Aroma

SAVORA

Savora will please your customers. It cannot help but please them. For it is made with Colman's D.S.F. Mustard, and is without doubt the very best Mixed Mustard on the market.

So you can hand out a jar of Savora and look for tangible evidence of approval in many repeat sales.

Savora comes in large and small jars to retail at 35c and 25c respectively.

MAGOR, SON and COMPANY, LIMITED
 161 ST. PAUL ST. W., MONTREAL Canadian Agents 30 CHURCH ST., TORONTO

JAPAN TEA

NEW CROP—NOW IN STORE

- ☞ Prices are very much higher than last season.
- ☞ Our purchases were made at the opening of the Japan Market, before the second advance, and we can quote lowest local market prices.

CEYLON AND INDIAN BLACKS

- ☞ Finest cup quality, Pekoes and Orange Pekoes, at several cents per pound under present import prices.
- ☞ All purchases made within the next two weeks will show a big saving on the prices which will be ruling on the market next month.
- ☞ Every package of our Teas guaranteed to give satisfaction to your trade or return at our expense.

KEARNEY BROS., LIMITED

TEA Merchants COFFEE
 ESTABLISHED 1874 33 ST. PETER STREET, MONTREAL

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

CANADIAN GROCER

Vol. XXXII.

TORONTO, SEPTEMBER 20, 1918

No. 138

Grocer Must Be Freed from Liability

Court Cases Over Light-Weight Flour Have Rested Unjustly Upon the Grocer—He Has a Right to Sell Weighed Goods at the Weight Given by the Manufacturer—Shrinkage in Flour the Cause of Trouble—The Probable Effect of Indiscriminate Prosecution

AT a recent meeting of the grocers' section of the R. M. A. of the Toronto district it was moved that the increasing number of convictions for short weight in bags of flour should be taken up with the Canadian Flour Millers' Association, and that it should be intimated to this association that in the event of further prosecutions taking place, that there would be no other remedy for the retailer to adopt than to weigh each individual package as it was delivered and to return any bags not of full weight.

Grocer the Scapegoat

This resolution brings more or less to a head a question that is of serious moment to the grocer, because he is being made the scapegoat for conditions for which he is not responsible. When the grocer purchases packaged goods he believes and has reason to believe that the weight shall be correct as far as it is possible to assure this correctness. In the case of flour it is not, however, always a possibility. There are certain shrinkages that occur in flour under storage that may very possibly decrease the weight of goods that when packed were absolutely full weight.

Wherever the responsibility rests, however, it should not be upon the grocer, and the campaign by the authorities of the city of Toronto and other centres does not achieve any useful object.

The Grocer's Case

One of the recent cases in court was that of the Loblaw Stores Limited, a chain of stores operating in Toronto. This organization was fined for the selling of a packaged flour that was found to be slightly under weight. They sold of course goods bought from a reputable milling firm, and goods of a given weight. There was no intention to defraud in either case, neither did anyone profit by the short weight.

F. E. Robson, secretary-treasurer of the company, in a letter to CANADIAN GROCER presents the case as follows: "Editor Canadian Grocer:

"According to law as it stands at present, the merchant is held to be responsible for the shortcomings of every

product passing through his hands, which is right in theory but often grossly unfair in practice, because thousands of articles pass through a grocer's hands in sealed or tied packages which cannot possibly be examined without spoiling the contents. Any merchant opening unit packages sealed by manufacturers should be tabooed. The protection to the customer is the name of the manufacturer on the package or bag. Reputable manufacturers willingly accept the responsibility for their own goods and rightly so, because it is the basic principle of all trade-marks and advertising (namely proprietary right and proprietary responsibility).

"The attached letter is a case in point where we unfortunately had to assume the responsibility in the courts where the responsibility should have rested on the millers. Our guarantee is not only to give absolutely full weight but entire satisfaction or we gladly refund the full purchase price to any unsatisfied customer. Loblaw Stores, Limited."

The Other Side

The letter from the milling concern in question presents the other side of the scale. It reads as follows:

"We beg to acknowledge receipt of yours of yesterday and regret indeed that you have been placed in the position you state, by virtue of being fined for light weight in sacks of flour supplied to you by us. It would seem to me that the action taken by Dr. Hastings' department in connection with weights of flour will drive the mills out of supplying the retail trade with small sacks of flour.

In the first place, it is impossible on account of the unskilled labor that is to be had at the present time to weigh as accurately as we have done heretofore and even with the most modern scales obtainable the variation seems to occur in the weights of small sacks.

"In checking up the weights of flour in our warehouse we find that a variation exists and that the average weight shows an average above that which is sold. We would also point out to you that after the flour leaves the mill whether in storage in our warehouse, or in your stores, the shrinkage is bound to take place, the amount of this

shrinkage being conditional on the weather. In fact, we have had a ninety-eight-pound sack of flour lose as high as three and a half pounds in three months' storage. Yours very truly,

Murray Brown,

Vice-President and Gen. Manager.
Alexander Brown Milling and Elevator Co., Limited, Toronto.

Shrinkage of Flour

There are unquestionably two sides to the case. It is a well known fact that flour contains from 12 to 14 per cent. of moisture. In cold or wet weather or in cold or damp storage, wheat or milled flour will take on further moisture, a fact that will account for variations in weight. A sack of wheat milled and weighing 98 pounds at the mill may shrink to the extent of about 1 pound when shipped to a warmer climate, this is the consensus of opinion of many representative millers, while under extreme conditions the loss may be even heavier. In the small packages the danger of shrinkage is of course materially increased. It is more exposed to climatic changes than is the larger bulk package. Then, too, there is, of course, the fallibility of the original weigher to be considered. This is, of course, as likely to work to the advantage of the purchaser as to their disadvantage. Unfortunately, however, these complaints for short weight have not been made upon the basis of the gross number of packages, but upon the individual package and the retail distributor is made the victim.

Grocer Must Be Freed of Liability

This is indeed a serious situation for the grocer, for as the final vendor he must bear the onus in any action for short weight, though he is absolutely guiltless of any association with the weighing. However it is dealt with, there seems the likelihood of difficulty. If the grocer has to weigh every package of flour received, there is little to be gained by the packaging, and if the miller is made responsible, in all likelihood he will cease to pack these smaller packages. Whatever is done, however, the retailer must certainly be protected from prosecution for a fault for which he is in no way responsible.

New Crop Sugars Will be Higher

Sugar Commission Reaches Understanding With Cuban Planters—Price Shows Strong Advance Over That of Last Season—New Crop That Will Come on the Market Beginning in December Will Average About a Dollar a Hundred Higher—No Improvement in General Situation.

CONDITIONS arising in the raw sugar markets indicate that with the opening of the new season there will be in all probability a fairly substantial increase on the high prices already being paid for sugar.

The claims of the Cuban growers that it was impossible for them to produce sugar under the increasingly difficult labor conditions at the old price of 4.60 f.o.b. has resulted in their demanding a new price of 5.60 f.o.b. The International Sugar Committee has arranged, however, with the growers to compromise on a price of 5.50. This is, of course, a substantial increase, and must of necessity mean higher prices. The Sugar Equalization Board of the United States has already set the price of next year's sugar on this new basis at 9 cents less 2 per cent. seaboard refining points. Wholesalers and retailers are also required to sell at the old price basis till their stocks are exhausted, and no system of equalizing will be permitted.

Sharp Advance Certain at New Year

While this decision is unquestionably in the public interest it will mean eventually a very sharp advance. In Canada there is no restriction imposed against equalizing prices as yet, nor possibly is it needed. Canadian supplies are so limited in the hands of every party from the refiner to the retailer, that it has become a matter of almost day to day supply, so that the arrival of the new crop sugars in December will find the Canadian refiners practically bare of raws, and the wholesaler and retailer with comparatively negligible supplies. The change from the old stock sugars to new stock will probably mean an advance of about \$1 a hundred. This will merely cover the item of increased payment to the Cuban planter, and is further subject to any other variation in the market. The grocer then may as well be prepared for this advance for it is coming beyond a question.

Beet Sugar Prospects Not Improving

There is no improvement in conditions to be expected from beet sugar, while in Canada the estimated will be 17,000 tons, a considerable increase over that of previous years, it must readily be seen that it can represent only a very small element in the sugar trade. Moreover, the United States beet sugar prospects for the coming season are roughly 27,000 tons short of the present season's production. Moreover unquestionably the beet sugar interests will be placed on a level with the cane sugar men and the two crops will be distributed on practically an even basis.

No Change in Sugar Stringency To Be Expected

As far as the general situation goes there has been no improvement in the

prospect. In Java the present season is drawing to its height, and sugar is a practical drug on the market. There are enormous supplies available were it possible to find ships to transport them. There can be no expectation of any change in the situation here, however, for there is no chance that any material amount of tonnage will be released for this trade for a long time to come. Sugar is at a discount in Java, of course, so much so that the Dutch Government to prevent the absolute ruin of the planters has refused to permit the export of any shipments of sugar sold at less than 2.72 cents a pound. Java is too far away to be a factor, and the sugar prospects in other sections are no more encouraging than they have been this year. The world is certainly facing another year of sugar scarcity, coupled with increased prices. There is no way of augmenting the supply, but it is possible to limit the demand; therein lies, of course, the only solution of this vexed problem.

West Agitates For Change in Canada Food Board

Are Dissatisfied With the Way Matters Are Going, and Are Preparing to Urge a General Redistribution of Forces in the Board

WINNIPEG, Sept. 17.—For some time past there has been growing throughout the west a general feeling of dissatisfaction toward the Canada Food Board. The dissatisfaction is not based on any very tangible cause as far as can be learned but it is none the less there. While the suggestion that J. D. McGregor, the director of production, had left the board because he found it difficult to see eye to eye with the chairman of that body was hushed up, and while Mr. McGregor announced that there was no friction between himself and the minister, Mr. Crerar, he went no farther than that, and it is generally understood that his decision to leave the board was at least partially influenced by the fact that some difference of opinion had arisen.

There has certainly been a good deal of discussion on the matter in the western provinces, and there is a growing tendency to feel that the board's activeness of the Board. There is a tendency to feel that the Board's activities have entailed some more than ordinarily burdensome conditions on the west, and that many conditions imposed did not take full enough cognizance of western conditions. The feeling has not centred in one class but in many wholesalers and retailers, manufacturers,

TUNA CATCH SHOWS MARKED DECLINE

The tuna catch is only half what it was this time last year, which may necessitate a raise in the price of this sandwich filler, according to Fish and Game Commission officials.

The reason for the scarcity is the fact that at the beginning of the season the Japanese turn fishermen were on strike and did not begin fishing until July 15, when the season was half over.

In July only 5,000,000 pounds were caught, as against 9,000,000 pounds caught last July, and in August 3,000,000 pounds, as against 9,000,000 pounds last year. As a rule, about 30,000,000 pounds are taken annually, but the supply is keeping up with the demand, according to the Commission.

FRENCH WALNUTS MAY BE EXPORTED

The American consul general at Paris has reported in a cablegram of September 3 that a ministerial decree of September 1 permits the exportation of walnuts of the 1917 crop to England and the United States without special authorization, provided shipment is started before September 30. The prohibition against the exportation of walnuts of the 1918 crop remains in effect.

jobbers and credit managers, all are well represented, there was some very pointed criticism directed against the Canada held recently in Winnipeg, at which a large variety of trading interests were represented there was some very pointed criticism directed against the Canada Food Board, and means were discussed for bringing before the government the need as they saw it for very drastic changes in the administration of this department.

Among the people whose names are being more or less frequently suggested as a possible holder of the Food Controller's office is that of P. B. Tustin, who for many years past has been head of the City of Winnipeg's food and dairy division. Mr. Tustin was associated with the Food Controller's office during the regime of the Hon. W. J. Hanna, and continued in that association when Mr. Thomson took over the duties. There was a rumor of reported disagreement shortly after however and Mr. Tustin returned to his duties in Winnipeg.

The license of D. J. Long, general merchant, of Claire, N.B., has been cancelled. The cause of the cancellation was the sale by Mr. Long of 1,000 pounds of sugar to the Fort Kent Drug Company of Fort Kent, Maine.

Tainted Fruit Jar Ring Not Harmful

Elaborate Investigations Have Established the Presence of Phenol, but in Such Minute Particles as to be Entirely Harmless—No Fear of Ring That Has Not a Distinct Odor—Only Small Percentage Affected

WHILE investigations have proved conclusively that traces of phenol have been found in certain rubber jar rings, an elaborate series of investigations have gone to prove that beyond the characteristic and somewhat disagreeable odor of the product, the presence of phenol has had and can have no serious effects.

Ralph King, Toronto manager of the Dominion Glass Company, states that it is, as far as they can determine, the rings distributed by their company attached to glass jars of their manufacture that have caused the difficulty. These rings are manufactured for the company by a Canadian rubber concern, and through some fault in manufacture of a certain proportion of these rings traces of phenol have remained, which has given ground for this scare.

Only Small Proportion Tainted

Exhaustive investigations made by the Dominion Glass Company has demonstrated the fact that only a comparatively small proportion of the glass jars sent out have been equipped with these tainted rings. Unfortunately, however, they have been widely distributed, and it is impossible to get track of all of them. The company have also sold rubber rings in packages. These rings, however, they have been assured by the manufacturing company, have been made under a different process and are free from phenol. As the company have not had a single complaint from the many thousands of packages of these rings sent out, the statement of the rubber company is definitely corroborated. The Dominion Glass Company is doing everything in their power to get track of all of the offending rings. They urge that the merchants selling their goods should investigate to see if any of the goods in their stock give evidence of the odor of phenol, and they will gladly replace any of these goods on request.

Odor of Carbolic the Unmistakable Evidence

If the rings have no such odor the merchant may unhesitatingly recommend them. Phenol has an extremely penetrating and persistent odor, the minutest particle will make itself unmistakably evident. There is no possibility of it being present and undetectable.

As for the people who have already made use of jars that may possibly be tainted, there should be no thought of throwing the contents away. It has been definitely proved by numerous tests that the drug is present in such minute quantities that it could not possibly have the very slightest effect of an injurious nature. The odor alone is the chief trouble.

Absolutely no Danger

Phenol, or carbolic acid, it is stated, is not one of the more dangerous poisons, it is used internally as a medicine in vastly larger proportions than could possibly be found on a rubber jar ring. It would take half an ounce of the drug to prove fatal. It is therefore evident that there is no need for any fear in using the fruit even when the odor indicates it has been affected by phenol.

Odor Rapidly Disappears on Exposure to Air

It has also been discovered in the course of these investigations that especially with certain varieties of fruit the odor will entirely disappear if the fruit is left exposed to the air for an hour or so after the jar has been opened. For instance, rhubarb has been found to be tenacious of odor, while strawberries and raspberries, if left ex-

posed in an open dish for a couple of hours before serving, will be found to be entirely free from any hint of odor, even though at the time of opening it was most marked. Moreover, the presence of this drug will have no effect on the keeping quality of the goods and the housekeeper need not consider the matter until it is time to open the jar.

Accusations of German Machinations a Silly Invention

So much for this phase of the subject. The serious part of the matter is not in the discovery of the presence of this drug, but the way in which the newspapers of the country have featured the matter. To ascribe it to German agencies is of course absurd, the newspapers publishing this childish yarn must have known that it was absurd, but it has caused a panic among the housekeepers
Continued on page 21.

Further Increases in the Freight Rate

Advance Becomes Effective For all Canada on October 7, and Entails an Extra Charge of Half a Cent a Hundred on All Carload and Less Than Carload Shipments

ANOTHER freight rate advance following closely on that of some months ago is to become effective on Oct. 7. By this new tariff the rate per hundred pounds is advanced by one-half cent for carloads and less than carloads at all points in the Dominion. An advance which was made in March of this year raised the rates at four points in Canada, Toronto, Montreal, Windsor and Walkerville. These points are again affected by this latest increase, so that in Toronto after October 7 the rate will be five cents per 100 for less than car lots and 3¼ cents for straight car lots. At Montreal the rate for less than car lots will be 6 cents a hundred. The minimum charges of 25 cents for shipments of 300 pounds and under, and 35 cents for shipments weighing over 300 pounds remain unchanged.

The new tariff enumerates a further list of exceptions that are not of much interest to the grocer alone, but are of some importance to the general store that handles many of these lines. This is a list of the exceptions to which the new rate will not apply.

Ash sifters, bakers' ovens, baths, brooms (straight shipments), cereals and pop corn (straight shipments), churns, cork, cotton batts, cotton wadding, cream separators, elevators and parts, electric light bulbs, globes, glass, hats, machines and machinery (all kinds), portable buildings, stoves,

furnaces and parts, utensils (garden), washing machines.

How It Works

The firms affected by the list of "Exceptions" make their own arrangements with the carters. Some of them have to pay more, but it is generally believed that they will continue to have their business handled by the firms who have been looking after it in the past rather than shift to other carters who have not been in the business long. One manufacturer stated to **HARDWARE AND METAL** that the new carters might not be as responsible when it comes to either looking after goods or settling for any damages as the firms which have been in business for years.

"As far as I have been able to learn," he said, "the cartage firms are fully justified in increasing rates. They have to pay more for labor, and feed was never so high. It costs more in every way to operate the business and they are faced with the alternative of either making an increase in their rates or of going out of business. They recently granted wage increases to teamsters and to the men who handle the goods. Every part of the cartage business now costs much more than it ever did before."

All shippers interested in the new schedule of rates are being urged to ascertain from cartage agents what rates will apply on these articles when the new rate becomes effective.

Hamilton, Ont., Grocers Have Hilarious Time Gathering Technically Known as "The Hump" Proves Great Success Despite the Bad Weather

EVERY year the Grocers' Picnic is one of those big events that marks a red figure on the calendar, that is a big day when the grocers and their families and friends, to say nothing of their acquaintances and casual strangers, gather together. But the Hump, the second big event of the grocers' year, is a thing all his own, not even friend wife is present to remind father that he will be too sore to-morrow to weigh a pound of sugar. It's a big day, and a big idea, a gathering of the grocers, and their friends, the travellers, just to kick over the traces a bit in a riotously hilarious time, to get together, to forget any little differences, and any petty annoyances. That's one way of developing a fine spirit of comradeship.

The hump this year had to gather steam against rather trying conditions. It was chilly and not a little moist. However, once gathered at the Driving Park, Dundas, which was this year the scene of the festivities, things began to move, and there was exercise enough to keep everyone warm. Two baseball games started the performance. The first teams were captained by the two redoubtable Johns, Knox and Brown. The first team lined up after this manner:

John Knox	Pitcher	W. Foot
Palmer	Catcher	Elliott
Bard	First Base	Plater

J. Venator	Second Base	Book
Reall	Third Base	J. L. Brown
F. White	Short Stop	Linder
Levis	Left Field	Vinall
T. Mitchell	Right Field	Schroeder
Huntley	Centre Field	Gillies

It was a great game and one of wild enthusiasm. Out at short Freddy White was the life of the party. He was as bright as his cap, which is no mean comparison. Sometimes he stopped the ball and sometimes he didn't, but he never lost his beaming good humor. Jacob Venator on second was also a very bright star. It was a bright game throughout, but John Knox had somewhat the edge on his opponents and his team edged out a very respectable margin of runs, the score being 21 to 12.

At the same time there was another game of baseball going on. Some of those who by reason of growing years, or expanding waist line, or just a natural shortness of breath did not feel themselves in the class of the professionals named above were yet not to be defrauded of a game. These champions were captained by W. Smye and J. Young respectively. The teams were about equally divided as to weight as follows: Smye, Moncur, Smith, Crawford, Copple, E. Cress, J. Forth, Sykes, Dale, Cummings against J. Young, Swelan, A. Cress, J. Hastings, Peebles, S. Thompson,

A. Lewis, A. Kuntz, W. Malcolmson, Gage, Mowbry. Victory fell to the banners of Smye by a score of 18 to 16.

The conclusion of the two ball games was the signal for the commencement of a very unique series of sporting events. It started with a smoking race in which each participant was given a pipe and matches, the pipe to be lighted at the start and kept lighted over the course of the race. This was a very popular event, many of the grocers evidently feeling that they were unusually gifted in keeping a pipe lighted; however it was definitely decided that T. Mitchell, F. White and J. Omand were especially gifted in this way in the order named.

The wheelbarrow race that followed was won by T. Mitchell and C. Jamieson, with M. Sullivan and W. Foote second and S. Thompson and J. Dale third.

Just about this time the rain began to come in real earnest, and the crowd proceeded to the pavilion, where the balance of a hilarious afternoon was spent. The following were the events and the winners.

Clothes pin pulling race—W. Foot and L. Tufford, M. Sullivan and F. White, F. Thompson and G. Dale.

Boxing contest—H. Elliott, T. Mitchell S. Thompson.

Ball throwing—B. Hill, T. Mitchell, L. Copple.

Bull headed charge—F. White, M. Sullivan, W. Frost.

Hitting the bottle—H. Young, J. Forth, W. Foot.

Continued on page 39



An effective use of fruit as an interior display is a great inducement to sales. The photo shows the A. G. Bain & Co. store, Hamilton, Ont.

The Retailer and His Salary

What He Should Get, and Why and How on What Basis is it Computed?—An Essential Point in Successful Business Fully Discussed

By HENRY JOHNSON, Jr.

ATTACHING a short editorial on the subject of "The Retailer and His Salary," a merchant writes me as follows:

"Dear Sir,—The enclosed editorial touches on a matter that would stand a lot of elucidating. The subject has been puzzling me for years and I suppose there are others in the same boat.

"It is not a question whether the owner's salary should be charged into the expense account. That seems to be well understood. The question is, how should the amount of that salary be arrived at?

"This matter does not seem to have received much attention in your articles. Do you think you could give it some thought and space in the near future?"

"Yours, etc., L. J."

I have touched on this point many times, sometimes at some length, but evidently not all have noted the fact; and anyway it may be just as well to give it some extended discussion.

Those who have given the matter study have tended to follow it out logically along lines of almost pure theory. From that we get the deduction, quite commonly met with, that "the proprietor is worth what he could earn as the salaried manager of another's store; otherwise, why should he not get out of business and into a position which would pay him a better salary?" But there are practical factors to be weighed in any balance of this character.

Hard to Let Go

Many a man finds himself in business with an investment which represents many years of accumulation—his own or somebody else's—which he cannot dispose of without severe loss, perhaps ruin, and which yet he has not been able to bring to a point where he can run into the expense account what might look like a just salary—that is, not and take the money out. In this case he might charge to expense what he considered the right monthly sum, then charge most of that into surplus, crediting expense, in the hope of being able to offset it by later surplus earnings; or he might carry it into capital account and have it pile up as additional investment to be considered as increased investment-liability. But that at best would be mere theory. If later the business is made to pay, if circumstances change or, best of all, if the difficulties develop new plans whereby he is able to make the business a real success, all those theories will take care of themselves.

The impact of the steel of character on the flint of circumstances and environment is what produces the fire of initiative in most of us. It is obvious

that until we have thus developed ourselves we are not worth as much to our business as afterwards; so why should we get full pay until afterwards? Practically, we won't—so that is where we stop in this blind alley.

Further, the man working on salary for another has no interest beyond that salary, while he who works for himself has the entire future development of the business to look to and centre his hopes upon. A man is amply justified in working for himself for less than he'd charge another for his time. Conversely, when he has developed success out of his business, he is entitled to draw a salary vastly in excess of what he would have to pay another to run his business, even if that other be practically more capable than himself.

\$100,000 a Year for Part Time

One very big merchant I know worked himself into huge success beginning with \$500 after a disastrous failure some twenty years ago. With his then "record" it is doubtful if he could have got a job as manager of much more than a popcorn stand. He worked in his own store as only a man bent on success at any cost can work, and he got the barest living out of it himself. But things from the vantage ground of success, he remembered all that, and drew a salary commensurate with his former work. To-day, with a big business he puts in only a few hours a week—when and as he likes—with absences of months at a time, and draws \$100,000 yearly salary which goes into the expense account before his managers can show any profit for the year. It is commonly said that the young men are doing the work; that they are "smarter than the Old Man" and all that; but the Old Man did his share before any of those boys were in business, and he showed his superior metal by the fact that he went into his own business instead of working for others.

Practical Application

Here is another angle: The merchant who does a small business must pay himself much more than he who does a large one, or he could not keep alive. For example, the man who does \$6,000 of business a year cannot live on 1 per cent. or 2 per cent. on his sales; for that would be \$5 to \$10 a month. Even if he slept under the counter, had no family and did his own cooking, the \$10 monthly must be absorbed, figure it how you may, and probably he could not keep covered. But the man who sells \$500,000 annually can take good care of a big family and live in comparative luxury on 1 per cent., and get along better than most of us on ½ per cent.

One big cash grocer I know has three stores and does \$3,000,000 a year. He draws \$12,000, or 4/10 per cent. But, asked what would be a fair salary for a man to manage his business, he said "at least \$3,000," and conceded that probably he'd have to pay \$5,000 to get a really competent man. And you will note that \$5,000 would be 1/6 per cent. on sales. This man's business is one of full service, except credit.

Another cash grocer of the limited service kind, that is, one who neither charges nor delivers, sells \$510,000 in three stores. He draws \$4,200 a year or .8235 per cent.—a little over 4/5 per cent.

A cash grocer who renders the most exacting service permitted by present day customs, except giving credit, does \$260,000 a year and pays himself \$3,000 salary, or a trifle more than 1.15 per cent.

A full-service grocer, whose business is 60 per cent. credit and whose lines are of the finest, does \$75,000 a year and pays himself \$1,500, or 2 per cent.

What Will Government Let You Take?

One of the factors in this equation is limited by what the Government will let you take. One man ended up last year on his old-time plan of drawing a very small salary which varied with his needs—in fact, was only a drawing account. When he made his income returns, he asked what he might reasonably charge off for salary, and the amended figures which resulted saved him \$1,000 of income tax.

From all of this it may be seen that there is hardly any rule, and yet the facts and practices show the practical outworking of a sound theory, that the proprietor of a small business is worth more to that business than it is possible for the owner of a big business to be. Follow it down to the man who runs a small stand all by himself. He wastes nothing avoidable. He does not steal from himself. He fills in every minute of the day in useful work. That is why, though handicapped by limited capital, a small stock and poor location, he steadily works up against the competition of the largest merchants. So he is able to pay himself from 5 to 8 per cent., or even more, on his sales.

The man in the above citations who runs the \$75,000 business and pays himself 2 per cent. on sales, or \$1,500, does so much more in his store than the man who draws \$12,000 on \$3,000,000 sales, that not only is he entitled to the 2 per cent. but might draw 4 per cent., considering comparative practical value. He only keeps it down to 2 per cent. because he can pay living expenses out of

(Continued on page 36)

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

JOHN BAYNE MACLEAN - - - - - President
H. T. HUNTER - - - - - Vice-president
H. V. TYRRELL - - - - - General Manager

THE MACLEAN PUBLISHING COMPANY, Limited

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada.

