

FEATURING METHODS OF A CO-OPERATIVE CONCERN

# CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXX

PUBLICATION OFFICE : TORONTO, SEPTEMBER 10, 1915

No. 37



Three generations of Canadian women have used "Silver Gloss" for all home laundry work

Three generations of Canadian grocers have sold "Silver Gloss" in preference to all others

THE **CANADA STARCH CO.** LIMITED  
MANUFACTURERS OF THE  
**EDWARDSBURG BRANDS**  
Works, Cardinal, Brantford & Fort William, Ont.

CANADIAN GROCER

Little  
Miss  
"MAIDEN"  
CANADA

Registered



"Handle Big Things"

**COWAN'S**  
*Perfection*  
**COCOA**

Make big sales this year.

# Lots of Women are going to thank you

for recommending LANTIC SUGAR,  
every time they open the pantry door  
and see the rows of delicious Preserves  
they put up during the summer.

In thousands of homes, LANTIC  
SUGAR proved its title as "the only  
Sugar to use for Preserving.

You Grocers may be sure that the  
women who used LANTIC SUGAR  
all summer, are going to use it all  
winter.

**The  
Atlantic  
Sugar  
Refineries,  
Limited,  
Montreal**



So—keep up  
your stock of  
2 and 5 pound  
cartons—and  
10, 20 and 100  
pound bags.



A Few of the Happy Hearts and Cleanly Hands that Tend to the Packing of

## **THISTLE BRAND HADDIES AND KIPPERED HERRING**

No more minute selection of the choicest fish; no greater care and cleanliness in packing than that given Thistle Brand Fish.

Haddies that are cleaner, sweeter and more deliciously flavored is the natural outcome.

More sales and larger sales for you are assured when you push the delectable Thistle Brand Fish.

This is the time of year people enjoy them most. Get in a goodly supply now. Ask your jobber to-day.

**THISTLE  
BRAND**



**FOR  
QUALITY**

**Arthur P. Tippet & Co., Montreal**



## Suggest Reindeer Coffee

to your customers and see how quickly their appreciation of its deliciousness and convenience will tell in increasing good orders.

Borden's assures coffee satisfaction with every customer all the time. No kick because the customer failed to brew it properly. With Borden's the housewife can't go wrong.

For customer satisfaction and bigger sales, push Borden's Reindeer Coffee and Borden's Milk Products. Replenish your stock now.

**Borden Milk Co., Limited**

"Leaders of Quality"

**MONTREAL**

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



SUN-KIST Canned Fruits are a quality unto themselves—they are SUN-KIST Quality—a quality distinctly peculiar to SUN-KIST—a quality specially selected for people of critical taste—

Delicious canned fruits—no better grown in California—the pick of a million case pack and fine enough for any table in the land. If you want satisfied customers, connect with the SUN-KIST Kind.

Wholesale distributors in every territory. ASK THEM

## Save the Waste and Stop the Muss—

resultant from using the old style coal oil barrel or tin when the

### WAYNE Oil Tank

will help you sell ALL the oil you pay for, without waste, or dripping, or muss, or loss of time. The Wayne Oil Tank automatically measures the EXACT amount of coal oil your customer wants, whether one pint or five gallons. You can keep the Wayne on the same floor as your store without fear of odors or fire.

Write and ask us to give you the straight, cold facts of just what saving and extra profits the Wayne will bring you in a short time. Get the letter off to-day.



The Wayne Oil Tank and Pump Co., Limited  
WOODSTOCK, ONT.



## Don't Pull Up Stream

THE tide of public opinion is now definitely turned towards "pure-food" products. And this is just one more reason in favor of grocers stocking and selling Shirriff's True Vanilla. For it has been made in Canada for years—gathering favor year by year among Canadian women.

# Shirriff's True Vanilla

is pure. It is 50% stronger than the Government standard requires. Every bottle bears our Guarantee.

Grocers throughout Canada have found Shirriff's True Vanilla the one vanilla extract that will please the most exacting customers. And grocers have found it profitable, too, to row with the tide of popular favor in regard to their extracts.

Why not look up your stock now and send us an order for True Vanilla and any other flavors you need?

## Imperial Extract Co.

Steiner and Matilda Streets

Toronto



## Help Your Customers Get the Benefit of This Important Change

Pick up any CANE wash board. Feel how strong, durable and well-made it is. Notice the extra quality of material—the best Belgian zinc for the metal work, the choicest selected Canadian white wood for the wood-work. You'll quickly acknowledge it the most dependable wash board on the market—the best buy for your customers.

But change the zinc plate to ALUMINUM and you'll have the finest, most serviceable wash board the world has produced.

That sums up fully the change in CANE Wash Boards you can now offer your customers—and without cost.

War has raised the price of zinc to such an extent as to soon make it too costly for the manufacture of wash boards. We have therefore placed our factory in a position to equip our standard brands of wash boards with Aluminum instead of zinc face to any who desire them—WITHOUT ADDITIONAL COST.

Of course aluminum is a much better material. Less liable to crack, split or carry defects that will tear the clothing. Easier to keep clean and its brighter appearance makes it an article that will sell easier.

Just tell your customers you are in a position to supply, at their request, the well-known CANE models with aluminum instead of zinc face. Point out to them the extra advantages. They're sure to appreciate them at once. Speak to them to-day and write us for trial shipment.

The Wm. Cane & Sons Company

Limited

Newmarket, Ont.



## THE BEST of BRANDS

For your own protection you need to handle brands of Canned Fish that are above suspicion.

# CONCORD Norwegian Sardines

are packed from the finest freshly-caught autumn fish, no hard, tough fish being packed in our up-to-date, sanitary factory.

Only the highest grade oil is used, notwithstanding the advance in price, and the fish are of excellent flavor, mild cured and not too much smoked.

24 to 28 fish go to the can, which will surely please your most fastidious customer.

Order from your nearest wholesaler the brand with the guarantee—CONCORD.

### LIST OF WHOLESALERS:

R. S. McIndoe, Toronto    Watson & Truesdale, Winnipeg  
A. H. Brittain & Co., Montreal    W. A. Simonds, St. John, N.B.  
H. C. Janion, Vancouver, B.C.

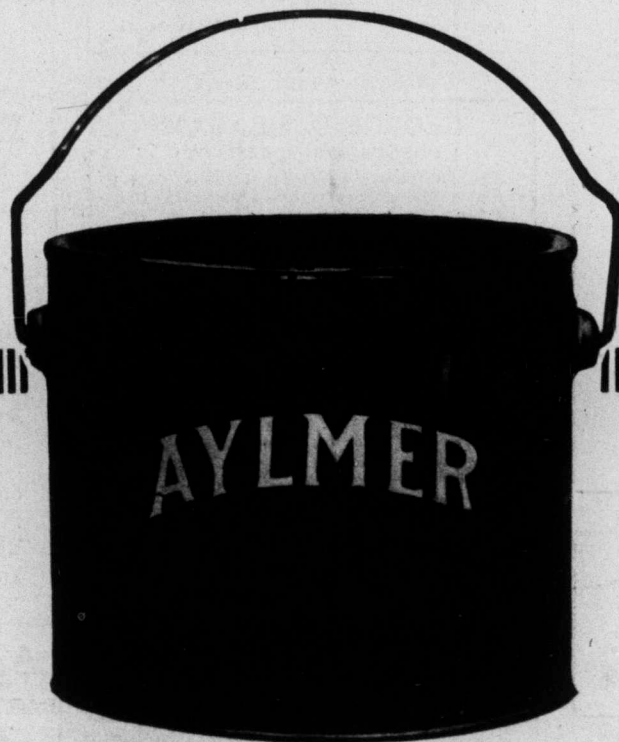
*A Canadian Product  
Through and Through*  
**“AYLMER” JAMS**

The pick of Canada's choicest fruits, the purest of Canadian refined sugar, strictly Canadian workmen, and the scientific "Aylmer" method, combine to make "Aylmer" Jams a favorite in Canadian homes, and a quick seller for the dealer.

There are several different and equally delicious flavors. Speak to your wholesaler to-day.

**Dominion Cannery, Limited**

HAMILTON, ONTARIO



# Manufacturers' Agents and Brokers' Directory

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

## NOTICE TO MANUFACTURERS of Canadian, American or British Products.

We make it our business to (sell and push) and (push and sell) goods from Coast to Coast. If you desire a larger distribution on the Canadian market, correspond with us at once.

Manufacturers' Agents and Importers  
Office and Warehouse: 309-311 King St. West, Toronto

## W. H. Escott Co., LIMITED

Wholesale  
Grocery Brokers and  
Manufacturers' Agents  
Commission Merchants  
WINNIPEG REGINA  
CALGARY EDMONTON

## FRANK H. WILEY

Manufacturers' Agent  
Groceries and Heavy Chemicals  
Enquiries solicited for shipment from  
Spot stock Winnipeg or for Import.  
757-759 Henry Avenue, Winnipeg

### ONTARIO.

**HENRI DE LEEUW**  
28 Front St. E., Toronto.  
IMPORTER - EXPORTER  
FOODSTUFFS  
Connections all over the world.

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

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

**STIRLING & YOUNG**  
General Brokers Phone Main 4331  
27 Wellington St. E., TORONTO  
A Good Agency will receive personal  
attention.  
Reference : : : Bank of Montreal

**W. H. Millman  
& Sons**  
Wholesale Grocery  
Brokers  
Toronto, Ontario  
  
Prompt Service.

**WESTERN PROVINCES.**  
**GEORGE E. MEASAM**  
COMMISSION MERCHANT  
Agencies for confectionery lines solicited. My representatives canvass the retail trade every six weeks in the Country and every two weeks in the City. P. O. Box 1721.  
Edmonton - - - Alberta

### NEWFOUNDLAND.

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

### QUEBEC.

**W. J. McAULEY**  
Commission Broker  
Flour, Feed, Grains, Potatoes.  
We are open for a good agency in feed-stuff line, calling on the retail trade.  
522 Board of Trade Bldg., Montreal

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

### ADVERTISING.

Advertising in a trade paper is simply stating openly who you are and what your business is. It is pointing out to the readers that you have something of service for them, a commodity of usefulness to profit both you and them. The only men who do not advertise are those who have nothing to offer. They are dead, even if they do not know it.

Established 1859  
**GEO. STANWAY & CO.**  
TORONTO  
Agents for "Horseshoe," "Tiger" and "Sun-sower" Salmon. Fred. L. Myers & Son, West Indian products. Pritchard Rice Milling Co., Texan Rice. Alexander Molasses Co., New Orleans Molasses.

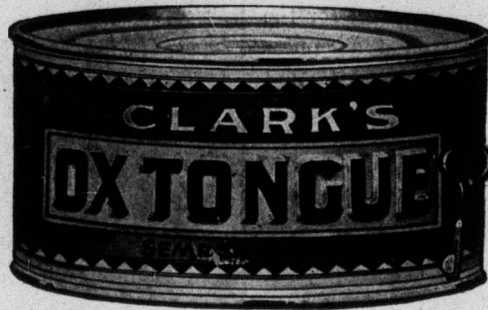
**WATSON & TRUESDALE**  
Wholesale Commission Brokers and  
Manufacturers' Agents.  
120 Lombard Street  
WINNIPEG - MAN.  
Domestic and Foreign Agencies  
Solicited.

**A WANT AD. IN THIS PAPER  
WILL BRING REPLIES FROM ALL  
PARTS OF CANADA.**



# CLARK'S OX TONGUE

The Finest  
Ox Tongues



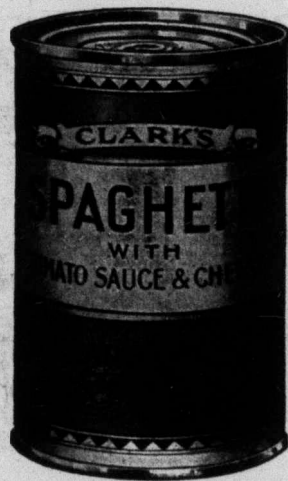
Cured and  
cooked to  
perfection.

In sizes  $\frac{1}{2}$ s, 1s,  $1\frac{1}{2}$ , 2,  $2\frac{1}{2}$ , 3,  $3\frac{1}{2}$ , 6

## CLARK'S SPAGHETTI

With Tomato Sauce and Cheese

A high-  
grade food  
delicacy

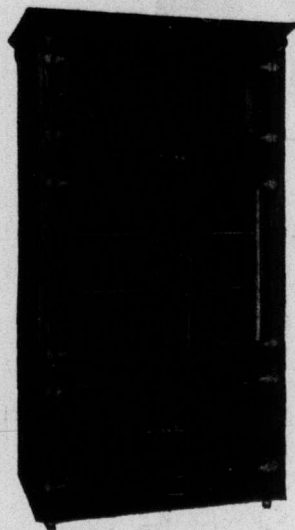


A  
popular  
favorite

SEASONABLE AND READY SELLERS  
**W. CLARK, Limited, Montreal**

*Clark's*

## Your Safest Investment THE EUREKA



Safe—absolutely safe — against all loss from spoilage.

Safe against loss of customers receiving tainted food, or goods gone bad.

Safe against slow sales, for the Eureka gives you the opportunity to display goods so that they look fresh and are really fresh.

Safe against dwindled profits, and sore spirits when the month's balance is drawn up.

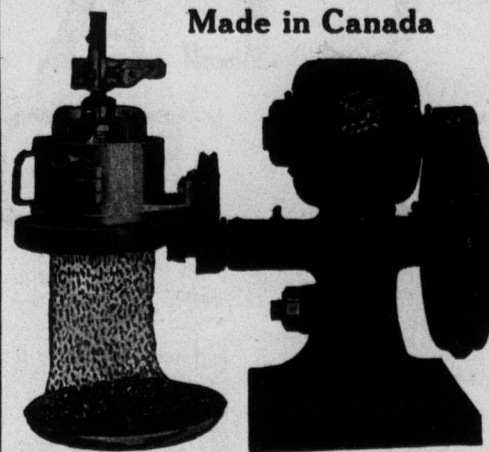
The Eureka is certainly your safest investment.

Write to-day for free, illustrated catalogue.

**Eureka Refrigerator Company**  
31 Brock Ave. Limited TORONTO

## Freeman's Electrical

Made in Canada

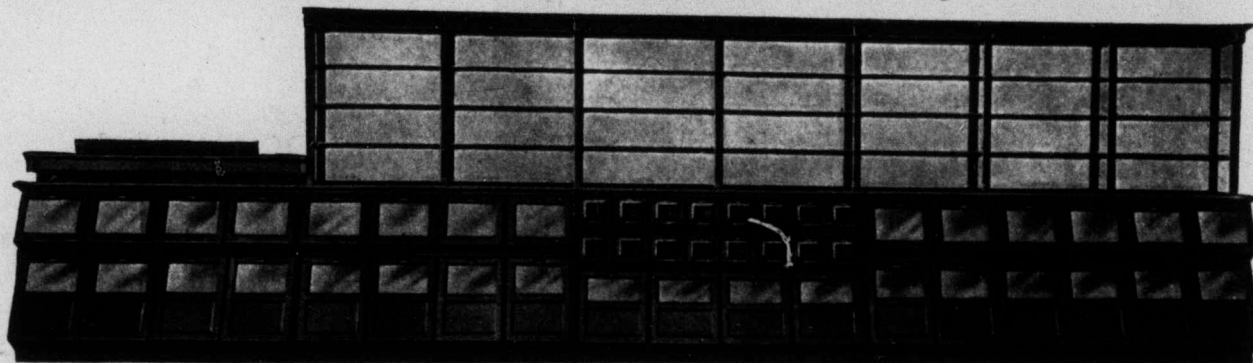


**Driven  
Meat  
Chopper  
Bone  
Grinder  
and  
Coffee  
Mill**

The above is our Bone Grinding attachment, attached to one of our No. 40. We have meat cutting attachments and coffee grinding attachments for the above. They are fully guaranteed in every way. Send for catalogue which gives full particulars, prices and terms.

**The W. A. Freeman Co., Limited**  
Hamilton, Canada

## Interchangeable Sectional Grocery Wall Case



Combination "X" Complete with shelving \$288.00  
27' 8" Long, 8' High

*See Exhibit at Pure Food Show at Ottawa, Sept. 10th to 18th*

**The Walker Bin & Store Fixture Co., Limited**  
BERLIN ONTARIO

**WESTERN AGENCIES:**  
VANCOUVER:—R. J. Borland, Room 611, Northwest Trust Bldg. SASKATOON:—North West Specialty Company.  
EDMONTON:—Edmonton Specialties Company, 113 Howard Ave. WINNIPEG:—Watson & Truesdale, 120 Lombard St.

**EASTERN AGENCIES:**  
OTTAWA, ONT.:—Geo. Cameron, 414 Gilmour St. MONTREAL, QUE.:—W. S. Silcock, 33 St. Nicholas St.  
MARITIME PROVINCES—C. H. Good, Box 929, New Glasgow, N.S.

## Are you coming to the Canadian National Exhibition?

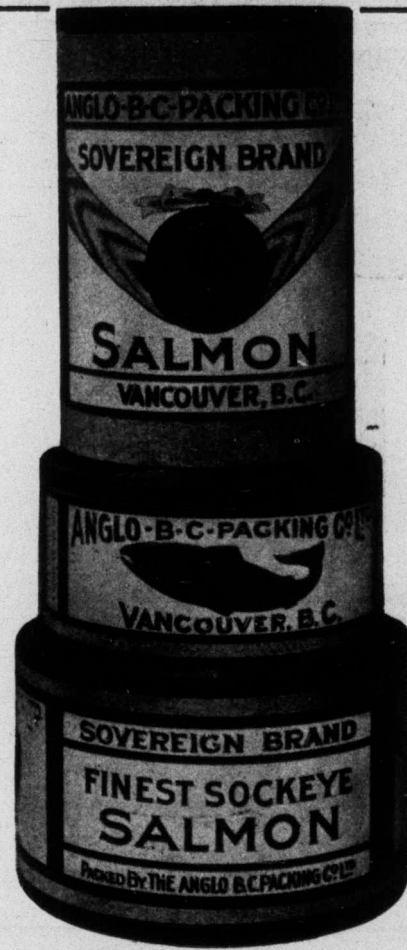
WE are looking forward with pleasure to meeting  
a large number of friends at

## OUR BOOTH Right-hand Side of Entrance to Manufacturers' Annex

Here you will find Ocean Blue; Gipsy Stove Gloss; Linoleo Floor Wax; Glosso, The One-Minute Metal Polish; Zog, The Paint Cleaner; and Pyn-ka Polish—a line of sellers that bring customers to your store and keep them satisfied. Our chief representatives will be in attendance and will cordially welcome your call at our booth. Make it your headquarters throughout the Exhibition.

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

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



## Indian Chief Brand CLAMS



When you try this brand you will always be sure that you are getting the very best clams on the market.

QUALITY FIRST  
IS OUR MOTTO.

Canned the same day they are taken from the clam beds, they retain their original flavor in full.

Order a case to-day and you will find that they give satisfaction.

Shaw & Ellis, Pocologan, N.B.

AGENTS:

Montreal, H. B. Hall & Son. Ottawa, William Forbes. Quebec, A. Francois Turcotte. Winnipeg, George Adam & Co. Toronto and Hamilton, Walter S. Bayley. Edmonton, D. J. McLeod & Co. Vancouver, H. C. Janion. Maritime Provinces, Angevine & McLaughlin, of St. John, N.B., and Truro, N.S.

## More Than Ever in a Class by Itself

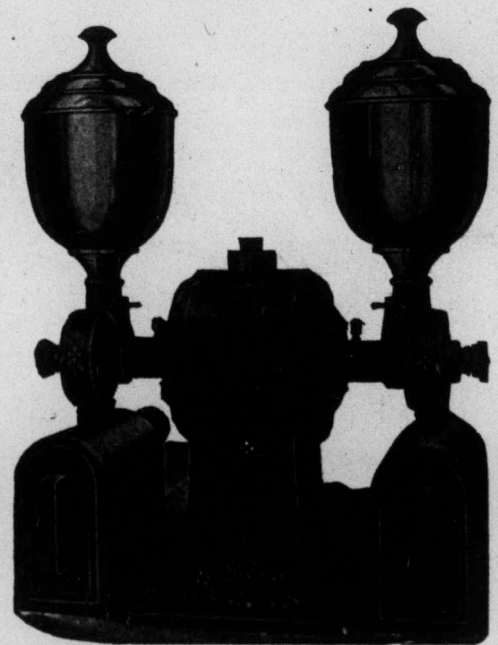
One of our 12 new models.

Wouldn't it be a good idea then to look into the Coles?

It ranks with the best and meets your price.

26 models of electric machines.

Makers of Hand Coffee Mills for twenty-five years.



COLES MANUFACTURING CO.

1615 North 23rd St.

PHILA., PA.

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



## All Canada is Aglow with the Made-in-Canada Fever

*How is it Affecting You?*

This idea is gathering momentum daily and the grocer who makes the best of it is the one who will win out with a full cash drawer and a growing business.

The five Made-in-Canada lines here shown represent the leaders in their respective fields—Condensed Milk and Coffee. Their value as sales-producers and repeat business-getters is thoroughly established in the trade. Don't be content to stock them, but get them in the limelight by displaying and pushing them as Canada's original products.

We deliver 5-case lots to any point in Ontario, Quebec and Maritime Provinces, prepaying freight up to 50c per 100 lbs.

Note these prices:

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

ORDER NOW.

**The Malcolm Condensing Co., Limited, St. George, Ont.**

*Gold Standard*



**D.S.F. (Double Superfine)  
MUSTARD**

¼ lb. Tins      ½ lb. Tins  
1 lb. Tins

Bulletin No. 271, issued by the Inland Revenue Department, Ottawa, shows Gold Standard D.S.F. Mustard to be the *purest* mustard sold in Canada.

Costs less than "the mustard you thought was best," is just as strong, is "Canadian-made," and packed in attractive packages. Your trade will thank you for recommending it. Gold Standard prepared mustards (three grades) will prove equally satisfactory.

**THE CODVILLE COMPANY, LIMITED**

BRANDON

MOOSE JAW

WINNIPEG

SASKATOON

CANADIAN GROCER

Preserving season is at its height. The quality of the fruit promises to be excellent. Give your customers the best quality of sugar in keeping with the quality of the fruit.

# St. Lawrence Granulated

Is the best sugar made in Canada. 100% Pure Cane.



## Have No Hesitation

in recommending to your best customer

## 'Bluenose' Butter

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

SOLE PACKERS.

SMITH & PROCTOR - HALIFAX, N.S.

SMITH  
AND  
PROCTOR

SOLE PACKERS

Halifax - N.S.

# LARGEST MAKERS IN THE WORLD

**Tin Foil**—all descriptions

**Tea Lead**—all gauges and sizes

**Metal Bottle Capsules**—any size,  
color or stamping

**Collapsible Tubes**—plain or colored

**ALL BRITISH MADE**

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

**BETTS & COMPANY, LIMITED**

Chief Office:—1 Wharf Road

LONDON N., ENGLAND

# Tartan BRAND

THE SIGN OF PURITY

Phone Orders at our Expense

Phone Nos.

3595, 3596, 3597, 3598, 4656

**We Sell only Goods of Guaranteed Quality**

**—Satisfied Customers are our Best Testimonial**

TARTAN BRAND are the most attractively packed goods on the Canadian Market.

We are always ready to meet your requirements in Canned Vegetables, Fruits, Salmon, Tea, Coffee, Spices, Extracts, Jelly Powder and Grocers' Sundries of our own manufacture, the quality of which is backed by our guarantee.

We have a full line of Fancy Groceries, Foreign and Domestic. Mail orders our specialty. Write us to-day.

**BALFOUR, SMYE & COMPANY**  
HAMILTON, ONTARIO

## NOTE THIS

Mr. Grocer:—The Niagara Fruit Growers are running this bulletin (changed weekly)

### FRUIT BULLETIN

Niagara District Peach season now in full swing and best varieties, Peaches, Pears, and Plums are ready for preserving or dessert purposes. Housekeepers should not delay telling their grocers what fruits to order for them.

in 250 newspapers to help you sell fruit. See your customers and rush your orders for Niagara Peninsula grown fruits.

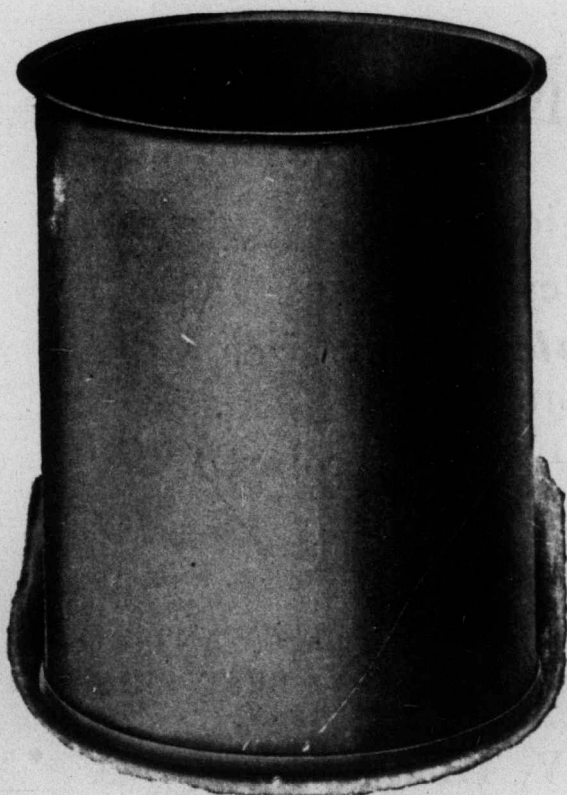
## BEE BRAND PRODUCTS



are a necessity in  
the most of  
homes

Their unbeatable quality makes them extremely popular everywhere. Their low price makes them a daily necessity in the most of homes. Sure sales, big sales, growing sales are yours with Bee Brand Products prominently on display. Stock up now.

**FORBES & NADEAU, Montreal, Que.**



# Sanitary Cans

**"The Can of Quality"**

Fruits, Vegetables,  
Baked Beans, Soups,  
Meats and Milk.

**Sanitary Can Company**

LIMITED

NIAGARA FALLS, ONTARIO

## "is good tea"

THE above has been our slogan for many years. It was a very happy thought. Many Grocers and users of Red Rose Tea have told us the slogan wasn't strong enough. Some have suggested that we underline good or print it in caps GOOD, or put the word "very" before good.

But, while we have been pleased to learn that our good friends who use Red Rose Tea think that the quality of the tea justifies a stronger slogan, we believe that customers are always better pleased when they find their anticipations exceeded.

What do you think, Mr. Grocer?

And don't you think it "is good tea" business to push a tea the quality of which exceeds your customers' anticipations and gives *your* store the reputation of selling "good tea."

# Red Rose Tea

"is good tea"

## Furnivall's

FINE  
FRUIT  
PURE JAM

Rich in that full, fresh, fruity goodness that only the choicest of fine fruits can give. Furnivall's has made jam a looked-for part of the daily diet.

The choicest of Furnivall's makes Jam more generally used. For bigger trade stock Furnivall's Pure Jams to-day.



### Furnivall-New LIMITED

Hamilton, Ontario

Agents: Ontario — MacLaren Imperial Cheese Co., Ltd., Toronto. Montreal — W. S. Silcock. St. John. N.B. — MacLaren Imperial Cheese Co. Halifax. N.S. — MacLaren Imperial Cheese Co. Sydney, N.S. — A. E. Sheppard. Hamilton — Grocers' Specialty Co. Winnipeg, Man. — H. P. Pennock & Co. Calgary, Alta., MacLaren Imperial Cheese Co., Ltd.; Edmonton, Alta. — Central Brokerage Co.



**Stops Overweights,  
Scraps and Drying  
Out**

The  
"Canadian"  
Cheese  
Cutter

The CANADIAN Open

The element of saving alone commends the "Canadian" to dealers of any size. In this respect it will pay for itself in no time.

The "Canadian" is the only computing cheese cutter that will cut the exact size slice with a single stroke of one lever. Not only cuts by money value, 5c, 10c, 15c, 20c slice, but also by weights, ¼, ½ or one-pound slice. Saves half the time on each order.

Every day you work by old-fashioned, obsolete methods you are virtually throwing out your door dollars that efficient equipment would place securely in your till. Ask us to prove definitely just what profit and saving the "Canadian" will do for you. No obligation. Write now.

**The Computing Cheese Cutter Co.**  
WINDSOR, ONT.

## *A Satisfied Mother's Trade*

---

*Agents for Canada*

**Mağor, Son & Co.**

Limited

191 St. Paul St. W.  
MONTREAL

30 Church Street  
TORONTO

---

is a good foundation on which to build a growing business. A Mother with a restless, peevish child is not in the best of humor to judge or buy wisely. She makes a hard-to-please customer.

Robinson's "Patent" Barley is the greatest food for infants. They thrive on it and soon become the pride of their parents, instead of a worry. For your own good and for the good of the mothers and children boost the sale of

## *Robinson's "Patent" Barley*

## DOMINION *of* CANADA

*Department of Agriculture*  
*Fruit Branch*

NATURE and the GROWER have produced one of the best crops of PEACHES CANADA has ever had.

The GROWER needs your assistance to market this crop.

CANADIAN GROWN PEACHES are the BEST IN THE WORLD and the best varieties are now at their prime.

Have your SALES of PLUMS and PEACHES increased?  
INCREASED EFFORTS MEANS INCREASED PROFITS.



# CANADIAN GROCER

VOL. XXIX

TORONTO, SEPTEMBER 10, 1915

No. 37

## Selling Sugar at \$4.00 a Hundred

Could You Do It To-Day?—That's What the Co-operative Union of Windsor, Ont., Does—Membership and Sugar Prices Analyzed—Where Lies the Secret?

THE other day a reader in Nova Scotia sent Canadian Grocer the prospectus of The Co-operative Union of Windsor, Ont. This firm has already been dealt with a number of times in this paper, its methods being demonstrated fully, but as we have a number of requests of late for information in regard to this concern, we shall go into the matter again for the benefit of our many new 1915 readers.

The literature that has been received is very similar to what was issued a few years ago under the name of the "Consumers' Association," the heads of which were also connected at that time with a firm known as the Dominion Grocery Co. The resemblance with The Co-operative Union of Windsor, which by the way was also the headquarters of the Consumers' Association and the Dominion Grocery Co., looks as if they all have sprung from the same source. It should of course be understood that since the Co-operative Union was formed the names of the other concerns do not appear in any advertising sent out from Windsor.

It would be interesting to know just why the name has been changed.

### That Four-Dollar Sugar

The chief bait in the prospectus of the Co-operative Union is of course the 100-lb. sack of standard Montreal refined granulated sugar for \$4. At the present time sugar costs the retailer in Montreal \$6.65 cwt. or \$6.71 in Toronto which would mean 3 or 4 cents more in Windsor. Then the question is how can this concern sell sugar which costs them around \$6.70 for \$4? They also quote 2½ lb. boxes of various soda biscuits made by several manufacturers for 15 cents, which ordinarily cost the consumer 25 cents, and shoe polish for 5 cents which ordinarily retails at 10 cents. A can of a well-known cleanser which sells from the grocery store at 10 cents is only listed at 6 cents in their catalogue.

How can they do this, is the question everybody asks, who knows anything at

all about the cost of these goods and their regular selling price?

It should of course be realized that to become a member of the Co-operative Union and to get in on what the Union calls their system—"the Profit-Sharing Plan"—"the New System"—"the Co-operative Plan"—one must part with a two-dollar bill to a local agent. Small advertisements are distributed through-

agent, a circular letter is forwarded together with the first prospectus. In this letter they point out that they have a "permanent and well paying position open for someone in every locality who is ambitious and willing to work a few hours for \$20 a week." This makes great reading for the unemployed. This "Union" points out that many representing them "are earning from \$15 to \$20 weekly, with a few hours' work among their friends and neighbors during the evenings." They claim to be the largest concern operating along the co-operative profit-sharing plan in Canada, and that they have a large enrollment of members who have saved their hard earned money through their system. Then the circular letter reads as follows: "You are almost certain to meet with those who will tell you that it is impossible for us to sell at such low prices. They will tell you that it cannot be done. For the benefit of those we are posting a guarantee with our local bank. Our past dealings give us a record that any firm may well be proud of. If you should be in our city at any time, call upon us or send your friends if they live near us."

### Depend Much on Membership Fees

Here are some of the reasons they give why they can sell at prices intimated above: "We buy strictly for cash and our large membership of thousands of customers all over the Dominion gives us a purchasing power greater than many retail stores combined. While local merchants must depend on a limited number of customers. We have no losses from bad debts, which most local merchants must contend with and these losses must be made up somewhere. We have no delivery wagons to maintain, no high-priced traveling salesmen, no high rent, as all goods are shipped by the different distributors with whom we have special arrangements to handle our large volume of business. But most of all the membership fee maintains the expenses of the Union, and we are not compelled to ask

	The Old Way	The Union Way
100 lbs. Redpath's Best Granulated Sugar	\$7.00	\$4.00
Christies', Perrin's, McCormick's or Dorr's Soda Biscuits (large 2½ lb. boxes)	0.25	0.15
8 bars Comfort, Sunlight, Surprise, Taylor's Borax or Lifebuoy Soap	0.40	0.25
Nugget or 2 in 1 Shoe Polish	0.10	0.05
10 lbs. of Sal or Washing Soda	0.20	0.08
Old Dutch Cleanser	0.10	0.06
1 lb. Breakfast Cocoa	0.50	0.35
1 lb. of Golden Dried Tea (black or green)	0.50	0.35
1 can Maple Leaf Salmon (large tall can)	0.25	0.15
5 lbs. Selected California Raisins	0.75	0.50
5 lbs. Best Lump Laundry Starch	0.40	0.23
1 lb. Fresh Roast Coffee (Moka flavor)	0.40	0.25
1 lb. Dry Fresh Ground Mustard (double strength)	0.40	0.20
1 box (3 bars) Cuticle Complexion Soap	0.75	0.40
Clark's Best Spool Cotton	0.05	0.04
4 Large Cans of Solid, Packed Tomatoes	0.40	0.25
4 Cans of Baby Sweet Corn	0.40	0.25
4 Cans Early June Peas	0.40	0.25
1 Large Package of Tillson's Oats (5 pounds)	0.30	0.21
5 Pounds of Japan Rice (full heads)	0.50	0.35

A list of goods with prices which The Co-operative Union sends out with prospectus. What do you think of it?

out newspapers in all parts of Canada for agents. These agents have to drum up members among the consuming public. Each member must pay \$2 to get the privilege of buying goods at these prices, but the Co-operative Union only gets 40 cents for each member.

### Twenty Dollars a Week!

When someone answers the advertisement and shows a desire to become their

a large profit on the goods that we supply our members, and the members receive the benefit."

They go on to say that despite the fact that many merchants have advanced prices during the past year they have made no advances as their membership is increasing. The membership fee of \$2 yearly entitles the members to all benefits of the Union for the period of one year. While they have a number of assortments of goods listed in their catalogue which must be purchased en bloc, yet if the purchaser so desires he is not compelled to buy that way. They say they will allow him to select his own orders in any quantity he likes from the open lists in their catalogues, "the smallest order receiving the same attention as the largest."

The reader will note that this does not

say that the prices charged in the open lists in their catalogue are the same as those listed in the various assortments.

**Sugar Price Analyzed**

When one applies for the agency of a certain district he is given 25 yearly memberships for \$10 or 40 cents each. The agent must sell these at \$2 each, "thereby making a profit of \$1.60 on each member." Suppose, therefore, the Union secured 5,000 members a year at 40c each, this would mean \$2,000 to them. On every cwt. of sugar they sell they are losing to-day about \$2.70. If they sold about 720 sacks of sugar during a year, they would lose almost that \$2,000. They are also selling biscuits, standard brands of soap, shoe polish and cleansing powders at almost similar losses. And of course if they had 5,000 members in a

year one would naturally suppose that they would sell a hundred of sugar to each member. In that case they would lose 5,000 times \$2.70 all together, or some \$13,500 on sugar alone. Wouldn't it be exceedingly interesting and illuminating to know just how they do exist?

There is one very significant point in connection with the catalogue and listed goods of the Co-operative Union. That is, that the majority of the lines listed are unbranded. What is the quality of these goods? It would also be interesting to know what percentage of those who become members stick with the firm throughout the year. Do many of them part with their \$2 and become dissatisfied with the first shipment and discontinue, or do they all stick? That is the question.

## Duty Stamps on Plug Tobacco

Carleton Place Retailer Makes Enquiry as to Regulations Governing Same When He Buys Less Than a Caddy—Plug Tobacco Only Affected—Wholesalers' or Manufacturers' Duty to Stamp Small Cardboard Packages

Editor Canadian Grocer:

Dear Sirs,—Enclosed you will find a copy of a pamphlet issued by the Department of Inland Revenue, which was left at my store a few days ago when I was not in. After having read the regulation I could not understand same, so decided to send it to you for explanation.

About Section 133.—I understand that packages of tobacco like Old Chum or Rex mixture, etc., instead of having only series number so and so, must now have a certain stamp on same as prima facie evidence that the duty has been paid. If the words are not on the package, should we accept the package? Should the retailer, wholesaler or manufacturer place these stamps on them? Does this apply to plug tobacco, cigars and cigarettes, and could I buy tobacco by the pound or have I to buy it by the caddy or five-pound boxes and keep it in these boxes until all is sold and destroy the boxes or caddy; or could I buy it by the pound and put it in a cardboard box and put a stamp on it and destroy the box every time a pound is sold, and get another box?

D. L.

Reader of Canadian Grocer.  
Carleton Place, Ont., Sept. 1, '15.

**What Regulations Say**

Editorial Note: Section 133 referred to states that "except as hereinafter provided the stamp on the package from which goods are being retailed is prima facie evidence that the duty has been paid, the absence of such stamp being

prima facie evidence of the non-payment of the duty.

"In the case of plug tobacco, manufactured in Canada, each plug having attached thereto the manufacturer's metal tag or brand, a dealer (meaning a wholesaler) will be permitted to open a caddy not exceeding in weight 25 pounds, and remove from it such quantities of plugs, not less than one pound, as may be desired for the purpose of immediate sale to the retail trade. The quantity so removed shall be placed in a suitable box made of cardboard or such other material as may be approved by the department. On the box shall be placed a stamp, which shall be signed by the dealer (wholesaler) to the following effect:

"This tobacco is the manufacture of ..... and has been taken from a caddy bearing duty stamp No. ...."

(Dealer's name) .....

Address .....

"Notice.—The contents of this package may only be removed for sale to a customer, and when the package is empty it shall be immediately destroyed."

"Imported tobacco shall be sold from original stamped packages only.

"The stamp to be attached to each package of tobacco removed from a duty-paid caddy shall be supplied by the department at cost, viz., \$1 per 1,000, etc."

**Refers to Plug Tobacco Only**

In the first place, these regulations refer to plug tobacco only, and not in

any way to cut tobacco in packages. When a manufacturer or wholesaler sells a retail dealer a caddy of plug tobacco, there is always a stamp on it to the effect that the duty has been paid. If, however, a dealer only wants a part of a caddy, that means that the manufacturer or wholesaler must break open one to send out the smaller quantity. The Inland Revenue Department compels the manufacturer or wholesaler, when doing this, to pack the smaller quantity in a pasteboard box or some other suitable package, and also requires him to place a stamp on it, for which the manufacturer or wholesaler pays \$1 for 1,000.

We are informed that manufacturers and wholesalers have these cardboard boxes suitable for 1 lb., 2 lbs., 3, 5, and up to 10 lbs. of plug tobacco. It is up to the manufacturer or wholesaler to place this stamp on the cardboard box, and not to the retailer. If the retailer buys a whole caddy of plug tobacco, there would be no object in repacking it in the smaller pasteboard boxes, as he can sell it to the ultimate consumer in any quantity and in any form. The idea of the small pasteboard packages is to be able to accommodate a retailer who does not care to buy a whole caddy of any one brand at once. If, however, a grocer should receive a cardboard box with plug tobacco in it without this stamp, we would urge that he immediately get in touch with the manufacturer or wholesaler and point out to him the omission of the stamp.

(Continued on page 24.)

# Parable of the Man Who Put First Things First

By E. A. HUGHES

ONCE upon a time there was a certain grocer who rejoiced—let us say—in the name of Bloggs. Bloggs had some peculiar ideas. He wanted, of course, to make his business go, so that he could make money and enjoy the twilight of his days in peace and tranquility! Moreover, he wanted to make this money fast. Unfortunately, however, he did not have a sense of proportion. Next to a sense of humor, a sense of proportion is the most desirable sixth sense of all. But Bloggs had it not. His motto, he said, was to under-cut the other man. He wanted the trade—at any price.

He started in as a grocer to groce. He had this low-price bug from his youth up and firmly believed that he could cajole the public into believing that he was selling them something for nothing. Alas and alack, the public didn't see it. They wouldn't be cajoled. They refused to think Bloggs was in business for his health.