OFFICES

CANADA—Montreal, Southam Bldg., 128 Bleury Street; Telephone Main 1004. Toronto—143-153 University Ave.; Telephone Main 7324. Winnipeg—1207 Union Trust Bldg.; Telephone 3449.

UNITED STATES—New York—R. R. Huestis, Room 620, 111 Broadway, New York; Telephone 8971 Rector. Chicago—A. H. Byrne, Room 900, Lytton Bldg., 14 E. Jackson St., Telephone Harrison 1147. Boston—C. L. Morton, Room 733, Old South Bldg.; Telephone Main 1024.

GREAT BRITAIN—London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director, Telephone Central 12960. Cable Address, Atabek, London, England.

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

PUBLISHED EVERY FRIDAY

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

Vol. XXXII. TORONTO, SEPTEMBER 20, 1918 No. 38

THE CARLESS SUNDAY

SUNDAY car driving has become a settled habit among the people of Canada, and habits are hard to break, yet in the cities at least last Sunday was almost carless, and the streets had the appearance of 20 years ago, before the automobile had become anything but a novelty. It is a tribute to the people that without compulsion they voluntarily gave up their pleasures for the public good. The need for gasoline has become imperative, and the pleasure cars can save it, and they have done so generously.

THE PEACE OFFENSIVE CHECKED

THE Austrian peace offensive, that was of course generalised from Berlin, has been dealt with, as everyone hoped it would be. Having failed to achieve success the Teutonic Allies are eager to close the matter while they have yet some captured territory to lend them a false appearance of success. They have once again been told that the terms of peace have already been stated. The bully has at last met match and begins to howl. The Allied nations who have gone through four years of danger and difficulty without a whimper will see to it that he has reason to howl. Only so can the world be made a safe and decent place to live in.

A FAIR DIVISION NEEDED

ALITTLE over a week ago the town of Woodbridge, Ont., found itself without sugar. The thrifty housewife with her fruit to be canned found that nowhere in town could a pound be purchased. On that same day when the housewives were engaged in their bootless search, there lay at the station at Woodbridge, consigned to a local bee-keeper, 50 hun-

dred-pound bags of sugar, shipped by a Toronto firm. Now recently a regulation has been passed licensing bee-keepers to purchase sugar for the feeding of bees. That is a just and necessary legislation. Bees must have sugar and the best of it to feed them through the winter. Bees, however, do not any more than humans require that their whole winter's supplies should be furnished them in one glorious meal. Fifty bags of sugar was a year's food, yet it was delivered in one day, while the human consumers of sugar went unsatisfied. The attention of the Food Board has been called to this matter and they are investigating it. It needs investigating. It is the type of foolish mismanagement that can do enormous harm.

WHY THIS WASTE?

TRAVELLERS riding between Hamilton and Toronto on Wednesday of last week on the Grand Trunk Railway noticed large gangs of employees diligently engaged in burning ties. Bonfires dotted the road for miles, as they probably dotted other lines of this and other railroads in different parts of the country. Yet a few miles away people were being turned from the doors of the fuel dealers and some of these same people may a month or so hence be actually suffering and in misery for the need of just such fuel as the railway company was paying high wages to have destroyed. In other years the railways permitted the sectionmen to take the discarded ties, but discontinued this practice because there was a developing tendency as a result to discard ties that had not outlived their railroad usefulness. These are problems to be faced of course, we are not claiming that the argument is entirely against the railroad. But in times like these some other solution than that of destroying the ties should be found. Waste nowadays is a crime. It can be called by no milder term, and the waste of fuel is as serious a factor in this country as is a waste of food.

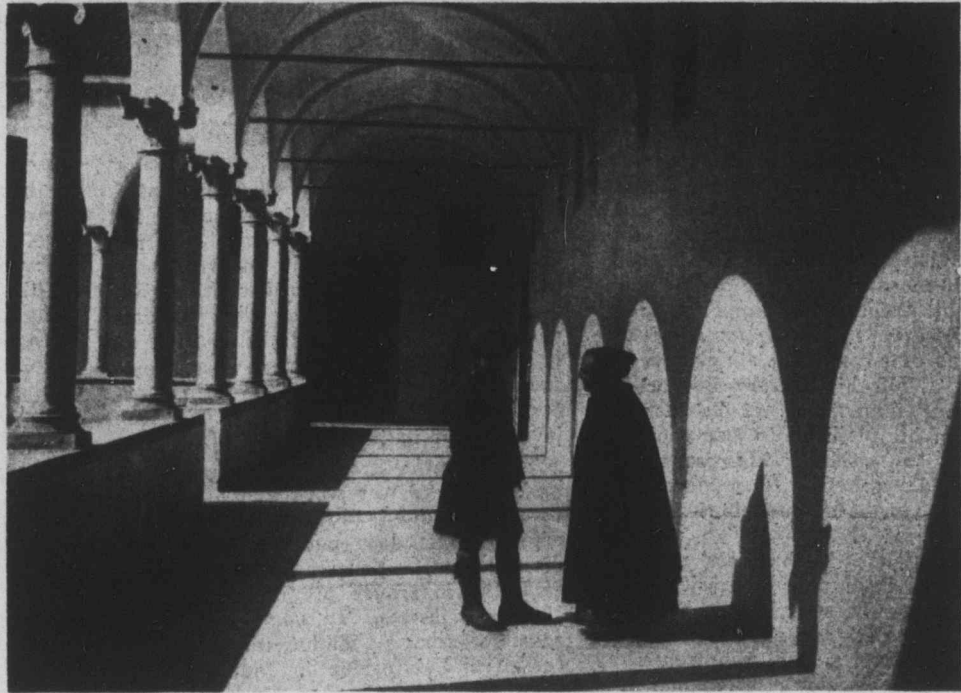
MILK PRODUCT STANDARD WELL MAINTAINED

IN a recent bulletin dealing with condensed, evaporated, sterilized and powdered milk, the Dominion Analyst gives a very satisfactory report on the various samples purchased from all parts of the Dominion. Of 120 samples only three were found to fall below the accepted standard. All of these were from British Columbia. Dr. McGill, is, however, quick to state that this is not a stricture against this province, but a statement of a fact that the present regulations are not suited to a country that spreads over a territory seven thousand miles in width. He suggests the probability of a change in the standard to meet existing conditions. This change would in all probability give a record of 100 per cent. perfection, a record that might well make us proud.

Current Events in Photograph

THE OLD WORLD MEETS THE NEW

In the present war there have been many striking contrasts, but none more so than this scene from somewhere near the Italian front. Here in the quiet cloister the monks meet for a moment the emissaries of the outer world with an evident cordial welcome.



TAINTED FRUIT JAR RINGS

(Continued from page 17)

(Continued on page 36)

who in many instances have readily accepted this suggestion. It is this factor that is the serious one for the handlers of these goods; for that reason the merchant handling these lines should be well posted in the matter, and should be able to convince his customers that it is only a comparatively infinitesimal number of these rings that have been affected, analytical examinations of various other brands of packaged rings having shown an entire absence of any undesirable substance, while even among those sent out by the company whose rings have been found to be affected a very large proportion would be found to be absolutely free from any undesirable characteristic.

Extensive Investigation

As has been stated, extensive investigations have been made. Mr. McGillivray, of the Canada Food Board and Dr. McCullough of the Provincial Board of Health of Ontario have made innumerable tests, all of which have demonstrated the fact that no danger was to be feared from the use of these imperfect rings. In view of these facts the Attorney-General of Ontario, the Hon. I. B. Lucas, has made a statement covering the matter. This statement is as follows:

The Attorney-General's Report

"After a conference between the Chief Officer of Health for the Province and representatives of the rubber company

by which the rings were manufactured, the Dominion Glass Company and the Food Controller, the following facts were adduced:

"Phenol, or carbolic acid, is used in the manufacture of some of the rings supplied to the glass trade. Some 3,000 gross of these rings were placed on the market. In the preparation of the rings in question, .017, or seventeen one-thousandths of a grain of phenol is used in each. In their further preparation the process used is of such a character that even this trifling quantity would ordinarily become evaporated. In some cases it appears that the phenol has remained in the rings, and in the process of preserving may have communicated its odor, which is very penetrating, to the fruit. A number of chemists, including the chief chemist of the board, have given as their opinion that although odor may have been communicated to the fruit in some cases, there is absolutely no danger to the user of the fruit. These views are supported by the fact that the medicinal dose of phenol is one to three grains, while the maximum amount in a ring is only .017 of a grain. Of that the chairman of the Canadian Research Council says:

Only Small Percentage of Phenol

"Traces of carbolic acid were found all right, but the quantity was so small that a humming-bird might have swallowed the whole amount in one of them and not have suffered even a headache."

"Mr. Rogers, government analyst, re-

ported that in the Bracebridge case, while the rings contained a small quantity of phenol, the fruit showed none. The board has evidence in their possession to the effect that a gentleman had jars of all varieties of the fruit complained of and which had an odor of phenol brought to his home and emptied into glass vessels. Of these he partook freely at successive meals without the slightest ill effect, and further, that on exposure to the air the phenol odor rapidly disappeared. For this reason any fruit having an odor of the kind, which is very characteristic, should be exposed to the air. There is no need to destroy it.

"Phenol is commonly used as an internal remedy in the dose already mentioned. The fatal dose is about half an ounce.

Absolutely no Danger

"The Provincial Board of Health, having these facts in view, desire most confidently to assure the public that preserved or canned fruit of any kind showing the odor of phenol may be used with perfect safety."

J. J. McCabe and W. B. Stringer are in New York City where they have gone to confer with the importers of Carlo Pomo lemons as to what action is to be taken in regard to shipment which has reached New York. These are said to be in very bad condition and may represent a total loss.

Persistent Advertising a War Time Necessity

Chairman of Federal Trade Commission Points Out Danger in Policy of Discontinuance or Curtailment of Advertising—Good-will the Most Valuable Asset of a Business—To Relax Now is to Invite Bitter Competition Later

By HON. WILLIAM B. COLVER, Chairman, Federal Trade Commission

DISCONTINUANCE or even sharp curtailment of advertising because of temporary war conditions would seem to imperil the most valuable asset that any business has—namely, its good-will. No more faulty logic can be found than that which would impel a manufacturer to cease building for the future by means of advertising simply because the output of his factory is, for the time being, restricted; or because diversion of his facilities to war work has operated to withhold his goods from accustomed markets. In modern business there can be no sufficient-onto-the-day policy.

In advertising the business man has built up the intangible or spiritual side of his business, if such it may be designated, as distinct from the material side. It is the spiritual side, as represented by good-will, that is slower of growth and that is the more seriously jeopardized by neglect—neglect which could take no more disastrous form than an interruption to advertising.

For example, if I have the requisite capital I can build alongside the plant of the Columbia Graphophone Company a factory equal in all respects to the Columbia manufactory. Assume that I can turn out an instrument comparable in every way to the Columbia product and in equal numbers. Yet I am not even a going concern. I cannot sell that instrument to the public in profitable quantities until I build up the good-will that the Columbia Company has acquired by years of advertising.

Good-will, in my estimation, is far more valuable than the physical property with which it is linked. The physical property is, in a measure, useless without the vitalizing spark of good-will. A soap company's plant might be completely destroyed by fire, and yet the havoc would not extend to the commercial identity represented by the name of their soap. Far from sustaining loss, the good-will inherent in the trade name would, if anything, be enhanced by reason of that trait of human nature which makes the public the more eager to obtain that which is denied to it or which is obtainable only with difficulty.

That, at times such as the present, there should be some hesitancy regarding advertising policy may be because it has never been scientifically determined what proportion of advertising expense is an operating charge and what proportion a capital charge. In my estimation, only a small part, if any, of advertising expenditure is properly

chargeable as a current item of sales expense; but is, rather, when translated into terms of good-will, a permanent investment and hence a capital charge. Given this conviction, it must appear quite as short-sighted to discontinue advertising merely because the war has momentarily interrupted distribution as it would be deemed unwise of a manufacturer to junk a portion of his factory equipment because there had been interruption to its use.

The manufacturer who has converted his factory to war work and has therefore interrupted the production of his original line, does not tear down and discard his expensive machinery to save the insurance premiums or other similar expenses. It would be just as sensible for a manufacturer, whose commercial integrity is founded upon advertising, to abandon his advertising campaign in order to save the carrying charge on his greatest asset—good-will. Many "Sales" Made Long in Advance

Not the least of the considerations, certainly, that argue for the continuance without interruption of the advertising of all the concerns that will come back after the war, is that sales are in reality made long in advance of the actual transaction that we commonly refer to as the "sale." This will be especially true in the war period.

For example, I have no doubt that, even under the normal pre-war conditions, thousands of persons who did not possess a musical instrument were sold on, say, the Chickering piano. They might be without means for the time being to carry out their determination to own a Chickering, or there might be other deterring reasons—for instance, a family might be planning removal to a new home, and therefore disposed to postpone purchase. The underlying fact in each such case is, however, that the prospect had absolutely made up his or her mind to some day own a piano and had come to the conclusion that the piano when it is purchased will be a Chickering.

Such anticipatory sales may not be precisely on a plane with transactions where an initial payment has been made, but certainly they do have a real value, and are a part of the intangible assets of the business. For the maintenance of such an asset, however, it is essential that there be reiteration and reminders in the form of continuous advertising that keeps alive the interest and the conviction of the prospect once won. Otherwise a competitor, with re-

peated well-told selling talks, will effect the mental sale and hold it. It would appear that the opportunities for thus, in effect, making sales for future delivery must be especially favorable during the war, when the barrier to immediate consummation of the trade is likely to be found not in lack of purchase price, but in inability to obtain delivery of the goods.

Seemingly the prospect who is converted by advertising under such circumstances is likely to be especially firm in allegiance. I fancy I hear him saying: "I may not be able to get Wesson's Oil now, but when I can get it I am going to have it." The more rapid turnover of money that has come to a considerable portion of the population incident to the war period is bound to encourage the planning in the present for purchases that will be made in the future, when stocks of goods again become available. I imagine I can hear many a citizen reasoning somewhat in this wise: "I have always wanted that set of Dickens or that Pianola, but I put off making the purchase, and now I can't get them. However, you can bet that as soon as we get out of this war mess I am going to act without delay and before anything else occurs to interfere."

Persistent Advertising is Insurance

There is scant justification, it would seem, for the misgivings of the advertiser who is prone to allow his investment in good-will to go by default merely because he suspects that popular demand or the conditions of distribution may undergo some radical change after the war. If a business man is basing his expectations upon an unworthy product he might as well abandon it at once and for all. For the manufacturer, however, who has faith in his product there is every reason to have faith in the future and every incentive to take out insurance in the form of persistent advertising.

The form that this war-time advertising can take to best advantage is a question for the judgment of the experienced advertising men, who are familiar with the business interests whose good-will is to be safeguarded. The copy may take the form of good-will advertising, so-called. It may be explanatory of the Government demand, which curtails civilian supply. Again, it might specifically aim at creation of after-the-war demand. If the responsibility were mine I believe that I would be tempted to try, in the present predicament, what might be termed

tantalizing copy—messages that would provoke the Damn-the-Kaiser sentiment on the part of Americans temporarily deprived of articles on which they are, if anything, more solidly sold than ever before.

Dominating the minor considerations of ways and means is the big idea that an advertiser is justified, in the face of suspended animation, commercially speaking, in doing everything within his power to sustain his commercial integrity and preserve his commercial identity. Let the corporation with such an asset use its surplus, employ its undivided profits, or even borrow money to protect, by means of consistent and insistent advertising, that invaluable intangible asset—good-will, which is the one thing that cannot be bought out of hand after the war.

They told me when I was a youngster that "even the Lord can't make a two-year-old calf in a minute." Big advertising spreads after the war will meet equally big spreads. Business will bid for public attention and interest on a bull market. The purpose will be to put a punch into the good-will that has gone flabby. The man who goes into that contest with a public attention and interest which he has never allowed to relax will go in with his good-will trained to the minute. He will win.

U.S. CHOCOLATE AND COCOA MANUFACTURERS GIVE UP USE OF TIN CANS

Chocolate and cocoa manufacturers of the United States have signified their willingness to effect substantial savings in tin and steel by packing their products in containers made of other material, as set forth in resolutions adopted by the Committee of Cocoa Bean Grinders and Consumers, in conference with the Food Administration.

Manufacturers will adopt new containers not made of tin or any other metal as soon as present stocks are used up, which must not exceed a period of five months at most, according to the resolutions. These containers will be square or oblong, instead of round, to save packing space.

Size Range Limited

It was further recommended that cocoa and chocolate, sweetened or unsweetened, in powdered form, shall be put up in packages not smaller than one half pound, or in packages of 1, 5, 10, 25, 50, or 100 pounds, and barrels and cases. This eliminates certain sizes and will effect a saving of labor and material.

BLYTH PROVISION HOUSE CEASES BUSINESS BECAUSE OF FOOD BOARD REQUIREMENTS

McMillan & Co., who for several years past have conducted a produce business in Blyth, Ont., have discontinued business. They give as the reason the large expenditure that would be necessary in order to meet the requirements of the Food Act, by stocking many lines of substitutes not now carried.

LETTERS TO THE EDITOR

THE QUESTION OF BAD EGGS

Editor Canadian Grocer:

I notice in the daily press that two of our large produce commission firms have been punished for not charging back the proper percentage of bad eggs and I understand it is the intention of the framers of this law to charge it back to the retail merchant, of course always the retail merchant. Everything is done to make things just as pleasant for the merchant as possible.

Now in all reasonableness and fairness I would like to ask who should be punished or made to pay for a bad article, but the one who first sells it. The owner of the hens, whoever he or she may be.

If all this loss were charged back to the merchant, in my case it would mean either I would have to engage an expert to candle eggs as our present staff could not take the time as eggs always come in at rush hours and the customers are always in a hurry to be waited on or else we will all have to reduce the price to make allowance for the bad ones.

And that, Mr. Editor, will be the plan adopted by buyers all over the country.

Which means a loss to the honest person who brings No. 1 eggs to the market because some will persist in bringing in any kind of eggs, good or bad. Now I don't believe in criticising unless you have a remedy to offer and my idea of the proper way, and the only way, to handle the bad egg business is for the government to compel every individual who sells eggs to procure a rubber stamp with their number and have it registered and make them stamp every egg they sell and make every producer and dealer sell every week. The merchant always does, and if eggs are gathered regularly every day and stamped and got to market every week and not allowed to stay in the nests for the hens to sit on them for three or four days and they don't bring in the nests of eggs they find in the grain fields or the corner of the fence that have been there for a week or two there will be no stale eggs. And when the number is on them the blame can be placed where it belongs. Some may say it cannot be done but it is being done now by the egg circles in our district and it is the only way to give each producer what he should get and not put the blame for one person's dishonest act upon another. Thanking you, yours respectfully, G. L. Luery,

General Merchant, Sterling, Ont.

THE FOOD BOARD AND THE RETAILER

Editor Canadian Grocer:

Mr. Thomson's Board has certainly been criticized fully by the press and public but thanks are due him from the

retailers for many little things that were at first overlooked. A local paper contains the following: "Persons who have relatives or friends in wholesale grocery houses are no longer able to get supplies at wholesale prices by buying through them. This has been stopped entirely." The newspaper does not tell the public that the Food Board prohibits them from selling any person who has no license. And again from the same paper: "As a result of investigation by a representative of the Canada Food Board that a wholesale house in a certain Canadian city that has had a wholesale and retail license has now lost their wholesale license." This concern was always understood by the trade to be a subsidiary to one of the leading grocery houses and was used to work off goods on the consumer as a wholesale house. Now they will have to sail under true colors, thanks to the Food Board. For years the post-office employees, police and several factories have been supplied by these people at jobbers' prices. Recently, when the employees of a large clothing firm wanted their usual supplies, they were told that as they were not licensed they could not have the goods. The employees reported this to the office of the clothing firm who wrote to the president of the Retail Grocers' Association disclaiming all knowledge of what their help had been doing and regretting that the dignity of their firm's name had been so lowered by the action of their employees. If the retailers have any trials and tribulations that they want to get off their chest, I think they should report them to the Food Board.

C., Hamilton, Ont.

BORDER CITIES R. M. A. MEET

At the recent meeting of the Border Cities R. M. A. held at Windsor, Ontario, a very enjoyable and profitable evening was spent. Among the speakers were D. A. Brown of the "Alsopure Ice Co., Detroit, and W. C. Kennedy, M.P.

NO MODIFICATION OF APPLE EXPORT EMBARGO

A definite announcement is made by the department of agriculture that there is no possibility of removal or modification of the embargo on the shipments of apples and other fruits to Great Britain until shipping conditions change for the better.

"Every foot of available steamship space," says the department, "is required for the transportation of men, munitions and food. The Canadian apples as well as many other articles of food are not considered essential, and until shipping facilities are in a much more stable condition than at present all efforts to modify the apple embargo must be futile."

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

Maritime

Grocery dealers in this province are complaining of the difficulty experienced in securing stocks. Few orders are filled in full and stocks in many lines are depleted.

S. M. Jones, of the Food Controller's office, has been touring New Brunswick conferring with wholesale and retail grocers regarding the sale and use of flour substitutes. During his trip it was pointed out to him that the prices fixed by the Government for sales to the consumers were actually less than the figures for which the substitutes could be purchased. Mr. Jones promised to submit a full report on the matter to the department.

Quebec

Joseph Etienne Pelland, grocer, Montreal, has been registered.

David McAllister of Chute à Blondeau was in Montreal this week.

C. Ritz, Eastern manager of Robin Hood Mills, was in Ottawa this week.

J. E. Pollard, manager of the Quaker Oats Co.'s Montreal office, returned from his holidays.

W. B. Davies, Canadian general manager for Thos. J. Lipton, was in Montreal during the week.

Joseph E. Legault, Montreal, has been registered under the name the Royale Cremerie & Epicerie.

Thomas Katz, Montreal, has been registered under the firm name the Lagachetiere Meat Market.

Delle Olympe Cardinal & Oscar Leduc-Montreal, have been registered as the Westminster Meat Market.

Hanson Mady and Trak Mady, Grimsby, have been incorporated as a general store under the firm name H. & T. Mady.

W. H. Halford, managing director of the Meiji Trading Co., Montreal, was in Toronto and Western Ontario points for a couple of weeks.

The many friends of Walter Paul, Sr., veteran Montreal grocer, will be sorry to learn that he is suffering from the effects of a recent fall at his home. Latest reports to CANADIAN GROCER indicated improvement, and it is hoped that Mr. Paul will be enabled to resume his active interest in the business in the near future.

Ontario

J. Lyle, Hamilton, has sold to P. G. McFerian.

F. B. Utting, Toronto, has sold to G. R. Stacey.

Fanny Hamster, Toronto, has sold to Clarke & Stone.

F. B. Beckles, pork and provisions, Toronto, has sold out.

Wm. Dixon, Toronto, has been succeeded by M. P. O'Connor.

Rennie E. Kemp, Trenton, suffered loss in a fire that recently visited the town of Trenton.

The stock of W. R. Dawson & Co., general store, Petrolia, has been purchased by R. Sturrett & Co., Petrolia.

W. J. Quinn who for a number of years has carried on a confectionery and baking business in Thessalon, Ont. has added a grocery department to his store.

R. H. Percy has opened a new grocery store at the corner of Main and Mill streets, Smith's Falls. The business will be conducted on a cash and carry basis.

F. W. Young of Seeley's Bay, Ont., has purchased the premises in Tecumseth ward, Picton, recently owned and occupied by Mr. S. E. Vanhorn as a bakery and general store, and will conduct a dry-goods and grocery business there. This property was formerly owned by Mr. E. F. Case. The building is centrally located for the trade of that part of the town over the bridge and is most suitable for the purpose for which Mr. Young has purchased it.

Western

John Hanna, Calgary, Alta, has sold out.

F. Whitwell, butcher, Bounty, Sask., has sold out.

W. E. Heard & Co., Saskatoon, Sask., have sold out.

Stephen Horymyk is opening a general store in Vegreville, Alta.

John R. Eaton, butcher, Springwater, Sask., has discontinued business.

Samuel Kelsey, Edmonton, has been succeeded by J. T. McCreath.

S. S. Meloff, general store, Mikado, Sask., has been burnt out.

Stear & Lax, grocers, Brandon, Man., have dissolved partnership.

McCallum & Bell, butchers, Central Butte, have dissolved partnership.

B. Welch, general store, Laird, Sask., has been succeeded by Max Weeke.

W. T. Dixon, butcher, Glenavon, Sask., has been succeeded by Geo. Ransom.

H. E. Williams, Buchanan, Sask., has been succeeded by Stouloff & Berzovsky.

The Polish Cooperative Association, general store, Coleman, Alta., has sold out.

Fairfield & Garfin, Ltd., general store, Minburn, Alta., has discontinued business.

Tweed & Co., general store, Gull Lake, Sask., have been succeeded by J. O. Hambly.

The partnership of Davies & Daniels, confectioner & grocer, Zealandia, Sask., has been dissolved.

Letters of incorporation have been granted to the Houghton Trading Co., Ltd., Houghton, Ont.

Fruitland, Ltd., 172 Osborne street, Winnipeg, have sold their stock and fixtures at this address to Mike Brokofsky.

The Bayard Trading Co. general store, Bayard, Sask., has sold its coal shed and coal and hardware stocks to the Western Canada Saw Mill Yards.

COBOURG AND ALNWICK FALL FAIRS CANCELLED

The directors of the Cobourg Central Exhibition have now decided to cancel the Fall fair, which was expected to have been held on Oct. 1 and 2. This is owing to war conditions and also to the holding of the big tractor demonstration in Cobourg.

The directors of Alnwick Agricultural Society have also decided to postpone their annual fair held at Roseneath until September, 1919.

NEW WHOLESALE GROCERY FIRM FOR MONTREAL

Montreal is to have a new wholesale grocery firm. This will be known as Pinard Pierre and Grenier Limited. It is the firm's intention to use commodious premises at the corner of Mount Royal and Mountain Streets. This will be a convenient location for the north end district of Montreal.

Both Mr. Pinard and Mr. Pierre have been employed, it is understood, by the wholesale grocery firm of Hudon Hebert and Co.