Well, at first he used to buy really high-class stuff and sell it at such a bare margin that he under-cut everybody else. But the volume of the trade didn't make it worth while, even at that. Bloggs decided that he would have to do one of two things. Either he must put the price up, or he must put the quality down. Bloggs puzzled his brain a good deal before he decided which he would do. He reasoned and he argued. But he didn't know Euclid—which is the science of abstract reasoning—and he came to the wrong conclusion. That is, he put two and two together and he made four and a half, which no self-respecting grocer would do. And he decided to lower the quality.

Drop a tear over the foolishness of Mr. Bloggs.

For what happened? It chanced that after Bloggs had got in a consignment of canned salmon, a Mrs. Buythebest came to his store. Said Mrs. B.: "I want some salmon."

Mr. Bloggs: "Yes, ma'am."

He produced the salmon, which was of poor quality, and Mrs. B. said a trifle suspiciously (you see she knew Bloggs!): "I suppose this is prime quality stuff?"

Said Bloggs: "Er—oh, yes—er—that is, of course."

Said she: "Yes, of course." Mrs. Buythebest was a big woman who towered over Bloggs, and she was more than a little afraid of him.

"But, it's very cheap," said Mrs. Buythebest.

"Yes. Very cheap."

"I didn't know you could get it as low as that," she added.

Eventually she bought it. Like every other woman she was glad to think she had got it cheaply. The instinct of the customer is to pay as little as he can; it's natural. Although many want it good, first.

That night Mr. and Mrs. Buythebest sat opposite each other for dinner. Being summer, they had cold dinner. The salmon was the chief dish. Mr. Buythebest helped himself, and started in to consume it.

Suddenly he looked up. His wife became aware of a growling and catching his eye she saw the light of battle.

"What do you call this?" asked her husband.

His wife looked at it. What did she call it?

"Why, salmon, of course," she made reply.

"Salmon?" He almost flung the word at her. Then, "Salmon," again. This time it was an exclamation. "If that's salmon, give me horse," he said, and thrust the plate away from him. "Never go to the grocer who sold you that stuff again," he ended. "Never."

Mrs. Buythebest was perturbed. She was silent for a moment. Then, "But it was so cheap and Bloggs told me it was prime quality," she said. "I had no idea—"

"Cheap?" Her husband caught up the word and flung it back. "Cheap? I should think so. Why, the man

who has the nerve to charge anything at all for that stuff, even as food for the dog, is a robber."

Then he left the table.

Thus you see Mr. Bloggs precipitated a family quarrel. Also he lost a customer. Mrs. Buythebest never went there again except once; that was to tell him what she thought of him!

For Bloggs was a man who did not put first things first.

## II

Now it chanced that there was another grocer grocing in that same town. His name was Mr. Prime. He had a different set of principles from those which Bloggs ran his business on. Prime believed that Quality should be spelled with a capital Q and always come first.

When he opened, he found that he was selling his lines too cheaply. He discovered that there wasn't a fair profit in the business. And like Bloggs he said to himself: "I shall have to put the price up slightly or else put the quality down. Which shall I do?"

He decided in favor of the former course.

So he bought a consignment of salmon, and he bought the really good quality. An inferior kind was offered him, "same as I have just sold Mr. Bloggs," said the traveller, but Prime would have none of it. "I want good quality stuff," he said, "even though I have to charge a little more for it."

A lady came into his store that morning and asked for some salmon. He produced it.

"Isn't this price rather high, Mr. Prime?" she asked.

Prime came right back. "Well, ma'am, it is higher than I have been charging. I found that the price to me was going up and at my old prices I couldn't make it pay. And I knew that my customers wouldn't stand for my reducing the quality, so I had to put up the price a trifle."

The lady said, "I see." Then she hummed and hawed. "It's a little higher than I want to pay. Still, I want nice salmon."

"You take it, ma'am," said Prime. "Better to pay a little more and enjoy it than a little less and then be mad because you bought inferior goods."

So the lady bought.

That evening, she and her husband sat down to dinner and the main dish was this salmon. Her husband took some.

"That surely is nice salmon," he said to his wife in a moment. "It's a long time since I tasted any I liked as well as that."

Said she: "I'm glad you like it. I paid a little more for it than usual, but it's worth while if it's good."

"Sure is," agreed her husband passing his plate for more.

"I always think that if even I grudge paying a little higher price at the time," said his wife, "I feel amply repaid if what I buy is of first class quality."

"You bet," said the husband laconically, and went on enjoying the salmon.

So Prime made a permanent customer.

Also he didn't precipitate any family quarrel.

\* \* \*

And the moral of this parabolic harangue is that quality is the thing for the grocer to hold most sacred. You may save a little by selling poorer stuff, but in the long run the very people who pay for the cheap stuff will complain. They'll forget all about its being cheap; they'll just say: "Cheap or not, that grocer shouldn't have sold me that poor quality stuff."

Quality, a profit, good salesmanship; these three; but the greatest of these is Quality.

# Backbone in Account Collecting

How a Merchant Went Out of Business—He Was an Easy Mark for the Slow Pays and Dead Beats—Collections a Very Important Part of a Business—First Talk of a Series.

By ROBERT O. HOLMES.

**A**BOUT three years ago I was called to a Canadian town to examine the books of a dry goods concern. I spent a week in the town and during that time I made the acquaintance of a retail grocery merchant. After fixing up the books of the drygoods concern, I was asked by the grocery dealer to look over his bookkeeping system, as he was firmly convinced that something was wrong. I had an appointment in another town as soon as I finished my work at the drygoods store, so I told him that I couldn't go through the books at the time, but would return later.

In a month's time I returned, and undertook to locate any weaknesses in connection with the merchant's method of bookkeeping.

The merchant told me that he had been in business for fifteen years. During that time he had built up a very wide connection, and he was looked upon as being the most successful grocery merchant in the city. He had a very large turnover and he appeared to be careful in his buying. He employed fair salesmen and was a fairly good advertiser. He made use of all the usual sales creations, such as window displays, etc., and yet he could not understand how it was that he could not make money.

I found upon investigating that the bookkeeper was a very neat young man, a slow, but sure worker. He did what the merchant had asked him to do, but that was about all. The trouble with the whole business was that the merchant was carrying over \$20,000 on his books. That was his trouble.

He knew nearly everybody in the town. He was active in church and lodge affairs and took quite an interest in all events in the town. It appeared as though every person in town dealt with him, especially those who wanted credit. People did not seem afraid to ask him for credit, and to judge by the length of time some of the accounts had been standing, did not mind keeping him waiting any length of time. The merchant was in fact a regular "mark" for the slow-pays and dead-beats of the town.

I remember quite well how the merchant went over his books with me in a sort of hopeless apathy, and tried to

*This "talk" is the first of a series of six articles on business management, prepared especially for the readers of Canadian Grocer by Robert O. Holmes. The talk tells how one merchant made a failure of his business through not collecting accounts. Talk No. 2 will tell how a successful merchant collects accounts.*

explain why he had not pushed account after account.

This man belonged to a certain lodge and had been hard up on account of investments in the West. That one was an old friend, "And, of course, I don't like to bill him," he would add.

Another debtor was a lawyer who apparently had the idea that he didn't need to settle. Another debtor was a painter who undertook to paint a church. He took the contract too low and lost money on the deal. And so it went on through a seemingly endless list. At the end of our examination, I judged that about half the total amount was collectable.

"Your only hope is to clean up your books," I told him as I left. "With your turn-over you ought to be making a fortune but instead you're giving the profits away to all the dead-beats and credit-suckers in town. You don't need a new system of bookkeeping. What you need is a new backbone. If you



After a careful examination I figured that about half the accounts were collectable.

don't change your methods at once, the sheriff will get you."

I have heard that the acquirement of a new backbone was too much for him and that he did not change his methods. Anyway the sheriff got him in the end.

This experience and countless others has convinced me that many of our retailers are bending their backs under heavy loads of bad debts incurred by slow pays and dead-beats. Many of these merchants lose cash discounts on their purchases, which if taken advantage of would mean a mighty big item in a year's time.

The question of collections is always one of the utmost importance to the retail merchant who does a credit business; but it is particularly important at the present juncture.

During the past year many merchants have had to exercise considerable skill in the financing of their business. Some have been unable to stand the strain.

Close application to business and collections will be necessary for many months to come. There is plenty of money in the country. Savings banks deposits are the largest in the history of the country, but the money is not circulating. Many slow-pays and tight-wads are hoarding money in the savings banks instead of paying their debts to the retailers—and the latter are in no small way to blame for this condition.

It follows that the limiting of credit lines and the closest attention to collections have become necessary. When every cent is needed to keep things moving in good order, no merchant can afford to have large sums tied up in non-collectable accounts. That way failure lies.

The giving of credit requires perhaps more care and thought than any other branch of the ordinary business. Certainly the collection of accounts causes more friction and worry than anything else. However, in a large proportion of stores the giving of credit is necessary, and it therefore becomes necessary that that it should be done systematically.

In article No. 2, which will appear later in *The Canadian Grocer*, I will tell how a very successful merchant looks after his collections without devoting much of his own time to the work.

# Special Sale Sells Canned Foods

Seven Hundred and Eighty-One Cases Disposed of in a Few Days — Campaign That Brought the People Into the Basement—Proved Splendid Advertisement.



DO NOT MISS THIS  
**GREAT SALE OF CANNED GOODS**  
 WITH PRICES BASED ON BUYING IN CARLOAD LOTS  
 AN UNPRECEDENTED EVENT IN MONTREAL

Never was such a huge stock of Canned Goods offered to Montreal buying public—  
 Our Grocery Department will again demonstrate Dupuis Freres' ability to reduce your Grocery Bills. Profits are always small on groceries, but for this special sale we have cut prices as never before, confident that you cannot resist them. The standard excellence of our groceries is a matter of common knowledge, and our patrons will be wise if they take full advantage of these opportunities.  
 Now is the time to buy a good supply of Canned Goods and other groceries at big savings. This Unparalleled Sale begins To-Day at 8.30 A.M. and will continue Saturday and Monday. Phone or write your order if you cannot call at the store. Phone East 4510.

**CANNED GOODS**  
 Victoria brand condensed milk 1 can \$1.25  
 Pure Borden's 1 lb can 1/2 doz \$1.00  
 Victoria brand sweet corn 2 doz \$1.00  
 ... (rest of the list follows)

**FRIDAY MORNING SPECIALS**  
 8.30 to 9.30  
 Top Brand Canned  
 Heine Park and  
 Beans, 15 cans, for  
 1/2 doz  
 ... (rest of the list follows)

**GUESSING CONTEST**  
 How Many Cans in Our Window Display?  
 10 PRIZES — READ THEM!  
 1st prize—1 case tomatoes, 1 doz each.  
 2nd prize—2 cases corn, 2 doz each.  
 3rd prize—3 cases Canadian peas, 2 doz each.  
 4th prize—4 cases tomatoes, 1 doz.  
 5th prize—5 cases string beans, 2 doz.  
 6th prize—1 case Canadian peas, 2 doz.  
 7th prize—1 doz case Blueberries.  
 8th prize—1 doz case Green Beans.  
 9th prize—1 doz case Apples.  
 10th prize—1 doz case Apples.  
 Every person registering her name in a book placed in that effect in our grocery department, is entitled to guess at the number of cans in our window and win a prize.

**CANNED GOODS**  
 Victoria brand sweet corn 2 doz \$1.00  
 Pure Borden's 1 lb can 1/2 doz \$1.00  
 ... (rest of the list follows)

**Dupuis' Meat Market**  
 Spring Lamb—  
 Choice 1 lb \$1.00  
 ... (rest of the list follows)

**FRIDAY MORNING SPECIALS**  
 Choice 1 lb \$1.00  
 ... (rest of the list follows)

DO NOT FAIL TO READ IN TOMORROW'S PAPER THE ANNOUNCEMENT OF OUR COLOSSAL SALE OF FOOTWEAR SAMPLES

**Dupuis Freres**  
 LE MAGASIN DU DEUIL  
 45 St. Joseph, Montreal, P. Q.

Condensed reproduction of a newspaper advertisement used by Dupuis Freres of Montreal in their recent big canned goods selling campaign.

**A**N article appeared in this paper some time ago, describing how The Paquet Company of Quebec succeeded in drawing a crowd into their grocery department, located on the top floor, by running a free guessing competition. A display of canned goods was made in one of their show windows, and prizes offered to those who came nearest guessing the number of cans in the window. It was not necessary to make a purchase; anybody could guess, the only condition being that each contestant sign his or her name in a book located in the grocery department. By this means The Paquet Company succeeded in distributing their trade in this department over the first few days of the week, as well as almost doubling their business for this week. Inci-

dentally, they also sold an immense quantity of canned goods.  
 That the same idea is practicable in other stores was proved by Dupuis Freres, Montreal, whose grocery department is located in the basement. They put on a similar competition in August, running it on the same lines as described in The Canadian Grocer. It had the effect of bringing a large number of people into the basement who never knew there was the grocery department there before, and did them an enormous amount of good indirectly. Also, the sales for that week jumped up considerably. Their sales of canned goods while the competition was on amounted to 781 cases.

# CANADIAN GROCER

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THE MACLEAN PUBLISHING COMPANY  
LIMITED.

JOHN BAYNE MACLEAN, President.  
H. T. HUNTER, General Manager

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

## OFFICES:

### CANADA—

Montreal—Rooms 701-702 Eastern Townships Bank Building; Telephone Main 1255. Toronto—143-153 University Ave.; Telephone Main 7324. Winnipeg—34 Royal Bank Building; Phone Garry 2313.

### UNITED STATES—

New York—R. H. Huestis, 115 Broadway, New York; Telephone 8971 Rector. Chicago—A. H. Byrne, Room 607, 140 So. Dearborn St., Phone Randolph 3234. Boston—C. L. Morton, Room 733, Old South Bldg.; Phone 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.

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No. 37

## LOW TEA PRICE DIDN'T LAST.

**S**UPPOSING a merchant in your town bought a quantity of tea before the rise last fall and is still in a position to sell it at the old prices and still make a little money, what would you do? You have been buying tea since the rise and paying eight or ten cents a pound more. How can you stand up against your competitor, who decides to throw away his advantage in buying? Would you cut your price too, and lose money, or maintain it and lose tea trade?

An actual occurrence of this kind is reported from a certain town in Prince Edward Island. One of the merchants there persisted in selling the tea which he had bought before the rise at the old price, compelling the other merchants to do the same. They, however, got tired of this: and what was the result? They decided to be out of tea for a few days. This naturally sent all the demand to the merchant who had the low prices. Naturally it did not take very long for the public to buy up all he had and of course the next time he went into the market he had to pay more for his tea. Of course he had to get more for it and the problem was solved. It was evident that he made very little money on tea and now he is compelled to take the profit that the rest are getting.

Here was a case where the merchants used their brains to good effect. But for united action they might still have been selling tea at a heavy loss.

## SUCCESS OF THE COUNTRY STORE

**A** WRITER in a recent issue of *Saturday Evening Post* talks on the country store and the country and small town retailer. In the course of the article he throws out some valuable hints on what is

required to make a successful country store. Here is an excerpt from the article:

"It seems tolerably clear that the country retailer who succeeds under these conditions must have something more than just a stock of goods to sell. Broadly speaking, anybody can get a stock of goods to sell. The store that succeeds must have some attraction which distinguishes it from just any store. In every country town, so far as we have been able to discover, there are retailers who do succeed well in spite of competition at home and abroad. It can be done, but it will not do itself. The broad problem of the country retailer is one of the most difficult we know of in the field of business. Those who depend on the country retailer for distribution can well afford to study it."

The thought here is that the aggressive dealer is the one who has something out of the ordinary—unique—about the place that will act as a magnet for the drawing of new trade. Give the public a reason for trading at your store and the public will be found there.

## RETAILERS LOSE AGAIN.

**C**ANADIAN dealers will be interested in knowing that the American Scrip Company is bankrupt—according to reports from Los Angeles which city is given credit as being the birthplace of the "mile in travel for a dollar in trade" alleged business-stimulating idea.

This company's plan, it will be remembered, was to sell the retail merchant coupons which the merchant in turn gave to his customers with purchases at the rate of one mile in travel for each dollar of

trade and which coupons the company redeemed in railway and steamship mileage.

The Scrip Company's early experience on the Pacific Coast is said to have been so successful that it was decided to expand operations covering practically the entire United States.

A sumptuous suite of offices was opened up in Chicago which was to be known as the general office of the company.

Despite the fact that the merchants who bought scrip paid from \$3.00 to \$5.00 a thousand for the coupons, they are now being redeemed only at one cent. This is paid in cash at the offices of the bankrupt concern, and it is announced that the money for this purpose was contributed voluntarily by the stockholders. The cash may be had either by merchants who still have stamps on hand which they have not issued to the customers, or by consumers who have been collecting stamps.

While it is said that none but the officers of the company know how many are outstanding, it is claimed that fully 1,000,000 scrip coupons still are unredeemed or have just been redeemed on the one cent basis.

A similar institution has been in operation in British Columbia and Alberta. In Calgary, as announced some time ago in Canadian Grocer, the company operating there was fined for doing business in contravention of the Trading Stamp Act.

#### ENGLAND'S FINANCIAL STRENGTH

MUCH has been said and written about England's financial strength, and what condition England will be in if the war lasts a long time. The *Statist* in referring to the cost of the war directs attention to the fact that if the war lasts a long time the position of the British nation at the end will be infinitely stronger than it was after the Napoleonic wars. "At that time the nation's debt was about £900,000,000, while its income was only from £250,000,000 to £300,000,000. In other words, the debt of the nation was equal to over three times the aggregate amount of its annual income. Immediately before the present war began (and we anticipate after the war is over also) the income of the nation was in the neighborhood of £2,400,000,000. Thus if a debt of £3,000,000,000 is incurred it will represent not much more than one year's income, whereas one hundred years ago the debt then created represented three years' income. Of course the increase of taxation for the purpose of meeting the interest on this debt will be very large, but even then the burden of taxation will be much smaller in proportion to the income available for meeting it than was the burden of taxation after the last really great war in which Great Britain was engaged. If holders of securities will bear these facts in mind they will not become seriously anxious about the future course of prices. If the country become increasingly efficient, and if it also becomes less wasteful in its expenditures, it is obvious that the

amount of capital it will have for investment as soon as the war is over will be very large, that prices of securities will show marked recovery and that no long period will elapse before the Government credit is restored to a normal level."

#### RESULTS FROM WESTERN HARVEST.

THAT as a result of this year's harvesting operations, general business throughout Western Canada is going to show a pronounced improvement is the opinion expressed by Thomas Findley, vice-president of the Massey-Harris Co., in an interview with *The Financial Post*. Mr. Findley, through the organization of the big implement firm with which he is connected, is in an exceptional position to estimate Western conditions and his views may be regarded as having back of them the authority of intimate knowledge and experience.

"With the money which the farmers of the West will receive from the sale of their grain this fall, obligations are going to be very generally reduced," said Mr. Findley. "This applies not only to the debts they owe in connection with the purchase of implements but to all outstanding liabilities. I do not look to see any great burst of buying. The people of the West are economizing to-day as they never did before and they will be well advised if they continue this policy of retrenchment for some years to come. At the same time, there is a point beyond which economy cannot pass and necessary purchases will have to be made. Stocks of goods throughout the West have become seriously depleted and these will have to be partially replaced at any rate to meet the needs of the coming winter. In consequence there may be expected a gradual improvement in orders from dealers and sales to the people.

"So far as the sale of implements is concerned, binders are about the only article in demand. While the sale this year has been carefully restricted by the manufacturers, the absolute need for these machines to cope with the big crop was so imperative that fully twice as many were sold as last year. Even at that the number disposed of was not as great as in the boom years of 1910, 1911 and 1912, though the need for them is greater. Probably the number sold was about three-quarters of the number placed in these years."

This certainly indicates a reassuring situation so far as Western business conditions are concerned.

#### EDITORIAL NOTES.

TURN STOCKS quick and keep 'em turning.

\* \* \*

THE CROP is now an assured factor in the industrial situation.

\* \* \*

ARE WE downhearted? Look at the attendance figures at the Toronto Exhibition!



## Advice on Coffee Buying

The Spicy Monthly, St. Louis, Mo.

The coffee market has shown signs of weakness during the past month. There are the usual predictions of higher prices and some predictions of lower prices.

If conditions were normal, we would predict higher prices, but with the uncertain conditions, caused by the European war, it is an uncertain guess, but our advice has always been, and is, to the retail merchant, to not buy roasted coffee on speculation, but to buy them for his wants, and buy coffee because he has reason to believe that he can sell it and that his trade want it. If he carries out that policy, he is not likely to have any stale roasted coffee on his hands.

## Canadian Apples in Britain

The Weekly Bulletin, Ottawa.

The almost continual wet and cool weather, which has been experienced during the past month has been unfavorable to fruit prospects, and apples, of which a heavy yield was anticipated early in the season, have sustained marked damage from the violent storms of almost tropical intensity, which have recently swept through many districts almost daily.

It is somewhat early to arrive at a definite estimate of the yield of apples and pears, but with a view of obtaining information bearing upon the prospects for Canadian fruit in these markets during the approaching season, three of the principal London dealers have been consulted, and their opinions are set forth in the following extracts from reports received.

It must be borne in mind that while the yield of British fruit must have some bearing on the subject, its influence upon the situation is less important than usual because conditions resulting from the war create factors which not only complicate the position, but upset ordinary logical anticipations.

As somewhat similar conditions, however, existed last year, Canadian shippers will have the advantage of experience in approaching the problem of this year's export trade.

The first London dealer consulted gave it as his opinion that it is a little difficult to give any definite expression of opinion as regards the coming fruit season. So far as it can be gathered the English apple crop promises to be fairly plentiful as regards quantity, but not at

all satisfactory in the matter of quality; in fact, so far as it can be found out there will be little, if any, fine fruit available this season. The English pear crop will probably be a good one, but as English pears do not compete seriously with imported goods, this is not a matter of importance. It is understood the French pear crop will not be shipped to any great extent, so that a good market for fine Canadian pears and peaches is anticipated. Moreover, Canadian apples will doubtless make satisfactory prices this season, when of good quality and comparatively late arrivals. It is hardly expected that the earlier fruits will do very well.

The second firm intimated that with regard to peaches, it is a bit too early to say, but all fruit of this nature has been arriving in a bad condition from the Continent, therefore it is advisable not to enter seriously into this.

There is a probability as the English crop is unsatisfactory and inferior in quality that Canadian apples will meet with a good market providing they arrive in hard, sound condition, clear of spot. It is regrettable to hear that there is a good deal of spot in Nova Scotia this year, which is, of course, a serious defect in apples.

## Canada's Control of Nickel.

New York Journal of Commerce.

In 1913, it is stated, the world's production of fine nickel approximated 34,000 tons, of which the Canadian ore contained 24,838 tons, the ore produced by La Societe de Nickel in New Caledonia, French Pacific Islands, and refined in France, contained about 8,000 tons, and production in Norway amounted to 400 tons, the remainder having been refined in Germany from various metal processes. Practically all of the ore mined in Ontario was reduced to matte and shipped to the United States and Great Britain to be refined, only a small percentage having been refined in Canada.

The production of nickel in the Sudbury district—which region yields 73 per cent. of the world's output of nickel—is closely associated with that of copper, the content of the matte produced from the ore being about 50 per cent. nickel and 25 per cent. copper.

## Britain Likes Our Cheese

The Irish Grocer, Belfast.

The fact that cheese contains so much nutriment, and the extent of the demand by Government for it for army purposes and its consequent rise in price, have caused considerable public attention to be directed to it. Ireland is not either a cheese producing or a cheese consuming country, and the extent of the trade in cheese in the United Kingdom is much greater than probably most of us realize. During the year 1914 the imports of cheese into the United Kingdom were almost 2½ million cwt., and the value almost 8 million pounds sterling. And the cheese trade in England, especially in Cheshire, Somerset, and the adjoining counties is a very large one, so that it may fairly be claimed that cheese is one of the more important of the articles of diet in these countries. The imports for the year ending last June were larger than those for any year for twelve years; but notwithstanding this increase in the supply, the demand was such that prices went up to record figures, though since May, when it became known that cheese was no longer to remain part of the daily diet of our armies, they have been at a lower level.

No country sends us nearly such large supplies of cheese as Canada, notwithstanding that for a number of years the quantity which her rapidly increasing population has been able to spare for export, has been steadily declining. It would seem natural to expect that Australia should step into the place which Canada is slowly relinquishing, but Australian cheese has not met with much favor in these countries; the quality, however, has been improving, and this year shows a decided improvement upon last. It is complained that the color is not deep enough and that in many cases it is not one thing or the other, but some of the cheese which has recently come from New South Wales is of the very best kind. New Zealand cheese has recovered in favor, owing largely to its being of more uniform quality than it was, and of closer texture, but there is still a tendency for it to show cracks when it is cut, which shows that the New Zealand makers have not attained to the standard of the Canadians.



# Technical Education in Groceries

Advantages of Such Are Advocated by an Old Ontario Grocer in New York—Points to Work Institute of Certified Grocers in Britain as a Precedent—The Future Real Grocer Will Be The Professional One.

By CHARLES A. ELLIOTT.

THE word "Technical" refers to the arts or to the professions which grocers have not required in the past. Many self-educated, many public-school educated, and many through the school of hard knocks have done well in the business world. Would arts assist them? Certainly; and would any profession assist them? Not if it wasn't grocerology. A famous general once said that to be a good blacksmith one must have forged all his life; to be a good administrator, one should have passed his whole life in the study and practice of business.

The man or woman who achieves success in the management of any great business is entitled to honor. It may be so as much as the artist who paints a picture, or the author who writes a book, or the soldier who wins a battle. But education is knowledge, and through education man has done wondrous works. A technical education built the Brooklyn, Manhattan & Queensboro bridges and the wonderful subways, which carry us to and from our business. It has developed gigantic buildings. Who would, 25 years ago, have thought of the Woolworth, Singer and Metropolitan buildings.

Emerson said that we live in a new and exceptional age. America is another name of opportunity; its whole history appears like a last effort of the divine providence on behalf of the human race.

In 1899 a movement to promote the educational facilities among the grocery employers of England was started by the National Assistants' Grocery Association. This was the seed sown which has developed into one of the greatest institutes for the benefit of the grocery business and a wonderful advancement in the education of successful retailing begun in 1900. Rooms were provided with samples of descriptive labels of the various products which clerks daily handle, such as tea, coffee, rice, spices, etc. By this means an improved knowledge of the trade was acquired, which showed the desire for a technical knowledge of the business. A year later a gentleman of Edinburgh left a bequest in the power of the Chamber of Commerce to institute a class in the Heriot Watts College for the instruction and information of those engaged in the grocery trade as assistants. The lecturers were to spread the know-

*The accompanying article by C. A. Elliott, was a paper read by him before a body of retailers in New York a short time ago. Mr. Elliott is a native of Western Ontario, and an experienced grocer himself. For many years he was manager of the Coffee Department of the large J. B. Greenhut & Co. store in New York. He is a regular reader of Canadian Grocer and visits Ontario usually every year. His contention is that the man who contemplates going into the grocery business should have a technical training similar to that which is necessary in the Old Country. The article contains some valuable suggestions for every retail association in Canada and every individual interested in the future welfare of the business.—The Editor.*

ledge of those commodities which grocers dealt in. Their origin, their production, the process through which they passed and all matters connected with them, which was of importance to the grocer's clerk, were to be included. In 1902 the ball was set rolling, and the fame of what was being done spread abroad. Lectures appeared in several papers connected with the grocery business. In 1903 the trade papers urged the necessity for a technical education in England for young men of the grocery, provision and kindred trades. It was however, only local and spasmodic. The idea had to be developed to a greater extent. But not until the grocery exhibition of 1903 held in London was the idea lifted to a national character, when it was mentioned in a lecture by a Mr. Rees who persisted energetically and has made a success of the movement.

## Growth of the Movement.

This lecture was the real beginning of gaining the attention of the grocery trade in England and at a meeting of the International Association of Grocers' Assistants, the matter was taken up and resolutions adopted. The first lecture was given April 6, 1905. In 1906 and 1907 a special education committee was formed to encourage the technical education in the United Kingdom, and 18 different sections were opened up, so that to-day the institute bids fair to be a part of the world-wide movement for

efficiency in the science and the art of food-purveying as practised by the trade.

In 1910 there were 66 candidates for examination.

In 1911 there were 198 candidates from 22 centres.

In 1912 there were 272 candidates from 44 centres.

In 1913 there were 445 candidates from 58 centres.

In 1914 there were 420 candidates from 60 centres.

Local examinations are held in April; the National in June. Among the many interesting questions asked this year are a few I shall refer to.

First year paper:—

First.—(a) Which tea keeps its original flavor and quality the longest—Ceylons or Indias; (b) What sorts of teas are best suited for hard water; (c) What sorts of teas are best suited for soft water.

Second.—Take a coffee costing 85s. cwt. (raw) in bond. What will it cost per lb. after a roast yielding a return of 94 lbs. per cwt.

5. Enumerate all varieties of rice you know, and state the country where each is grown.

Second year paper:—

1. Write a short description of (a) Cocoa bean; (b) Cocoa essence.

2. Name the principal sugar producing countries.

3. What advantages have factory prepared jams and marmalade over home-made?

A grocer here would look at you and wonder what you were talking about to ask him such questions as the above. Is it any wonder that our well-known Philadelphia grocer, Mr. Martindale, said at a meeting of the Tea Association not long ago, "If any of us, myself included should go to England and start a store to sell groceries do you know what would happen? You have no idea. That man, whoever he is would have to pass an examination as to his knowledge of the grocery business, and one of the first things they would ask him would be: 'What do you know about tea?' and he would have to tell. I very much fear that most of us would fall by the wayside."

Whether Mr. Martindale was right or wrong he certainly impressed his hearers with the importance of the technical

## CANADIAN GROCER

training now being given the grocers and their assistants through the Institute of Certificated Grocers. The list of prominent men connected with this wonderful institution is a credit to the grocery trade of Great Britain.

### Manufacturers Co-operate.

Prizes are given by all the leading manufacturers, wholesale and retail grocers from \$25 to \$5. Sir Wm. Lever said: "The Institute is doing a work that could not be performed by any other institution and is bound to raise the standard of grocery assistants, and the grocery business as a whole. The more efficient the assistants the more relief the employer will receive, and the more time and attention he will have to devote to the consideration of broad lines of policy, the extension of his business and the improved service of his customers.

Canadian and United States trade papers have printed much about this wonderful movement and suggested the same be adopted in America. But it seems all the power of printer's ink has been in vain, that the different associations connected with the grocery business have been too busy chasing the politicians away from the tax hive to bother about the welfare of the business of technical education. Many failures are laid at the door of ignorance—yes 95 per cent. What's the fellow that's got a \$1,000 in his pocket going to do when he doesn't know any more than what he's learned in some back street grocery store? He's the fellow that stands a chance to loose that 1,000. Can you help him? Yes, you can. Your grocers may not want to see a rival; but isn't it better to see a co-worker get along, be one of the town's business hopes, and one that may assist you in keeping down your taxes. That fellow might build a library, or buy enough musical instruments for the town band in a year or two. Yes, show him a technical education in the grocery business and there will be no regrets.

Importers, jobbers and wholesalers, yes, traveling men, are all chuck full of technicalities in the grocery business. Wouldn't it be fine to rent a hall, invite all the grocers and grocery clerks to have an examination once a year for three years, and at the final examination offer prizes with a pass certificate that will prove of immense value to you, Mr. Grocer, and your clerk. Don't blame high prices for the cost of high living. Three hundred thousand grocers in the United States pay an average of \$12.42 a week to clerks and it takes from 3 to 4 dollars a week for 3 years for you to train him—and to be sure he can't learn the grocery business in any one of our 596 universities or colleges or any one of 35 in N.Y. State.

It is shown by statistics the average spent by a young man in the grocery business is 2½ years. He becomes discouraged—long hours, poor pay, and no future. What are you going to do about it? You will have to start a technical school like the farmer has done in his club movement in the west to further the improvement of the farmer, and to instil in the minds of the young, the advantages of a farm life. It's the same with the Grocer's Association or no Association—the future real grocer will be the professional grocer.

### LONDON GROCERS' SPLENDID PICNIC.

#### Ideal Weather and a Large Crowd — Many Varieties of Contests.

London, Ont., Sept. 8—(Special).—Ideal weather favored the London Retail Grocers' Association for the annual picnic at Springbank Park last Wednesday afternoon. It was perhaps the finest Wednesday afternoon of the whole summer season, and it was appreciated all the more, on account of so much wet weather. There were about five thousand persons in attendance and everyone enjoyed themselves to the limit. With the splendid program of sports put on, it could not be otherwise. Tilting the bucket and boxing blind-folded perhaps created the most amusement. Boxing in barrels, and Scotch and Irish dancing in costume, were very much enjoyed. The tug-of-war between the grocers from the north and south sides was fought out stubbornly and resulted in favor of the north. However, the south side grocers thought if they had one more chance they would show they were the better men, so S. F. Lawrason offered a special prize for a sudden death pull. It was also won by the north.

The baby show drew a large number of entries. There were prizes for the best baby boy under one year, for the best baby girl under one year, for the fattest baby boy and the fattest baby girl, also for the best looking mother. The judges were D. W. Clark, Toronto; Mrs. Carter, Washington, D.C., and Mrs. Brown. Mr. Clark certainly looked to be right at home with the mothers and the babies.

There were races for clerks, drivers, employers, travelers, grocers' wives; also wheelbarrow race, "cock fighting," and many other laughable features which the crowd enjoyed immensely. D. W. Clark, of Toronto, and Wm. C. Miller, provincial secretary of the Retail Merchants' Association, were welcome visitors, and gave the grocers a helping hand with the program. Many remained for the dances in the evening. The Tony Vitas Italian Band played for the Scotch and Irish dancing also for the dancing in

the evening which was well patronized by old and young till eleven o'clock. Fred Brown, of Elliott-Marr Co., acted as starter, and Ed. J. Ryan looked after the announcing with the megaphone.

Mr. Ecclestone, of the Comfort Soap Co., was on hand to look after the Comfort Soap race. Mr. White, of the E. W. Gillett Co., was surrounded by the boys all wanting baseball caps. The committee that worked so hard to make the picnic a success were: President J. W. Eedy, Secretary Harry Harley, Thos. Shaw, Geo. Ecclestone, Geo. H. Ellis, Harry Ranahan, Adam Palmer, Alf. Carr, A. Bong, Harry Hooper, H. P. Rosser, J. T. May, E. J. Ryan and J. A. McFarlane.

A group photograph of the grocers and some of their wives was taken after the sports.

### DUTY STAMPS ON PLUG TOBACCO

(Continued from page 16.)

The regulations also state that the retailer must keep the plug tobacco in the original cardboard boxes until it is all sold and then that these boxes be destroyed. This does not apply in any way to cut tobacco in packages. These packages can be taken out of their boxes and displayed in any way the retailer desires.

#### Stamps Placed by Wholesaler.

This retailer asks also if he could buy the plug tobacco by the pound and put it in a cardboard box with a stamp on it himself. We might say that this is not necessary, because if he ordered a pound or 2, 3, 5 or 10 pounds, it would come in a cardboard package anyway, as the regulations point out that it must.

It is clear, therefore, that all the retailer has to do is to see that the wholesaler or manufacturer from whom he buys the goods in quantities smaller than a caddy places the stamp on it called for by the regulations and quoted above.

### FISH AT THE EXHIBITION

J. A. Paulhus, of the D. Hatton Co., Montreal, who was present at the Toronto Exhibition on fisheries day, speaks in felicitous terms of what he saw there. The Canadian Fisheries Association held a meeting while at the Exhibition. Mr. Paulhus was especially delighted with the fish cafe, where only fish is served, and where a meal could be secured for 25c. On one day over two thousand tickets were sold at the cafe. The suggestion was made by the Government, and the object was to popularize fish as a diet, and, judging from the attendance, there is no doubt that good will accrue, and the idea will be spread that fish food is really good food.

# Oyster Season Opens Again

Always Ushered in by the First of September—Prices Not Likely to Rule Higher Than at Close of Last Season—Splendid Opening Turnover—The Oyster a Nourishing Food.

**A**LMOST before we knew it we were at the 1st of September, and that chronicles for the retailer the Opening of the Oyster Season.

It might be as well to say right here that there is a growing practice in Canada on the part of many retailers to handle oysters all the year round rather than in certain seasons, and this practice is rich in reward for men who know how to handle the trade properly. Nevertheless the general public is accustomed to considering the oyster season to open on Sept. 1, and certainly the demand for the bivavles is heavy from that time on.

## The Oyster An Accepted Food

It is found from conversation with men who handle oysters along with their other business that, whether the grocer's trade is best suited to the Northern or Southern oysters, to the high quality or the low, there is in all grades a good margin of profit. The fact of the matter is that the public is growing more and more accustomed to oysters, and that the demand for them is growing at a sharp rate. At one time the oyster was supposed to be classed along with caviare and *pâte de foie gras*, with canvas-backed duck, and other such rich and rare food. The day when that view was taken has gone and the oyster is now an accepted food and is less and less of a luxury and beginning to be more and more of a necessity. This is not surprising in view of the fact that the oyster is highly nutritive, is easily prepared, and in these days of high-priced meat is certainly cheap—which is a consideration for the average man in war times. Then again, there are many things which can be done with the oyster—that is, there are so many ways in which an oyster can be prepared and as many delicacies can be made from it, it is a wise and handy addenda to suppers, receptions and the like sort of evening entertainment, which usually takes place in winter and not in summer.

## Prices Rule About the Same

With regard to prospects for prices and for market conditions so far as regards the oyster this year, reports are that prices have not advanced any, but opened last week at exactly the same points where they left off a few months ago—that is, the end of last season.

It will be remembered the outbreak of war occasioned no advance in the price

of oysters, and it had not been found necessary to alter opening prices, at any rate in the way of advancing them, until last spring. It will be remembered by readers who follow Canadian Grocer market reports closely that when the Hon. Mr. White brought out his Budget last February, *ad valorem* duties necessitated an advance in the price of oysters of 10c. Further than this, however, there is nothing new in the way of advanced prices, and this advance of 10c which we noted at the time was before the end of the season, so that prices open where they stopped last season.

## Supply Will Be Adequate

With regard to the supply, this is said to be as good or better than ever. The sizes are much better than last year. There is no surplus at all; last year's shortage somewhat upset the prices for this year inasmuch as it came in on this year's supply. This, however, was not a serious matter and there will be fairly good supplies and a fairly good variation so far as size goes.

In corroboration of what has been said with regard to the growing demand for oysters, it is interesting to observe that the demand was considerably larger than the supply that came in for the opening. Buyers were right there with their orders and these orders aggregated more than dealers could conveniently fill with the shipment they had in. Of course it may be taken into consideration that the Canadian National Exhibition had something to do with this, in as much as it was holiday time and oysters are, as observed just now, an entertainment delicacy as a food, but nevertheless it was a happy augury for the season and dealers talk as though they are going to have a really successful season.

It may be argued that in a way the warm weather would act against a heavy sale of oysters. In regard to this, dealers say they will be very glad to have a couple of weeks of warm weather, as it will do them good from a quality point of view.

Grocers will do well to consider—if they have not done so before this—the stocking of oysters as a line to sell. In view of the high prices of some of the meat stuff and foodstuffs, oysters are exceptionally cheap and should therefore be a good buy.

In fact, there are lots of reasons why it will pay the retailer to handle them. Think it over.

## FAIR CROPS IN PRINCE EDWARD ISLAND

Writing from Charlottetown, P.E.I., a Canadian Grocer correspondent says: "Owing to the continued cold and wet weather of the early summer, crops in Prince Edward Island are from two to three weeks later than usual.

"Haying is just finished, and a fairly heavy crop has been saved, but on account of the weather some of it has been a little damaged. Grain crops, although late, are on the whole a fair average, and with continued fine weather will return a good yield. The potato crop in some parts had to be replanted on account of the abundance of rain. However, the present indications are there will be a fair crop. Other root crops are looking excellent.

"Owing to the depression of the black fox industry which is said to be caused by the European war there are many thousands of dollars tied up, the circulation of which would be a great help to general business at present."

## STIPULATED HOURS FOR DELIVERY

The general and grocery stores of Camrose, Alta., have agreed upon a schedule of delivery hours commencing on September 1st. Two deliveries will be made to all parts of the town twice daily and once on Saturday evenings or evenings before a holiday. The schedule is as follows: Orders taken up to 8.30 a.m. will be delivered north of Alberta Avenue, leaving the stores at 9 o'clock, while orders south of Alberta Avenue will be taken up to 10 o'clock, wagons to leave stores at 10.30. In the afternoon the same system will be followed, orders for the north part of town requiring to be in at 2 o'clock and for the south part at 4 o'clock. When evening deliveries are made orders must be in at 7.30 o'clock and orders sent in too late for stated hours will go out on next deliveries.

Charles M. Knox, vice-president of the Charles B. Knox Co., gelatine manufacturers, Johnston, N.Y., passed away recently.