QUEBEC GROCER SUFFERS BY FIRE

Early Saturday morning fire broke out on Richardson Street, Quebec. Despite the prompt arrival of the fire brigade, before the flames could be controlled the fire had spread to the grocery store of J. B. Gobeil. The actual damage by fire to the store was comparatively limited, but the damage by water was severe. A large quantity of goods owned by Mr. Gobeil and stored in a nearby outbuilding were completely destroyed by fire.

U.S. PROHIBIT COMBINATION SALES

The United States Food Administration prohibiting combination sales has been amended effective September 1, 1918, making it applicable to combination sales of sugar and cornmeal.

Hereafter the only combination sale permitted will be the combination of wheat flour with one or more wheat flour substitutes as prescribed by the Wheat Conservation Rule.

U. S. WHOLESALERS AGREE TO CONSERVE TIN

Wholesale grocers of the United States promised their heartiest co-operation in saving tin, steel, and paper by changes in methods of packing foodstuffs, after a conference of Food Administration officials and a representative committee of the National Wholesale Grocers' Association.

Elimination of odd and small sizes in tin containers, doing away with wasteful practices and conservation of labor, were suggested as means by which the wholesalers can serve the national interest. Tea, coffee, spices, baking powder, and other products were discussed as possibilities for packing in nonmetal containers.

SERIOUS HARM IN UNREASONABLE PRICES

A wire from important Pacific Coast interests stated that \$12 had been offered to growers for new lima beans. These offers, it was declared, came from a few irresponsible parties with less than a dozen cars available for shipment. It was offers, it was declared, came from a few weeks until more limas were harvested, thereby lowering the price a dollar or two a hundred. The present price was denounced as "positively foolish and harmful."—*The Canner*, Baltimore, Md.

U.S. GETS LARGE PERCENTAGE OF AVAILABLE TIN

Two-thirds of the pig tin supply of the world is to be received by the United States under a pooling arrangement made at a recent conference at London between representatives of this country, Great Britain, France and Italy. This was announced by the War Industries Board, which said that all shipments of pig tin and tin ores to this country will be consigned to the American Iron and Steel Institute, which will distribute it at regulated prices to the consumers.

Quotations of pig tin already have fallen fourteen cents a pound since the pooling agreement was entered into, the board announced.

BIG SURPLUS CANADIAN PEAS

That there is a large surplus of Canadian peas was intimated to CANADIAN GROCER this week by a large dealer in this line, and one who makes a specialty of them. He estimates that there are at the present time in the hands of Ontario and Quebec dealers fully 150,000 bushels, and that, with a large yield for the present season probable, there will be a greater quantity in the market than for some time. He also estimates that there will be a considerable loss if the demand is not soon accelerated, for peas do not keep well for a long period. It looks as if the markets would reflect this condition, unless the demand increases materially.

Khediye Farmers Supply Co., general store, Khediye, Sask., has been succeeded by Sam Cohan.



Private Hinson Walton, who was employed with Samuel Irons, retail grocer, in West St. John, N.B., before enlisting, has been reported suffering from gunshot wounds in the right leg.

Corporal Henry T. Ward, who has been admitted to a hospital at Letreport suffering from gunshot wounds in the left leg, was employed with Cheyene & Company, retail grocers, St. John, N.B., before going overseas.

George Bastin, formerly employed as chauffeur with A. L. Goodwin & Company, St. John, was killed in action on August 8, when the Canadian advance began. Mr. Bastin, who was thirty-five years of age, is survived by his wife and three children.

Pte. Henry A. Stotts has been wounded by gunshot in the left foot, according to a recent report. He went overseas with the C. M. R. in 1915, and has been wounded twice. He is a native of Canada, and was employed by the Christie Brown Co., Toronto, before enlisting.

Robert Imrie, 306 Crawford street, Toronto, has received information that his son, Pte. F. H. Imrie, has been gassed in the recent severe fighting. Private Imrie enlisted in January of this year, and went overseas soon afterwards. In June he went to France with reinforcements for the 20th Battalion. Before entering the service he was a grocer in Toronto.

Pte. Joseph Durand, whose parents reside at 228 Munro street, Toronto, is officially reported as admitted to No. 22 General Hospital, Camiers, suffering from shell gas poisoning. He enlisted with the Sportsmen's Battalion in October, 1916, and has been 18 months in France. He was born in Belleville, Ont., 22 years ago, and before enlisting was employed by the Wm. Davies Co., Toronto.

Word has been received recently that Captain C. Ross Cameron, of Peterboro, Ont., son of John A. Cameron, of the Perkins-Ince Company, Toronto, had been killed in action in the recent fighting. Capt. Cameron was a native of Peterboro, a graduate of the Peterboro Collegiate Institute, and was at the head of the office staff of the Wm. Hamilton Company, Peterborough, before his enlistment.

Lieut. A. B. Cameron, of Moosejaw, Sask., who left as a sergeant in the 179th battalion, has been reported wounded. He was an instructor at Digate Camp while in England, leaving there for France as a private. He regained his stripes on the field and for meritori-

ous work was awarded the Military Medal and recommended for a commission, which he took out last winter. Prior to enlistment he was a traveller for the Robin Hood Company, of Moose Jaw.

Pte. Edwin J. Alexander received gunshot wounds in the left hand and leg, according to advice received. He was born in Wales, and came here at the age of 19. Previous to enlisting with the 208th Irish Fusiliers he was with Swan Bros., grocers, on King street, Toronto.

Pte. Vernon Dowson, son of R. Dowson, retail grocer, 234 Queen Street W., Toronto, is serving at the front. He was born at Johannesburg, South Africa, and came to Toronto in 1913. He then attended Jarvis Street Collegiate, enlisting from that school in 1916 with the 201st. He transferred to the 198th and subsequently left England for France in March of 1918 with the 2nd C. M. R. He became attached to the 75th, with which battalion he has served until transferred on August 22nd to the R. A. F. He is just twenty-two years of age.

PROMINENT N. B. MERCHANT PASSES

Timothy Collins, a Lifelong Resident of St. John and Well Known in the Wholesale and Retail Trade, Passes Away at a Ripe Age

In the death of Timothy Collins, St. John lost one of the outstanding figures in the grocery business. Mr. Collins, who had reached a ripe age, had for many years been one of the most prominent citizens and had taken an active interest in public affairs.

Born in Ireland, Mr. Collins came to St. John while an infant with his parents and had resided here all his life. Early in life he entered the wholesale grocery business, and for the last thirty-two years has done business at the same stand in North Market Street. His devotion to business, his sound judgment, and keen enterprise had won him a large measure of success and he had accumulated a considerable fortune.

As chairman of the St. John Board of Health, Mr. Collins had displayed great interest in matters relating to the public health.

In recent years Mr. Collins had been active in the affairs of the Knights of Columbus and had been chiefly instrumental in securing for them the fine club house they now occupy. He had also been active in the C. M. B. A. and had assisted in organizing the Y. M. C. A. and has taken an active interest in the work of this organization. He was a past president of the F. M. A. and had also been associated with the New Brunswick Temperance Union.

Throughout the city Mr. Collins had many friends and his funeral was an impressive tribute to the place he had held in the respect and affection of the community.

Enquiry Department

WHEN you become a subscriber to **CANADIAN GROCER** this is part of the Service you buy. We are glad to be of any assistance to our readers and enquiries are solicited. Cut out the coupon at the bottom of page, fill out and mail to us if you want to know where to buy a certain product, agents for any particular line, manufacturers of a special article, etc.

TWENTY MILES FROM A STORE

How much flour may be sold to a farmer who lives 20 to 25 miles from town for his winter's supply?

BROMHEAD TRADING CO.,
Bromhead, Sask.

Answer—There is no legislation on this point. For a person living ten miles from a store it is permissible to sell 120 days' supply. We think it is a reasonable interpretation of the spirit of this regulation, however, that if this party is so located as to be upwards of 20 miles from a store, that you might sell sufficient quantities to meet his needs for any length of time that he may be out of reach of the store.

* * *

FARMER WHO HAS GRAIN GROUND MUST BUY SUBSTITUTES FROM MILL

From whom can I buy Liverpool coarse salt? When a farmer takes his own wheat to be ground does he have to take 25 per cent. of substitutes?

A. M. SHEPPARD,
Fergusons Falls, Ont.

Answer—Liverpool salt is an English product very difficult to obtain at the moment. Try Barrett Stewart, Montreal, the agent. 2. Yes. Under a new ruling operative Sept. 6, the farmer who has his own wheat ground at the mill is under the same category as anyone making a direct purchase. He must take one pound of substitute flour with every four pounds of flour. It is to be noted, too, that bran and shorts are not considered as substitutes.

* * *

THE HARVARD SYSTEM

Will you kindly send to my address a copy of the "Harvard System" of accounting, and oblige

JAMES J. MORLEY,
Sydney, N.S.
GLEN E. WILSON,
Centreville, N.B.

Answer—The Bureau of Business Research, Harvard University, Cambridge, Mass., have notified us that owing to the increasing cost of paper, the Bureau has imposed a charge of 50 cents on their publications. The Bulletin dealing with the retail grocery business is No. 3.

* * *

MAKERS OF HORSE BLANKETS AND COVERS

Will you kindly give me the names of the manufacturers of horse blankets and covers in Canada, also the names of some American manufacturers of the same?

THE NATIONAL BROOM & BRUSH CO.,
Montreal.

Answer—The following list of manufacturers will probably be of service:

Horse Blankets—B. F. Ackerman, Son & Co., Peterborough, Ont.; Adams Bros. Harness Manufacturing Co., Toronto; the B. & M. Manufacturing Co., Edmonton, Alta.; S. H. Burbidge, Ottawa; Brook Woollen Co., of Simcoe, Ltd., Simcoe, Ont.; A. E. Brubacher & Co., Baden, Ont.; Burlington Windsor Blanket Co., Toronto; J. Darch & Sons, London, Ont.; Gananoque Harness Works, Gananoque, Ont.; the Glen Woollen Mills Co., Ltd., Glen Williams, Ont.; Gourcock Ropework Export Co.; the Great West Saddlery Co., Ltd., Winnipeg, Man.; Heney Carriage & Harness Co., Montreal; S. Jeffrey & Son, Port Perry, Ont.; Jas. Tolley & Sons, Ltd., Hamilton, Ont.; Lamontagne, Ltd., Montreal; Magog Woollen Mills, Sherbrooke, Que.; J. Pickles, Winnipeg, Man.; Reiner Bros. & Co., Wellesley, Ont.; the Slingsby Manufacturing Co., Brantford, Ont.; Smart-Woods, Ottawa; Robert Soper, Hamilton; Samuel Trees & Co., Toronto; Trees Spriggs Co., Winnipeg, Man.; Turber Beeton & Co., Victoria, B.C.; J. J. Turner & Sons, Peterborough, Ont.; J. Walshaw & Sons, Bolton, Ont.; Watchorn & Co., Mer-

rickville, Ont.; Woodbridge Rudd Harness Co., Ltd., Toronto.

Covers—Bromley & Hague, Ltd., Winnipeg, Man.; Canadian Consolidated Rubber Co., Ltd., Montreal; Mattress Co., Edmonton, Alta.; Finnie & Murray, Winnipeg, Man.; the Guelph Oiled Clothing Co., Guelph, Ont.; H. Horton & Sons, St. John, N.B.; John Leckie, Ltd., Toronto; Merchants Awning Co., Ltd., Montreal; the D. Pike Co., Ltd., Toronto; Raymond Bros., Ltd., London, Ont.; Thomas Sonne, Sr., Montreal; Scythes & Co., Ltd., Toronto; Robert Soper, Hamilton, Ont.; Tobin & Sons, Ottawa; Tower Canadian, Ltd., Toronto; J. J. Turner & Sons, Peterborough, Ont.; Woodbridge Rudd Harness Co., Ltd., Toronto.

American Manufacturers—United States Tent & Awning Co., 28 Desplaines St., Chicago, Ill.; A. J. Tower, 24 Simmons St., Boston, Mass.; L. M. Meyer Co., Springfield, Mass.; American Commercial Corp., 356 Broadway, New York City; Canton Tent & Awning Co., Canton, Ohio; Cleveland Akron Bag Co., 46th and Perkins Ave., Cleveland, Ohio.

* * *

SELLERS OF HONEY

Kindly give us the names of any parties from whom we can buy comb or extract honey.

WOODMAN & McKEE,
Coaticooke, Que.

Answer—Honey is as yet very scarce. Supplies, however, can be secured from the following: Gunn Langlois, Ltd., St. Paul Street, Montreal; Smalls, Ltd., 101 Parthenais St., Montreal; Canada Maple Exchange, 344 Delorimier Ave., Montreal, and from wholesale grocers, the Bowes Co., Toronto; Gunn's, Ltd., Toronto; Whyte Packing Co., Toronto; White & Co., Toronto.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers

INFORMATION WANTED

Date.....191...

Please give me information on the following:

Name

Address

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

LAATEST advices at hand are to the effect that the Allied Purchasing Commission demands in salmon all the sockeye and red springs pack, along with 75 per cent. of the pinks and cohoes. The remaining 25 per cent. of the last two, along with chums, are to be left for civilian trade in Canada and Australia. The outlook is that this arrangement will stand, though an effort to have at least a small percentage of the better grades held for Canadian trade is being made.

The United States Government has notified the trade that they will require the entire crop of Oregon prunes, in sizes 50-60s, 60-70s, 70-80s and 80-90s. This will leave only 30s and 100s, with perhaps about 30 per cent. of 40s, for civilian use, and Canada will have to be content with having prunes of these sizes for her civilian trade. Similar commandeering of the California prune crop occurred some time ago, so no better assortment of sizes can be looked for in that quarter.

A wire just to hand from California states that terrible damage has been done the new crop of prunes on account of the unseasonable and extremely heavy rainfall in producing districts. The crop is said to be very seriously damaged.

The Government has advised importers that licenses for the importation of Malaga raisins will not be granted. There was some hope expressed two or three weeks ago that some shipments might be allowed in, but the Government has definitely decided against this course.

An embargo has been placed on the further import of tapioca to Canada. The Government indicates that no further permits to bring in will be granted, which means present stocks will have to take care of the trade. Spot stocks are pretty well cleaned up, and are in strong hands.

MONTREAL—Grocery markets in Montreal are taking on a gradually improving outlook as far as activity is concerned. There is one thing confronting jobbers which causes more concern, and that is the matter of securing supplies. As one large jobber stated to CANADIAN GROCER this week: "The luxury list is getting very small, and we have little to sell that could be so classed; the people have to be satisfied with regular and more staple lines. Price changes are mostly of an advancing nature, and include sugar, sugar crystals, cotton rope, chicory, salmon, soaps, sal soda, gelatine, olives, coffee, and knife polish.

Declines are made for wrapping paper and paper bags, package rolled oats, canned tomatoes, catsup and spaghetti. Rice was marked down slightly.

TORONTO—New prices have been set on Government standard wheat flour which shows an advance of 55c per barrel over figures prevailing last year. This is due almost entirely to increased freight rates recently put into effect, and the same is true of mill feeds, which are up \$2 per ton over prices effective last year. Government standard corn flour, consisting of 75 per cent. of yellow and 25 per cent. of white corn, is now being offered in liberal quantities.

Brazil coffee has stiffened somewhat in sympathy with markets at primary points, and it is intimated that spot stocks are becoming pretty well depleted. Fine teas are still scarce, and the market very strong.

There is a possibility that some Spanish olive oil may reach this market. The Government of Spain recently lifted the embargo for the balance of the year, and importers are exerting every effort to secure bottoms to bring some shipments over.

Sugar is still scarce, and advances of from 25c to 40c per 100 pounds have been made by the majority of refiners delivering sugar.

WINNIPEG—Jobbers are still experiencing considerable difficulty in obtaining sugar from the refineries. The B.C. refineries declare that they cannot fill any more orders for shipping to Regina. In the past, these refineries looked after the biggest part of Saskatchewan's orders, and it will now cause a still further burden to be thrown on the backs of the Eastern refineries. This will cause an additional shortage. Eastern refineries report that they will be able to fill more orders now than for the past four weeks.

Wholesalers declare that they expect a drop in the price of white beans in the very near future. The new crop is expected on the market very soon, which will send the price of the commodity down considerably.

The tea market has been very firm all week, and prices are expected to advance before long.

All lines of jam are very firm and a number of lines are expected to advance before long. Jobbers seem to agree that jam is a good buy at the present price.

QUEBEC MARKETS

MONTREAL, Sept. 18.—Changes in grocery markets are more numerous this week and most of the alterations indicate advances. This is a condition that gives promise of continuing, for it is harder to get supplies from week to week. Trade is fairly good.

Bottle Prices Advance; Will Affect Essences

BOTTLES, ESSENCES.—There has gradually come about such a change in the price of bottles of various sizes that essence jobbers and makers feel that they will have to ask more money for essences than the present prices call for. Bottles, they assert, are costing from 25 to 75 per cent. more than they did before the war and that any increases made in the meantime have not been commensurate with the added costs to them of containers.

Advances For Sal Soda, Olives, Gelatine, Soaps

VARIOUS LINES.—Increases are in effect this week for sal soda. The new prices are \$2.20 to \$2.25 per 100 lbs.—a slight increase. Libby's olives are advanced 5 per cent. Comparative prices are as follows: 8 oz., \$2.25 per doz.; 10 oz., \$2.40, and 16 oz., \$3.25. Gelatine in the 12 1-lb. size is up 30c per case to \$1.50. This was definitely predicted tendency in CANADIAN GROCER of August 30. Soap, in standard makes, are advanced 25c per case by some jobbers, the present price being \$7.50.

Further Advances Made By Sugar Refineries

SUGAR.—Several of the refineries have remarked their prices on refined sugars and those making changes are the Atlantic Sugar Refining Co., which has advanced to the basis of \$9.35, and Acadia and Dominion, which are selling at \$9.50. This makes three prices again for sugar, \$9.50 by three refineries and \$9.35 for one, while the Canada Sugar Refining Co.'s price is unchanged at \$8.75. The situation is more than difficult, as far as supplies of raw sugar are concerned and the refineries have had to work on shortened hours, some of them operating about half the time. It is not improbable that there will be further advances in the market and refiners are not counting on the future to any extent. Rumors have stated that the price for raws was fixed in the States, but these are given as premature, refiners state.

Atlantic Sugar Company, extra granulated sugars, 100 lbs.	9 35
Acadia Sugar Refinery, extra granulated	9 50
St. Lawrence Sugar Refinery	9 50
Canada Sugar Refinery	8 75
Dominion Sugar Co., Ltd., crystal granu-	

luted	9 50
Special icing, barrels	30-9 40
Icing (25-lb. boxes)	60-9 80
Icing (50-lb. boxes)	50-9 60
Diamond icing	9 10
Yellow, No. 1	8 90-9 20
Yellow, No. 2 (Golden)	8 70-9 00
Yellow, No. 3	8 60-8 90
Powdered, barrels	9 20-9 30
Paris lumps, barrels	8 85-10 20
Paris lumps (50-lb. boxes)	9 65
Paris lumps (25-lb. boxes)	9 85
Crystal diamonds, barrels	10 25
Crystal diamonds (boxes 100 lbs.)	10 50
Cut loaf (50-lb. boxes)	10 50-10 60
Cut loaf (25-lb. boxes)	10 70-10 80

NOTE.—Some are not refining icing or powdered sugars in view of Food Controller's wishes.

Cotton Rope Higher; Also Sugar Crystals

COTTON ROPE, SUGAR CRYSTALS.—Advances are again made in the price of cotton rope. This approximates 4c per lb. and the new prices are: for ¼ to 3-16, 69c, and for larger than 3-16ths, 68c. Raw Jamaica sugar crystals are advanced again, the new quotation being half a cent higher to 8c lb. Wellington knife polish is raised from \$2.25 to \$2.40 per doz.

Declines in Bags And Wrapping Paper

WRAPPING PAPER AND BAGS.—A slight decline has been made effective in the price of various paper bags and wrapping paper. Grey brown is down ¼c to 5½c per lb.; manila wrapping is down ¼c to 6c; heavy kraft paper bags are lower through a change of the discount from 25-27½ per cent. and ordinary paper bag discount is now 35 per cent. and was 30 per cent.

Canadian Chicory Up; Spaghetti, Catsup Down

VARIOUS LINES.—Chicory scored an advance this week of 5c per lb., the Canadian variety being quoted by the jobbing trade at 40c per lb. Clark's spaghetti in tomato sauce with cheese is lower, the half-pound size being \$1.40 per doz.; 1 lb., \$1.90, and 3 lb., \$3.35. The former prices respectively were \$1.65, \$2.15 and \$3.50. Clark's catsup is somewhat lower. Eight ounce is now \$2.20 per doz.; 12 oz., \$2.75, and 16 oz., \$3.40. This is a decline of 5c each on the two first named and of 10c on the latter.

Tomato Price May be \$1.50 to Jobbers; Fruits Steady

CANNED GOODS.—The delay in announcing new pack tomato prices has been again, deferred owing to recent weather conditions and other factors. It is expected that there will be an early announcement. Independent packers have been naming a price of \$1.70 per dozen on "three's" and this is somewhat under the Association's prices. Some of the trade expect that there will be a

split between the present temporary price of \$1.80 and \$1.50 f.o.b. factory, probably around \$1.65, to be finally decided upon. In the meantime there is a softer tendency and with a good pack in prospect it is expected there will be a more favorable basis than was thought of a while ago. Salmon will undoubtedly be scarce and jobbers who have stocks are in a position to take care of a somewhat good demand that obtains from the trade. There is a good surplus of fruit of various kinds in some of the jobber's hands from last season. An advance of 15c per doz. in "Chum" salmon is made.

Salmon Sockeye—	
"Clover Leaf," ½-lb. flats	2 45
Sovereign, 1-lb. flats	4 50
Do., ½-lb. flats	2 30
1 lb. flats	4 62½
1 lb. talls, cases 4 doz., per doz.	4 50
½ flats, cases 8 doz., per doz.	1 50
Chums, 1-lb. talls	2 25
Pinks, 1-lb. talls	2 60
Cohoes, 1-lb. talls	3 40
Red Springs, 1-lb. talls	2 70
Red Springs, ½ lb.	2 10
Salmon, Gaspé, Niobe Brand	
(case of 4 doz.), per doz.	2 25
Canadian sardines (case)	6 75
Norwegian sardines, per case of 100 "¼s"	20 00
Lobsters, ½-lb. tins, doz.	3 60
3 65	
Canned Vegetables and Fruits—	
Asparagus (Amer.) mammoth green, doz.	4 00
Tomatoes, 1s	1 25
Tomatoes, 3s	2 40
Tomatoes, U.S. pack (2s)	1 90
Tomatoes, 2½s	2 30
Peas, standards	1 45
Peas, early June	1 57½
Peas, extra fine, 2s	2 35
Do., fancy, 20 oz.	1 57½
Peas, Morens Ex fine	2 25
Beans, golden wax	1 85
Beans, Refugees	1 85
Corn, 2s, doz.	2 35
Spinach (U.S.), 3s	3 00
Do., (U.S.), gallons	10 00
Corn (on cob, gal. cans), doz.	8 50
Red raspberries, 2s	4 00
Simcoes	2 75
Red cherries, 2s	2 60
Strawberries, 2s	3 00
Strawberries, 1918 pack (2s)	4 00
Rhubarb, 2½s	2 60
Blueberries, 2s, doz.	1 85
Blueberries, gallons	7 00
Pumpkins, 2½s	1 60
Pumpkins, 3s	1 75
Pumpkins (gallon), doz.	6 00
Potatoes, Can. Sweet, 2½-lb. tins	2 10
Potatoes, Cal. Sweet, 2-lb. tins	2 75
Carrots, sliced, 2s	1 45
Apples (gallons)	5 00
Peaches, 2s (heavy syrup)	2 00
Pears, 3s (heavy syrup)	2 45
Pineapples, 1½s	2 25
Pineapples, 2s	3 10
Pineapples (grated), 2s	2 90
Greengage plums (light syrup)	1 90
Lombard plums (heavy syrup), 2s	1 70

Molasses to be Higher; Syrup Sales Increase

MOLASSES, SYRUPS.—More molasses is due to arrive here within the next short while. This will be of such volume as to materially relieve the present shortage, though it is frankly stated that the demand for all products with any sweetening value to them is such as to absorb available supplies readily. There seems every reason to look for a quick sale for all molasses that Canada can possibly get this fall, and one of the large importers stated to CANADIAN GROCER this week that advances were bound to come again. In the matter of corn and cane syrups demand is steady and has been of larger proportions than

heretofore at this season of the year. Prices are ruling steady this week.

Table listing prices for Corn Syrup and Cane Syrup (Crystal) Diamond, including various barrel and tin sizes.

Table listing prices for Barbadoes Molasses, including Puncheons and Barrels, with prices for Island of Montreal and elsewhere.

Carload lots of 20 puncheons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.

Revisions For Rice Make Better Quotations

RICE.—As definitely predicted in the columns of CANADIAN GROCER last week, rice has registered a slight decline in some quarters on a couple of lines. The following prices are quoted for "B": In bags of 250 lbs., \$9.40; 100 lbs., \$9.50; 50 lbs., \$9.55, and 25 lbs., \$9.70. For "CC" the corresponding prices are: 250 lbs., \$9; 100 lbs., \$9.10; 50 lbs., \$9.15, and 25 lbs., \$9.30.

Table listing prices for various rice varieties including Carolina, "Texas", Siam, Rangoon, and Tapioca.

Walnuts Much Firmer And Filberts Advanced

NUTS.—Advances were made by importers to the jobbers for filberts. This amounted to two cents per pound for "in the shell" variety, and followed an advance made in the primary markets of 4c. Walnuts, too, are firmer and the importer's advance of four cents makes the jobber's position such as will require a further increase of his prices to the retail trade.

Table listing prices for various nuts including Almonds, Brazil nuts, Filberts, and Hickory nuts.

Table listing prices for various nuts including Peanuts, Pecans, and Walnuts.

Tendency Points to Dried Fruit Advances

DRIED FRUITS.—The position here is somewhat undefined. Importers are taking orders for later delivery and the restrictions imposed make it quite awkward to trade in any but immediate business. There is still a fairly good range of fruits available and the tendencies are firm, so that it is expected advances may be made all around of about one cent per pound.

Table listing prices for various dried fruits including Apples, Pears, Raisins, Currants, Dates, and Figs.

Table listing prices for various prunes including California, Oregon, and other varieties.

City Spice Demand Improves; Good Stocks

SPICES.—From the city trade demand for spice is better than for a long while past and if this continues it will fully counterbalance the somewhat dull position that obtains with respect to country business. Jobbers state that there will be a better demand from the latter source later in the season, but in the meantime they feel that there is a good deal of stock in the retailer's hands.