## The Difference in Clerks

By a Traveling Salesman

**T**HE reason that some clerks are receiving much higher wages than others is most plainly demonstrated to me in visits to various grocery stores. All kinds and classes of clerks are encountered from those who put forth absolutely no effort in the way of making sales to those possessing the highest degree of knowledge in the game of retail salesmanship. Those who really try to improve their selling power in most cases make good advancement. I have had many practical examples of it.

The main essential of a good grocery clerk is knowledge of the goods handled backed by genuine selling enthusiasm. If the clerk is properly acquainted with the goods he is selling, he will be able to talk intelligently about them. If he is enthusiastic he will make good use of his selling arguments.

### How Knowledge of Goods Helps.

That a knowledge of the goods is of value in selling has been shown many times. In a store the other day a clerk after taking an order introduced tapioca to his customer. He pointed out its qualities, emphasizing the fact that it was nutritious and easily digested. The customer ordered a quantity. Then he gave it a further boost by information that was interesting to me and must have been to the customer. He pointed out that tapioca was made from the roots of a plant which grows to a height of 4 to 8 feet; that the root resembled our sweet potato only it was much larger. He mentioned Brazil as one of the countries of production. The customer must have been impressed with his knowledge of the business and would no doubt like to have such an intelligent clerk serve her on other occasions.

During the summer while in a store a customer seeing some limes inquired what they were. The clerk explained them and how the juice when used with sugar could be made into a cooling drink. He also informed the customer that the juice of the lime was well known for its medicinal qualities, being an excellent blood purifier. He described them so

well that the customer purchased a quantity to try.

### The Clerk That Couldn't Sell.

Watching clerks in their salesmanship efforts brings out most clearly the good and bad points in their endeavors. Not long ago I came across an example of the poor clerk who certainly makes no study whatever of selling goods. A customer asked for some rolled oats in bulk. The clerk in a lazy manner began the operation of filling them up, meanwhile chatting away to another clerk about the good time he had had the night before. He proceeded as if he had all day, while the customer patiently waited. At last he finished.

"Is that all you want?" he yawned.

"How much sugar do you give for a dollar?" inquired the customer.

"Fourteen," he answered.

"That is rather dear."

"Yes," he meekly replied, "Don't you want none?"

"No, not to-day. What kind of tea have you?"

"Thirty and thirty-five," answered the clerk. Picking up the nearest kind he continued: "this kind is only 25 cents. That's cheap for tea."

"Is it good?" inquired the customer.

It appeared as if the clerk thought it made no difference whether it was good or not as long as it was cheap. The customer however took the best, and departed without the clerk as much as inquiring if she wished anything more.

All clerks, it is a pleasure to say, are not such poor salesmen as this one. I had another example the other day that was a decided contrast. From the first the clerk impressed me with the fact that he knew what he was talking about.

### Salesmanship Ability Shown.

When the customer entered he greeted her with a cheery, "Good morning." She approached the counter where there was a nice display of toilet soap that the clerk had just arranged. "I have never seen that kind before," said the customer picking up a cake and examining it. "That is the first of that kind in

town. It is made by an — firm and they are just introducing their goods into Canada." Then he launched into a description of its qualities.

"I shall try a box of it," replied the customer.

"I want a sack of pastry flour," was the next order.

"A 25 pound sack, I suppose?" responded the clerk who had already won the customer's confidence. "I shall give you — brand—I think you will like it. What next now?"

"How many pounds of sugar do you give for a dollar?"

"Fourteen of the best granulated."

"My goodness, it is dear."

"Yes, it is quite high," said the clerk. "It has gone up more than 2 cents per pound since the war broke out you know."

"Well, I suppose I will have to have it. Give me a dollar's worth. What is your lard worth?"

"We have it at 14 and 16 cents. I would advise you to take the better though. What else now?"

### Sold Additional Lines.

"I was just thinking if there was anything I had forgotten."

The clerk named over a number of lines to which the customer answered: "No, I guess that is all."

"What about salmon, Mrs. Campbell? It is handy to have. A meal can be prepared quickly with it."

"What is the price?"

"Here is a good solid one at 25 cents. We have others cheaper but I would recommend this one."

She took a can of best quality. He also succeeded in selling a dozen of oranges and as she departed, he said, "Now if there is anything else you think of, just let the delivery man know when he takes the goods up."

The value of a clerk is gauged by his ability and methods put forth in selling goods.

J. F. Royer, manager of the grocery department of J. B. Renaud & Co., Quebec, P.Q., and Mrs. Royer, celebrated their crystal wedding recently by entertaining a party of friends to a supper and dance at the Kent House, Montmorency Falls. The party, numbering some twenty-five, went down to the Falls by special car.



## CURRENT NEWS OF WEEK



### Quebec and Maritime Provinces

M. J. Smith, general merchant, Lake Megantic, passed away recently.

The Empire Co-operative Association of Montreal was scheduled to have a bailiff's sale on Sept. 9.

Considerable damage was done by a fire last week at the store of M. Ouellette, 2065 St. Catherine street east, Montreal.

James MacArthur, a grocer in New Glasgow, N.S., has enlisted for oversea service. The Canadian grocery trade is certainly well represented at the front.

Richard Harrison, 2431 Clarke street, Montreal, died suddenly last week. His business has been taken over by F. Thompson, who was formerly employed by William Galbraith, wholesale grocer, Montreal.

### Ontario

Wm. Johnston, grocer, Sarnia, Ont., has sold to Thos. Wright.

Wm. Watts, a grocer in Tillsonburg, Ont., for many years, died recently.

D. Campbell, grocer, Wallaceburg, Ont., sustained a fire loss recently, caused by an explosion.

W. J. Mellen, grocer, Brantford, Ont., was in Toronto during the week attending the Canadian National Exhibition.

J. Bailey, buyer for Goodwins, Limited, Montreal, was a visitor at the Canadian National Exhibition, Toronto, during the week.

W. H. Dunn, manufacturers' representative, Montreal, was a visitor at the Toronto office of The Canadian Grocer during the week.

S. Wilhelm of Hespeler, Ont., formerly of the office staff of the Hespeler Furniture Co., has tendered his resignation, having purchased a grocery business in Galt.

Pte. Norman Cliff of the Toronto Salt Works, is home from the front on leave of absence, having sustained wounds in the famous orchard fight at Festubert. He has three months' holiday.

C. T. Athawes, who has been employed in the office of the Dominion Cannery, Ltd., Hamilton, Ont., has joined the colors. On leaving he was presented with a sterling silver military wrist watch.

The Simcoe street north grocery store, Oshawa, Ont., which had been run by Miss Conlin for the past three years, has

changed hands, she having sold the goodwill and contents to J. Gilmour & Co., late of North Bay.

Harry Smith, Windsor, Ont., has disposed of his grocery at the corner of Wyandotte and Dougall to the Adams grocery, under the management of Stanley Adams, who, for nine years, was on the engineering staff of the street railway at the power house there.

Fire broke out in the storehouse of Jas. Owen's grocery, Bowmanville, Ont., recently. Although the fire was put out before it made much headway, the damage was great by smoke, water and chemicals to the stock. The loss has not been adjusted yet. T. H. Knight, owner of the building, had a narrow escape from suffocation in his sleeping room in the rear.

The grocery business of C. E. Sutherland, corner Talbot and Queen streets, St. Thomas, Ont., has been purchased by Harold Ead, who has been connected with Findlay and Nicholas, Port Stanley. Mr. Ead returned this spring from the West, where he conducted a grocery business. His new business was formerly conducted by his father, C. R. Ead, now of Lambeth.

### Western Canada

John Sutton, grocer, Winnipeg, is succeeded by F. A. Sutton.

H. Sherman, grocer, Winnipeg, is adding a meat department.

Lauder & Lauder, general merchants, have succeeded M. Berchansky, Camper, Man.

Dowler Bros., grocers and confectioners, Winnipeg, have been succeeded by Campbell & Wilkinson.

B. M. Hart, general merchant, Woodnorth, Man., has joined the colors. He has disposed of his business there.

Thos. Wright has opened a grocery business in Sarnia, Ont., in the store recently occupied by the late Wm. Johnston.

G. J. McArthur, of Saskatoon, Sask., has been appointed manager in Daysland, Alta., for the Quaker Oats Company.

J. M. Brayley, organizer for the northern part of Saskatchewan for the Retail Merchants' Association, has returned from Manitoba, where he has been co-operating with the Retail Merchants' Association in their organization work.

In a recent automobile parade in Edmonton, Alta., the decorated motor truck of the A. MacDonald Co., wholesale grocers, was given first prize.

C. O. Moen has sold his general mercantile business at Darmody, near Eyebrow, Sask., to Dillon Bros., of Mawer. Mr. Moen will reside in Eyebrow.

Harry Judge, buyer for the MacDonald-Cooper, Limited, wholesale grocers, Edmonton, Alta., has enlisted with the 66th Battalion, and is now stationed at Calgary, Sarcee Camp. He has been with this firm ever since it was organized, having worked with Mr. Cooper when he was managing the A. MacDonald Company's business here.

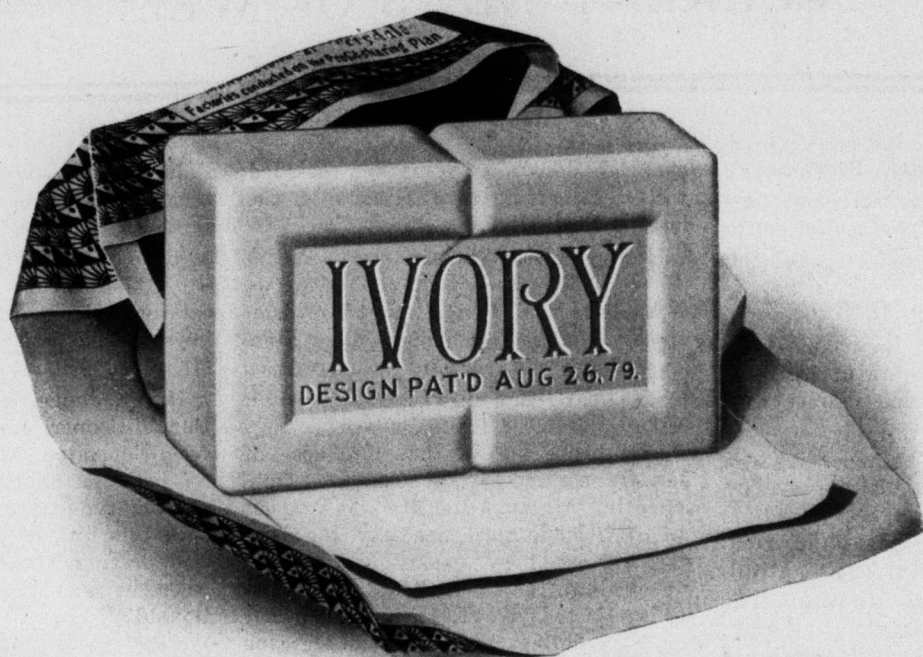
### HOLD A FLOWER DAY

Desrochers & Deragon, grocers and butchers, 1095 Bernard Street West, Montreal, held a flower day at their new store recently. The attention of the public was specially called to the fact that a good computing scale was used in the store, and that they guaranteed correct weight. In a circular to the public, they drew attention to the fact that 42½¢ out of every dollar earned by the average family is spent on eatables, and that it was important to get the right weight. A large special automatic weighing scale was provided during the day for weighing customers. They also gave free flowers to every feminine customer.

### PEANUT PUSH CARTS TO BE ELIMINATED

It is likely that there will be no more peanut push carts on the streets of St. Thomas, Ont., henceforth. This was the ruling of No. 4 committee of council last week. Two local peanut and fruit vendors applied for licenses to push horseless carts about the city streets, but members of the committee could not see their way clear to grant them their request in face of the opposition of merchants. The applications of the Armenians brought about an interesting discussion of the legal knowledge of members of the police force.

Chairman Brinkman believed that the police were utterly ignorant of by-laws, which they should know off "by heart." A resolution was passed providing for the issuance of a copy of all the by-laws to the police.



**T**HE same methods which have helped to make Ivory Soap the leading brand in the States are being pursued here. The thousands of Canadian grocers who already enjoy a healthy demand for Ivory Soap can imagine the splendid results to follow.

First, the making of Ivory Soap at Hamilton, Canada, makes possible a continuance of the reduced wholesale price, thus enabling Canadian grocers to sell Ivory Soap on the same attractive price basis as stores in the States.

*Other Procter & Gamble products made in Hamilton, Canada, include P. and G. — The White Wash Soap, Gold Soap, Sapolio, Pearlina and Crisco.*



Second, Ivory Soap is being advertised in the Canadian magazines and newspapers. People in all parts of the Dominion are seeing this advertising and grocers everywhere should feel its effect.


Considering the present demand for Ivory Soap and the improved manufacturing and selling facilities outlined above, it should not be necessary to urge any Canadian grocer to stock Ivory Soap.

*The Procter & Gamble Distributing Co.*  
OF CANADA, LTD.  
HAMILTON, CANADA

Send for Ivory Soap advertising matter for your local use.



The three miniature reproductions of advertisements to the right are from the Ivory Soap series now appearing in Canadian newspapers.



IVORY Soap is the original, pure, white, floating cake and its quality has been equaled by none of the many soaps that have tried to trade upon its popularity.

You know what you are getting when you buy Ivory Soap. You know that it could not have survived since 1879 if it were not all that its makers claim.


IVORY SOAP . . . 99% PURE



THESE are the purposes for which Ivory Soap is especially suited:

- For the toilet and bath—
- For laundering better-than-ordinary garments and fabrics—
- For keeping everything in the nursery, baby included, sweet and clean—
- For washing dishes—
- For cleaning home furnishings—
- And for anything else requiring a milder, purer, whiter, better soap than the ordinary.

IVORY SOAP . . . 99% PURE



THE soap you use for your toilet should be so mild that it is pleasant to use; so pure that it can be used freely without injury.

It should lather freely so as to save time. It should rinse easily so as to leave the skin really clean. It should float so as to be convenient. And it should be white.

Ivory Soap meets all of these requirements. In every way it is the soap for your toilet. And it costs but a trifle.

IVORY SOAP . . . 99% PURE



# Sugar Down Ten Cents

New Arrangement Now in Effect Between Refiners and Wholesalers — Advance in Cost of Making Jelly Powders—Very Firm Market on Currants—Raisins Being Cleaned Up—Common Teas Up in London—Fine Grades Firm and High.

Office of Publication, Toronto, Sept. 9th, 1915.

**O**N Monday of this week the prices of sugar in Canada dropped 10c. This is an outcome of an arrangement made by the manufacturers with the jobbers by which the retail trade gets sugar at 10c less than heretofore. Of course a drop of 10c per cwt. will only mean a fractional difference when it comes down to selling a few pounds over the counter. The public may therefore pay a little less for their sugar—but they won't pay much less at that. This arrangement has been pending for some time now and **CANADIAN GROCER** pointed out last week that very shortly it would be in effect.

With regard to what we were saying recently about the dried fruit situation there is no easiness in sight; in fact indications are that things will go the other way. It is stated this week that old crop seedless raisins have been all pretty well cleaned up and that the new crop is being bought up rapidly. In addition to this, new crop seeded raisins are scarce too, and a higher market looks more or less inevitable. Apricots at this writing are still firmer than before. Currants are way up and there is no reason in sight just now why they should come down again. Prunes, too, are firm, and in fact the whole of the range of dried fruits is practically included in this rising market.

Curiously enough, this week the news from the London auction with regard to tea is that there has been an advance of a half-penny in the price of common grades. This succeeds several weeks' declines and is the exception rather than the rule. It appears, however, to be only a flash in the pan so far as common teas are concerned. With regard to high-grade teas, as we have persistently pointed out for the last several weeks, these are high and firm and are likely to be firmer and higher still. There is no reason in sight at the present moment why high-grade teas and even medium-grade teas should drop. The latest cable received this week from London indicates that the market is very strong on both medium and high-grade. By the way, it is interesting to note that according to one concern in Canada such teas are being sold actually below cost. We are informed by this concern that at present they are selling their teas at a lower price than it costs for them to get them over, including freights and war risks and taxes and getting them out to the trade.

Beans are very difficult to get hold of just now. There is a marked scarcity. One concern tells us that they only know of one car at present to be had. The over-abundance of rain is almost sure to have a serious effect on the ripening bean crop.

After a firm market for several weeks, live lobster has definitely now advanced and we quote the price of 50c on them. This contrasts oddly with the price of 38c which obtained six weeks or two months ago. The reason has been that there has been a marked scarcity of supplies and consonant to this a much greater demand all at once. The scarcity of lake fish still obtains and at the present there is no sign of anything different. The oyster season opened this week and there was a gratifying demand, so much so that first shipments were not enough to satisfy the call from the trade. Oysters are getting to be now so much a general article and regarded as a necessity rather than a luxury that it is not surprising to find this state of affairs existing this year.

Flour has taken another drop, Manitobas generally bring 50c per barrel under last week's prices. This is, of course, due to the falling wheat market.

## Markets in Brief

### QUEBEC MARKETS.

#### FLOUR AND CEREALS—

Rolled oats dull and easy.  
Drop of 50c bbl. in Manitobas.  
Ontario drops 20c per bbl.  
Feeds still very firm.

#### PRODUCE AND PROVISIONS—

Big demand for live fowl.  
Honey still quoted too high.  
Advance of 1c in new laids.  
Cheese and butter strong.  
Drop in compound lard.

#### FRUITS AND VEGETABLES—

Drop in price of plums.  
Blueberries down to \$1.50 basket.  
Blue grapes arrive on market.  
California grapes down to \$2.  
Tomatoes up slightly.  
Evergreen corn on market.

#### FISH AND OYSTERS—

Malapeque oysters arrive.  
Southern bulk oysters marketed.  
Good demand for Manitoba fish.  
Halibut and salmon not plentiful.  
Pickled lines tempting, but slow.

#### GENERAL GROCERIES—

Decline of 10c per bag in sugar.  
Advance in cost of jelly powders.  
Currants advance in first market.  
Walnut crop reported poor.  
New peas more plentiful.

### ONTARIO MARKETS.

#### FLOUR AND CEREALS—

Manitoba flour drops 50c.  
Winter wheat flour down.  
Most feeds lower.  
Feed flour declines.

#### FISH AND OYSTERS—

Opening of oyster season.  
Scarcity of lobster.  
Higher prices this week.  
Short supplies of lake fish.

#### PRODUCE AND PROVISIONS—

Lard a trifle easier.  
Butter unchanged.  
Cheese slightly higher.  
No change in eggs.

#### FRUIT AND VEGETABLES—

Spanish onions up.  
Pears little higher.  
Cantaloupes lower.  
Potatoes suffering rot.  
Apples trifle higher.

#### GENERAL GROCERIES—

Common teas higher.  
High grades firm.  
Sugar down 10c.  
Beans hard to get.  
All fruits firm.

### QUEBEC MARKETS.

Montreal, Sept. 9.—The most important changes this week, as far as the retailer is concerned, are declines in both sugar and flour. Manitobas, as was expected, declined another half dollar per bbl., the price now being somewhere near what it was when war broke out. Ontarios, which have not been arriving too freely, and are reported smutty, have not declined in the same proportion. Early this week the total decline only



## CANADIAN GROCER

amounted to 20c per bbl., as compared with \$1.25 on Manitobas. Dealers in Ontario state that they are receiving full prices for their supply of old crop flour.

The decline in sugar was not a result of weakness in the raw market, but came about through a desire on the part of the cane sugar refiners to stimulate a demand. This has been expected right along by the retailers, who had been advised not to buy in large quantities until the change had taken place. It is expected that business will be stimulated as a result of the decline.

It has been hinted in several quarters lately that an advance was probable in the price of extracts, as the price of ingredients had advanced heavily. One of the chief constituents, alcohol, is said to be costing \$35 a barrel more. However, the only advances up to the present seem to be in jelly powders, which come under that heading.

**SUGAR.**—Quotations were dropped 10c per bag this week on granulated and yellows. Sundries were revised downwards, and nearly every line was affected, with the exception of one or two lines like cartons and half-cartons, which rarely change. This decline is not due to any change in the raw market, or to a falling off in demand; it is the result of a new agreement between the cane sugar refiners and the wholesale trade. The commission allowed to the wholesaler is reduced by the above amount. The object is to stimulate business. There was a certain amount of objection from certain members of the trade, but the proposition was made on the understanding that the wholesale trade were unanimous in accepting it. Up to the present the local demand for sugar has been quiet, as the trade have been advising the retailers not to buy until the change came into effect. In view of this, it is expected that the demand from now on will be better. There is no change in the raw sugar market.