Table listing prices for various spices including Allspice, Cassia, Cloves, Cream of tartar, Ginger, Nutmegs, Pepper, Pickling spice, Paprika, Turmeric, Cardamom seed, Carraway, Cinnamon, Mustard seed, Celery seed, and Shredded coconut.

For spices packed in cartons add 3 1/2 cents a lb. and for spices packed in tin containers add 10 cents per lb.

Tea Delivery Service Shows Great Improvement

TEAS.—Direct importers and jobbers are greatly pleased with the improved delivery service that has manifested itself for some time from the Pacific Coast and also across the Pacific water routes. The large transportation companies are evidently making every effort to facilitate delivery over their lines preparatory to the heavier movement of fuel and foodstuffs later.

Table listing prices for various teas including Ceylon and India, Pekoe, Orange Pekoes, and Japan Teas.

Advance of One Cent in Prices of Coffee

COFFEE AND COCOA.—There has been a distinctive hardening of the coffee prices to the importer and this has

made jobbers' prices firmer, too. The changes have not been large, but sufficient to cause a revision of quotations and these are marked up one cent per pound all around. More coffee is gradually being consumed in Canada and there is a noticeable increase in sales, speaking broadly. Stocks are reported very satisfactory and it transpires that there has been a freer movement into Canadian roasters' and jobbers' hands than was thought possible a few months ago. Cocoa is still in limited demand, some sellers report, but with cooler weather there will be improvement in this respect.

Coffee, Roasted—		
Bogotas, lb.	0 29½	0 33
Jamaica, lb.	0 25	0 29
Java, lb.	0 39	0 42
Maracaibo, lb.	0 28½	0 31
Mocha, lb.	0 34	0 38
Mexican, lb.	0 23	0 27
Rio, lb.	0 34	0 38
Santos, Bourbon, lb.	0 28	0 31
Santos, lb.	0 27	0 30
Cocoa—		
Bulk cocoa (pure)	0 30	0 35
Bulk cocoa (sweet)		0 26

Honey Will Be High But in Good Supply

Montreal.
HONEY AND MAPLE PRODUCTS.
—Most reliable reports to CANADIAN GROCER indicate that there will at least be a good supply of honey from this province, although it is likely that prices will rule high. This will be attributable to increased values in common with other commodities as well as to the fact that some sections have not produced well. In any case there is now available a larger variety of sizes and the prices, while higher than they were a year ago, will doubtless not prevent ready distribution to the trade, the food value appealing to many. As far as maple sugar and syrup are concerned the season is well over and stocks pretty well depleted.

Maple Product—		
Syrup, 13 lbs. Imp. meas., gal.	1 90	2 00
Syrup, 5-gal. tins, per gal.		1 85
5¼-lb. tins	1 35	1 45
Sugar, in blocks, per lb.	0 22	0 25
Honey, Clover—		
Comb (fancy)		0 30
Comb (No. 1)		0 28
In tins, 60 lbs.		0 26
30-lb. pails		0 27
10-lb. pails		0 28
5-lb. pails		0 28
Honey—Buckwheat, tins or bbls.		0 23

Apples Freer But Firm; Melons Holding High

Montreal.
FRUITS.—All season there has been a real firmness to the melon markets and prices have ruled high. This is characteristic of quite a percentage of fruits and for all there is a very splendid demand. Apples have been easier to obtain of late but there is still a tendency to ask full prices for choice fruit. Plums and peaches are now coming to the market and in much larger quantities, with a consequently lower price range. There is still a firm basis for oranges, bananas and lemons.

Apples—		
American Duchess or Yellow transparent		5 00
Do., (in bbls.), No. 1		4 50
Do., (in bbls.), No. 2		4 00

No. 1 Alexanders, bbl.	4 50	5 00
No. 2 Alexanders, bbl.	4 00	4 50
Do., Rose	1 00	1 50
Duchess No. 2		3 50
Apricots (Cal.), box		3 00
Bananas (fancy large), bunch		4 50
Blueberries, Saguenay (box of 18 quarts)		2 75
Canataloupes (45 size), crate		6 50
Do., (15 size), crate		3 00
Cocoanuts, sack	7 25	8 50
Grapes (California fancy), 4 bask		3 00
Grapes—		
Tokays		2 50
Malagas		2 50
Grape fruit (fancy Jamaicas)	3 25	3 75
Grape fruit (fancy Porto Ricos) 80, 96, 112		5 00
Grape fruit (fancy Porto Ricos) 54, 46		4 75
Lemons (fancy new Messina)	8 00	9 00
Lemons (choice)		7 00
Melons, Montreal, Musk (basket of 12)		16 00
Melons (musk), crate of 10-12		2 25
Do., basket	1 00	1 25
Lemons (California seedless)		8 00
Oranges, Valencia lates	10 50	11 00
Oranges, California navels		10 00
Oranges (bitter)	4 00	5 00
Plums (Cal.), crates		3 00
Do., basket	1 75	2 00
Do., 11-qt. baskets		1 25
Do., 6-qt. baskets	0 75	1 00
Do., 11-qt. Pears		1 25
Pineapples, Cuban (crate)		6 00
Pineapples, Florida		6 00
Pears, Cal., eating, small box		4 50
Do., Barletts	4 25	4 50
Peaches—		
No. 1, Canadian—		
11-qt. baskets	1 25	
6-qt. baskets	0 75	
Crawfords	2 25	2 50
Elbertas	2 00	2 25

Good Tomatoes Higher; Lower Potatoes Probable

Montreal.
VEGETABLES.—This district certainly has had a splendid array of vegetables for many weeks past and there still is a good variety, even better as the weeks pass. Now that the time approaches when the outside sources begin to market their potatoes some see the possibility of lower quotations on potatoes. In the meantime there has been a steady and heavy absorption of locally-grown varieties and prices range around \$1.65 to \$1.75 per bag. Good tomatoes are holding high, some bringing as much as \$1.50 per gin box. Turnips and carrots are easy at 85c to \$1 per bag, while parsnips are firm and have sold as high as \$3 per bag or \$2 per dozen bunches.

Beans, new string (20-lb. bag)	2 00	2 25
Beets, new, bag	0 75	1 00
Cauliflower (Montreal), doz.	0 75	1 00
Carrot (sweet), doz.	0 15	0 20
Cabbage (Montreal), doz.	0 50	1 00
Carrots, bag	0 85	1 00
Celery (Montreal), Doz.		0 75
Cucumbers (Montreal), doz.		0 25
Egg plant, doz.	1 00	2 00
Gherkins, box		3 00
Lettuce, curly (doz.)	0 30	0 40
Lettuce (Montreal), head	0 50	0 75
Leeks	1 00	1 50
Mint		0 20
Mushrooms, lb.	0 90	
Onion, spring doz.	0 25	
Onions, Can., bag (70 lbs.)	2 00	
No. 1 Yellow (70 lbs.)	2 25	
No. 1, Red (70 lbs.), crate	2 50	
Oyster Plant	0 50	
Parsnips, new, bag	2 00	3 00
Parsnips, new, doz. bunches	2 00	
Parsley (Canadian)	0 20	
Potatoes, Montreal new (80-lb. bag)	1 60	1 75
Potatoes (New Brunswick), bag	1 65	1 75
Pumpkins (doz.)		2 00
Romane	0 50	
Rhubarb, doz.	0 25	0 35
Spinach, box		0 75
Squash (Huber), doz.		2 00
Turnips, new, per bag		1 00
Tomatoes (hothouse), lb.		0 15
Do., Red		0 50
Tomatoes, Montreal (box)	0 50	0 75
Do., Rose	1 00	1 50

Vegetable Marrow (doz.)	0 75
Watercress (Can.)	0 40

Temporary Advance Made in Flours and Feeds

Montreal.
FLOUR AND FEEDS.—An arrangement was made to take care of the higher costs which millers had to face for bags, increased freight, etc. This has been covered by an advance of forty cents per barrel in the price of old wheat flours, and until the new schedules can be worked out for the coming season. There will probably be a definite ruling this week and advances are looked for. The feed price basis for shorts and bran has also been changed and \$2 per ton added, making the new prices for shorts \$42 per ton and bran \$37. There is very little old wheat available for milling but new crop flour is already on the way from the West and will be here in a few days. Millers are hopeful that they will soon be able to mill flour uninterruptedly throughout the coming season.

War Standard, Graham and Whole		
Wheat Flours—		
Car lots (on track)		11 35
Car lots (delivered), Bakers		11 45
Small lots (delivered)		11 55
Bran, per ton		37 00
Shorts		42 00
Crushed oats	61 00	70 00
Barley meal	67 00	72 00
Barley chop	67 00	72 00
Gluten feed (23% protein)—		
F.O.B. Cardinal		60 00
F.O.B. Ft. William		58 00
Feed oats, per bushel		1 10

Package Oats Easier; Cereal Movement Fair

Montreal.
CEREALS, ETC.—There was a slight decline in one line of package oats and the new prices are \$2 per case for the small size and \$5.60 for the family package. This is a decline of 10c and 20c respectively. There is a steady but only a fair movement of some cereals, but on the whole trade has been seasonable. Cornmeal tendencies are somewhat easier. Corn, rice, and rye flour and also oat flour have come to be in more active demand, with very good supplies available. There is a reported scarcity of buckwheat flour and the serious frost of last week in Quebec has made the prospect of new crop supplies decidedly uncertain. With a heavy surplus of old crop peas there is a probability of lower tendencies on split and whole peas.

Cornmeal, Pure Gold		7 00
Cornmeal (Gold Dust)	6 25	6 60
Cornmeal (bolted)	4 25	4 50
Barley, pearl	7 50	8 25
Barley, pot, 98 lbs.	6 00	6 25
Barley flour, 98 lbs.	6 25	6 75
Buckwheat flour, 98 lbs.		7 25
Corn flour, 98 lbs.		5 80
Corn flour (standard)		5 45
Rice flour	8 75	9 00
Oat flour		6 00
Hominy grits, 98 lbs.	6 75	8 00
Hominy, pearl, 98 lbs.	7 50	8 25
Oatmeal (standard-granulated and fine)		
	6 50	6 60
Peas, Canadian, boiling, bush	5 00	5 50
Split peas	9 50	11 25
Rolled oats, 90-lb. bags	5 20	5 40
Rolled oats (family pack), case	5 70	5 60
Rolled oats (small size), case	2 00	2 05
Rolled wheat (100-lb. bbls.)		6 75
Rye flour (Can.), 98 lbs.	6 75	7 50

Do. (American), 98 lbs.....	6 85
Self-raising flour—	
3-lb. pkgs., doz.....	2 85
6-lb. pkgs., doz.....	5 60

Prospect of Lower Bean Prices Coming

Montreal.
BEANS.—While recent weather conditions have much impaired the outlook for a large yield of beans in this province, it is stated that there was a general harvesting in several districts already, and that there will be a fairly large yield here. If the weather improves soon there will be a favorable

return yet from other parts. Then, with the outlook of a big yield from Japan the prospect indicates that there will be lots of beans and at better prices than obtained all season. Present business is still quiet.

Beans—

Canadian, hand-picked, bush...	8 25	8 40
Ontario, new crop, 3 to 4 lbs..	8 50	9 00
British Columbia	9 00	
Brown Beans	7 50	
Canadian, 4-5 lb. pickers	7 75	8 00
Japanese	8 25	8 40
Yellow Eyes	8 00	8 50
Rangoon beans, per bushel ..	7 00	7 50
Lima, per lb.	0 19	0 20
Kidney beans	8 00	8 50
Peas, white soup, per bushel....	4 50	5 00
Peas, split, new crop, bag 98 lbs.	9 50	10 50
Barley (pot), per bag 98 lbs.....	6 50	
Barley, pearl, per bag 98 lbs.	7 50	8 25

ONTARIO MARKETS

TORONTO, September 18.—Higher prices have been named by several refiners on sugar. Supplies are still rather light and the outlook rather uncertain for the next two or three weeks. Additional lines of laundry soaps are up and a revision in manufactured cotton goods, such as clothes lines, wrapping twine, lamp wick, etc., has been made; this provides for advances in each instance. The salmon situation is no better and government requirements are to absorb a larger portion of the prune crop.

Sugar Records Advance; Supplies Still Small

Toronto.
SUGAR.—Supplies show little, if any improvement during the week, and whereas some refiners expect a little sugar, others again will not have any to offer during the present week. Better conditions are not looked for for another two or three weeks, but by that time it is hoped some relief may be in sight. An advance in price has been made in practically all quarters, Acadia, St. Lawrence and Dominion being based at \$9.79 locally, and Atlantic \$9.64 per 100 pounds for granulated. The new prices which will be paid for next season's Cuban crop have been set and will mean an increase over to-day's figures, approximating \$1 per 100 pounds. The crop will begin to be available in December and distribution will be arranged by the United States Food Administration under conditions similar to those prevailing last year. This eliminates the speculative element largely and assures an equitable distribution between all the allied consumers including Canada's

Atlantic, extra granulated	9 64
St. Lawrence, extra granulated.....	9 79
Acadia Sugar Refinery, extra granulated..	9 79
Can. Sugar Refinery, extra granulated..	9 64
Dom. Sugar Refinery, extra granulated..	9 79

Canada Sugar differentials: 50-lb. sacks, 10c over 100-lb.; 20-lb. gunnies, 25c advance; 10-lb. gunnies, 40c advance; 5-lb. cartons, 50c advance; 2-lb. cartons, 60c advance. St. Lawrence differentials: In 25-lb. gunnies, 25c over 100 lb.; 20-lb. gunnies, 40c advance; 10-lb. gunnies, 50c advance; 5-lb. cartons, 60c advance; 2-lb. cartons, 70c advance. Atlantic differentials: 20-lb. bags, 40c advance over 100 lb.; 10-lb. gunnies, 50c advance; 5-lb. cartons, 50c advance; 2-lb. cartons, 70c advance. Acadia sugar differentials: 20-lb. bags, 35c advance over 100 lbs.; 10-lb. gunnies, 45c advance; 5-lb. cartons, 45c advance; 2-lb. cartons, 50c advance. Barrels of granulated and yellow may be had

at 5c over above prices, which are for bags. Fancy sugars make a corresponding increase when put up in small packages. No. 1 yellow is 30 to 40c per 100 lbs. under granulated, No. 2 yellow is 10c per 100 lbs. under No. 1 yellow, and No. 3 yellow 20c less than No. 1.

Cotton Clothes Lines, Wrapping Twine

Toronto.
COTTON GOODS.—The very strong market which has prevailed on raw cotton in the South for the past two or three months has been reflected in many manufactured lines. This is shown for the week in the change in cotton clothes lines which for the 30 ft. are now quoted at \$3.00 per doz.; the 40 ft. at \$3.40; the 48 ft. at \$4.00; 50 ft. at \$4.25; 60 ft. at \$5.15; 72 ft. at \$6.15; and 80 ft. at \$7.00. Cotton twine has made an advance also, the three ply being quoted at 68 to 70c per pound, and the 4 ply at 73 to 75c per pound. Lamp wick, size A, at 95c to \$1.05 per roll, size B at \$1.40 to \$1.50 per roll and size D at \$2.25 per roll is another item to reach higher levels.

Lamp chimneys, A size, in eight dozen cases are being quoted at \$8.75 per case, and size B in 6 dozen cases are being quoted at \$7.50 per case. Carpet tacks 6 oz. blued at 75c. and tinned at 85c. per dozen, 8 oz. blued at 90c. and tinned at \$1.05 per dozen have also advanced.

Six-Cent Chocolate Bars; Replace Five-Cent Line

Toronto.
CHOCOLATE CONFECTIONS.—A change in Cowan's chocolate confections has been made and six cent. lines now replace the five cent. lines so long in evidence. New prices on some of the more familiar lines are: Royal milk chocolate, 6c. cakes, 2 dozen in box, per box \$1.05; almond nut bars, 24 bars, per box \$1.05; maple buds 6c. pkges, 4 dozen in box, per box \$2.00; filbert nut bars, 24 in box, per box \$1.05; ginger bars, 24 in box, per box \$1.05; Royal milk chocolate bars, 24 in box, per box \$1.05; puffed rice bars, 24 in box, per box \$1.05; Queen's dessert bars, 24 in box, per box \$1.05.

Jelly Powders Up 20c; Other Lines Revised

Toronto.
JELLY POWDERS, OTHER LINES.
 —The advanced price of sugar along with restrictions placed on manufacturers has resulted in an advance of 20c. per dozen being made in the price of jelly powders. Manufacturers intimate price has been held down as long as possible and conditions now prevailing have made this move necessary.

A revision in sweet coconut to higher levels is looked for in the near future. Higher prices have been named on Taylor's Borax Soap, to-day's price being \$7.50 per case. Surprise Soap at \$7.50 and Comfort Soap at \$7.50 per box have also reached a higher scale of quotations. Life Buoy Soap has advanced to \$6.40 per box. An advance in Cow Brand Soda has been made, the 8 oz. now selling at \$3.90, the 10 oz. at \$3.60, and the 16 oz. at \$3.60 per case. Sun Ammonia powder in three dozen cases is quoted at \$2.60 for the large and \$1.70 for the small. It is intimated that the available supply of cider this year will be rather small, and orders are being taken on the basis of being able to supply. Belleville cider has advanced to 43 cents per gallon. Peg Top Cigars are being quoted to the trade at \$48.00 per m.

Sales Syrup Maintained At Good Levels; Molasses

Toronto.
SYRUPS, MOLASSES.—The action of the Canada Food Board in advocating the greater use of corn syrup has borne fruit in a greater volume of sales during the past couple of weeks. Manufacturers and jobbers report a splendid sale of this line, and shipments are going forward freely. No change in the prices has been made, and none is looked for in the immediate future. Molasses are also selling freely, and whereas some lines are reported in light supply, the general feeling is that there is sufficient to take care of the trade. The range of prices is given herewith.

Corn Syrups—

Barrels, Crown or Bee Hive, per lb.	0 07 1/4
Cases, 2-lb. tins, Crown or Bee Hive, 2 doz. in case	4 80
Cases, 5-lb. tins, Crown or Bee Hive, 1 doz. in case	5 40
Cases, 10-lb. tins, Crown or Bee Hive, 1/2 doz. in case	5 10
Cases, 2-lb. tins, Lily White or White Clover, 2 doz. in case	5 30
Cases, 5-lb. tins, Lily White or White Clover, 1 doz. in case	5 90
Cases, 10-lb. tins, Lily White or White Clover, 1/2 doz. in case	5 60
Half barrels, 1/4c over bbls.; 1/4 bbls., 1/4c over bbls.	

Cane Syrups—

Barrels and half barrels, lb....	9 25	9 50
Cases, 2-lb. tins, 2 doz. in case	6 50	7 00

Molasses—

Fancy, Barbadoes, barrels	1 05	1 10
Choice Barbadoes, barrels	0 95	1 00
West India, 1/2 bbls., gal.		0 56
West India, No. 10, kegs		6 50
West India, No. 5, kegs		3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes		4 90
Tins, 3-lb. table grade, case 2 doz., Barbadoes		6 75
Tins, 5-lb., 1 doz. to case, Barbadoes		5 30
Tins, 10-lb., 1/2 doz. to case, Barbadoes		5 20
Tins, 2-lb., baking grade, case 2 doz.		3 50

Tins, 3-lb., baking grade, case of 2 doz.	4 60
Tins, 5-lb., baking grade, case of 1 doz.	3 90
Tins, 10-lb., baking grade, case of 1/2 doz.	3 75
West Indies, 1 1/2, 48s	6 80

Salmon Situation Still Unsettled; Tomatoes, Corn

Toronto.
CANNED GOODS.—The latest report on the salmon situation is that the Allied Purchasing Commission has demanded all the Sockeyes and all the Red Springs. They further expect to take 75% of Pinks and Cohoes, which will mean that 25% of these will be available for domestic use along with the pack of Chums. It is also noted that amount not wanted by the Board is to supply both Canada and Australia. Definite advice as to whether this ruling will stand is not yet available. The outlook for a heavy pack of canned tomatoes has been affected to some extent by the adverse weather conditions of the past week; however, indications are that with a week or ten days of real bright, warm weather, the results will prove very gratifying. Corn looks very good and a very fair pack is looked for.

Following prices on canned goods are general quotations from wholesaler to retailer and not F.O.B. factory prices.

Salmon—		
Sockeye, 1s, doz.	4 90	4 50
Sockeye, 1/2s, doz.	2 40	2 50
Alaska reds, 1s, doz.	3 75	3 85
Chums, 1-lb. talls	2 35	2 60
Do., 1/2s, doz.	1 35	1 45
Pinks, 1-lb. talls	2 25	2 60
Do., 1/2s, doz.	1 35	1 50
Cohoes, 1/2-lb. tins	1 85	1 90
Cohoes, 1-lb. tins	3 45	3 75
Red springs, 1-lb. talls	3 65	3 95
White springs, 1s, dozen	2 30	2 35
Lobsters, 1/2-lb., doz.	3 25	3 40
Canned Vegetables—		
Beets, 3s	1 50	2 30
Tomatoes, 2 1/2s	2 50	2 75
Peas, standard	1 55	1 95
Peas, early June	1 67 1/2	2 25
Beans, golden wax, doz.	1 80	2 10
Asparagus tips, doz.	3 42 1/2	3 45
Asparagus butts	2 00	2 02 1/2
Corn, 2s, doz.	2 45	2 65
Pumpkins, 2 1/2s	1 80	2 00
Spinach, 2s, doz.	1 90	2 55
Do., 2 1/2s, doz.	2 52 1/2	2 55
Do., 10s, doz.	7 55	7 57 1/2
Succotash, No. 1, doz.	2 90	2 35
Pineapples, sliced, 2s, doz.	3 20	3 50
Do., shredded, 2s, doz.	3 00	3 02 1/2
Rhubarb, preserved, 2s, doz.	2 07 1/2	2 10
Do., preserved, 2 1/2s, doz.	2 65	2 67 1/2
Do., standard, 10s, doz.	4 50	4 52 1/2
Cherries, 2s	2 75	2 90
Peaches, 2s	2 10	2 40
Pears, 2s	1 85	2 00
Plums, Lombard, 2s	1 75	1 95
Plums, Green Gage	1 80	1 95
Raspberries, 2s, H.S.	3 00	3 25
Blueberries, 2s	2 10	2 35
Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz.	3 40	3 46
Jams—		
Apricot, 4s, each	0 84	0 84
Black currants, 16 oz., doz.	3 40	3 90
Do., 4s, each	0 95	0 98
Gooseberry, 4s, each	0 84	0 84
Peach, 4s, each	0 82	0 82
Red currants, 16 oz., doz.	3 45	3 45
Raspberries, 16 oz., doz.	3 40	4 25
Do., 4s, each	0 98	1 10
Strawberries, 16 oz., doz.	3 90	4 25
Do., 4s, each	0 98	1 10

Government Takes More Prunes; No Malaga Raisins

Toronto.
DRIED FRUITS.—The United States Government has notified the trade that they will require everything in the 50-

60, 60-70, 70-80, 80-90 sizes of prunes which will leave only the 30s and 100s for domestic use with perhaps 30 per cent. of the 40s also available. This applies to the Oregon crop as the California crop had already been commandeered in virtually the same sizes. This is in line with tendencies outlined in CANADIAN GROCER last week. Latest prices from California indicate that terrible damage has been done to the new crop of prunes on account of the unseasonable and extremely heavy rain-fall in the producing districts. The crop is said to be very seriously damaged. The Dominion Government has definitely decided not to allow any importation of Malaga raisins. There was some hope expressed a couple of weeks ago that some shipments would be allowed to come in, but this has been banished in an order just to hand, advising that no importations will be permitted.

Apples, evaporated, Ontario	0 19	0 19
Do., da., Nova Scotia	0 17	0 17
Apricots, unpitted	0 16 1/2	0 16 1/2
Do., fancy, 25s	0 30	0 30
Do., choice, 25s	0 25	0 27
Do., standard, 25s	0 24	0 26
Candied Peels, American—		
Lemon	0 43 1/2	0 43 1/2
Orange	0 45 1/2	0 45 1/2
Citron	0 53	0 53
Currants—		
Grecian, per lb.	0 26	0 28
Australians, lb.	0 30	0 35
Dates—		
Excelsior, kgs., 3 doz. in case	6 50	6 75
Dromedary dates, 3 doz. in case	7 50	7 75
Figs—		
Taps, lb.	0 18	0 14
Malagas, lb.	1 80	1 80
Comadre figs, mata, lb.	0 13	0 14
Cal., 8 oz. pkgs, 20s, case.	1 80	1 80
Cal., 10 oz., 12s, case	1 40	1 40
Prunes—		
30-40s, per lb., 25s, faced.	0 18	0 18
40-50s, per lb., 25s, faced.	0 16 1/2	0 17 1/2
50-60s, per lb., 25s, faced.	0 15	0 16 1/2
60-70s, per lb., 25s, faced.	0 13 1/2	0 14
70-80s, per lb., 25s, faced.	0 13 1/2	0 14
80-90s, per lb., 25s, unfaced.	0 12	0 13 1/2
90-100s, per lb., 25s, faced.	0 11	0 12
Peaches—		
Standard, 25-lb. box	0 15 1/2	0 17
Choice, 25-lb. boxes	0 18 1/2	0 19
Fancy, 25-lb. boxes	0 22	0 22
Practically peeled, 25-lb. boxes.	0 22	0 22
Extra fancy	0 23	0 23
Raisins—		
California bleached, lb.	0 15	0 15
Valencia, Cal.	0 10 1/2	0 11
Valencia, Spanish	0 12 1/2	0 13 1/2
Seeded, fancy, 1-lb. packets.	0 12	0 12 1/2
Seedless, 12-oz. packets.	0 14	0 15
Seedless, 16-oz. packets.	0 14	0 15
Seedless, bakers, Thompsons, 50s ..	0 13 1/2	0 15 1/2

Tea Situation Holds in Unchanged Position

Toronto.
TEAS.—There have been no new developments in the tea situation during the week. Finer grades of tea continue scarce locally and advices from primary points are that high prices are the order of the day. There has been no change made in quotations locally, which range as follows—

Ceylon and Indias—		
Pekoe Souchongs	0 46	0 48
Pekoes	0 48	0 54
Broken Pekoes	0 56	0 58
Orange Pekoes	0 58	0 60
Broken Orange Pekoes	0 60	0 62
Javas—		
Broken Pekoes	0 45	0 48
Japans and Chinas—		
Early pickings, Japans	0 50	0 50
Second pickings	0 40	0 48
Hyson Thirds, lb.	0 40	0 48
Do., seconds	0 50	0 55
Do., sifted	0 50	0 62

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

Very Strong Market on Brazils; Stocks Light

Toronto.
COFFEE.—The market locally is very strong, Brazils being up 2 to 3c in sympathy with primary points. Supplies so far have been equal to the demand, but a marked scarcity in spot is said to be developing. An advance in Seal Brand Coffee has been made, the one-half pound tins selling at 44c. per pound, the one pound tins at 43c. per pound, and the 2 pound tins at 42c per pound.