Extra Granulated Sugars—	Per 100 lbs.
100 lb. bags	6 55
20 lb. bags	6 65
2 and 5-lb. cartons	6 85
<b>Yellow Sugars—</b>	
No. 3	6 40
No. 1	6 15
<b>Extra Ground Sugars—</b>	
Barrels	6 90
50 lb. boxes	7 10
25 lb. boxes	7 30
<b>Powdered Sugars—</b>	
Barrels	6 70
50 lb. boxes	6 90
25 lb. boxes	7 10
<b>Paris Lump—</b>	
100 lb. boxes	7 15
50 lb. boxes	7 25
25 lb. boxes	7 45
<b>Crystal Diamonds—</b>	
Barrels	7 15
100 lb. boxes	7 25
50 lb. boxes	7 35
25 lb. boxes	7 55
Cartons and half cartons	8 00
Crystal Dominoes, cartons	8 15

**TEA.**—There does not appear to have been any change in the situation as far as Montreal is concerned. This week saw a vast improvement in the retail trade, which will no doubt have its effect on the wholesale trade, as buying for some months has been more or less

hand-to-mouth. While cheap tea firmed up slightly in London this week, this is probably only temporary. Fine teas, of course, continue firm.

**DRIED FRUITS.**—A letter from Greece to a local importer states that the crop of currants there is smaller than was expected, and the price has jumped 4s. per cwt., equal to 1c per lb. Several shippers have withdrawn their quotations. There are no Smyrna Sultanas offering in the primary market, and dealers are substituting Californias, which are being bleached like those from Smyrna, and are a fairly good raisin.

EVAPORATED FRUITS.		Per lb.
Apples, choice winter, 25-lb. boxes	.....	0 08
Apples, choice winter, 50-lb. boxes	.....	0 05½
Apricots	.....	0 15½
Nectarines, choice	.....	0 12½
Peaches, choice	.....	0 10
Pears, choice	.....	0 15½
DRIED FRUITS.		
<b>Candied Peels—</b>		
Citron	.....	0 20
Lemon	.....	0 13½
Orange	.....	0 14
<b>Currants—</b>		
Amalias, loose	.....	0 07½
Amalias, 1-lb. pkgs.	.....	0 08
Filiatras, fine, loose, new	.....	0 07½
Filiatras, packages, new	.....	0 08
Vostizzas, loose	.....	0 09
<b>Dates—</b>		
Dromedary, package stock, per pkg.	.....	0 08
Fards, choicest	.....	0 12½
Hallowes, loose	.....	0 08
Hallowes, 1-lb. pkgs.	.....	0 07½
<b>Figs—</b>		
8 crown, 12-lb. boxes, fancy, layer, lb.	.....	0 12
7 crown, 12-lb. boxes, fancy, layer, lb.	.....	0 12
6 crown, 12-lb. boxes, fancy, layer, lb.	.....	0 11½
1 lb. glove boxes, each	.....	0 12
<b>Prunes—</b>		
30 to 40, in 25-lb. boxes, faced	.....	0 14
40 to 50, in 25-lb. boxes, faced	.....	0 13
50 to 60, in 25-lb. boxes, faced	.....	0 12
60 to 70, in 25-lb. boxes, faced	.....	0 11
70 to 80, in 25-lb. boxes, faced	.....	0 10
80 to 90, in 25-lb. boxes, faced	.....	0 09½
90 to 100, in 25-lb. boxes, faced	.....	0 09
<b>Raisins—</b>		
Malaga, table box of 22 lbs., 3-crown cluster, \$2.00; 5-crown cluster	.....	3 60
Muscata, loose, 3-crown, lb.	.....	0 09
Sultana, loose	.....	0 12
Sultana, 1-lb. packages	.....	0 13
Cal seedless, 16 oz.	.....	0 08
Seedless, 12 oz.	.....	0 08½
Fancy seeded, 12 oz.	.....	0 09
Choice seeded, 12 oz.	.....	0 08½

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

**NUTS.**—Reports have been received here from abroad that the new crop of walnuts is a poorer one than last season. Dealers here advise retailers to buy at to-day's quotations, as prices are bound to go higher. In the primary market an advance of a cent has taken place in shelled walnuts. Quotations on new pecans are not yet announced. There is no change in almonds.

Almonds, Tara	.....	0 17	0 18
Grenobles, new	.....	0 15½	0 16½
Marbots, new	.....	0 12½	0 14
Shelled walnuts, new, per lb.	.....	0 35	0 37
Shelled almonds, 25-lb. boxes, per lb.	.....	0 37	0 38
Sicily filberts	.....	0 13	0 14
Filberts, shelled	.....	0 24	0 24
Pecans, large	.....	0 20	0 21
Brazils, new	.....	0 12	0 13
Peanuts, No. 1, French	.....	0 07	0 07
Peanuts, No. 1, Spanish	.....	0 08½	0 08½

**MOLASSES.**—A prominent grower from Barbadoes visited Montreal this week, and reports that the crop is looking well, but, of course, anything is likely to happen between now and harvesting. There is little choice available on the Island, and practically no fancy. The market here continues firm. Those who have stocks are securing big prices, and could secure higher figures if they desired. Dealers state that it would not surprise them to see another advance be-

fore long. The trade here is expected to buy choice later on, but not until stocks of fancy are exhausted.

Barbadoes Molasses—	Price for Island of Montreal.	
	Fancy.	Choice.
Punchons	.....	0 55
Barrels	.....	0 55
Half barrels	.....	0 60
For outside territories prices range about 3c lower. Careful lots of 20 punchons or its equivalent in barrels or half barrels, to one buyer, may be sold at "open prices." No discounts will be given.		
<b>Corn Syrup—</b>		
Barrels, per lb., 3½c; ¼ bbls., 4c; ½ bbls.	.....	0 04½
Pails, 8½ lbs., \$1.50; 25 lbs.	.....	1 40
Cases, 2 lb. tins, 2 doz. in case	.....	2 05
Cases, 5 lb. tins, 1 doz. in case	.....	3 00
Cases, 10 lb. tins, ½ doz. in case	.....	2 90
Cases, 20 lb. tins, ¼ doz. in case	.....	2 85
<b>Cane Syrup—</b>		
Barrels, lb., 4½c; ¼ bbls.	.....	0 05
Cases, 2 lb. tins, 2 doz. in case	.....	3 60

**SPICES.**—There is a good deal of excitement in the market on account of the enormous advances made in sage and similar lines. Taken all around, as far as the grocer is concerned, the market remains about the same as a week ago. While peppers are a little easier in London than a year ago, yet when the extra war tax of 7½ per cent. is considered as well as higher freights, warehouse charges, insurance risks, etc., prices here remain firm.

	5 and 10-lb. boxes.	¼-lb. pkgs. dozen.	¼-lb. tins.
Allspice	.....	0 16	0 23
Cassia	.....	0 22	0 22
Cayenne pepper	.....	0 28	0 35
Cloves	.....	0 28	0 35
Cream tartar—45-55c.	.....	0 28	0 28
Ginger, Cochin	.....	0 28	0 28
Ginger, Jamaica	.....	1 00-1 15	0 31
Mace	.....	0 30	0 30
Nutmegs	.....	0 40	0 70
Pepper, black	.....	0 30-1 00	0 29
Pepper, white	.....	1 15-1 20	0 37
Pestry spice	.....	0 22	0 28
Picking spice	.....	0 14-1 18	0 28
Turmeric	.....	0 21-0 23	0 28

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

Cardamom seed, per lb., bulk	.....	2 00	2 50
<b>Carraway—</b>			
Canadian	.....	0 15	0 15
Dutch	.....	0 18	0 15
Cinnamon, China, lb.	.....	0 14½	0 16
Mustard seed, bulk	.....	0 15	0 23
Celery seed, bulk	.....	0 38	0 45
Cayenne chillies	.....	0 35	0 45
Shredded cocconut, in pails	.....	0 18½	0 22
Pimento, whole	.....	12-15	12-15

**RICE.**—Importers declare that it is impossible to get a single bag of Patna rice in London; there are some Siams, but the price is far too high for this market. Stocks of imported rice in Montreal are getting very small. Big sales of Canadian-ground rice have been made this week for future delivery at advanced quotations. The feeling is stronger that prices here will advance sooner or later.

Rangoon Rice—	Per cwt.	
Rangoon, "B"	.....	3 90
"C.C."	.....	3 80
India bright	.....	4 00
Lustre	.....	4 10
Fancy Rices—	Per cwt.	
Imperial Glace	.....	5 20
Sparkle	.....	5 00
Crystal	.....	5 00
Ice drips	.....	5 30
Snow	.....	5 22
Polished	.....	4 10
Pearl	.....	4 00
Mandarin, Patna	.....	4 30
Java Onyx	.....	7 00

Prices are per 100 lbs., packed in bags (200 lbs.), half-bags (100 lbs.), and quarter-bags (50 lbs.); add 10c per 100 lbs. for pockets (25 lbs.), and 20c for half-pockets (12½ lbs.).

Imported Patna.	Per lb.	
Bags, 20 lbs.	.....	0 05½
Half bags, 12 lbs.	.....	0 05½
Quarter bags, 6 lbs.	.....	0 05½
Velvet head Carolina	.....	0 08
Sago, brown	.....	0 08½
<b>Tapioca—</b>		
Peart, lb.	.....	0 07
Seed, lb.	.....	0 07

**COFFEE.**—There is a marked improvement in the demand for coffees.

## CANADIAN GROCER

Good coffees are dear, especially Javas and Mochas.

Coffee—		
Standard Old Govt. Java .....	0 36	0 38
Plantation Ceylon .....	0 32	0 34
Java .....	0 35	0 40
Arabian Mocha .....	0 34	0 37
Guatemala .....	0 30	0 30
Bucaramanga .....	0 30	0 32
Mexican .....	0 30	0 32
Maricao .....	0 28	0 28
Jamaica .....	0 24	0 25
Santos .....	0 19	0 22
Rio .....	0 16	0 18
Chicory .....	0 16	0 14

**DRIED VEGETABLES.**—The high prices which have prevailed for the last few weeks continue, and are likely to until the new crop arrives. Peas are beginning to arrive more plentifully, but not sufficient to bring the market down.

Beans—		
Canadian, 3-lb. pickers, per bushel...	3 45	3 75
Yellow eyes, per bushel .....	4 00	4 00
Lima, per lb. ....	0 07 1/2	0 08
Peas, white soup, per bushel .....	3 25	3 25
Peas, split, bag, 95 lbs. ....	5 50	5 50
Barley, pot, per bag .....	3 00	3 30
Barley, pearl, lb. ....	0 05	0 06

### ONTARIO MARKETS

Toronto, Sept. 9.—As pointed out in our detailed report of the fish market, this is the first week of the oyster season and there has been a splendid opening demand. This is a trade worth pushing for all the retailer is worth, because prices are not heavy and there is a good margin of profit, as well as lots of reasons why the public should buy more and more oysters. Sizes and prices this year are alike good from the grocer's point of view. Lobster is now up to 50 cents, and they are very scarce. There is quite a demand—possibly Exhibition may have something to do with this—and supplies are none too plentiful. Lake fish are still scarce.

We are coming to the end of the fruit season, which, by the way, has been a remarkably good one, all things considered. From now on it will steady down to the usual quiet trade. Orders have been large and numerous and fruit for the most part has been plentiful and moderate in price.

The most important point this week about the markets is the drop of ten cents in sugar, which has resulted from the new selling arrangements between refiners and wholesalers. It is not likely this latter will make much change in supply and demand because sugar is a staple. The decline is not at all due to primary market conditions.

Beans are scarce this week and we are told by one house that they only know of one car. Price is now \$3.35 or \$3.40, which is an advance upon recent quotations.

Teas have begun their vagaries again. After a consistent dropping market in common grades, there is reported from London an advance in Tuesday's auction of a halfpenny. Note that this is in common teas, which have been—apparently—on the toboggan for some weeks. It is suggested by some authorities that this drop is only a flash in the pan and is

not in any way permanent. It looks that way. Medium and fine grades are all firm.

Trade generally is keeping up fairly well and it is interesting to look back and contrast the state of business six months ago with to-day's. Business is undoubtedly on a firmer footing and the way in which it has picked up is cause for gratification and congratulation. It has been done by hard work, cheerful optimism and wise and shrewd buying and selling. Orders are assuming in some sort their pre-war-time size and are coming in regularly. The situation is no cause for anything but hope. Winter does not look as fearsome now as it did some time ago.

**SUGAR.**—The new selling arrangement which we remarked on last month and last week came into effect the first of the week. It makes prices to retailers ten cents lower all along the line, and will shorten the jobbers' profit somewhat, it is said. We have altered our quotations to the basis of \$6.61 accordingly. There is little change in market conditions here. Buying is average. Demand is usual and fair, but nothing to shout about. So far as the primary situation is concerned, it appeared to be felt in New York that prices are along the high road rather than the low or moderate and that they might possibly come down. Demand has eased up some and one authority submits that any pressure to sell would force prices down.

Extra Granulated Sugars, Montreal Refined—per 100 lb.	6 61
100 lb. bags .....	6 61
50 lb. boxes .....	6 71
10 lb. bags .....	6 76
3 and 5-lb. cartons .....	6 90
Nova Scotia refined, 100-lb. bags .....	6 51
New Brunswick refined, 100-lb. bags .....	6 61
Extra Ground Sugars—	
Barrels .....	7 01
50 lb. boxes .....	7 19
25 lb. boxes .....	7 31
Powdered Sugars—	
Barrels .....	6 81
25 lb. boxes .....	7 21
Crystal Diamonds—	
Barrels .....	7 26
100 lb. boxes .....	7 36
50 lb. boxes .....	7 46
Cartons (20 to case) .....	8 01
Cartons (50 to case) .....	8 51
Crystal Dominoes, cartons .....	8 01
Paris Lumps—	
100 lb. boxes .....	7 36
50 lb. boxes .....	7 46
25 lb. boxes .....	7 66
Yellow Sugars—	
No. 1 .....	6 21
Barrels granulated and yellow may be had at 5c per cwt. above bag prices.	

**TEA.**—The market in London is up a halfpenny on Ceylons and Indians, that is, on common grades. Mediums and fine teas remain very firm but are not actually higher. This is reversal of the order of the last little while during which common teas went down. However, it is said by one or two that they will prove resilient and go back to the downward trend again. It may be that the recent heavy shipments for Russian buying of teas from Colombo to Vladivostock has acted as a bull factor. It is submitted, too, that there is a possibility of an increase in the tax in London to one shilling and that there is some stocking-up going on there on such account. One house, by the by, tell us they are now

shipping fine teas below cost, taking in freights, risks and everything.

**DRIED FRUITS.**—New crop seedless raisins are being rapidly bought up on a big and increasing demand. It looks as though we shall see higher prices on this line. Old crop stuff in seedless is practically cleaned up. Old crop seeded, too, is very scarce. Currants both on spot and in primary markets have a very firm undertone and heavy buying is going on. The market for futures in prunes is stronger again, though spot stuff finds small interest. Apricots are firmer, though the European demand is said to have let up now. Europe being anxious for prunes rather than for apricots. Nevertheless levels are maintained and a good demand is felt. Business is not heavy in spot stuff. It is beginning to come again, though, as the summer passes. Buying for futures is fairly heavy in most lines. Peels are quiet again and evaporated apples find little interest.

Apricots—		
Standard, 25 lb. boxes .....	0 13 1/4	0 15
Choice, 25 lb. boxes .....	0 15	0 15 1/4
Apples, evaporated, per lb. ....	0 08	0 08 1/4
Candied Peels—		
Lemon .....	0 13	0 14
Orange .....	0 13	0 14
Citron .....	0 13	0 23
Currants—		
Filigras, per lb. ....	0 09 1/4	0 10 1/4
Amalas, choicest, per lb. ....	0 10	0 10 1/4
Patras, per lb. ....	0 10 1/4	0 11 1/4
Vostizas, choice .....	0 12	0 13
Cleaned, 1/4 cent more.		
Dates—		
Faris, choicest, 25-lb. boxes .....	0 09 1/4	0 10
Faris, choicest, 50-lb. boxes .....	0 09	0 09 1/4
Package dates .....	0 08	0 08 1/4
Hallowens .....	0 07 1/4	0 07 1/4
Prunes—		
20-40s, California, 25 lb. boxes .....	0 14 1/4	0 15
40-60s, 25 lb. boxes .....	0 13 1/4	0 13 1/4
60-80s, 25 lb. boxes .....	0 13	0 13 1/4
80-100s, 25 lb. boxes .....	0 10 1/4	0 11 1/4
100-120s, 25 lb. boxes .....	0 09	0 09 1/4
120-140s, 25 lb. boxes .....	0 08	0 08
140-160s, 25 lb. boxes .....	0 07 1/4	0 08
25 lb. boxes, 1/4c more.		
Peaches—		
Choice, 50 lb. boxes .....	0 07	0 07 1/4
25 lb. boxes, 1/4c more.		
Raisins—		
Valencia .....	0 11	0 11 1/4
Seeded, fancy, 1 lb. packets .....	0 13	0 13 1/4
Seeded, choice, 1 lb. packets .....	0 09 1/4	0 10 1/4
Seeded, choice, 12 oz. ....	0 09	0 09
Seedless, 16 oz. packets .....	0 11 1/4	0 12
Seedless, 12 oz. packets .....	0 10	0 10

**NUTS.**—Crop reports on almonds indicate that it looks like a smaller crop than was at first anticipated and this has tended to firming the market up some. The latest figures, though, show a slightly larger crop than in most recent years, so that if even it doesn't come up to expectations of a few weeks ago, this is because such expectations were too high, rather than that the crop is poor. Walnuts and filberts find some business though buying is hand-to-mouth and will be for some time yet.

In Shell—		Per lb.
Almonds, Tarragona .....	0 17 1/4	0 18
Brazils, medium, new .....	0 13	0 15
Brazils, large, washed, new .....	0 17	0 18
Chestnuts, peck .....	1 75	2 00
Filberts, Sicily, new .....	0 13	0 14
Peanuts, Jumbo, roasted .....	0 10 1/4	0 10 1/4
Peanuts, fancy, roasted .....	0 11	0 11 1/4
Peanuts, hand-picked, roasted .....	0 09	0 10
Peanuts .....	0 17	0 18
Walnuts, Grenoble .....	0 15	0 15
Walnuts, Bordeaux .....	0 11	0 12
Walnuts, Marbets .....	0 13	0 14
Shelled—		
Almonds .....	0 36	0 40
Filberts .....	0 25	0 25
Peanuts .....	0 11	0 11 1/4
Pecans .....	0 25	0 25
Walnuts .....	0 28	0 40

**SUCES.**—There is little change in

## CANADIAN GROCER

the situation except that ginger and sage are both very firm, as the result of a good demand and moderate supplies. The rest of the list shows little alteration. Peppers have eased up some in London, but it should be remembered that Canada has a 7½ per cent. war tax to pay as well as higher freights, higher warehouse charges, insurance, etc. Our prices cannot, therefore, slacken up with these conditions existing.

Spices—	Compound, per lb.	Pure, per lb.
Allspices, ground	0 10	0 18
Allspices, whole	0 15	0 15
Cassia, whole	0 21	0 32
Cassia, ground	0 14	0 18
Cinnamon, Batavia	0 27	0 35
Cloves, whole	0 25	0 45
Cloves, ground	0 18	0 22
Crease of tartar	0 25	0 35
Curry powder	0 10	0 10
Ginger, Cochin	0 15	0 22
Ginger, Jamaica, ground	0 18	0 22
Ginger, Jamaica, whole	0 25	0 30
Ginger, African, ground	0 14	0 18
Mace	0 20	0 30
Nutmegs, brown, 64s, 50s; 50s, 42s; 100s	0 20	0 30
Nutmegs, ground, bulk, 64s; 1 lb. tins	0 20	0 30
Pastry spices	0 25	0 25
Peppers, black, ground	0 14	0 18
Peppers, black, whole	0 19	0 24
Peppers, white, ground	0 19	0 24
Peppers, white, whole	0 25	0 30
Pickling spice	0 18	0 22
Turmeric	0 18	0 22

**RICE.**—Local situation shows no appreciable difference. Buying is steady and average, but nothing startling. In New York the trade is buying just enough both old and new crop for needs—little else; there has been a fair demand, only, for the new crop. The recent Texan storm is said to have done comparatively little damage to the crop.

Rice—	per cwt.
Rangoon "B."	4 00
Rangoon, per cwt.	4 00
Rangoon, fancy, per cwt.	5 00
Patna, fancy	0 07½

Tapioca—	per lb.
Pearl	0 07
Seed	0 07
Sago, brown	0 05½

### MANITOBA MARKETS

Winnipeg, Sept. 8.—A week of fine weather has greatly advanced harvesting operations and threshing in Southern Manitoba is being pursued with vigor. Receipts of new grain coming into the city are already quite heavy and from now on will increase rapidly.