Coffee—		
Bogotas, lb.	0 33	0 36
Guatemala, lb.	0 29	0 31
Maracaibo, lb.	0 30	0 35
Mexican, lb.	0 32	0 36
Jamaica, lb.	0 31	0 36
Blue Mountain Jamaica	0 46	0 46
Mocha, Arabian, lb.	0 26	0 32
Rio, lb.	0 32	0 35
Santos, Bourbon, lb.	0 32	0 35
Chicory, lb.	0 25	0 25
Cocoa—		
Pure, lb.	0 25	0 30
Sweet, lb.	0 18	0 20

Coriander, Caraway Seed, Cinnamon Go Higher

Toronto.
SPICES.—Higher price levels have been reached in some quarters on coriander seed, caraway seed, celery seed and cinnamon. Coriander is quoted at from 30 to 35c.; caraway at a minimum of \$1.00; celery seed at 75c. and cinnamon at 55 to 60c. per pound. A narrower range is also noted in cloves which run from 80c up. Paprika is reported scarce and nutmegs are also in light supply. The range of quotations being made follows:

		Per lb.
Allspice	0 18	0 25
Cassia	0 33	0 45
Cinnamon	0 45	0 60
Cayenne	0 30	0 35
Cloves	0 75	0 85
Ginger	0 30	0 45
Herbs — sage, thyme, parsley,		
mint, savory, marjoram	0 40	0 70
Pastry	0 28	0 40
Pickling spice	0 22	0 30
Mace	0 90	1 10
Peppers, black	0 44	0 46
Peppers, white	0 50	0 55
Paprika, lb.	0 60	0 65
Nutmegs, selects, whole, 100s ..	0 45	0 50
Do., 80s	0 60	0 65
Do., 64s	0 35	0 45
Mustard seed, whole	0 65	0 75
Celery seed, whole	0 25	0 35
Caraway seed, whole	0 90	1 00
Cream of Tartar—		
French, pure	1 00	1 10
American high test	2 00	2 00
2-oz. packages, doz.	3 50	3 50
4-oz. packages, doz.	6 75	6 85
8 oz. tins, doz.	0 21	0 21
Tartarine, barrels, lb.		
Do., kegs, lb.	0 25	0 25
Do., pails, lb.	0 90	0 90
Do., 4 oz., doz.	1 75	1 75
Do., 8 oz., doz.	3 25	3 25

Firm Tone Noticeable in Nuts; Selling Well

Toronto.
NUTS.—A very firm tone is noticeable in all nuts and quotations show a tendency to stiffen; this is revealed in filberts and brazil nuts particularly.

Supplies are very good in most lines and the demands of the trade are being met. Sales are considered very good.

Almonds, Tarragonas, lb.	0 24	0 27
Walnuts, Bordeaux	0 25	0 27
Walnuts, Grenobles, lb. ....	.....	.....
Walnuts, Manchurian, lb. ....	.....	.....
Filberts, lb.	0 19	0 22
Pecans, lb.	0 24	0 27
Peanuts, Jumbo, roasted	0 24	0 27
Do., Fancy, roasted	0 24	0 25
Brazil nuts, lb.	0 15	0 17
Cocoanuts, 100s .....	.....	7 50
Shelled—		
Almonds, lb.	0 50	0 55
Filberts, lb.	0 45	0 48
Walnuts, lb.	0 78	0 82
Peanuts, Spanish, lb.	0 19	0 20
Do., Chinese, 30-32 to oz.	0 17	0 18
Brazil nuts, lb. ....	.....	0 85

Bean Crop May Be Affected by Weather

Toronto.

BEANS.—The unfavorable weather prevailing during the past week or ten days if continued any longer is sure to affect the new bean crop adversely and result in a poor quality bean again this year. The outlook to date has been for a fine product but continued wet weather will change this. The demand continues along rather narrow lines and prices are unchanged.

Ontario, 1-lb. to 2-lb. pickers, bu.	6 50	6 75
Do., hand-picked .....	.....	8 00
Can. White Kidney Beans, bush. ....	.....	9 00
Japanese Kotosashi, per bush. ....	.....	8 00
Rangoons, per bush.	6 50	6 75
Limas, per pound	0 19	0 20

Tapioca on Embargo List; Supplies Light

Toronto.

RICES.—Tapioca has been placed on the embargo list and importers have been advised that no further permits to bring in will be granted. There are some supplies of flake tapioca at Vancouver, diverted from the United States, it is understood, but this is a small seller in Canada. Spot stocks of medium pearl which has the call are pretty well cleaned up and are in strong hands.

Package Goods Holding Firm; Some Lines Moving

Toronto.

PACKAGE GOODS.—Little excitement prevails in the various lines of package goods. The trade generally is quiet though rolled oats continue to move forward quite freely. Prices in all lines are firmly held and unchanged as follows:

Cornflakes, per case	4 00	4 25
Rolled oats, round, family size, 20s	5 60	5 80
Rolled oats, round, regular 18s, case	2 05	2 12½
Rolled oats, square, 20s	5 60	5 80
Shredded wheat, case	4 25	.....
Cornstarch, No 1, pound cartons .....	.....	0 11¼
Do., No. 2, pound cartons .....	.....	0 10¾
Laundry starch, in 1-lb. cartons	0 10¼	0 11¼
Do., in 6-lb. tins .....	.....	0 13¼
Do., in 6-lb. boxes .....	.....	0 13¼
Do., in 100-lb. kegs. ....	.....	0 11¼

Honey Very Firm; Supplies Fair; Maple Syrup Steady

Toronto.

HONEY, MAPLE SYRUP.—The market in honey is holding very firmly and supplies are considered very fair. An active demand has been apparent, retail-

ers showing a desire to replenish stocks pretty well depleted. Maple syrup is in normal demand and prices hold unchanged.

Honey—

Clover, 2½-lb. tins	0 29	.....
5-lb. tins	0 28	0 28½
10-lb. tins .....	.....	0 28
Buckwheat, 60-lb. tins	0 27½	0 28
Comb, No. 1, fancy, doz.	3 75	4 25
Do., No. 2, doz. ....	.....	3 00
Maple Syrup—		
No. 1, 10-lb. tins, 6 to case.	15 10	.....
No. 2, 5-lb. tins, 12 to case.	17 10	.....
No. 3, 2½-lb. tins, 24 to case.	18 50	.....
No. 3, 32-oz. bottles, 24 to case.	16 70	.....
Gallon tins, Imperial, per gal.	2 25	.....
5-gallon tins, Imperial, per tin	10 50	.....
Barrels, 25 or 40 Imp. gals., gal	2 00	.....

Italian Lemons Arrive; Box Apples Coming

Toronto.

FRUIT.—The shipment of Carlo Pomo lemons so long expected have reached New York and are in very bad condition, it being thought they will represent a total loss. Box apples are arriving a little more freely from B.C. Wealthies and McIntosh Reds are offering and Jonathans looked for next week; Prices are fairly high. Local barrel stock is also selling now and the situation in Nova Scotia looks strong, packers showing little disposition to quote. Tokay grapes are firmer and it is intimated severe loss has been occasioned by the heavy rains which will curtail supply and make for higher prices. California lemons show an easier tendency, due, it is said, principally to light demand prevailing during changing season. Alberta peaches are looked for in fairly good quantities this week but prices are very high. Supplies are considered light. Plums are arriving freely and the market is easier. Bartlett pears are about done and the harder varieties are now starting. Range of prices on all lines follows:

Apples—		
Early, 11-qt. basket	0 30	0 50
Do., 11-qt. basket	0 30	0 50
Do., bbls.	3 00	4 00
Do., B.C. Crab, box	2 50	.....
Do., B.C. McIntosh Reds, box	3 25	3 50
Bananas, per lb.	0 06	0 06½
Grapes, Cal., Malagas, crate	2 75	3 00
Do., Cal., Tokays, crate	3 50	.....
Do., Canadian, basket	0 40	0 50
Grapefruit—		
Jamaican, 64s, 80s, 96s	6 00	.....
Oranges—		
Valencias—		
126s	10 50	.....
150s, 176s	10 50	.....
200s, 216s, 250s	10 50	.....
288s	10 50	.....
324s, 360s	7 00	7 50
Jamaicas—		
176s, 200s, 216s	7 50	.....
Lemons, Cal., case	6 00	7 50
Do., Verdilla	8 00	9 00
Pineapples—		
Floridas, 30s, 36s, case	5 50	6 00
Peaches, Can., 6-qt. basket	0 90	1 15
Do., 11-qt. basket	1 25	1 50
Do., Colorado, fancy, boxes .....	.....	2 00
Pears, Cal., Bartlett	3 75	4 00
Do., Can., 6-qt. basket	0 50	0 75
Do., do., 11-qt. basket	0 75	1 00
Plums, early Can., 6-qt. basket.	0 40	0 50
Can., 11-qt. basket	0 75	0 85
Do., California, box	2 75	3 00

Sweet Potatoes Arriving; Onions Move Freely

Toronto.

VEGETABLES.—The first arrivals of

New Jersey sweet potatoes are being offered this week at \$3.75 hamper. Local potatoes are very scarce and prices have stiffened though with better weather conditions lower levels are looked for in another couple of weeks' time. A splendid sale of onions is reported and prices continue low with quality very high. Supplies are coming along quite freely and the trade seems to be taking more interest in this line.

Cabbage, Can., crate	1 35	.....
Do., doz.	0 75	0 90
Cantaloupes—		
Do., Can., 11-qt. basket	0 40	0 60
Do., Can., Salmon Flesh, 16-qt. basket	0 75	1 00
Carrots, doz. odles.	0 20	0 30
Corn, doz.	0 12½	0 17
Cucumbers, Can., basket	0 35	0 50
Gherkins, 6-qt. basket	0 35	0 65
Egg Plant, basket	0 50	0 60
Do., do., choice small	0 75	0 85
Do., 11-qt. basket	0 75	1 00
Do., do., choice small	1 25	1 50
Onions, Can. Yellow, 100-lb. bag .....	.....	3 00
Do., 75-lb. bag	2 50	2 75
Do., Pickling, 11-qt. basket.	1 25	2 50
Parsley, basket	0 40	0 50
Peppers, green, basket	0 40	0 60
Potatoes, New Jersey sweet, hamper	3 75	.....
Potatoes, Canadian, bag	2 35	.....
Tomatoes, 6-qt. basket .....	.....	0 35
Do., 11-qt. basket	0 50	0 60
Turnips, basket .....	.....	0 30
Vegetable Marrows, crate .....	.....	0 75

New Prices Named on Govt. Standard Flour

Toronto.

FLOUR.—The new price on government standard wheat flour, 74 per cent. extraction, has been definitely set at \$11.50 in car lots, track. This shows an advance over last year's figure of 55c, and is brought about largely by advanced freight rates recently put into effect, and slight increase in price of wheat. Mills in the West are now operating on new crop wheat and Eastern mills will be generally active in another couple of weeks.

FLOUR

Government Standard, 74% Extraction.	.....
Manitoba Wheat Flour, in carload shipments, on track, bbl.	\$11 50

Feed Prices Stand At Advance of \$2.00 Ton

Toronto.

MILL FEEDS.—Prices adopted on bran and shorts stand at the advance noted last week of \$2 per ton, making to-day's price on bran \$37, and on shorts \$42 in carloads, track. Ontario points. Milling operations will be general in another couple of weeks and a better output of feeds may be expected, but that it will equal demands is considered doubtful.

MILL FEEDS—

Bran, per ton	In carlots, track	.....
Shorts, per ton .....	.....	\$37 00
.....	.....	42 00

Flurry in Rolled Oats; Corn Flour Price Set

Toronto.

CEREALS.—Some low prices have been made on rolled oats the past few (Continued on page 36)

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, B.C., Sept. 17.—The manager of the Vancouver Milling and Grain Co. has gone to Japan to open an office in Kobe owing to increased Oriental business. The price of bakers' flour has been fixed at \$10.30. The potato market is all awry. Some big Chinese growers are unloading and there is no settled price among producers. Wholesalers are selling at \$28 to \$32. The butter market is firm without any change. The return of New Zealand butter to this market has made little difference. Fresh eggs are quoted at 70 cents. The cheese market is easier and reductions are looked for. Lard is firm and shortening easier. Grocers report trade in staples good but demand for fancy stuff continues weaker.

VANCOUVER, B.C.:		
Sugar, pure cane, gran., 100 lbs.	9 45	
Flour, war grade, Manitoba, per per bbl., in car lots	10 85	10 95
Rice, Siam, No. 1, per ton		
Do., Siam, No. 2	1 85	1 90
Rice, China, 44 lb. mats, No. 1 ..	1 90	1 95
Do., No. 2	1 75	1 89
Do., Japanese	2 10	2 15
Beans, Japanese, per lb.	0 09	0 15
Beans, B.C., white	0 14½	0 15
Potatoes, per ton	28 00	32 00
Do., new, per lb.		0 02½
Lard, pure, in 400-lb. tierces, lb.		0 32½
Lard compound	0 26	0 26½
Butter, fresh made creamery, lb.		0 52
Cheese, Canadian		0 26½
Margarine		0 32½
Eggs, new-laid, in cartons, doz.		0 70
Oranges, box		9 50
Lemons		8 50
Salmon—		
Sockeye, halves, flat case		16 50
Tall, case		14 00
Pinks, case		8 25
Cohoos		11 00
Chums		7 50
		9 00

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Sept. 17.—Rolled oats have dropped 45c, making 80's \$4.80. New flour expected to be ready this week; the price will be \$10.80 barrel. Compound lard is down 1c. Belly bacon up ½c. Hams are up 1c. Pure lard 3's are \$18.90. New pack tomatoes two's and half, \$4.20. New pack peas 2's, \$3.60. Lamp chimneys have again made a small advance. Since last report a remarkable scarcity of sugar has developed, some retailers in city are quite out, and country points are said to be

worse than city. Oranges are up \$1 per case. Lemons down \$1.

CALGARY:		
Beans, small, lb.	0 09	0 11
Flour, 98s, per bbl.		10 80
Rye flour, 49s, per bbl.		12 20
Cornmeal, 24s, per bbl.		12 30
Molasses, extra fancy, gal.		1 15
Rolled oats, 80s		4 80
Rice, Siam, cwt.	10 00	11 00
Rice, Japan	11 00	12 00
Rice, China, per mat, No. 1		5 10
Do., No. 2		4 70
Tapioca, lb.		0 14
Sago, lb.		0 14
Sugar, pure cane, granulated, cwt.	10 92	
Cheese, No. 1, Ontario, large		0 26
Butter, creamery, lb.		0 49
Do., dairy, lb.	0 35	0 40
Lard, pure, 3s, per case		19 90
Eggs, new-laid, case	13 50	14 00
Candied peel, lemon, lb.		0 36
Tomatoes, 2½s, stand. case, spot		4 20
Corn, 2s, standard case		5 50
Do., new	3 35	3 60
Peas, 2s, standard case		3 60
Apples, gals., Ontario, case	2 20	2 85
Strawberries, 2s, Ontario, case	7 50	8 10
Do., new pack		8 50
Raspberries, 2s, Ontario, case		8 75
Do., new pack	8 50	8 75
Cherries, 2s, red, pitted		6 40
Apples, evaporated, 50s, lb.		0 21
Apricots, evaporated, lb.	0 26	0 29
Peaches, evaporated, lb.	0 16	0 19
Peaches, 2s, Ontario, case		4 75
Salmon, pink, tall, case	9 00	10 25
Salmon, Sockeye, tall, case		17 75
Do., halves		18 25
Potatoes, per ton		37 00
Oranges, Valencias, case		10 75
Lemons, case		10 00

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., Sept. 17.—A shipment of Saskatchewan butter is on its way to Siberia according to announcement made in the city to-day. The consignment consists of 57,500 pounds, comprising two carloads. It will be used by the Canadian expeditionary force to Siberia. The butter was shipped by Saskatchewan Co-operative Creameries, Ltd. A consignment of Ontario grapes arrived from St. Catharines early this week and retailed at 65 cents. Basket eggs are scarcer and prices are soaring. New potatoes seem to be plentiful and quoted about \$1.25 bushel.

REGINA—		
Beans, small white Japans, bu.	7 50	
Beans, Lima, per lb.		
Flour, standard, 98s	5 20	
Molasses, New Orleans, gal.	0 75	
Rolled oats, bails	4 85	
Rice, Siam, cwt.	9 25	
Sago and tapioca, lb.	0 14	
Sugar, pure cane, gran., cwt.	10 94	
Cheese, No. 1 Ontario, large	0 26	0 27
Butter, creamery		0 50
Lard, pure, 3s, per case		18 00
Bacon, lb.	0 47½	
Eggs, new-laid	0 40	0 45
Pineapples, case	5 75	
Tomatoes, 3s, standard case	4 75	5 00
Corn, 2s, standard case		4 85
Peas, 2s, standard case	3 60	5 20
Apples, gal., Ontario	2 40	2 75

Apples, evaporated, per lb.	0 19½
Strawberries, 2s, Ont., case	8 50
Raspberries, 2s, Ont., case	8 70
Peaches, 2s, Ontario, case	4 65
Plums, 2s, case	3 40
Salmon, finest Sockeye, tall, case	18 00
Salmon, pink, tall, case	9 25
Pork, American clear, per bbl.	40 75
Potatoes, bushel	1 25

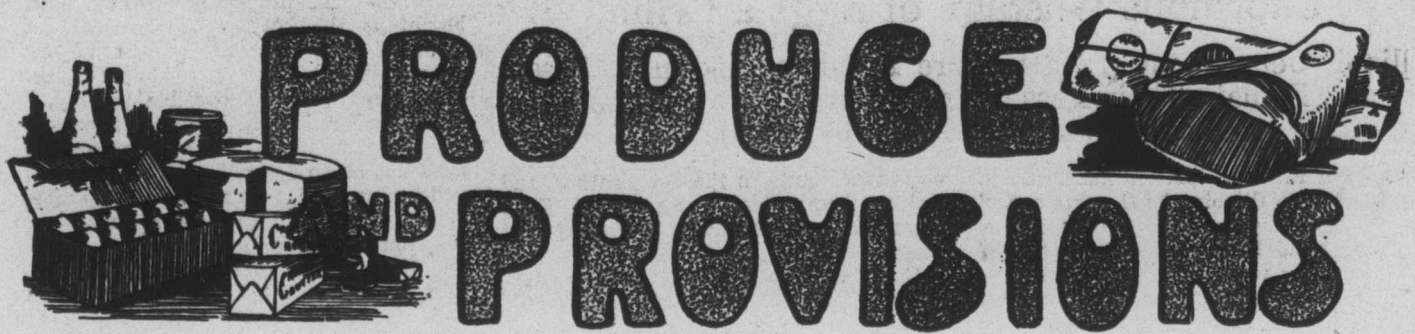
New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Sept. 17.—Business continues good throughout the province with sales steady and collections satisfactory. The market is quiet as regards price changes. Flour advanced to \$12.70; rolled oats off \$11.75; sugar is up again, granulated selling at \$9.85 to \$9.90; yellow \$9.35 to \$9.40. Fresh eggs are quoted at 50c to 55c. Lemons are lower and are quoted \$8 to \$9. Grapefruit advanced and is selling \$7.50 to \$8. Bananas easier and are quoted at 7c. Ontario plums, eleven quart package, \$1.25 to \$1.56. California peaches \$3.

ST. JOHN, N.B.:

Flour, No. 1 patents, bbls., Man.	12 70
Cornmeal, gran., bags	7 00
Cornmeal, ordinary, bags	3 90
Corn flour, 98 lbs.	4 00
Rye meal, 98 lb. bag	8 00
Rye flour, 98 lbs.	9 00
Rice flour, per pound	0 11
Potato flour, per pound	0 18
Oatmeal standard, per bbl.	12 75
Molasses, extra fancy, gal.	0 96
Rolled oats, bbl.	11 75
Beans, yellow-eyed	9 25
Beans, Canadian, white	8 25
Rice, Siam, cwt.	10 25
Sago and tapioca, lb.	0 18
Sugar—	
Standard, granulated	9 85
No. 1, yellow	9 35
Cheese, N.B., twins	0 24½
Eggs, fresh, doz.	0 50
Eggs, case	0 47
Breakfast bacon	0 35
Butter, creamery, per lb.	0 44
Butter, dairy, per lb.	0 38
Butter, tub	0 37
Margarine	0 30
Lard, pure, lb.	0 32
Lard, compound	0 27
American clear pork	56 00
Beef, corned, 1s	4 90
Tomatoes, 3s, standard, case	5 40
Raspberries, 2s, Ont, case	6 20
Peaches, 2s, standard case	4 40
Corn, 2s, standard case	5 90
Peas, standard case	3 30
Apples, gal., N.B., doz.	4 80
Strawberries, 2s, Ont., case	6 20
Salmon, Red, spring, cases	15 00
Pinks	11 00
Cohoos	14 00
Chums	8 50
Evaporated apples, per lb.	0 18
Peaches, per lb.	0 22
Potatoes—	
Natives, per bbl.	2 75
Onions, Can., 100-lb. bags	2 85
Lemons, Cal., Messina	8 00
Oranges, Cal., case	10 00
Grapefruit, case	7 50
Bananas, per lb.	0 07
Plums, Cal., crate	3 00
Peaches, Cal., crate	3 00



PRODUCE AND PROVISIONS

Selling Cooked Meats in the Fall Fair Season

These Events Are a Fruitful Source of Demand That Should Not be Neglected—Timely Advertising is an Effective Way of Building Trade

THIS is the Fall fair season and, as is usually the case, there will be, for a few days at least, an enormously increased demand for all kinds of cooked meats. This is a good season for the merchant to make a special effort in regard to these lines, to draw them prominently to the attention of the public, and to advertise them in every way possible.

Timeliness To These Goods

There is a character to these goods that makes them peculiarly suitable for use at certain specific times—times when a maximum of nourishment is required at a minimum of effort. When these occasions arise the goods should be thrust on the public attention. This type of advertising will be far more effective than a general appeal, for here you are appealing to a need that the

buyer actually feels and to which he will readily respond.

It is wise, of course, to keep these goods always to the fore, because they are beginning to bulk more and more largely in the business done by every progressive grocery, but when a certain definite and specific appeal can be made, an appeal that will focus the attention of the public on the value of these goods, it is surely too good an opportunity to be missed.

The Need of Advertising

In the photo presented herewith is to be found a suggestion for calling attention to these lines at this particular time without devoting the entire power of the window to these few lines.

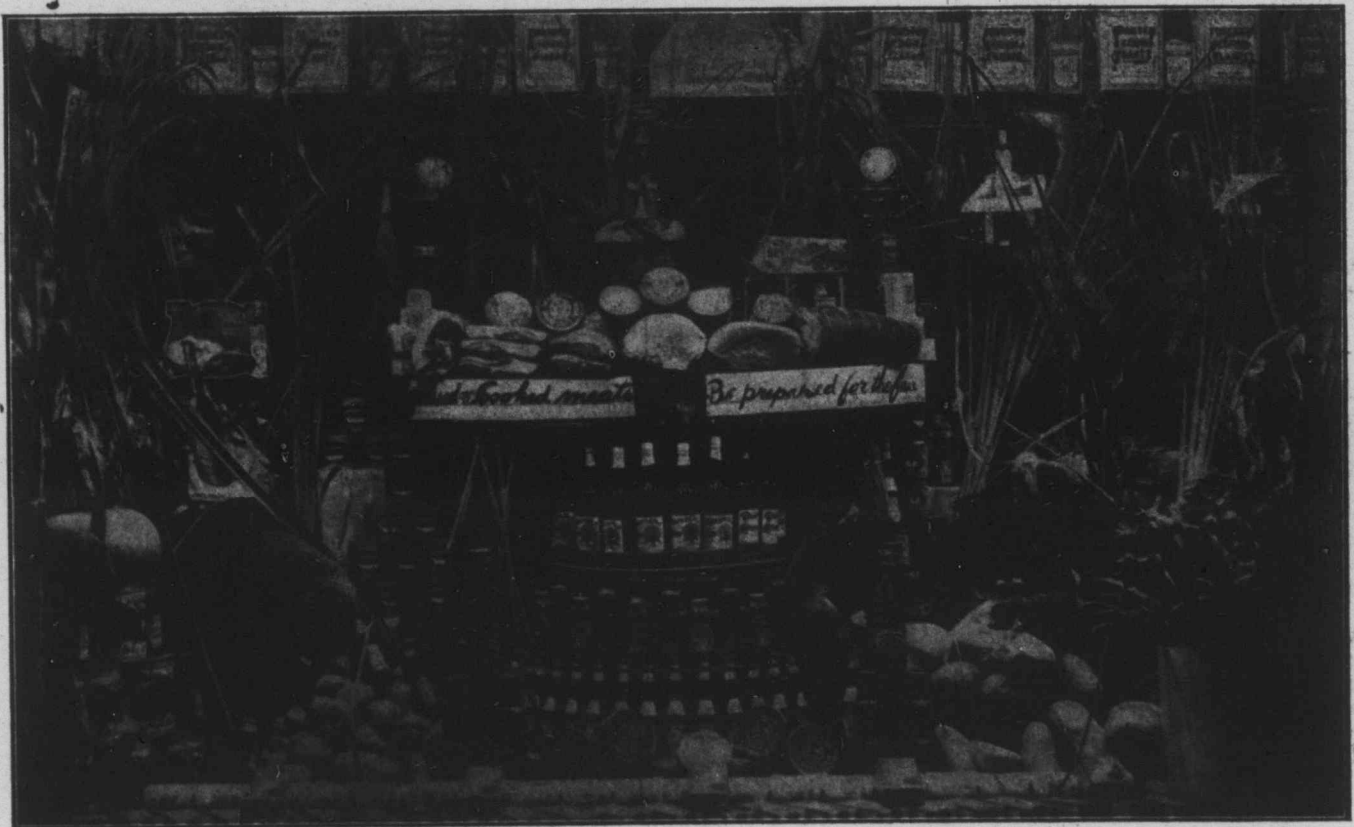
There are many changes and elaborations of this idea that may be made effective selling forces. Interior dis-

plays, too, should be used at such times as these so that the busy housewife looking for something convenient for the lunch basket will be immediately struck by the idea.

It is possible, too, to feature in the same way and at the same time lines of sardines and canned fish, all suitable for sandwich making.

A Profitable Department

Some merchants are inclined to consider these produce lines, because of the element of danger from waste that is a condition of this business, too dangerous to be profitable. That is, of course, a fallacy, as it has been proved time and time again, and there is no surer way of losing trade than to neglect this important department. It is one of the premier departments of the store. Not only from the actual profits on these immediate produce lines, but because of the business that it draws in other lines. But to get the advantage of this factor the merchant must push this line, and must take advantage of every opportunity to popularize these products.



An effectively arranged Fall Fair window, featuring easily served foods.

Enormous Wastage of Eggs a Crime

Illinois Department of Agriculture Tabulates Enormous Losses and Explain Their Reason and Their Cure—An Almost Similar Condition Exists in Canada

AT a recent exhibition at the State Fair in Illinois, the Department of Agriculture of the state made a stirring appeal for a discontinuance of the enormous wastage in eggs. The appeal for the need of conservation was backed by the startling statement that over three and one-half billion eggs, or 25,038 carloads were lost a year.

Enough eggs are lost through spoilage and deterioration at the present rate of production in the United States, it is pointed out, to supply two eggs a day to an army of 4,938,904 soldiers, and the value of these eggs that are going to waste amounts to \$122,735,500 a year.

The statistics and comparisons, presented by John B. Newman, superintendent of the Division of Foods and Dairies, are of special significance in view of the fact that they were worked out in connection with the recent conference in Washington called by the Federal Bureau of Chemistry and the U. S. Food Administration for the purpose of adopting plans for cutting down egg losses.

The total egg production of the United States is estimated at 80,000,000 cases; storage stock, 8,000,000 cases; prompt consumption, 72,000,000 cases. Total number of cases lost, 10,015,000; annual loss from all causes, \$122,735,500.

The following suggestions in reference to the necessity of employing better methods in saving the egg supply have been prepared by John B. Newman, superintendent of the Division of Foods and Dairies, Illinois Department of Agriculture.

Make Every Egg Count

We need every ounce of food produced in this country to help win the war. Because of their highly concentrated food value, and other reasons, eggs are a most important form of food. Don't let eggs deteriorate or spoil. Be sure every egg you market is a good one. More good eggs at home make possible the sending of more red meat to the soldiers abroad who are fighting for our cause.

Means of Protection

Twenty-five per cent. of the eggs during the hot summer months become rotten, and a much larger per cent. show great deterioration. With proper understanding and care, almost all the eggs can be conserved with profit to the producer, to the dealer and to the consumer.

Every egg you sell or offer for sale must be fit for human food. Farmers, country merchants, hucksters, shippers and others, can render patriotic service by candling all eggs, by taking proper precautions to prevent egg losses and by observing the rule that requires an egg candling certificate in every case.

Ways of Conserving Eggs

Provide plenty of clean nests. Gather

eggs twice daily in the hot weather, and market them at least twice a week. Keep eggs in a cool, ventilated place. Do not wash eggs.

Candle all eggs at the time of purchase. Pay only for the good edible eggs, returning the bad ones to the producer.

How the Shipper Can Help

Ship all eggs as soon as possible after each transaction. Keep eggs out of the sun. Eliminate all delays. Ship to storage and consuming points in refrigerator cars. Get the product to market as fast as possible.

All receivers of eggs should use care and intelligence in handling them. Eggs should always be recandled when weather conditions make this advisable. Refuse to accept any case that does not contain a properly filled out egg candling certificate.

By exercising more care to save and conserve and by constantly remembering that every good egg helps Uncle Sam; every bad egg, the Kaiser.

If the loss can be conserved, consumers in August would not be paying producers 70 cents the dozen for strictly fresh eggs from the nest, as is now the case in this section of the country.

These are American facts and figures, but conditions are no different in Canada—this wastage is a crime.

RETAILER AND HIS SALARY

Continued from page 19

that and he does not like to see a charge of more than 2 per cent. on his own books for his own salary.

To sum up. It might be best to con-

clude that the proprietor's salary must begin, at the bottom of the scale of business, with what he can just live on. As the business grows, it should be reduced as rapidly as possible to, say, 2 per cent. on sales. Thereafter, reduction may not be so vital a matter and need not be so scrupulously carried out; and in any case, I do not think any merchant should fail to charge out 1 per cent. on sales for his own salary. I do not think, for example, that the biggest merchant cited should draw less than \$30,000 salary. That would be 1 per cent., and his business should, in my opinion, show a profit over that.

It will be mighty instructive to have further discussion of this subject.

WEEKLY MARKET REPORTS

(Continued from page 33)

days and there seems to be quite a flurry in the market. It is expected, however, that this will pass and the market steady down. Government standard corn flour price has now been set at \$10 per bbl. White corn flour is only for sale to biscuit and butcher supply manufacturers now and the price has been named at \$11 per bbl.

	Single Bag Lots	F.o.b. Toronto
Barley, pearl, 98s	7 00	8 00
Barley, pot, 98s	5 50	6 25
Barley Flour, 98s	6 50	6 75
Buckwheat Flour, 98s	6 50	7 00
Cornmeal, Golden, 98s	6 00	6 50
Do., fancy yellow, 98s		5 40
Corn flour, white, bbl.		11 00
Do., Government standard, bbl.		10 00
Graham flour, 98s	6 00	7 00
Hominy grits, 98s	6 25	6 60
Hominy, pearl, 98s	6 25	6 60
Rolled oats, 90s	5 25	5 50
Oatmeal, 98s	6 00	7 00
Potato Flour, lb.		0 18
Rolled wheat, 100-lb. bbl.	6 75	7 00
Rice Flour, per 100 lbs.	9 50	12 00
Rye Flour, 98s	7 50	7 75
Peas, yellow, split	10 00	10 50
Blue peas	0 11	0 15

Above prices give range of quotations to the retail trade.

MANITOBA MARKETS

WINNIPEG, Sept. 18.—Jobbers are still experiencing considerable difficulty in obtaining sugar from the refineries. The B.C. refineries declare that they cannot fill any more orders for shipping to Regina. In the past, these refineries looked after the biggest part of Saskatchewan's orders and it will now cause a still further burden to be thrown on the back of the eastern refineries. This will cause an additional shortage. Eastern refineries report that they will be able to fill more orders now than for the past four weeks.

Quick Action on Part Of Salmon Dealers Needed

Winnipeg.
CANNED SALMON.—The British Ministry of Food Authority has wired his buyer in British Columbia demanding all sockeyes and red springs also 75 per cent. cohoes and 75 per cent. pinks, leav-

ing chums and other grades for division in Canada and Australia.

Coffee Market Has Been Very Firm

Winnipeg.
COFFEE.—The coffee market has been very firm during the past week and prices are steadily advancing. Difficulty is being experienced in the obtaining of coffee through the United States.

Green Coffee—	
Rio, New York Grading No. 5, per lb.	0 20
Do., do., No. 7	0 19
Santos, fine old crop	0 23½
Bourbon	0 25
Mexican	0 30
Bogota A	0 30
Costa Rica	0 34

Expect Drop in Price Of White Beans Soon

Winnipeg.
BEANS.—Wholesalers declare that they expect a drop in the price of white
(Continued on page 39)

Produce, Provision and Fish Markets

THE MARKETS AT A GLANCE

HIGHER prices have again been named on lard and the range of quotations has widened perceptibly, as will be noticed in a spread of two cents between high and low levels. The market is very firm and the tendency is towards present high figure. The supply is considered light owing to short hog receipts and little improvement in this respect is looked for until farmers have more time to market their product.

Butter prices are again on the upward move and an advance of 1c in creamery and 2c in dairy is reported in some quarters. Receipts are said to be light and with advancing market are thought to be exercising an influence on demand for margarine. This latter line is moving quite freely at unchanged prices.

Eggs are higher and a marked falling off in the supply is reported. Those coming to hand are very good quality and are being readily absorbed under influence of good demand.

Dressed meats of various kinds are higher. Smoked hams are scarce and plain and boneless backs have advanced in price. Higher levels have also been reached in bacon and cooked meats. Mess pork and short cut backs are somewhat easier.

Prices to the trade on spring chickens and ducklings are lower in some quarters and further recessions are looked for. The feeling exists that to-day's prices are too high and a lowering of the scale of quotations is possible. Supplies are coming to hand quite freely and the demand is very good.

Hog Market Firmer; Prices May Go Up

Montreal.
PROVISIONS.—There is more strength of undertone than usual this week and there was quite an effort on the part of sellers to force prices up for what they had to dispose of. On the other hand the buyers held out with the result that there was no change and last week's quotations still hold for live hogs, as well as for dressed. With the bidding more active and receipts continuing rather on the light side it is not improbable that the next few days will see an advance. Rough stuff moves freely and in consideration of the light offering of choice hogs the prices paid for roughs went as high as \$18 for live. The undertone is decidedly firm also on cured meats, but these are without change and selling well.

Hogs, Dressed—		
Abattoir killed, small	29 00	29 50
Do., heavy, 225-275 lbs.	26 50	27 00
Hogs, live	20 00	20 25
Hams—		
Medium, smoked, per lb.—		
(Weights) 16-25 lbs.	0 35	0 36
Large, per lb. (wgh.) 25-35 lbs.	0 32	0 33
Backs—		
Plain	0 43	0 44
Boneless, per lb.	0 46	0 47
Bacon—		
Breakfast, per lb.	0 43½	0 44
Roll, per lb.	0 33½	0 34½
Dry Salt Meats—		
Long clear bacon, ton lots.	0 29	0 29½
Long clear bacon, small lots.	0 29½	0 30
Fat backs, lb.	0 29½	0 30

Cooked Meats—		
Hams, boiled, per lb.	0 53	0 54
Hams, roast, per lb.		0 54
Shoulders, boiled, per lb.		0 46
Shoulders, roast, per lb.		0 48

Barrel Pork—		
Canadian short cut (bbl.)		\$58 00
Clear fat backs (bbl.)		60 00
Short cut clear pork (bbl.)		58 00
Heavy mess pork (bbl.)		55 00
Bean pork (bbl.)		54 00

Lard Supplies Scarcer; Quarter Cent Higher

Montreal.
LARD.—Although demand for lard is better it has not yet reached the active position it will attain later. The amount of stock in this market is rather limited and a further advance of a quarter of a cent per pound has been made all around.

Lard, pure—		
Tierces, 400 lbs., per lb.		0 31½
Tubs, 60 lbs.		0 31½
Pails		0 32
Bricks, 1 lb., per lb.		0 33¼

Steadying Market For Shortening; Unchanged

Montreal.
SHORTENING.—There is quite a steadier feeling to the market with a firm undertone, but an unchanged price basis prevailing on the new list of last week. Supplies are ample for the trade needs of the present.

Shortening—		
Tierces, 400 lbs., per lb.		0 26
Tubs, 60 lbs.		0 26½
Pails, 20 lbs., per lb.		0 26½
Bricks, 1 lb., per lb.		0 27½

Indications Point to Good Margarine Sales

Montreal.
MARGARINE.—The jobbing trade is confident of a returning demand for margarine very soon. In fact there is an improvement already and with such weather conditions as will prevail from now on there is reason to expect that the movement will be larger from week to week. Prices are firm with the tendencies to higher levels and some are asking 33c now for the better grades, in prints.

Margarine—		
Prints, according to quality, lb.	0 32	0 33
Tubs, according to quality, lb.	0 30½	0 31

Butter Sold Up 2¼c at Auction; Advances 1c

Montreal.
BUTTER.—Keen buying of butter offered here is a continued feature of the situation. So keen was this activity at various points that bids reached as much as 2¼c above previous prices at the auction sales. As a consequence of the firm tendencies, there is an advance in creamery of one cent per pound. Certain reports of last week as to the quantities in various hands here seem to have been erroneous, as some butter has been sold and is carried in storage for the buyers for the time being. There seems to be a continuing consumptive demand of large proportions and the tendencies are remaining very firm. The high prices prevailing in New York, naturally have a firming effect here.

Butter—		
Creamery prints (fresh made).		0 48
Creamery solids (fresh made).		0 47
Dairy prints, choice	0 38	0 40
Dairy, in tubs, choice		0 37

Cheese Firm and Steady With Receipts Good

Montreal.
CHEESE.—There is a good movement of cheese to this port. The receipts indicate that factories are still making a large amount of cheese and the movement for export account is steady and heavy. In a trade way there is not much change, sales being fair but without much interest more than the average obtaining in a seasonable way. It has been hinted in one quarter that the Dairy Produce Commission would probably pay a little more money for their requirements.

Cheese—		
Large, per lb.		0 23½
Twins, per lb.		0 24
Triplets, per lb.		0 24
Stilton, per lb.		0 27
Fancy, old cheese, per lb.		0 28

**New Laid Eggs 56c;
Scarcity is in Sight**

Montreal.
EGGS.—Fifty-six cents for new-laid eggs at this season of the year is a good price and this is the quotation made by the jobbing trade. Selects also are firmer at 53c, while number ones are 49c and number twos 45c. Supplies are coming in from Prince Edward Island and Ontario points but these, considering the heavy consumptive demand, are inadequate. For new-laid in particular, the market is very strong and one of the largest jobbers states that it is quite probable that storage stocks will soon be broken into if the demand is sustained.

Eggs—	
New laids	0 56
Selects	0 53
No. 1	0 49
No. 2	0 45

**Shipment Poultry Slow;
More Expected This Week**

Montreal.
POULTRY.—Last week's strike of express employees seriously interfered with the delivery of poultry to the jobbers here. Shipments were much congested, but it is expected that this week will see a real improvement in this respect. There is a sufficient consumptive demand to take care of a large volume of poultry and there will very likely be an increased supply available in the near future. Prices are firm, but without change.

	Live	Dressed
Young ducks, lb.	0 25	0 45-0 50
Old ducks (fat)	0 25	0 45-0 50
Broilers, 3 to 4 lbs. pair	0 30	0 40-0 43
Broilers (milk fed spec'l)	0 31-0 32	0 40-0 43
Turkeys (old toms), lb.	0 28	0 38-0 38
Turkeys (young)	0 28	0 40
Geese	0 30	0 30
Old fowls	0 27-0 28	0 35-0 36

**Scarcity Fish Supply;
Still Active Demand**

Montreal.
FISH.—Difficulty is still experienced in getting enough fish to meet the requirements of the trade. There are advances this week in the price of fillet haddies, Labrador herring, pickled turbot, oysters in cans and in fresh cod, dore, pike, smelts and swordfish. There are declines applying to bullheads and B. C. salmon.

SMOKED FISH.	
Haddies (fresh cured)	0 15 0 16
Haddies, fillet	0 19 0 20
Smoked herrings med.) per box	0 23 0 24
Smoked cod	0 15
Bloaters, per box 60/100.	1 50 2 25
Kippers, per box 40/50.	2 25 2 50
SALTED AND PICKLED FISH.	
Haddock (per bbl.), 200 lbs.	16 00
Herring (Labrador), per bbl.	14 50 15 00
Herring (Labrador), ½ bbls.	7 50 7 75
Herrings, No. 1 lake (100-lb. keg)	6 00
Salmon (Labrador) per bbl.	27 00 28 00
Do., tierces	37 00
Salmon (B.C. Red)	26 00
Sea Trout, red and pale, per bbl.	20 00 22 00
Sea Trout (½ bbls.)	10 50 12 00
Green Cod, No. 1, per bbl. (med.)	20 00
Green Cod (large bbl.)	21 00
Mackerel, No. 1, per bbl.	32 00
Mackerel (½ bbl.)	16 50
Codfish (skinless), 100-lb. box	16 00

Codfish, 2-lb. blocks (24-lb. case)	0 18
Codfish (skinless), blks. "Ivory"	0 16
Brand, lb.	0 16
Codfish, boneless, lb. (according to package)	0 16 0 20
Codfish, shredded, 12-lb. box	2 50
Eels, salted	0 11 0 12
Pickled turbot, new, bbls.	16 00 17 00
Do., half barrels	7 50 8 50
Cod, boneless (20-lb. boxes), as to grade	0 14 0 18
Cod, strip (30-lb. boxes)	0 18
Cod, dry (bundles)	14 00

SHRIMPS, LOBSTERS	
Lobsters, medium and large, lb.	0 50
Prawns, lb.	0 30
Shrimps, lb.	0 30
Scallops, per gallon	4 00
Oysters—	
Ordinary, No. 1, gal.	2 75
Cape Cod shell oysters, bbl.	15 00
5 gal. (wine cans)	13 00
1 gal. (wine cans)	2 75
Oyster pails (pints), 100.	1 50
Oyster pails (quarts), 100.	2 10
Clams, med., bbl.	9 00

FRESH FROZEN SEA FISH	
Herring, large sea, lb.	0 09 0 10
Herring, frozen, lake, lb.	0 08 0 09
Halibut	0 22 0 23
Halibut (medium)	0 24
Haddock	0 07½ 0 09
Mackerel	0 14½ 0 15
Cod—Toms, bbl.	4 00
Cod Steak, fancy, lb.	0 10 0 11
Salmon, red	0 21 0 22
Salmon, pale	0 15 0 16
Salmon, Gaspe	0 26 0 28
Swordfish	0 21 0 22

FRESH FROZEN LAKE FISH	
Pike, lb.	0 11 0 12
Perch	0 12½ 0 13
Whitefish, lb.	0 15 0 16
Whitefish (small)	0 09½ 0 12½
Lake trout	0 19 0 20
Eels, lb.	0 12
Doree	0 13 0 14

FRESH FISH	
Haddock	0 09 0 10
Steak cod	0 12 0 13
Market cod	0 07 0 08
Carp	0 09 0 10
Dore	0 19 0 20
Lake trout	0 19 0 20
Brook trout	0 45
Pike	0 12 0 13
B.C. Salmon	0 25 0 27
Salmon (Gaspe)	0 27 0 28
Gasperaux, lb.	0 06
Western Halibut	0 24 0 25
Eastern Halibut (chicken)	0 23
Eastern Halibut (med.)	0 25
Flounders	0 07 0 10
Perch	0 09
Bullheads	0 12
Whitefish	0 19 0 20
Whitefish (small)	0 09½ 0 12
Eels	0 15
Mackerel, lb.	0 14 0 15
Smelts, No. 1	0 19 0 20
Smelts, No. 2	0 11 0 12
Smelts, No. 2	0 12 0 13
Shad	0 15 0 16
Swordfish	0 25

**Dressed Meats Go
Up; Hogs Firm**

Toronto.
PROVISIONS.—A general stiffening of the prices on the various lines of dressed meats has been shown during the week. Smoked hams and backs are very high and very scarce, and the backs show advances of from 1c to 2c per pound. Breakfast and roll bacon are also higher and cooked meats show a generally firmer tone. Mess pork and short cut backs are slightly easier. The demand for all lines is reported as very satisfactory.

Live hogs show no change, being quoted at \$19.50 per cwt. fed and watered, with indications that this price will hold all week. The run is light and is not expected to show much improvement until farmers have more opportunity to

market their hogs. Range of quotations is given herewith:

Hams—	
Medium	0 38 0 39
Large, per lb.	0 34 0 35
Backs—	
Plain	0 45 0 47
Trimmed, with rib in	0 47
Boneless, per lb.	0 50 0 52
Bacon—	
Breakfast, per lb.	0 40 0 46
Roll, per lb.	0 35 0 36
Wiltshire (smoked sides), lb.	0 37 0 40
Dry Salt Meats—	
Long, clear bacon, av. 50-70, lb.	0 31 0 32
Do., aver. 70-100, lb.	0 28½ 0 29½
Fat backs	0 32½ 0 34
Cooked Meats—	
Hams, boiled, per lb.	0 54 0 55
Hams, roast, without dressing, per lb.	0 51 0 55
Shoulders, roast, without dressing, per lb.	0 45 0 50
Barrel Pork—	
Mess pork 200 lbs.	50 00 54 00
Short cut backs, bbl., 100 lbs.	58 00 60 00
Pickled rolls, bbl., 200 lbs.	56 00 61 00
Hogs—	
Dressed, 70-100 lbs. weight	28 50 29 00
Live, off cars	19 75
Live, fed and watered	19 50
Live, f.o.b.	18 75

**Upward Movement in
Lard Continues; Light**

Toronto.
LARD.—Higher prices are again in evidence during the week and a wide range is provided for in quotations now available. Prices being asked are from 30½c to 32½c per pound, tierce basis, and a narrowing of the range towards the higher level would not be surprising. Supplies are considered light and in view of light hog receipts may not show much improvement for another two or three weeks. The demand is good and is expected to show further activity during the next couple of months.

Lard, pure, tierces, 400 lbs., lb. 0 30½ 0 32½
In 60-lb. tubs, ¼-½c higher than tierces; pails ¼-¾c higher than tierces, and 1-lb. prints, 1½-1¾c higher than tierces.

**Shortening Firm;
Active Demand**

Toronto.
SHORTENING.—The market remains very firm with tendencies towards slightly higher prices though no change in the range given below is apparent. A very active demand is in evidence and supplies are equal to present requirements of the trade. October and November are looked forward to as very heavy selling months and present interest is forerunner to what may be expected.

Shortening, tierces, 400 lbs., lb. 0 25½ 0 26½
In 60-lb. tubs, ¼-½c per lb. higher than tierces; pails, ¼-¾c higher than tierces, and 1-lb. prints, 1½-1¾c higher than tierces.

**Demand For Margarine
Brightens Materially**

Toronto.
MARGARINE.—The demand for margarine shows some improvement. This is attributed to the cooler weather with better opportunity for storing. Retailers are showing considerable interest in this line, due to the fact that butter prices are on the increase.

Margarine—	
1-lb. prints, No. 1	\$0 22 \$0 23
Do., No. 2	0 20 0 21
Do., No. 3	0 27
Solids, 1c per lb. less than prints.	

Butter Registers Further Advances; Receipts Light

Toronto.

BUTTER.—A further stiffening in the price of butter is noticeable in some quarters during the week. Fresh made creamery prints now range from 47 to 49 cents, an advance of one cent in the higher figure. Dairy prints, fresh separator, also show a higher range in a stiffening in price to 45 cents per pound; No. 1 dairy prints are being quoted at 42 to 43 cents per pound. Receipts are considered light in some quarters, and this has been a factor in the increased prices on the market.

Creamery prints (fresh made).....	0 47	0 49
Creamery solids (fresh made).....	0 46	0 48
Dairy prints, fresh separator, lb.	0 45	
Dairy prints, No. 1. lb.....	0 41	0 43

Very Firm Market on Eggs; Demand Good

Toronto.

EGGS.—The market on eggs is very firm. The demand is considered very good and a marked falling off in the supply is reported; some sources report receipts as very good. The quality of the eggs is very good and prices as shown below show a wider range than for the past week.

Eggs—		
New-laid, in cartons, doz.....	0 58	0 59
Do., extras, doz.	0 53	0 55
Do., No. 1, doz.	0 48	0 51
Do., splits and No. 2, doz.....	0 40	0 42

Cheese Continues on Its Normal Course

Toronto.

CHEESE.—Sales have been maintained at a very satisfactory level, supplies reaching the market in ample quantities. There has been no change in price recorded, and conditions in general may be termed the same.

Cheese—		
New, large	0 23½	0 24
Stilton (new)	0 26	0 27
Twins, ¼c lb. higher than large cheese. Trip- lets ½c lb. higher than large cheese.		

Chickens, Ducklings Easy; Supplies Improve

Toronto.

POULTRY.—Prices being paid for spring chickens and ducklings show a little easier tone in some quarters during the week, and a revision in prices being quoted to the trade is also in evidence. Spring chickens dressed are being quoted to the trade at from 42 to 45 cents and ducklings from 35 to 36 cents; these prices have served to widen the range of figures previously prevailing. Supplies are very good and the demand is also considered satisfactory. The feeling exists, however, that prices today are too high, and it is possible that another scale of quotations, somewhat lower than now prevailing, may be looked for in the next two or three weeks. Prices to-day range as follows:

Prices paid by commission men at Toronto:		
	Live	Dressed
Ducks	\$0 16-\$	\$.....-\$

Ducklings	0 20-	0 23
Turkeys	0 25-	0 28
Roosters	0 18	
Hens, over 4½ lbs.....	0 25-	0 28
Hens, under 4½ lbs....	0 23-	0 25
Chickens, Spring, 2 lbs. or over	0 30-	0 33
Squabs, dozen	4 50	

Prices quoted to retail trade:		Dressed
Hens, light	0 33	0 35
Do., heavy	0 35	0 37
Chickens, Spring	0 42	0 48
Ducklings	0 35	0 38
Turkeys	0 36	0 40

Halibut Goes Higher; Supplies Fresh Fish Light

Toronto.

FISH.—An advance in the price of halibut has been made during the week, quotations on the medium now being 22½ to 23 cents per pound, on the chicken and large, 21½ to 22 cents. White fish has also gone to higher levels, an advance of 1c per pound being noticeable in prices to-day of 16 to 17c. Fillets are very firm at 18c per pound, and an advance in kippered herring to \$2.75 per box has been made. Bloaters are now being offered at \$2.50 per box, and shrimps are selling at \$1.75 per can. Supplies of the fresh fish are considered very light, and the demand at the present time is exceeding the supplies. Quotations being made to-day range as follows:

FRESH SEA FISH		
Brills, dressed, lb.	0 10	0 11
Cod Steak, lb.	0 11½	0 12
Do., market, lb.	0 09½	0 10
Flounders, lb.	0 10	0 11
Flukes		0 15
Halibut, medium, lb.	0 22½	0 23
Do., chicken, lb.	0 21½	0 22
Do., large	0 21½	0 22
Haddock, heads on, lb.	0 08	0 08½
Do., dressed, lb.	0 09	0 09½
Mackerel, lb.		0 16
Plaice, dressed, lb.	0 10	0 11
Soles, dressed, lb.	0 09	0 11
Salmon, B.C., fresh, headless, dressed, lb.		0 25

FRESH LAKE FISH		
Herring, dressed, lb.	0 09½	0 10
Trout, lb.	0 15	0 16
Whitefish, lb.	0 16	0 17

SMOKED FISH		
Ciscoes, lb.		0 18
Bloaters, box		2 50
Do., fillets, lb.		0 18
Do., Finnan, lb.		0 14
Herring, Kippered, box		2 75
Shrimps, can		1 75

FROZEN SEA FISH		
Cod, Steak, lb.		0 10
Halibut, lb.	0 22½	0 23
Mackerel, lb.		0 15
OYSTERS, per gallon		3 10

Provisions Firm; Egg Prices Show No Change

Winnipeg.

PROVISIONS.—The provision market has been very firm during the week. Live hogs have sold at 19 cents all week, while the high prices for cattle have been 15½ cents.