The price situation is causing much anxiety and the decline still continues. Exporters, however, do not seem to be afraid of much greater declines as they have been active buyers of futures and claim to have worked some cargoes already at fair profits. The Dardanelles and the possibility of Russia's big surplus being thrown on to the world's markets hangs like a stone on the neck of any of those who might be inclined to bull wheat.

There is little to tell of in the way of price changes this week. All lines are steady except flour and rolled oats which are still on the decline. A drop of 50 cents per barrel on flour went into effect on Monday, September 6, and a further decline at the beginning of this week.

**SUGARS.**—Sugars are steady with a firm undertone. There is a good demand from the country for this commodity and city trade has shown some improvement with preserving fruits plentiful and cheap.

	Per cwt. in sacks.
Sugar, Eastern—	
Standard granulated	7 15
Extra ground or icing, boxes	8 00
Extra ground or icing, bbls.	7 80
Powdered, boxes	7 80
Powdered, bbls.	7 60
Hard lump (100-lb. cases)	8 10
Montreal, yellow bags	6 75
Sugar, Western Ontario—	
Sacks, per 100 lbs.	7 10
Halves, 50 lbs., per cwt.	7 25
Bales, 20 lbs., per cwt.	8 00
Powdered, 50s	7 55
Powdered, 25s	7 90
Icing, barrels	7 85
Icing, 60s	8 10
Icing, 25s	9 05
Cut loaf, barrels	7 95
Cut loaf, 50s	8 20
Cut loaf, 25s	8 45
Sugar, British Columbia—	
Extra standard granulated	7 10
Bar sugar, bbls.	7 25
Bar sugar, boxes	7 50
Icing sugar, bbls.	7 45
Icing sugar, boxes	7 10
H. P. lumps, 100-lb. cases	7 95
H. P. lumps, 25-lb. boxes	8 20
Yellow, in bags	8 70
Corn Syrup—	
2s, per case 2 doz.	2 75
5s, per case 1 doz.	3 13
10s, per case ½ doz.	3 01
20s, per case ¼ doz.	3 03
B. C. Cane Syrups—	
2-lb. tins, 2 doz. to case, per case	3 75
5-lb. tins, 1 doz. to case, per case	3 50
10-lb. tins, ½ doz. to case, per case	3 30
20-lb. tins, 3 tins to case, per case	3 25
(These prices prevail in Winnipeg, Calgary, Regina, Moose Jaw and Lethbridge. For Edmonton and Saskatoon they are 5c case higher.)	
Molasses—	Per gal.
Barbadoes	0 53
New Orleans	0 34
Maple Syrups—	Per case.
Imperial, quarts, case, 2 doz.	5 40
Imperial, ½ gals., 1 doz.	5 55
New, pure, ½ gal. case	9 00
New, pure, ¼ gal. quarts, case 2 doz.	9 70
New, pure quart bottles, case 2 doz.	9 75
Butter, No. 1 creamery, lb.	0 25

**DRIED FRUITS.**—Valencia raisins are practically off the market and no quotations can be given on them at present. New crop lines are coming and said to be satisfactory as to quality. As usual at this season, the dried fruits are a little dull.

Apples, evaporated, new, 50's	0 08½
Apricots, choice, 25's	0 12
Apricots, choice, 10's	0 12½
Currants—	
Dry clean	0 07½
Washed	0 08½
1 lb. package	0 08½
2 lb. package	0 17½
Vostizias, bulk	0 11
Dates—	
Hallowee, loose, per lb.	0 09
Hallowee, 1 lb. pkg.	0 07½
Fard dates, 12-lb. boxes	1 25
Peaches—	
Standard, 25-lb. boxes	0 06½
Choice, 25-lb. boxes	0 07½
Choice, 10-lb. boxes	0 07½
Raisins, Muscatels—	
3 crown, loose, 25's	0 09½
3 crown, loose, 50's	0 09
Raisins, Sultanas—	
Corinthian Giants	0 13½
Superfine	0 12½
Finest	0 10½
Fine	0 10½
Prunes, in 25-lb. boxes—	
80 to 100	0 09½
80 to 90	0 09½
70 to 80	0 10
60 to 70	0 10½
50 to 60	0 11
40 to 50	0 11½
Table Layer Figs—	
7-crown, 3-lb. boxes, per lb.	0 15½
5-crown, 10-lb. boxes, per lb.	0 15
4-crown, 10-lb. boxes, per lb.	0 13½
4-crown, 15-lb. boxes, per lb.	0 13
3-crown, 10-lb. boxes, per lb.	0 12½
Glove boxes, per doz.	1 00
Cooking figs, tins, about 5 lbs., lb.	0 07½
Cooking figs, choice naturals, 25-lb. bags	0 07 0 07½

**RICE AND TAPIOCA.**—

Rice and Tapioca—	
No. 1 Japan, per lb.	0 05
No. 2 Japan, per lb.	0 04½
Sia, per lb.	0 05½
Patna, per lb.	0 07½
Carolina, per lb.	0 08½
Sago, pearl, lb.	0 06½
Tapioca, pearl	0 06 0 06½

### DRIED VEGETABLES.—

Beans—	
California, hand-picked, per bushel	4 30
Three-lb. pickers	3 65
California Lima Beans—	
Bag lots	0 07½
Less than bag lots	0 08½
Barley—	
Pot, per sack, 96 lbs.	3 30
Pearl, per sack, 96 lbs.	4 30
Peas—	
Split peas, sack, 96 lbs.	6 00
Sack, 90's	3 02
Whole peas, bushel	2 90

### BRITISH COLUMBIA MARKETS

By Wire.

Vancouver, Sept. 9.—A 20c per bag drop in flour had somewhat denormalized the market, and retailers are deferring buying in expectation of a further cut. Best patents are now \$6.39 per barrel.

The first shipment of Australian oranges and lemons which has ever been sent to Vancouver arrived last week on the S.S. Makura. This fruit was grown in the experimental orchards of the New South Wales Government. There are 125 cases of lemons and about 80 cases of oranges. Not only is the fruit large in size, but it has an excellent color and aroma. Also it is free from scale or insect pest. Canadian apples, it is claimed, can be sent as a reciprocal exchange. The wholesale price of these new oranges is \$4.75 per box.

Owing to the war, practically no Mediterranean raisins or figs will be found in the B. C. market this year. The wholesalers have already made arrangements for large shipments from California, and these are finding ready sale for the Christmas trade.

### PRODUCE AND PROVISIONS.

Butter, creamery, per lb.	0 31
New Zealand cubes	0 35½
New Zealand brick	0 37
Cheese, per lb., large	0 19
EGGS—	
Local fresh	32 c
Extra selected	28 c
Vancouver Island	32 c
Lard, 3's, per case	8 65
Lard, 5's, per case	8 47
Lard, 10's, per case	8 40
Lard, 20's, each	2 73

### GENERAL.

Almonds, shelled, lb.	0 45
Beans, Ontario, per lb.	05 c
Beans, Lytton	06½c
Crease of tartar, lb.	50 c
Cocoanut, lb.	18½c
Cornmeal, ball	\$3 00
Evaporated apples, 50's	09 c
Flour, best patents, bbl.	6 30
Lemons, box	3 75
Potatoes, per ton	18 00
Rolled oats, ball of 80 lbs.	3 45
Onions, lb.	¼c
Oranges, box	2 75
Rice, 50's, sack	1 90
Sugar, standard gran., per cwt.	7 35
Sugar, yellow, per cwt.	6 70
Walnuts, shelled, lb., 40c; almonds	0 42
Jams, glass jars, doz.	2 35
Jams, 4-lb. tins, doz.	7 90

### CANNED GOODS.

Apples, gals., 6/case	\$1 62
Beans, 2's	2 05
Corn, standard, per 2 dozen case	2 10
Peas, standard, per 2 dozen case	2 05
Plums, Lombard, 2's, case	1 99
Peaches, 2½'s, case	4 50
Strawberries and raspberries, 2's, case	4 80
Tomatoes, standard, per dozen, case	2 20

### SALMON.

Sockeye, 1's, 4 doz. case	\$9 00
Sockeye, ¾'s, 8 doz. case	10 75
Cohoos, 1's, 4 doz. case	4 75
Humpbacks, 1's, 4 doz. case	4 00

### DRIED FRUITS.

Apricots, per lb., 10c; Apples, lb.	09 c
Prunes, 70-80, 25's, lb.	10 c
Currants, per lb., 8½c; Raisins, seeded, lb.	10 c
Peaches, per lb.	06 c
White figs, per lb.	05 c

## CANADIAN GROCER

### ALBERTA MARKETS (EDMONTON) By Wire.

Edmonton, Sept. 9.—Collections in Edmonton district among wholesalers are extremely good. Business is continuing excellent, while Northern trade is heavy. Crops are well harvested throughout central portion of Alberta, the weather being ideal. There have been a few thunderstorms, but without damage. Flour has declined 50c per barrel. Tomatoes are now \$2.60 a case. Eggs—No. 1 are 27c and No. 2 are 20c. Butter—No. 1 is 22c per lb. and No. 2 is 17½c.

This week will likely see decline of 25c per bale on rolled oats. Cheese prices, too, are stiffening up, and jobbers are now getting 17c to 18c for Ontario Junes, and 16c to 17c for Alberta's.

Prunes and peaches are comparatively low, and evaporated apples have advanced half a cent per pound during last ten days. Stocks of imported fish are low, which tend to slight advance in market.

Raw sugar market is fairly strong, having advanced ¾c during past week. Refined advanced 10c since two weeks ago, while the market is firm.

At recent tea auction sales in all three centres, London, Calcutta and Colombo, quality has been rather poor, but prices have been maintained and no quotable change has manifested itself on the better grades. The demand still continues great.

There is little change in the coffee situation since the middle of last month. At this writing, Santos is a little stronger, while Rio is somewhat weak.

The currant market in Greece for new crop has advanced sharply, and there have been cables which would seem to make it quite evident that growing crop has been considerably overestimated. Should this be true, the recent advance is justified, and market is liable to show a still further advance.

Ontario white beans are about cleaned up, and supplies will have to be imported from Michigan and California until new beans arrive. Market is firm and advancing. The market is firm, too, for all grades of molasses. Advices from the coast regarding salmon report that pack of sockeyes for this year has been completed, and the pack is quite small.

Produce and Provisions—	
Cheese, new, lb. ....	0 17½ 0 18½
Butter, creamery, per lb. ....	0 30
Butter, dairy, No. 1, 22c; No. 2. ....	0 17½
Eggs, dozen ....	0 27
Eggs, No. 2 ....	0 20
Lard, pure, 5's, per case ....	8 40
Lard, pure, 5's, per case ....	8 35
Lard, 10's, per case ....	8 25
Lard, pure, 20's, each ....	3 70
General—	
Beans, Ontario, per bushel ....	3 90
Beans, Japan, per bush. ....	4 90
Coffee, whole roasted, Rio ....	0 15 0 15
Evaporated apples, 60's ....	0 10 0 10½
Potatoes, per bush. ....	0 25 0 25
Rollled oats, 20's, 80c; 40's ....	1 40
Rollled oats, ball, \$3.55; 80's ....	3 15
Flour, 95's ....	2 55
Rice, per cwt. ....	3 90
Sugar, standard gran., per cwt. ....	7 75
Sugar, yellow, per cwt. ....	7 25
Canned Goods—	
Apples, gala, case ....	1 80

Corn, standard, per two dozen ....	2 05	2 15
Peas, standard, 2 dozen ....	2 15	2 15
Plums, Lombard ....	3 55	3 55
Peaches ....	4 80	4 80
Strawberries, ¾'s; raspberries ....	2 60	2 60
Tomatoes, standard, per 2 dozen ....	9 70	9 70
Salmon, sockeye, 4 doz. talls, case, 1s ....	4 35	4 35
Cohoos, 1's, \$5.85; humpbacks, 1's. ....	4 50	4 50
Fruits—		
Lemons ....	4 50	4 50

### ALBERTA MARKETS (CALGARY) (By Wire)

Calgary, Sept. 9.—Flour dropped twenty-five cents per bag on Saturday last, bringing it down to the same figure as before the outbreak of war. Peaches are up to 90c a crate and ripe tomatoes have advanced to 70 cents, the over-stock of previous week having been cleaned up. With these exceptions there are no changes of any importance to record. Wholesalers report collections in Southern Alberta the best in years.

General—	
Beans, small white Japan, lb. ....	0 05½
Flour, No. 1 patent, 95's ....	2 90
Rollled oats, ball ....	3 40
Rollled oats, 80s ....	3 05
Rice, Siam, cwt. ....	4 00
Potatoes, new, per bush. ....	0 45
Sugar, pure cane, granulated, cwt. ....	7 75
Shelled walnuts, finest halves, lb. ....	0 40
Shelled walnuts, broken, lb. ....	0 30
Produce and Provisions—	
Cheese, new, Ontario, large, per lb. ....	0 16 0 17
Butter, No. 1, dairy, lb. ....	0 22
Eggs, new laid, doz. ....	0 21
Lard, pure, 5s, per case ....	8 55
Lard, pure, 5s, per case ....	8 60
Bacon, smoked backs, per lb. ....	0 19
Bacon, smoked bellies, per lb. ....	0 21
Canned Goods—	
Tomatoes, 3s, standard, case ....	2 65
Corn, 2s, standard, case ....	2 25
Peas, 2s, standard, case ....	2 25
Tomatoes, gala, case ....	2 00
Apples, gala, Ontario, case ....	1 75
Strawberries, 2s, Ontario, case ....	4 90
Raspberries, 2s, Ontario, case ....	4 50
Loebler, ½s, per doz. ....	2 65
Salmon, finest sockeye, talls, 48x1s, per case ....	10 00
Salmon, pink, talls, 48x1s, per case. ....	4 80
Dried Fruits—	
Evaporated apples, 50s, per lb. ....	0 09½
Peaches, choice, 25s, per lb. ....	0 07½
Apricots, choice, 25s, per lb. ....	0 15
Pears, choice, 25s, per lb. ....	0 14
Fruits and Vegetables—	
Blackberries ....	3 00
Blueberries, Ont., basket ....	2 00
Cantaloupes, crate ....	6 00
Grapefruit, Cal. ....	5 00
Oranges, case ....	5 75
Lemons, case ....	6 25
Peaches, crate ....	0 90
Tomatoes, 4-basket crates ....	0 70

### SASKATCHEWAN MARKETS (By Wire)

Regina, Sept. 9.—Markets are quiet. "Opening" prices on fall canned goods are same as to-day's. Flour has dropped 35c per bag, or 70c per barrel. Butter is firmer and eggs are higher. Oranges are higher at \$5.75. Washington apples are \$1.85 per barrel. Peaches are 90c and Italian prunes 85c. Potatoes are higher at 80c and tomatoes are 90c.

Produce and Provisions—	
Butter, creamery, per lb. ....	0 25
Butter, dairy, No. 1 ....	0 21
Cheese, per lb., large ....	0 16½
Eggs, new laid ....	0 18
Lard, 5's, per case ....	8 60
Lard, 5's, per case ....	8 55
Lard, 10's, per case ....	8 20
Lard, 20's, each ....	2 82
General—	
Beans, Ontario, per bushel ....	3 90
Coffee, whole roasted, Rio ....	0 17 0 17½
Cream of tartar, lb. ....	0 45
Cocoanut, lb. ....	0 15
Cornmeal, ball ....	2 25
Apricots, per lb. ....	0 12
Flour, 95's ....	3 15
Rollled oats, ball of 80 lbs. ....	2 80
Rice, per cwt. ....	3 90
Sugar, standard gran., per cwt. ....	7 54
Sugar, yellow, per cwt. ....	7 14
Walnuts, shelled, 5c; almonds ....	0 41
Canned Goods—	
Apples, gala, case ....	1 60

Beans ....	2 25
Corn, standard, per 2 dozen ....	2 00
Peas, standard, per 2 dozen ....	2 00
Plums, Lombard ....	2 10
Peaches ....	3 10
Strawberries, \$4.33; Strawberries ....	4 73
Tomatoes, standard, per case ....	2 45 2 60
Salmon—	
Sockeye, 1's, 4 doz. case. ....	9 85
Sockeye, ¼'s ....	12 35
Cohoos, 1's ....	6 00
Humpbacks, 1's ....	1 30
Fruits and Vegetables—	
Apples, Washington, bbl. ....	1 85
Celery ....	0 10
Sweet potatoes, per crate ....	4 50
Lemons ....	5 00
Oranges, Valencias ....	5 75
Potatoes ....	0 80
Tomatoes ....	0 90
Dried Fruits—	
Currants, per lb. ....	0 09½
Prunes, 70-80, 25's, lb. ....	0 10½
Evap. apples, 50's, lb. ....	0 09½

### NEW BRUNSWICK MARKETS By Wire.

St. John, Sept. 9.—The flour situation is of the keenest interest. Local trade is shaky, and conditions are causing slow buying. Expectations are for still lower quotations, because wheat market is off. Manitoba is down 50c bbl. to \$6.60, and Ontarios to \$5.85. Rolled oats are easier at \$7.25, and oatmeal is also off to \$8 per bbl. Dealers are expecting sugar to ease slightly, not because of market conditions, but through arrangement between wholesalers and refiners. This may probably amount to 10c or 15c. Molasses is still advancing, shipments from south being about exhausted. Prices are now up to 52c and 53c, and stocks are only fair. Country produce is in good supply, eggs and butter being easy. Dealers look for high quotations in butter next winter. Hay crop is rather poor.

Produce and Provisions—	
Bacon, breakfast, per lb. ....	0 20 0 23
Bacon, roll, per lb. ....	0 15
Beef, corned, 1's ....	3 75 3 35
Pork, American clear, per bbl. ....	23 80 25 00
Butter, dairy, per lb. ....	0 20 0 22
Butter, creamery, per lb. ....	0 25 0 27
Eggs ....	0 22 0 23
Lard, compound, per lb. ....	0 11½ 0 11¼
Lard, pure, per lb. ....	0 12½ 0 12¾
Cheese, new ....	0 15 0 15½
Flour and Cereals—	
Cornmeal, gran. ....	5 75
Cornmeal, ordinary ....	1 95
Flour, Manitoba, per bbl. ....	6 60
Flour, Ontario ....	5 95
Rollled oats, per bbl. ....	7 25
Oatmeal, standard, per bbl. ....	8 00
Fresh Fruits and Vegetables—	
Apples, bbl. ....	3 50 4 00
Lemons, Messina, box ....	4 80
Oranges, Val., case ....	4 00 5 50
Potatoes, bushel ....	0 60 0 70
Sugar—	
Standard granulated ....	6 80
United Empire ....	6 70
Bright yellow ....	6 60
No. 1 yellow ....	6 30
Paris lumps ....	7 60
Lemons, Messina, box ....	3 70
Beans, hand-picked, bush. ....	3 80 3 25
Beans, yellow eyes, per bush. ....	2 80 2 90
Canned pork and beans, per case. ....	2 60 2 90
Molasses, Barbadoes, gal. ....	0 52 0 53
Cream of tartar, per lb., bulk ....	0 52 0 55
Currants ....	0 09½ 0 09¼
Rice, per cwt. ....	4 25 4 50

Merchants of Aylmer, Ont., are accusing a former resident of "flim-flaming." The method of operation was to ask merchants to cash a cheque for \$5 for him, showing them by way of security a bank book, which had not been balanced for some time. At one place he left an account of \$65, and he worked the cheque game in at least six stores. It is believed more claims will be made as the result of his work in the town. Reports say he has left his home.

# Why Credit Men Support Retail Association\*

Reasons Why the Canadian Credit Men's Association is Anxious to See a Strong Retail Association—A Degree of Co-operation Should Assist Wholesalers and Retailers in Their Respective Aims.

By Henry Detchon, General Manager, Canadian Credit Men's Trust Association.

**W**HY is the Credit Men's Association, as representing the wholesaler, anxious to see a strong retail association? Because the wholesaler and the retailer are both distributors, and their interests mainly lie along the same paths. Because the wholesalers recognize that, whereas the wholesale association has developed as a large factor in the educational life of the wholesale business world and stands for high ideals and good, clean business ethics, so may the retail associations, under efficient guidance, stand for the same things in the retail community. There should be the same standard of morality in both associations. There should be the same educational efforts put forward by both.

The laws of the land apply to all classes, therefore the laws sought by the retailers must equally affect the wholesalers, and vice versa. If there is a strong executive on both sides, there should not be the slightest difficulty in adjusting any differences along legislation lines between the two. Some of the Acts that in the opinion of the credit men need amending are:—

- The Assignments Act.
- The Joint Stock Companies Act.
- The Bills of Sale and Chattel Mortgage Act.
- The Conditional Sale of Goods Act.
- Landlord and Tenant Act.
- The Exemptions Act.
- The Question of N. S. F. Cheques.
- The Life of Executions.
- The Bonding of Assignees.
- Judgment Summons Proceedings.
- Alphabetical Lists of Lands.
- Registration of Secret Assignments of Book Accounts.