The egg market has been very steady throughout the week with prices showing very little change. Jobbers are now quoting their prices at 42 cents per dozen.

WINNIPEG MARKETS

(Continued from page 36)

beans in the very near future. The new crop is expected on the market very soon which will send the price of the commodity down considerably.

Canned Tomatoes Are Expected on Market

Winnipeg.

CANNED VEGETABLES.—The canned vegetable market has been fairly active during the week. The new canned tomatoes are expected on the market very soon and it is expected that the prices are to be very reasonable although slightly higher than before.

Prices on Siam Rice to be Higher

Winnipeg.

RICE.—Siam rice is expected on the market very soon and prices are likely to be higher than before while the new tapioca and sago crop is expected in about three months at lower prices.

Extra fancy, Japan, 100-lb. bags.....	0 10½
Fancy Japan, 100-lb. bags	0 09½
Choice Japan, 100-lb. bags	0 08½
Siam, 100-lb. bags.....	0 09½
Tapioca, lb.	0 13½
Sago, lb.	0 11

Tea Market Firm; Advances Looked For

Winnipeg.

TEAS.—The tea market has been very firm all week and prices are expected to advance before long.

Jam Prices Are Expected Higher

Winnipeg.

JAM.—All lines of jam are very firm and a number of lines are expected to advance before long. Jobbers seem to agree that jam is a good buy at the present price.

Chocolate Nut Bars Jump 15 Cents

Winnipeg.

CANDY.—The output of candy has been cut 50 per cent, and has made it very bad for the trade. Chocolate nut bars, selling at 90 cents per two dozen, have advanced to \$1.05.

Sugar Shortage Hurts The Fruit Trade

Winnipeg.

FRUITS.—The fruit market has been fairly active all week but the want of sugar has affected a number of points, it being hard to get enough for preserving purposes. Prospects are very good for fruits.

The grape crop in Ontario is not as good as was expected and prices are expected to be higher. Prices on cranberries are easier but an advance is expected.



If you want your share of the fish demand

—if you want to swing a goodly portion of this fast-growing and very profitable demand to your store you should begin featuring

BRUNSWICK BRAND SEA FOODS

right now.

Ask your wholesaler to supply you to-day. You'll like the way these quality Sea Foods will sell, and your customers will like them, which means repeat business and good profits for you.

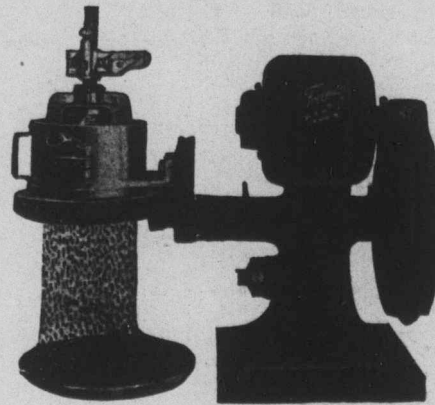
Here is the list:

- ¼ Oil Sardines
- ¼ Mustard Sardines
- Finnan Haddies
(Oval and Round Tins)
- Kipper Herring
- Herring in Tomato Sauce
- Clams
- Scallops



Connors Bros., Ltd.
BLACK'S HARBOR, N.B.

HELP WIN THE WAR with Freeman's Green Bone Cutter



By raising chickens and feeding them **GREEN CUT BONE** to make them lay eggs. The sale of **GREEN CUT BONE** is a paying proposition to thrifty merchants. The demand is large for these goods in city and country places.

BONE CUTTER ATTACHMENT fixed to a **FREEMAN No. 40 CHOPPER**. A **USEFUL** store **FIXTURE**.

Write for Catalogue and Price List

Manufactured by

The W. A. Freeman Co., Limited
HAMILTON, ONT.

Representatives:

TORONTO—114 York Street, near King
MONTREAL—16 Notre Dame St. E. Uptown 8547

HEINZ

Canadian-American Food Products

57 VARIETIES

Canadian Factory,
Leamington, Ont.

Principal Factory,
Pittsburgh, U.S.A.

Distributing Warehouses in Canada:
TORONTO MONTREAL

Canadian Distributing Agencies:

Halifax
St. John
Quebec
Ottawa
Winnipeg
Edmonton
Lethbridge
Calgary
Fernie, B.C.
Moose Jaw
Saskatoon
Vancouver
Victoria

John Tobin & Co.
Baird & Peters
J. B. Renaud & Co.
Provost & Allard.
The Codville Co., Ltd.
The A. Macdonald Co.
The A. Macdonald Co.
Simington Co., Ltd.
Western Canada Wholesale Co.
The Codville Co., Ltd.
The Codville Co., Ltd.
Kelly, Douglas & Co.
Kelly, Douglas & Co.

**"PEERLESS"
in Name
and Quality**



***No trouble at all to sell a
successful product such as this***

WE want you to share with us some of the success we are having in connection with "*Peerless*" Shortening.

Dealers who are handling this product tell us that their customers buy it again and again—because they know they can always pin their faith to it.

For cake and pastry making as a shortening — for frying foods—for every purpose for which a frying fat can be used "*Peerless*" Shortening gives the highest satisfaction.

Not only is it much cheaper than lard or butter—it is more economical in use and goes farther. That's a "worth while" argument these days, isn't it?

The unusually attractive packages make a fine display, too, and are well worthy of the high grade product they contain. Why not order to-day—through our traveller—or by mail?

*In 1 lb. Sanitary Cartons and 3 lb., 5 lb.,
10 lb., 20 lb., 50 lb. Bright Red Tin Pails*

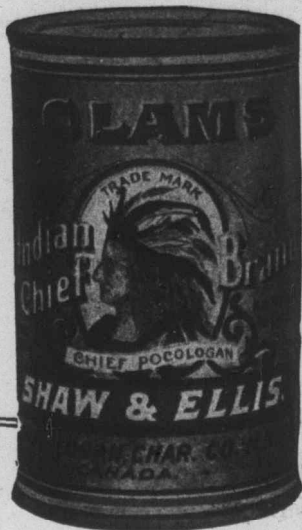
THE WILLIAM DAVIES COMPANY LIMITED

MONTREAL

TORONTO

HAMILTON

Canada Food Board Packer's License No. 13-50



Help Conserve Our Meat Supplies

“INDIAN CHIEF” BRAND CLAMS

offer your customers a dandy substitute—a sweet, pure, wholesome fish food that represents sensible meat substitution in its most economical and practical form.

You cannot recommend a better sea food than Indian Chief Brand Clams. They will open up on your customer's table just as sweet and just as fresh as the day they were taken from the clam beds.

Remind your trade, too, that Indian Chief Brand Clams are ready cooked. Heating to a simmer makes them ready to serve—a fact that will appeal to both the restaurant trade as well as to the housewife.

**Make Indian Chief Brand Clams a leader
in your fish department. It will pay you.**

Shaw and Ellis, Pocologan, ^{Charlotte} Co. N. B.

A dandy substitute for eggs—the best obtainable—and one that always gives satisfaction.

Pronounced “Real Egg.” In packages of four different sizes.

Show it in your displays and recommend it.

It's worth while.

RELEG CO. Regd.
Quebec, Canada

Do you need a good man?

Are you looking for a suitable partner, a wide-awake clerk, or an aggressive salesman?

Our Want Ad. Page is the most direct, the surest way to reach the man you want. The men who will read your ad. in the CANADIAN GROCER are men of ambition, keen-edged fellows—the very best class from which to select the man to fit in with your requirements.

And it only costs you two cents a word to talk to these men through a CANADIAN GROCER Want Ad. Just two cents a word to reach your man quickly!

Send along your ad. to-day. Forms close Tuesday each week. Rates: 2c word first insertion, 1c word each subsequent insertion; 5c extra for Box No. per insertion.

Send along your ad. to-day.

The Canadian Grocer
143-153 University Ave., Toronto

COUNTRY PORK SAUSAGE

Absolutely Pure Pork Meat Only

Made up in that old farm style which gives them appearance, which sells on sight, and with a taste that brings repeat orders.

Drop us a card for Sausage and Smoked Meat quotations. Satisfaction guaranteed on all mail orders.

J. M. SCHNEIDER & SONS, Limited

"The Sausage Makers"

KITCHENER, ONTARIO

Canada Food Board License No. 13-20

\$1 FOR A MAN

Perhaps you want a good man for your office, or store, or warehouse, or for the "road?" Would you pay \$1 to find a good man? Sure you would.

WHAT are you doing about it? We suggest that you advertise in CANADIAN GROCER—condensed advertisement, 2 cents a word. Make the advertisement brief as a telegram; but make it explicit. Tell all the other man wants to know—except your identity in the first instance. Use a box number to hide this.

Some man somewhere would like, probably, to tie up with you,—if your proposition is good. At the same time good men are scarce—very scarce. So you'll have to do some bidding.

This means—keep on repeating the insertion of your advertisement—"until forbid."

It's reasonable to keep on. Hunting for a hard thing to find usually requires a long search. All CANADIAN GROCER can do is to put your advertisement in 5,300 places where men of the type you may want are likely to be found. We can't make men reply to advertisements—any more than the postman can make people to whom he delivers letters reply to them. We're pretty much like the postman.

But we go to 5,300 and more likely places—remember that. No other single newspaper in the world gets into 5,000 Canadian grocery houses. So if you are in dead earnest about finding a man use CANADIAN GROCER. Rates—two cents per word first insertion and one cent per word each subsequent insertion, with five cents extra per insertion when replies are to be sent to Box No. in our care. Address:

CANADIAN GROCER WANT ADS.

153 UNIVERSITY AVENUE, TORONTO

When Writing to Advertisers Kindly
Mention this Paper.



Worth featuring at any time

MATHIEU'S NERVINE POWDERS

A grand remedy for Neuralgia, Headache, Sleeplessness and other nerve complaints.

Free from morphine, chloral, opium or any harmful drug.

A dandy little line to recommend. A line that always satisfies and always repeats.

J. L. Mathieu Co.

PROPRIETORS

SHERBROOKE

QUEBEC

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.



We are offering the best value in Rice on the Canadian market to-day.



Custard that Compels custom

It is the fresh, delicate, creamy "home-made" flavour of Freemans Devonshire Custard that has made it so popular in the British Isles.

Oversea Troops from the Dominion who have returned home are bringing with them many links with the Old Country, one of which is a desire to taste again its delicate and unrivalled purity.

It will pay you well to display

FREEMANS DEVONSHIRE CUSTARD

in your store—it is such a ready seller and a very profitable line to stock, also it will enable you to push your canned and bottled fruits to great advantage.

Freeman's Devonshire Custard owes its unrivalled purity and flavour to the ideal conditions of cleanliness under which it is manufactured.

Write for trade terms and particulars to the
WATFORD MFG., Co., Ltd.
Delectand, Watford,
England.

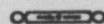


WETHEY'S

Mince Meats

(both Condensed and Bulk)

always lead



When buying

insist

on this brand

Looking for a Man?

Look for him where he should be found—in employment in the grocery business, the business you yourself are in.

Advertise to get him. Use a small classified advertisement, to cost you 2 cents a word. Put this low-priced advertisement in CANADIAN GROCER—the paper read by grocers and their men. Somewhere is the man good for you to have. You may not be able to attract him readily from his present place. On the other hand, he may be looking for you. But fish for him. Cast again and again. The best men are hardest to get.

What is a dollar or two spent on finding the man you want—if you get him?

Narrow your search. Use the newspaper that searches out for you among those where he is likely to be found.

Make your advertisement brief—like a telegram.

We provide a box number, if you want your identity concealed. And forward replies, of course.

Rates.—Two cents per word first insertion and 1 cent per word each subsequent insertion. Five cents extra per insertion if replies are to be sent to box number in our care.

Canadian Grocer
143-153 University Ave.
Toronto

Canada's Trade Position With U.S.A. Improves

A FIFTY MILLION DOLLAR improvement in Canada's trade balance with the United States is noted from records of the first seven months of 1918. Canada is buying less in the States, and America is buying more from Canada. This is good business, and offers an encouraging outlook. The details are contained in THE FINANCIAL POST of Sept. 14.

WHEAT CROP CONDITIONS

Threshing is now general throughout the North-West, and the yield is in almost every case ahead of expectations. The quality also is very good, the berries plump and of fine color. This matter is dealt with in detail, with the latest facts on the new method of financing the wheat harvest, in THE FINANCIAL POST of Sept. 14th.

FOOD CONTROLLER MAY FIX MILK PRICES.

"One of the most radical steps yet taken by the government in relation to price control" would be the fixing of milk prices. THE FINANCIAL POST of Sept. 14, from which the words are quoted, gives the latest business news developments in this direction.

\$15,000,000 FOR DOMINION STEEL GROWTH.

The new plate mill being built for the Dominion Steel Co. will occupy a building a quarter of a mile long. Orders for it for five years' operation have been guaranteed by the Government. It is only a small part of the developments being undertaken though it will cost about \$5,000,000. Total cost of the extensions going ahead will be over \$15,000,000. On page 1 of THE FINANCIAL POST for Sept. 14 you will find further details.

OTHER CONTENTS OF THE POST

All the foregoing important business news items affecting Canada and eventually affecting your own business welfare are on the front page of THE POST of Sept. 14, and they are by no means all the interesting items on page 1, or one-tenth of the valuable contents of THE POST. Here is a partial list of other headings from the current issue:—

- Millions Being Asked for 1919 Wheat Seed.
- Allied Nations to Associate on a Business Basis.
- Sir Thos. White Points Out Firm Position of Canada.
- Canada Steamships Co. May Earn \$4,500,000 in 1918.
- Ten Million Munitions Order for Canada Cement Co.
- Bank Clearings in Eastern Canada Are Much Higher.
- "Financial Policeman" For the Allied Countries.
- Lloyd's Opinion of Big Business and Big Banks.
- Canada's Bonds Are Advancing in U.S. Market.
- Victory Loan Organization a Main Factor.
- Prospects of Life Insurance Never Brighter.
- Building to be Restricted in the United States.
- Improvement in Canadian Building During August.
- The Part of Gas in Solving Our Fuel Problems.
- To ascertain the business value to you of a closer acquaintance with these and other interesting contents of THE FINANCIAL POST OF CANADA for Sept. 14, just fill in and send this form:—

The Maclean Publishing Company,
154 University Ave., Toronto.
Send me a sample copy of THE FINANCIAL POST OF CANADA. I am inter-

ested in

Name

Address

C.G. 9C

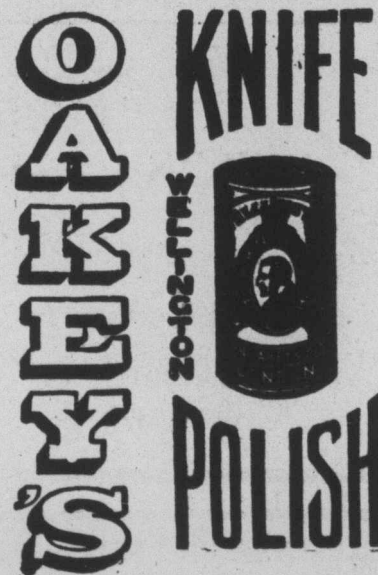
Foreign and Domestic FRUITS AND VEGETABLES

BUTTER AND EGGS

For Fall Delivery

Get in touch with us to-day

Lemon Bros.
OWEN SOUND, ONT.



John Oakey & Sons, Limited
London, S.E. 1, England
AGENTS:

Geo. B. Jenkinson, 43 Queen St. East,
Toronto, and J. E. Huxley & Co., 229
McDermid St., Winnipeg.

KINDLY MENTION THIS
PAPER WHEN WRITING
ADVERTISERS

THE GROCER
handling
COPELAND'S



Diamond C Brands

Corn Flour and Corn Meal

has a product he can recommend with every confidence of having a satisfied customer.

Milled from the highest grade American Corn.

G. COPELAND & SONS

MIDLAND and PENETANG, ONT.

HEAD OFFICE, MIDLAND

Canada Food Board Licenses 123, 9-382, 3-874

We always have a few carloads of
2's and 2 1/2's

CANNING SHOOKS

ON HAND

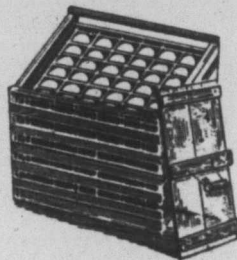
Write or wire for prices.

W.C. Edwards & Co., Limited

OTTAWA, ONTARIO

EGG CASE FILLERS and EXTRA FLATS

For
30 Doz.
Egg
Cases



And
12 Doz.
Egg
Crates

The 12 Dozen Crate

THE MILLER BROS. CO., LTD. 20-38 Dowd St. Montreal, Que.

**QUOTATIONS FOR
PROPRIETARY ARTICLES**
SPACE IN THIS DEPARTMENT IS \$65
PER INCH PER YEAR

BAKING POWDER

ROYAL BAKING POWDER

Size	Less than 10-case lots Per doz.
Dime	\$ 1 15
4-oz.	1 65
6-oz.	2 45
8-oz.	3 10
12-oz.	4 65
16-oz.	5 90
2 1/4-lb.	14 60
5-lb.	27 35

F.O.B. Montreal, or F.O.B. jobbers' point, subject to jobbers' regular terms. Lots of 10 cases and over, less 2% discount; 1% barrel discount will be allowed when packed in barrels. Barrels contain 15 cases assorted sizes.

JAMS

DOMINION CANNERS, LTD.
"Aylmer" Pure Jams and Jellies. Guaranteed Fresh Fruit and Pure Sugar Only.

Screw Vac top Glass Jars, 16 oz. glass, 2 doz. case.	Per doz.
Blackberry	\$3 00
Currant, Black	3 20
Plum	2 90
Pear	2 90
Peach	2 90
Raspberry, Red	3 30
Raspberry and Red Currant	3 00

DOMINION CANNERS, LTD.

CATSUPS—In Glass Bottles

	Per doz.
1/2 Pts., Delhi Epicure	\$1 75
1/2 Pts., Red Seal, screw tops	1 40
Pts., Delhi Epicure	2 75
Pts., Red Seal	1 90
Qts., Red Seal	2 85
Qts., Lynn Valley	2 75

BAKED BEANS WITH PORK
Brands—Canada First, Simcoe, Quaker.

	Per doz.
Individual Baked Beans, Plain 85s, or with Sauce, 4 doz. to case	\$0 95
1's Baked Beans, Flat, Plain, 4 doz. to case	1 15
1's Baked Beans, Flat, Tom. Sauce, 4 doz. to case	1 25
1's Baked Beans, Tall, Tomato or Chili Sauce, 4 doz. to case	1 35
1 1/2's (20-oz.) Plain, per doz.	1 65
Tomato or Chili Sauce	1 90
2's Baked Beans, Plain, 2 doz. to case	1 95
2's Baked Beans, Tom. Sauce, tall, 2 doz. to case	2 30
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	2 30
1 1/2's Tall, Plain, per doz.	2 75
Tomato or Chili Sauce	3 20
Family, Plain, \$2.35 doz.; Family, Tomato Sauce, \$2.80 doz.; Family, Chili Sauce, \$2.80 doz. The above 2 doz. to case, 10's, 1/2 doz. per case; Chili and Tomato Sauce, for hotel and restaurant use (gals.), \$12; plain, \$10.	

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
Tumblers, Vacuum Top, 2 doz. in case	\$1 90
12-oz. Glass, Screw Top, 2 doz. in case	2 25
16-oz. Glass, Screw Top, 2 doz. in case	2 75
16-oz. Glass, Tall, Vacuum, 2 doz. in case	2 75
2's Tin, 2 doz. per case	3 90
4's Tin, 12 pails in crate, per pail	0 68

5's Tin, 8 pails in crate, per pail	0 34
7's Tin or Wood, 6 pails in crate	1 15
7's Tin or Wood, 4 pails in crate, per lb.	0 16
30's Tin or Wood, one pail crate, per lb.	0 16

BLUE

Keen's Oxford, per lb.	\$0 22
In cases 12—12 lb. boxes to case	0 21 1/2

COCOA AND CHOCOLATE

THE COWAN CO., LTD.

COCOA—

Perfection Cocoa, lbs., 1 & 2 doz. in box, per doz.	\$4 60
Perfection, 1/4-lb. tins, doz.	2 40
Perfection, 1/4-lb. tins, doz.	1 35
Perfection, 10c size, doz.	0 95
Perfection, 5-lb. tins, per lb.	0 37
Supreme Breakfast Cocoa, 1/4-lb. jars, 1 & 2 doz. in box, doz.	2 75

(Unsweetened Chocolate)

Supreme Chocolate, 12-lb. boxes, per lb.	0 36
Supreme Chocolate, 10c size, 2 doz. in box, per box	1 80
Perfection chocolate, 10c size, 2 doz. in box, per doz.	0 90

SWEET CHOCOLATE— Per lb.

Eagle Chocolate, 1/2s, 6-lb. boxes 28 boxes in case	0 33
Diamond Chocolate, 1/4s., 6 and 12-lb. boxes, 144 lbs. in case	0 35
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 35
Diamond Chocolate, 7s, 6 and 12-lb. boxes, 144 lbs. in case	0 34
Diamond Chocolate, 7s, 4-lb. boxes, 50 boxes in case, per box	1 35

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	0 42
Milk Medallions, 5-lb. boxes in case, per lb.	0 42
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 45

6c. LINES

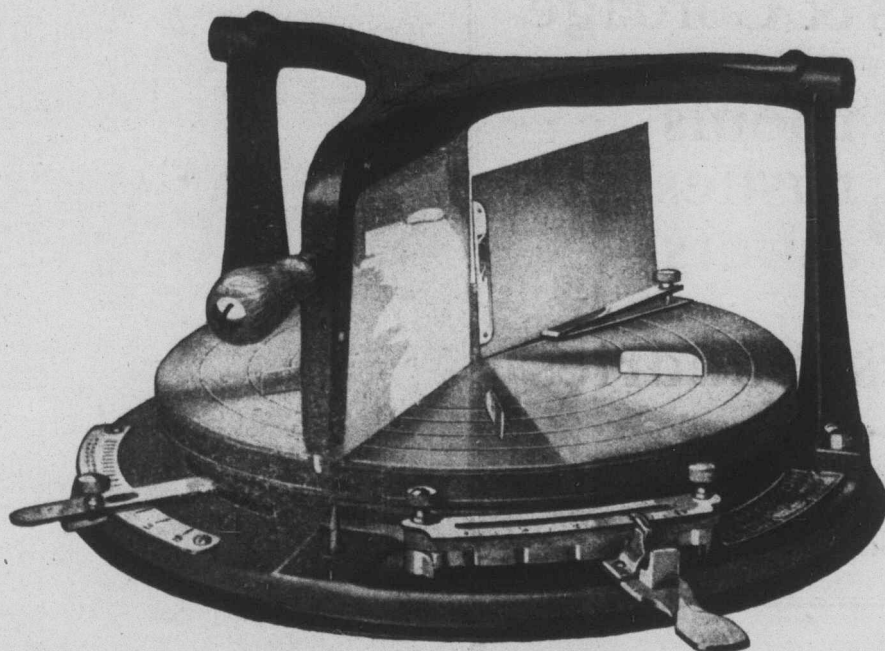
Toronto Prices

	Per box
Filbert Nut Bars, 24 in box, 60 boxes in case	\$1 05
Almond Nut Bars, 24 in box, 50 boxes in case	1 05
Puffed Rice Bars, 24 in box, 50 boxes in case	1 05
Ginger Bars, 24 in box, 50 boxes in case	1 05
Fruit Bars, 24 in box, 50 boxes in case	1 05
Active Service Bars, 24 in box, 50 boxes in case	1 05
Victory Bar, 24 in box, 60 boxes in case	1 05
Queen's Dessert Bar, 24 in box, 60 boxes in case	1 05
Regal Milk Chocolate Bar, 24 in box, 50 boxes in case	1 05
Royal Milk Cakes, 24 in box, 50 boxes in case	1 05
Maple Buds, 6c display boxes, 6c pyramid packages, 6c glassine envelopes, 4 doz in box	2 00

10c LINES

Maple Buds, 10c, 1 doz. in box, 50 boxes in case, per doz.	\$0 95
Medallions, 10c, 1 doz in box, 50 boxes in case, per doz.	0 95

Don't give away your cheese.
 Use a
DAYTON CHEESE CUTTER



It cuts, it prices, it guards your profits

Base made from one solid piece of pressed steel. Cutting board of five-ply veneer. High-grade Bessemer steel knife, heavily tinned.

Under the Templeton patents provides for the exclusive "centre to circumference" cutting blade that begins cutting on its inside point and cuts a shearing slice from the centre of the radius outward and downward, thus ensuring against pushing and crumbling of the cheese. Absolutely clean and sanitary. The cut cheese is guarded against exposure and evaporation by the knife and shield—no cover is required. Computing Chart, showing prices per pound, can be changed instantly to meet varying market conditions. Cuts to weight in $\frac{1}{4}$, $\frac{1}{2}$, $\frac{3}{4}$ and 1 lb. cuts. Cuts in values from a cent's worth on up to the full value of the pound at the prevailing market price.

Every grocer needs this up-to-date Dayton Cheese Cutter. Made in Canada.

Let us send you our latest Catalogue just off the press.

DAYTON COMPUTING SCALES

ROYCE AND CAMPBELL AVENUES, TORONTO

FRANK E. MUTTON,
 Vice-Pres. and Genl. Mgr.

Division International Business Machines Co., also makers of
 International Time Recorders and Hollerith Electric Tabulators

When in need of Wrapping Paper Twines & Cordage

Brooms
Brushes
Baskets

Grocers' Sundries

Walter Wood's & Co.
Hamilton and Winnipeg

War Conditions

necessitates the prohibition
of export of all foodstuffs
from the United Kingdom.

SPRATT'S DOG CAKES

*Poultry Foods, Canary
and Parrot Mixtures*

pending the removal of
the embargo, can be ob-
tained from

SPRATT'S PATENT (America) LTD.
Newark, New Jersey.

London (Eng.), Spratt's Patent Limited
24-25 Fenchurch Street, E.C. 3.

CALIFORNIA FRUIT CANNERS ASSOCIATION

CALIFORNIA RIPE OLIVES DEL MONTE BRAND

Size—
2 1/4-quart Tall Cylinder Can
No. 1 Pint Cylinder Can...
No. 16 Jar
No. 4 Jar
No. 10 Can

YUBA BRAND

2 1/4-quart Tall Cylinder Can.
No. 1 Pint Cylinder Can...
No. 10 Can
Picnic Can

BORDEN MILK CO., LTD., CONDENSED MILK

Terms, net, 30 days.
Eagle Brand, each 48 cans..\$9 00
Reindeer Brand, each 48 cans. 8 70
Silver Cow, each 48 cans.... 8 15
Gold Seal, Purity, each 48 cans 8 00
Mayflower Brand, each 48 cans 8 00
Challenge Clover Brand, each
48 cans 7 50

EVAPORATED MILK

St. Charles Brand, Hotel, each
24 cans\$6 40
Jersey Brand, Hotel, each 24
cans 6 40
Peerless Brand, Hotel, each 24
cans 6 40
St. Charles Brand, Tall, each
48 cans 6 50
Jersey Brand, Tall, each 48
cans 6 50
Peerless Brand, Tall, each 48
cans 6 50
St. Charles Brand, Family,
each 48 cans 5 50
Jersey Brand, Family, each
48 cans 5 50
Peerless Brand, Family, each
48 cans 5 50
St. Charles Brand, small, each
48 cans 2 60
Jersey Brand, small, each 48
cans 2 60
Peerless Brand, small, each 48
cans 2 60

CONDENSED COFFEE

Reindeer Brand, large, each
24 cans\$6 00
Reindeer Brand, small, each
48 cans 6 25
Regal Brand, each 24 cans.. 5 65
Cocoa, Reindeer Brand, large,
each 24 cans 6 00
Reindeer Brand, small, 48 cans 6 25

CARNATION MILK PRODUCTS CO., LTD.

All points east of and including
Fort William, in Ontario, Quebec
and Maritime Provinces.

EVAPORATED MILK

Per Case
Carnation, 16-oz., talls (48
cans per case)6 40
Carnation, 6-oz. baby (96 cans
per case) 5 40
Canada First, 16-oz. talls (48
cans per case) 6 25
Canada First, 6-oz. baby (48
cans per case) 2 60
Canada First, 12-oz. family
(48 cans per case) 5 50
Canada First, 32-oz. hotel (24
cans per case) 6 15

W. CLARK, LIMITED, MONTREAL.

Compressed Corn Beef—1/2s. \$2.90;
1s. \$4.45; 2s. \$9.25; 6s. \$34.75;
14s. \$80.
Lunch Ham—1s. \$6.45; 2s. \$13.50.
Ready Lunch Beef—1s. \$4.45; 2s. \$9.
English Brawn—1/2s. \$2.90; 1s.
\$4.95; 2s. \$9.90.
Boneless Pig's Feet—1/2s. \$2.90; 1s.
\$4.95; 1s. \$9.90.
Ready Lunch Veal Loaf—1/2s. \$2.40;
1s. \$4.45.
Ready Lunch, Beef-Ham Loaf—1/2s.
\$2.40; 1s. \$4.45.
Ready Lunch Beef Loaf—1/2s. \$2.40;
1s. \$4.45.
Ready Lunch Asst. Loaves—1/2s.
\$2.45; 1s. \$4.50.
Geneva Sausage—1s. \$4.95; 2s. \$9.45
Roast Beef—1/2s. \$2.90; 1s. \$4.45;
2s. \$9.25; 6s. \$34.75.
Boiled Beef—1s. \$4.45; 2s. \$9.25; 6s.
\$34.75.
Jellied Veal—1/2s. \$2.90; 1s. \$4.45;
2s. \$9.

Cooked Tripe—1s. \$2.45; 2s. \$4.45.
Stewed Ox Tail—1s. \$2.45; 2s. \$4.45.
Stewed Kidney—1s. \$4.45; 2s. \$9.95.
Mince Collops—1/2s. \$1.95; 1s. \$3.75;
2s. \$6.95.

Sausage Meat—1s. \$4. 2s. \$7.75.
Corn Beef Hash — 1/2s. \$1.95; 1s.
\$3.70; 2s. \$5.45.

Beef Steak and Onions—1/2s. \$2.90;
1s. \$4.45; 2s. \$8.45.

Jellied Hocks—2s. \$9.95; 6s. \$29.80;
Irish Stew—1s. \$3.45; 2s. \$6.75.

Cambridge Sausage—1s. \$4.45; 2s.
\$8.45.

Boneless Chicken — 1/2s. \$5.90; 1s.
\$8.95.

Boneless Turkey — 1/2s. \$5.90; 1s.
\$8.95.

Ox Tongue—1/2s. \$3.85; 1s. \$7.95;
1 1/2s. \$12.45; 2s. \$15.95; 2 1/2s.
\$17.50; 3 1/2s. \$27; 6s. \$45.

Lunch Tongue—1/2s. \$3.45; 1s. \$6.75;
2s. \$15.50.

Tongue Lunch—1s. \$6.75.
Beef Suet—1s. \$4.90; 2s. \$8.50.

Mince Meat (Tins)—1s. \$2.95; 2s.
\$4.45; 5s. \$12.95.

Mince Meat (Bulk)—5s. 23c; 10s.
22c; 25s. 21c; 50s. 20c; 85s. 20c.

Chateau Brand Pork and Beans,
with Tomato Sauce—Ind. \$1.10;
1s. \$1.75; 2s. \$2.55; 3s. \$3.85.

With Plain Sauce—Ind. \$1: 1s.
\$1.65; 2s. \$2.40; 3s. \$3.40.

Chateau Brand Concentrated Soups
—Celery, 1s. \$1.25; Consommé,
1s. \$1.25; Green Peas, 1s. \$1.25;

Julienne, 1s. \$1.25; Mulligatawny,
1s. \$1.25; Mutton Broth, 1s. \$1.25;

Ox Tail, 1s. \$1.25; Pea, 1s. \$1.25;

Scotch Broth, 1s. \$1.25; Vege-
table, 1s. \$1.25; Chicken, 1s.
\$1.65; Mock Turtle, 1s. \$1.65; To-
mato, 1s. \$1.65; Vermicelli To-
mato, 1s. \$1.35; Assorted, 1s.
\$1.35; Soups and Bouilli, 1s.
\$12.50.

Clark's Pork and Beans, Tomato
Sauce, Blue Label—Ind. 95c; 1s.
\$1.25; 1 1/2s. \$1.90; 2s. \$2.30; 3s.
flats, \$2.95; 3s. talls, \$3.35; 6s.
\$12; 12s. \$20.

Plain Sauce, Pink Label—Ind.
85c; 1s. \$1.15; 1 1/2s. \$1.65; 2s.
\$1.95; 3s (flats), \$2.50; 3s (talls),
\$2.95; 6s. \$10; 12s. \$18.

Chili Sauce (red and gold label)—
Ind. 95c; 1s. \$1.25; 1 1/2s. \$1.90;
2s. \$2.30; 3s (flat), \$2.95.

Vegetarian Baked Beans and To-
mato Sauce—2s. \$2.25.

Sliced Smoked Beef—1/2s. \$2.35; 1s.
\$3.45; 4s. \$24.

Canadian Boiled Dinner—1s. \$2.45;
2s. \$5.95.

Army Rations—Beef and Vegetables,
1s. \$3.45; 2s. \$5.95.

Spaghetti with Tomato Sauce with
Cheese—1/2s. \$1.85; 1s. \$2.50; 2s.
\$4.30.

Tongue, Ham and Veal Pates—1/2s.
\$2.25.

Ham and Veal Pates—1/2s. \$2.25.

Smoked Vienna Style Sausage—1/2s.
\$2.45.

Pate De Foie—1/4s. 75c; 1/2s. \$1.40.

Pum Pudding—1/2s. \$2.45.

Potted Beef Ham—1/4s. 75c; 1/2s.
\$1.40.

Beef—1/4s. 75c; 1/2s. \$1.40.

Potted Tongue—1/4s. 75c; 1/2s. \$1.40.

Potted Game (Venison)—1/4s. 75c.

Potted Veal—1/4s. 75c; 1/2s. \$1.40.

Potted Meats (Assorted)—1/4s. 80c;
1/2s. \$1.45.

Devilled Beef Ham—1/4s. 75c; 1/2s.
\$1.40. Beef—1/4s. 75c; 1/2s. \$1.40.

Devilled Tongue—1/4s. 75c; 1/2s.
\$1.40. Veal—1/4s. 75c; 1/2s. \$1.40.

Devilled Meats (Assorted)—1/4s. 80c;
1/2s. \$1.45.

In Glass Goods

Fluid Beef Cordial—20 oz. bottle.
\$10; 10 oz. \$5.

Ox Tongue — 1/2s. \$14.50; 2s.
\$17.50.

Lunch Tongue—1s. \$9.95.

Sliced Smoked Beef — 1/4s. \$1.75;
1/2s. \$2.95; 1s. \$4.15.

Mince—1s. \$3.45.

Potted Chicken—1/4s. \$2.35.

Ham—1/4s. \$2.35.

Tongue—1/4s. \$2.35.

Venison—1/4s. \$2.35.

Chicken Breast—1/2s. \$9.95.

Tomato Ketchup—8s. \$2.25; 12s.
\$2.80; 16s. \$3.50.

Peanut Butter—1/4s. \$1.45; 1/2s.
\$1.95; 1s. \$2.45; in pails, 5s. 35c;
12s. 31c; 24s. 30c; 50s. 30c.

Furnivall's

FINE
FRUIT
PURE JAM

AGENTS:—Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto. Montreal—George Hodge & Sons, Limited. St. John, N.B.—MacLaren Imperial Cheese Co. Halifax, N.S.—MacLaren Imperial Cheese Co. Sydney, N.S.—A. E. Sheppard. Hamilton—R. M. Griffin. Calgary, Alta.—MacLaren Imperial Cheese Co., Ltd. Edmonton, Alta.—MacLaren Imperial Cheese Co., Ltd. Saskatoon—The H. L. Perry Co., Ltd. Manitoba—The H. L. Perry Co., Ltd., Winnipeg.

The Furnivall label is a guarantee that the contents are customer-pleasing in the extreme, because made from Selected Fruits and Pure Cane Sugar under ideal factory conditions.

The 1918 Pack is now at your disposal.

FURNIVALL-NEW, Limited
Hamilton, Canada

*On a busy Saturday night, which would you rather hand out—
an explanation or Gold Dust?*

MADE IN CANADA

THE N.K. FAIRBANK COMPANY LIMITED MONTREAL

Let the GOLD DUST TWINS do your work.

GET READY FOR CHRISTMAS TRADE

The increasing demand for TOBIN'S "PEERLESS" OVERSEAS BOXES is causing us some unrest, for we are forcibly reminded that raw materials are going up and the supply nothing near the demand.

So grocers of wisdom get in your orders at once—or the other fellow who has stock will coin the money you should have. The three sizes are the embodiment of strength, lightness and convenience in packing for France and England.

All prices will be withdrawn on the 15th Sept. That's the situation to-day. Now get busy if you want stock, while it's here. Prices mailed on application.

J. TOBIN & SONS - **OTTAWA, ONT.**

Please Mention this Paper when Writing to Advertisers

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



Took a Chair in Borden's Kitchen

AND stayed right there until he got his place in the Cabinet. Such, in brief, is the story of how one Minister got in, as told by J. K. Munro in the course of an article in September MACLEAN'S.

"A Close-Up of Union Government"

This article will be found distinctly interesting and refreshing, for it appraises the various members of the Government on their nine-months' spell impartially, fearlessly and humorously. Mr. Munro is a member of the press gallery, and he has watched the Cabinet members with a close and critical eye for nine months, and he knows their weaknesses as well as their greatness, and he chronicles their foibles unerringly. It makes good reading.

The September issue contains the following other features:

"Our Mary," the first of a splendid story of Mary Pickford.

By Arthur Stringer

"Buried Alive!" a gripping story of underground warfare.

By Lieut. C. W. Tilbrook

"Less Petty Politics, More Common-Sense," a fearless discussion of the war situation.

By Lieut.-Col. J. B. Maclean

Five splendid stories by well-known Canadian authors—Arthur Stringer, W. A. Fraser, Alan Sullivan, Archie P. McKishnie and Allen C. Shore.

The Events of a Warring World

The Review of Reviews section, made up of reprints from the best articles published the world over, contains an especially readable grist. Some of the articles are:

Lloyd George Finds New Secret Service.

Germany's Latest Plan to Enslave World.

Pretorius, Wonderful British Scout.

Is the Devil at Large?

Will Attack Holland Soon?

German Staff Live in Filth.

Germany Sought Peace in 1915.

Prophecies of the New Joan of Arc.

Ludendorff is Now Dictator.

Will Labor Dominate Britain?

And a dozen more equally good

SEPTEMBER MACLEAN'S

Canada's National Magazine

At All News Stands - 20 Cents

Preserving Peaches

Sweet Potatoes

Grape Fruit

**B. C. McIntosh
Apples in Boxes**

WHITE & CO., LTD.

Phone Main 6243
TORONTO

Canada Food Board License No. 277

CANADIAN PEACHES

Owing to the Express Companies refusing to handle the lino-covered baskets, we have been obliged to make arrangements with some of our best shippers to use the patent cover. This will enable us to fill all orders promptly.

You will soon be wanting lots of peaches, plums, pears and grapes for your Fall Fair. Avoid disappointment by booking your order with us. A full line of all other domestic and foreign fruits always in stock.

McBRIDE BROS.
35 Church St., - TORONTO

ARRIVING THIS WEEK

One Car EXTRA FANCY Jersey
ALBERTA PEACHES in Bushel Baskets.

One Car EXTRA FANCY Oregon
BARTLETT PEARS.

Bananas, Oranges and Lemons
ALWAYS IN STOCK

Domestic Fruits and Vegetables

Peaches, Pears, Plums, Apples,
Tomatoes, Peppers, Cucumbers,
Egg Plant, etc. Arriving Daily.

The House of Quality.

HUGH WALKER & SON

Established 1861

Guelph, Ontario

Preserving Fruits

PEACHES, PEARS, PLUMS, GRAPES.
CARS OF THE FINEST SELECTED FRUIT
ARRIVING DAILY.

TOMATOES

PEPPERS, CUCUMBERS, CORN,
SQUASH, EGG PLANT, PUMPKIN,
CITRONS. WE HANDLE THE BEST.

APPLES

DUCHESS, RED ASTRACHAN AND BEST
FALL VARIETIES IN BARRELS AND
BASKETS. CALIFORNIA GRAVEN-
STEINS IN BOXES. FANCY WRAPPED
FRUIT.

IMPORTED FRUITS

PEACHES, PEARS, PLUMS, MALAGA
AND TOKAY GRAPES.

POTATOES

We buy and sell Potatoes and Winter Vegetables
in carload quantities. Get in touch with us.

DUNCANS LIMITED

NORTH BAY, ONT.

Branches: SUDBURY COBALT TIMMINS

Short of Help? Too Bad!

But labor is scarce everywhere. The young men—most of them—are in khaki. And there you are.

Yet the man you need is somewhere—probably behind a counter or desk, and in the grocery business, wholesale or retail. He'll go to you if the call is loud enough.

Perhaps you can get him with a whisper. Never can tell what makes some men restless.

It's clearly up to you to use a dollar or two to advertise. Use CANADIAN GROCER—2 cents a word. If you know any better paper, use it.

All we know is that CANADIAN GROCER gets into 5,300 grocery stores and establishments all over Canada. No one daily newspaper—no other publication—can make, truly, the same statement.

The chances are that you'll find the man you want in a grocery store or office. If he's there now, and you get him, he'll probably be a trained man, and you you'll get value out of him from the start.

Don't rest on one insertion. It isn't experience to get what you're after the first crack out of the box. The best men are hardest to budge.

Make your advertisement explicit. Make it brief. Use a box number if you like. The big thing is to try, and try and try.

Our business is to carry your advertisement to likely men. It isn't our business to get replies for you. Yet the chances are that you'll get replies—first week of trying.

Rates—2c per word first insertion, and 1 cent per word each subsequent insertion. Five cents extra per insertion if replies are to be sent in our care to a Box Number. Invariably in advance.

CANADIAN GROCER

143-153 University Avenue
TORONTO

INDEX TO ADVERTISERS

A		M	
Acadia Sugar Refining Co., Ltd.	4	Maclure, A. M., & Co.	11
Anchor Cap & Closure Co.	3	Mackay Co., Ltd., John	12
B		MacLeod & Co., D. J.	11
Bain, Donald H., Co.	11	Maclure & Langley	12
Borden Milk Co.	1	Magor, Son & Co., Ltd.	14
Bovril Ltd.	Front cover	Mann, C. A., & Co.	55
C		Marsh Grape Juice Co.	13
Caldwell Cider Co.	4	Marshall, H. D.	13
Canadian Salt Co., Ltd.	52	McBride Bros.	53
Canada Maple Exchange	8	Millman, W. H., & Son	12
California Packing Corp. (Del- monte)	Inside back cover	Miller Bros. Co.	46
Canada Nut Co.	11	Mathieu, J. L.	44
Clark, W., Ltd.	7	N	
Connors Bros.	40	Nagle, H., Co.	56
Copeland & Sons, G.	46	Norwegian Cannery	13
Cowan Co.	5	Nutrient Food Co.	55
D		O	
Davies, Wm., Co.	41	Oakeys, John, & Sons, Ltd.	45
Duncans, Ltd.	53	Oury Millar Co.	4
Dayton Scale Co.	47	P	
E		Patrick, W. G., & Co.	12
Eckhardt, H. P., & Co.	51	Pennock, H. P., & Co., Ltd.	10
Edwards, W. C.	46	Perry, H. L., & Co.	10
El Roi-Tan, Ltd.	12	Pullan, E.	55
Elliott, W. F.	12	R	
Escott, W. H., Co.	10	Releg Co., Ltd.	42
F		Rock City Tobacco Co.	5
Fairbanks, N. K., Co., Ltd.	49	Rose & Lafamme, Ltd.	13
Freeman & Sheely	13	S	
Freeman, The W. A., Co.	40	Sarnia Barrel Works	55
Furnivall-New, Ltd.	49	Scott-Bathgate Co., Ltd.	10
G		Shaw & Ellis	42
Gaetz & Co.	13	Spratts, Limited	48
Genest, J. R.	13	Schofield & Beer	13
Gillespie Co., The Robt.	12	Smalls, Ltd.	Back cover
Grant, C. H.	11	Schneider & Sons, J. M.	43
Guelph Soap Co.	52	T	
H		Tobin, J., & Son	49
Hargraves, Canada, Ltd.	12	Toronto Salt Works	55
Hart, C. B., Reg.	13	Trent Mfg. Co.	55
Heinz, H. J., Co.	40	Thompson, E. B.	55
I		Thompson, B. & S. H.	8
Imperial Extract Co.	3	Turton, J. E.	13
Imperial Rice Milling Co.	44	V	
Imperial Oil Co.	Inside front cover	Vogans, Ltd.	55
K		W	
Kavanagh Co.	55	Wagstaffe, Ltd.	9
Kearney Bros.	14	Walker, Hugh, & Son	53
L		Watford Mfg. Co.	44
Lemon Bros.	45	Watson & Truesdale	11
		Wethey, J. H., & Co.	44
		White & Co.	53
		Williams Storage Co.	11
		Woods, Walter, & Co.	48

BUYERS' DIRECTORY

Latest Editorial Market Information and Guide to Buyers.

Vogans Overseas
CAKE

Put up in one pound packages.
Order from your jobber to-day.
VOGANS, LIMITED TORONTO

These one-inch spaces only \$1.25 per insertion if used each issue in the year.

BARRELS

(The best shipping package.) We make them all sizes and for all purposes. For Apples, green or dry; Cereals, Crackers, Bottles, Candy, Spices, Hardware, Meat, etc.

Get our prices.
THE SARNIA BARREL WORKS, SARNIA, ONT.

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

60-62 JARVIS ST.
TORONTO SALT WORKS
GEO. J. CLIFF

MARKET BRIEFS

The advanced price of sugar along with restrictions placed on manufacturers has resulted in an advance of 20c. per dozen being made in the price of jelly powders. Manufacturers intimate price has been held down as long as possible and conditions now prevailing have made this move necessary.

Tapioca has been placed on the embargo list and importers have been advised that no further permits to bring in will be granted. There are some supplies of flake tapioca at Vancouver, diverted from the United States, it is understood, but this is a small seller in Canada. Spot stocks of medium pearl which has the call are pretty well cleaned up and are in strong hands.

The United States Government has notified the trade that they will require everything in the 50-60, 60-70, 70-80, 80-90 sizes of prunes which will leave only the 30s and 100s for domestic use with perhaps 30 per cent. of the 40s also available. This applies to the Oregon crop as the California crop had already been commandeered in virtually the same sizes.

The Dominion Government has definitely decided not to allow any importation of Malaga raisins. There was some hope expressed a couple of weeks ago that some shipments would be allowed to come in, but this has been banished in an order just to hand, advising that no importations will be permitted.

MINCEMEAT

Write, wire or telephone for quotations for prompt or fall delivery.

E. B. THOMPSON

20 Front Street East, Toronto

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS

The TRENT MFG. CO., Ltd.
TRENTON - - - ONTARIO

CHOCOLATTA

contains chocolate, milk and sugar in powdered form.

Makes a delicious drink served hot or cold. Suggest it to your customers for Home and Overseas.

NUTRIENT FOOD CO., TORONTO

HIGHEST PRICES PAID

for all kinds of

Poultry and Fresh Eggs

KAVANAGH PROVISION COMPANY

372 Bleury Street., Montreal

Telephones: Uptown 4620 and 4621; Night, 'Up 1980

SUGAR BAGS

With or Without Liners

E. Pullan, Toronto

GROCERS & BUTCHERS

Buy the Best

**FANCY DRESSED POULTRY,
SELECTED EGGS, CHOICE DAIRY
AND CREAMERY BUTTER**

C. A. MANN & CO.

LONDON, Ontario

"Canada Food Board License No. 7-078"

Order a space before they are all taken.

All these ads will have position on a live page each week containing reading matter.

Wanted

CLASSIFIED ADVERTISING

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

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

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

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

WANTED

DEAD STOCK OF PATENT MEDICINES, drugs and sundries bought or exchanged. Write The Drug Exchange Co., P.O. Box 1843, Montreal, Que.

SITUATIONS WANTED

GROCERY CLERK, 15 YEARS' EXPERIENCE, single, wishes to make change from present position. Box 438, Canadian Grocer.

BETTER PROPOSITION WANTED BY EXPERIENCED man. 25 years in wholesale grocery, produce, packing house, fruit. Thoroughly practical, capable, enterprising, and highly competent accountant. Just the man for manager, broker agent. Box 431, Canadian Grocer, Toronto.

WANTED — POSITION AS MANAGER FOR general store. Sixteen years' experience. Best references. Open October first. French and English. Box 436, Canadian Grocer, Toronto.

FIXTURES FOR SALE

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

The next time you want a clerk, be sure to advertise in the "Wanted" Page of CANADIAN GROCER. You will receive inquiries from the livest clerks in the Canadian grocery trade, because reading CANADIAN GROCER is a test of the clerk's interest in his business.

TO THE TRADE

This Want Ad. page offers opportunities to YOU!

There were thirteen replies received to a recent advertisement on this page, the results being satisfactory to the advertiser.

CANADIAN GROCER offers you Dominion-wide circulation among the grocery trade, which means that this page is read by Business men; men who are as deeply interested in the Grocery trade as you are.

Advertisements are classified under suitable headings, so that they can be located at a glance.

The cost is trivial—2 cents per word first insertion, and one cent per word for each subsequent insertion.

If you wish your replies directed to a box, the charge is 5 cents per insertion extra, to cover cost of postage.

Send your want ads along and please enclose remittance to cover, as it saves unnecessary bookkeeping, etc.

FOR SALE

FOR SALE OR RENT.

BRICK STORE 24' x 60' TWO STOREYS HIGH. Ideal location for a general business. Situated in a rich agricultural district village, population 340. Proprietor has sold his stock and retired. Possession at once. Apply E. Richards, Melbourne, Ontario

CASH GROCERY BUSINESS AVERAGING \$450 weekly. Dwelling and store combined. Box 440, Canadian Grocer.

42 FEET OF WALL WALKER BINS (OAK). Good condition. Will sell at a bargain. Apply Box 732, North Bay, Ont.

ARE YOU OVERSTOCKED IN SOME LINES which do not move rapidly in your locality and you desire to clear them out? There may be some other locality where these goods are selling. CANADIAN GROCER has thousands of good grocers on its list, and here is the chance to speak to them at a very low cost. Try a condensed ad in CANADIAN GROCER. Rates payable in advance, 2 cents per word first insertion and 1 cent per word each subsequent insertion, with 5 cents per insertion extra for box number.

SAY YOU SAW IT
IN CANADIAN GROCER
WHEN WRITING TO
ADVERTISERS



VOL-PEEK

— a specialty that every housewife needs

Leaking pots are common in every home. Vol-Peek mends all such quickly and easily. Pots, Pans, Graniteware, Aluminum vessels—all can be made ready for use in two minutes with a little bit of Vol-Peek. Sells at a good profit. Write us direct if your wholesaler hasn't got it.

H. NAGLE & CO.
Box 2024, Montreal

CANADIAN GROCER



Here is Better War-Time Business

Not only because they are true conservation foods which you can sell patriotically—

But because they have the quality that brings your customers back for more—which means quick turnovers—

That's why it pays to sell DEL MONTE Products.

Your customers are using more quality fruits and vegetables than ever before to keep their war-time menu healthful and appetizing. And they know DEL MONTE quality.

The DEL MONTE Brand covers a wide line of fruits, vegetables and food specialties, including all varieties of California Canned Fruits and Vegetables; Jellies, Jams, Preserves, Catsup, Olives, etc.; Hawaiian Pineapple; Dried Fruits and Raisins—all famous for their goodness and purity—all of the same high DEL MONTE quality.

We are doing our best to supply the increased demand, but never before has the call for DEL MONTE Products been as heavy as it is right now. *Order through your jobber.*

CALIFORNIA PACKING CORPORATION

San Francisco, California



Del Monte

CALIFORNIA

CANNED FRUITS & VEGETABLES.

DRIED FRUITS & RAISINS

CANADIAN GROCER

TRADE MARK

NOTICE

Cost of Glass, Tin and Maple is increasing every day. Send your Jobber estimates of your fall and winter requirements for Small's Maple Goods and secure benefit of present prices, also carload rates, lake and rail

Small's

SMALL'S FOREST CREAM BUTTER in lithographed tins, and SYRUP in glass, have a clean, attractive appearance. No loss from leakage or fermentation. We are overcoming obstacle of high rate



of freight on these packages by shipping exclusive fourth class cars to all jobbing centers. Be the first to sell SMALL'S FOREST CREAM PURE QUEBEC SYRUP. It has a smack that lingers.



Above Represents Actual Size

Dozen costs \$2.40; Retails at 25c or 30c ea.

Ask your jobber also for Small's "Forest Cream," Pure Quebec Syrup. It has the true smack of the Maple Season