All of these and many others affect the retailer, and the two Associations should mutually discuss them.

The Retail Association is devoting considerable time and attention to insurance matters; so are the credit men.

The two associations have joined forces in an endeavor to promote a system of bookkeeping amongst the retail trade, which shall not be cumbersome, but which will show in concise form whether a merchant is or is not making money. The text of this work has been compiled by the appointed representative

\*Reprinted from The Credit Men's Journal.

of the retailers, submitted to the credit men, and is being published by the latter.

The two associations worked hand in hand in Saskatchewan for the passage of the Small Debts Court, which went into effect in that province last year. They can work hand in hand in Manitoba and other provinces along the same lines.

The retailers in Winnipeg claim there is inequality in the business tax in that city. Demonstrate this to the wholesalers and they will lend their time and their energies to have it adjusted.

The retailers suffer from the fraudulent debtor just in the same ratio as the wholesalers. Let us join hands and put the crook out of business. We can do it.

The credit men have a system of ascertaining how much their customers owe, how much of that amount is overdue, and how they pay their bills. The same system can be installed by the retailers, and can be made, as in the case of the wholesalers, to save them from large losses. It is better business to have the goods on the shelves (still better to have them on the shelves of the wholesalers) than to sell them to a customer whose record as "poor pay" is acknowledged. There is lots of good business to be had.

## Requirements are Similar.

When a line of credit is granted by the wholesale man to a retailer, the wholesaler wants to know the financial position of his customer. The retailer should do the same thing.

The credit men have an insurance department. Why cannot the retailer join hands along insurance lines?

The credit men are very often distracted in endeavoring to dispose of bankrupt stocks. Cannot the retail men as a body take over these stocks and distribute them without dislocating trade in any particular point?

The mail order house is another source of worry to both retailer and wholesaler. A mutual arrangement should be arrived at with regard to same.

The curtailment of credit terms is being dealt with by both associations, looking to a "nearer to cash" condition.

The overloading of retail merchants

by commercial travelers is another vital matter affecting both retailer and wholesaler. Where does the fault lie? We can find out if we get together.

The reading of the quarterly report of the credit men, with its list of failures, is assuredly sufficient in itself to warrant the establishment of a strong retail association.

The foregoing are only a few of the reasons why the wholesalers will energetically advocate the formation of strong retail associations. We want better business in all lines of trade. Trade journals have done good work, and may be relied upon to continue to do good work along better business lines. We want every merchant to be an expert.

I believe in good, strong opposition, that there should be no collusion between the two Associations, but that each should fight for its rights, if there is anything to fight about, and that a mutual friendly understanding between the two should be arrived at whereby the two executives, and, if necessary, the members themselves should be in a position quickly to get together to discuss and solve their various problems on a basis mutually satisfactory.

If the retailers throughout Manitoba will stand by their executive, supplying the sinews of war in sufficient quantities to take care of the necessary expenses, I believe that conditions can be improved for the retail man and for the community in which he lives. I believe that each town should have its own local association, working in harmony with the parent body in the same manner in which the Grain Growers' Association is doing today, that this idea could be carried out and weekly meetings arranged in larger centres, that it would engender a feeling of confidence and mutual respect that would go a long way towards fostering the social life that is very largely at the present moment lying dormant in each community.

That the wholesalers stand ready to lend what assistance they can is my firm conviction, and the sooner the retailers grasp the possibility of what co-operation means, the sooner will they be in a position to grapple with some degree of success with the problems that confront them.



# FRUIT AND VEGETABLES



## Oranges Higher: Potatoes Firming Up

Good Demand for Oranges, With Light Supplies — Watermelons, Cantaloupes and Marrows Easier and Lower—Spanish Onions Very Firm—Potatoes Are Strong—Reports as to Rot Confirmed.

### MONTREAL

FRUIT.—Apples are arriving, but not so plentifully as last week. Duchess and Yellow Transparent are not so plentiful, and are about done. Alexanders, St. Lawrence and Wealthys will soon be on the market, opening around \$3.75 or \$4. Oranges are still high, and the demand fair. Lemons are still maintaining their price. Plums are cheaper, bringing 30-35c for 11-qt. baskets, and 20-25c for 6-qt. baskets. Preserving plums are quoted at \$1.75 for 4-basket crates. There is a big demand for Montreal musk melons at \$5-\$6, but these are about done. Blueberries are down to \$1.50 per basket, and will probably be over next week. Blue grapes are the only new arrivals on the market this week, and they are asking 30-35c for 6-qt. baskets. California grapes are down to \$2 per crate. Preserving peaches are down to 50c for 11-qt. baskets.

Apples—		
Duchess and Peach, No. 1's	3 00	3 50
Do., No. 2's	2 75	2 75
Do., No. 3's	2 00	2 00
Bananas, bunches	2 00	2 25
Blueberries, Saguenay, 16-qt. boxes	1 75	1 75
Grapefruit, 45-54-61-90-96	1 50	1 50
Grapes, Belgium hothouse, lb.	1 00	1 00
Grapes, Cal., crate, 4 baskets	2 00	2 00
Grapes, Delaware, 6-basket carriers	1 75	1 75
Lemons—		
Messina, 300 size	3 25	3 50
Verdillia	3 75	3 75
Limes, box	1 25	1 25
Musk melons, doz.	5 00	6 00
Oranges—		
Valencias, Cal., late 126-250	6 00	6 00
Jamaica, 196-200-216	3 50	3 75
Pineapples, 18-24 and 30-36	3 00	3 00
Peaches, preserving, basket, 11-qt.	0 50	0 50
Peaches, box	1 75	1 75
Peaches, crate, 6 baskets	1 50	1 75
Pears, new, box	2 75	3 00
Pears, 11-qt. basket	0 60	0 60
Plums, preserving, basket, 11-qt.	0 50	0 50
Plums, table, box 4 baskets	1 75	1 75
Cantaloupes, box of 45	2 75	3 50
Apricots, box	2 00	2 00
Watermelons, each	0 40	0 50

VEGETABLES.—The big sellers are potatoes and tomatoes. The former are arriving from New Brunswick and there is some talk of the effect of blight on the crop, which is expected to make prices high. Tomatoes are up slightly, red being offered at 50c and rose at 75c-\$1 per box. Beans have jumped to 75c bag, and are about done. Cauliflowers are bringing \$1.50-\$2 per doz. for the best. Evergreen corn has made its appearance for the first time, and is bringing 20c per doz. There is a good de-

mand for head lettuce at 50-60c doz. Vegetable marrows have dropped to 50c a doz., and this week sees the arrival of pumpkins on the market at \$1 per doz. Egg-plants are selling for 50c doz., and oyster plant at 75c doz.

Beets, bag	0 75	0 75
Beans, wax, Montreal, per bag	0 50	0 50
Beans, green, Montreal, per bag	0 50	0 50
Cabbage, Montreal, per doz.	0 35	0 50
Cabbage, red, doz.	0 40	0 40
Carrots, bag	0 75	0 75
Cauliflower, Canadian, doz.	1 60	2 00
Celery, Montreal, doz.	0 50	0 50
Corn, doz.	0 12 1/4	0 12 1/4
Cucumbers, fancy, doz.	0 1 1/2	0 1 1/2
Egg plant, doz.	0 50	0 50
Leeks, bunch	0 5	0 5
Head lettuce, doz.	0 50	0 60
Curly lettuce, 5 doz.	0 50	0 50
Onions—		
Montreal, bag	1 50	1 50
Parsnips, bag	1 00	1 00
Parsley, Canadian, doz. bunches	0 15	0 15
Peppers, 11-qt. basket	0 40	0 50
Potatoes—		
Montreal, new, bag	0 65	0 70
Radishes, doz.	0 15	0 15
Rhubarb, hothouse, doz.	0 20	0 20
Spinach, Canadian, box	0 50	0 50
Turnips, bag	1 00	1 00
Tomatoes, Montreal, box	0 50	0 50
Pumpkins, doz.	1 00	1 00
Squash, doz.	1 00	1 00
Vegetable marrows, doz.	0 50	0 50
Watercress, Canadian, doz.	0 35	0 40

### TORONTO.

FRUIT.—Apples show a tendency towards firming up, and we have altered our prices to suit this condition. Cantaloupes are easier on account chiefly of more abundant supplies. They are down to around 30c to 50c. Oranges are a trifle firmer, and we quote outside price at \$6. There is a firm demand and none too good supplies. Pears—Californian—show some appreciation in price. Canadian stuff, however, is easier, with a slack market just at present. Plums are easier and lower by about 10c. Imported stuff shows no change. Domestic plums, however, get most of the business. Thimbleberries are down to 9c for prime quality. There is little demand even at that. Watermelon shows a fairly heavy decline owing to the fact of a surfeit. This is the last week of really rushing business. After the fair things quiet down to an even steady demand, without such variable supply. The summer has been a good one in the fruit business, and far better, merchants agree, than they looked for.

Apples, new, bbl.	3 50	3 50
Apples, 11-qt. basket	0 25	0 30
Apricots, 11-qt. basket	0 35	0 45

Bananas, per bunch	1 35	1 50
Blueberries, 11-qt. basket	1 00	1 35
Cocoanuts, sack	4 00	4 25
Currants, red, box	0 05	0 05
Currants, black, 11-qt. basket	1 00	1 40
Cantaloupes, Can., 11-qt. basket	0 30	0 50
Grapes, Cal., case	2 10	2 25
Oranges—		
California Valencias	5 00	6 00
Lemons, new, Messina, box	3 50	4 00
Limes, per 100	0 30	0 30
Musk melons, 11-qt. basket	1 00	1 50
Peaches, Cal., box	1 00	1 50
Peaches, Georgia, 6 basket	2 00	2 25
Peaches, Canadian, large basket	0 40	1 00
Pears—		
California, Bartlett, box	2 75	3 00
Canadian, 6 qts.	0 30	0 35
Plums, Canadian, 1/2 basket	0 18 1/4	0 25
Plums, Canadian, large basket	0 20	0 50
Plums, box	1 25	1 75
Thimbleberries, box	0 07	0 09
Watermelon	0 35	0 40

VEGETABLES.—Beets have gone away up on a heavy demand, with light supplies, and we quote 70c to 75c, an appreciation of 10c to 15c within a few days. Cabbage has come down almost as spectacularly. Corn has a somewhat longer range, and good corn is purchasable at 10c, with first-class stuff at 15c. Egg plant is much lower on a light demand. It is not yet generally known enough to make it a big selling product. Parsnips have suddenly started to move, and at easy figures. Vegetable marrow—following melons, cantaloupes and kindred stuff—is lower, even with increased demand. Spanish onions are firmer and 25c higher on a big buying demand. Most other lines show little change. Potatoes are about the same; if anything, a trifle firmer. The rot that we discussed last week appears to be confirmed from most sources, and New Brunswick has not escaped either.

Beets, hamper, doz. bunches	0 70	0 75
Beets, new, Canadian, bag	0 70	0 75
Beans, wax, basket	0 25	0 30
Cabbage, new, doz.	0 30	0 45
Cauliflower, hamper	1 00	2 00
Carrots, new, bag	0 85	0 90
Celery, doz.	0 25	0 30
Corn, doz.	0 10	0 15
Cucumbers—		
Canadian outdoor, basket	0 25	0 30
Egg plant	0 40	0 60
Onions—		
Can., 75-lb. bags	1 40	1 50
American	0 85	0 95
Spanish, case	3 00	3 25
Green peppers, basket	0 25	0 35
Peppers, red	0 60	0 75
Green peas, Can.	0 15	0 18
Potatoes, Ontario, new, bag	0 75	0 80
Potatoes, N.B., Delawares	0 80	0 85
Potatoes, bbl.	2 00	2 25
Parsnips, 11 qt.	0 25	0 30
Parsley, basket, 11-qt.	0 25	0 35
Tomatoes, Canadian, 11-qt.	0 20	0 25
Tomatoes, Canadian	0 15	0 20
Turnips, 11-qt. basket	0 70	0 75
Vegetable marrow	0 20	0 30

(Continued on page 37.)



# FISH AND OYSTERS



## Good Season Expected in Oysters

Crop is Promising—Lobsters Are Firm—Scarcity Makes For Higher Levels — Opening of Oyster Season—Lake Fish Still in Heavy Demand, With Small Supplies.

### MONTREAL

FISH AND OYSTERS.—The arrival of the first consignment of Malapeque oysters is the event of the fish market this week. These are cultivated oysters, and, judging from the quality, this departure of the Government of P.E.I. will certainly prove beneficial. On account of the unfavorable weather, sales cannot be expected to be large now, but with good weather, and as these oysters will likely be sold at reasonable prices, a favorable turnover should result. Bulk oysters from southern points have also been marketed. According to reports, the crop is promising, and prices are expected to rule rather low during the whole season. Lake fish from Manitoba is arriving in good quantities, and is being absorbed readily on account of the Jewish holidays. Lake trout is now more plentiful, and selling in small lots at low prices. Halibut and salmon, both East and West, are not over-plentiful, and although no advance in price has been made, they are steady, with tendency to rise. Pickled lines, such as salmon, sea trout, and turbot, are offered at tempting prices, but so far no big orders have been placed. Green codfish is also keeping plentiful, and as the demand has not started yet, stocks are accumulating, and buyers will certainly benefit by this state of things. Live lobsters are very scarce, and prices have gone up this week to a record point—30c.

### TORONTO

FISH AND OYSTERS.—Oyster season opened up on Wednesday last, the first of the month, and the commencement was entirely gratifying; in fact, demand was better than was anticipated. The first shipment that came in found ready sale, and there wasn't enough to go round. Prospects are for good business at the same levels as those with which last season closed. See our special article dealing with oysters in this issue.

Lobster has firmed up, and now shows an increase in price. We quote 50 cents. There is a scarcity, and the supplies

have been drawn latterly from Portland. Consonant with scarce supplies has been a heavy demand—partly due to the holidays—and the two influences have firmed up prices. Lake stuff is still firm, and prices show no easier tendency. Whitefish is particularly in demand. Sea fish shows no change at this writing.

#### SMOKED FISH.

	Montreal	Toronto
Haddies, per lb., new cured	.07½-.08	.08-.08½
Haddies, 15-lb. and 30-lb. boxes, lb.	.07-.07½	.08-.09
Haddies, fillets, per lb.	.12	.10
Haddies, Niobe, boneless, per lb.	.08½	.....
Herring, Ciscos, per lb.	.16	.....
St. John bloters, 100 in box	1.20	1.10
Yarmouth bloters, 60 in box	1.20	.....
Smoked herrings, medium, box	.18	.....
Smoked boneless herrings, 10-lb. box	1.40	.....
Kipperd herrings, selected, 60 in box	1.25	1.25
Smoked salmon, per lb.	.20	.15-.17
Smoked halibut	.....	.10

#### FROZEN FISH—SEA FISH.

	Montreal	Toronto
Salmon—		
Gaspé, large, per lb.	.13	.....
Red, steel heads, per lb.	.12	.11-.12
Red, sockeyes, per lb.	.12	.....
Red, Cohoes or silvers, per lb.	.08½-.09	.11
Pale qualla, dressed, per lb.	.07-.07½	.08
Halibut, white western, large and medium, per lb.	.09½-.10	.09-.10
Halibut, eastern, chicken, per lb.	.09-.09½	.12
Mackerel, bloater, per lb.	.07½-.08	.08
Haddock, medium and large, lb.	.04½-.05	.05
Market codfish, per lb.	.03½	.....
Steak codfish, per lb.	.05½-.06	.08
Blue fish, per lb.	.16-.16	.....
Smeits	.09	.....
Herrings, per 100 count	2.00	.....
Round pike	.06-.05½	.....
Grass pike	.08	.....

#### DRIED AND PREPARED FISH.

Dried codfish, medium and small, 100 lb.	7 00	7 60
Dried hake, medium and large, 100 lb.	5 50	.....
Dried pollock, medium and large, 100 lb.	5 00	.....
Dressed or skinned codfish, 100-lb. case.	7 00	8 00
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	.....	0 08
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	.....	0 07
Boneless codfish, strips, 20-lb. boxes	0 12	0 10
Shredded codfish, 12-lb. boxes, 24 cartons, a box	1 80	1 80
Boneless codfish, in 2-lb. and 3-lb. boxes	0 15	0 15

#### BULK OYSTERS, CLAMS, ETC.

Standard, solid meats, gal.	1 80	.....
Standard, bulk, gal.	1 80	1 40
Selects, per gal., solid meat	2 00	.....
Best clams, imp. gallon	1 80	.....
Best scallops, imp. gallon	2 00	2 25
Best prawns, imp. gallon	2 25	.....
Best shrimps, imp. gallon	2 25	.....
Sealed, best standards, qt. cans, each.	0 40	0 40
Sealed, best select. quart cans, each.	0 50	.....

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

Cape Cod shell oysters, per lb.	12 00	.....
Canadian cultivated oysters, bbl.	10 00	10 00
Clams, per bbl.	7 00	8 00
Live lobsters, medium and large, lb.	0 30	0 60
Little necks, per 100	1 25	1 80
Soft shell crabs	.....	2 25

#### FRESH SEA FISH.

	Montreal	Toronto
Halibut	11½-12½	12-13
Haddock, fancy, express, lb.	5-5½	6
Mackerel, each	18-20	18
Steak, cod, fancy express, lb.	5½-6	6
Herrings, Gaspereaux	3	.....
Flounders	5	12
Salmon, Western	15-16	17-18
Salmon, Eastern	16-17	17-18

#### FRESH LAKE FISH.

Carp, lb.	0 08	.....
Pike, lb.	0 08	0 07
Brook trout	0 22	0 25
Perch, lb.	0 05	0 07
Suckers, lb.	0 05	0 05

Whitefish, lb.	0 12	13-14
Herrings, per 100	3 00	.....
Lake trout	0 11	12-13
Dressed bullheads	0 12	.....
Eels, lb.	0 09	0 08
Frogs, medium, lb.	0 25	0 20
Frogs, large, lb.	0 40	0 45
Dore	16-17	.....

#### FROZEN—LAKE AND RIVER.

Whitefish, large, per lb.	.08½-.09	.07-.08
Whitefish, small tulbees, lb.	.05½-.06	.04-.05½
Lake trout, large and medium, lb.	.09	.10
Dore, dress or round, lb.	.08	.09-.13
Pike, dressed and headless, lb.	.06-.06½	.07
Pike, round, per lb.	.05½-.06	.06-.07

#### PICKLED FISH.

Salmon, Labrador, tierces, 300 lb.	19 00	.....
Salmon, Labrador, bbls., 200 lbs.	13 00	.....
Salmon, Labrador, half bbls., 100 lbs.	7 00	.....
Salmon, B.C., bbls.	12 00	14 00
Sea trout, Baffin's Bay, bbls., 200 lbs.	12 00	.....
Sea trout, Labrador, bbls., 200 lbs.	12 00	.....
Sea trout, Labrador, half bbls., 200 lbs.	6 50	6 50
Mackerel, N.S., bbls., 200 lbs.	12 00	.....
Mackerel, N.S., half bbls., 100 lbs.	7 00	.....
Mackerel, N.S., pails, 20 lbs.	1 75	2 00
Herrings, Labrador, bbls.	6 00	6 25
Herrings, Labrador, half bbls.	3 25	3 25
Lake trout, 100-lb. kegs	6 00	6 00
Quebec sardines, bbls.	6 00	.....
Quebec sardines, half bbls.	3 50	.....
Tongues and sounds, per lb.	0 07½	.....
Scotch herrings, imported, half bbls.	8 00	.....
Holland herrings, imp'd milkers, hf bbls	8 00	.....
Holland herrings, imp'd milkers, kegs	0 95	0 85-1 00
Holland herrings, mixed, half bbls.	7 00	.....
Holland herrings, mixed, kegs	0 85	0 75-0 95
Lochfyne herrings, box	1 35	.....
Turbot, bbl.	14 00	.....
Green cod, No. 1, bbl.	9 00	10 00
Green cod, No. 2, bbl.	7 00	8 50

### WINNIPEG

FISH AND POULTRY.—Fish and poultry prices are steady and in moderate steady demand. Local poultry supplies seem at present to be sufficient for local needs.

Fresh salmon	0 13
Fresh halibut	0 09
Pickered	0 07½
Steak cod, per pound	0 07½
Lake Winnipeg whitefish	0 09
Finnan haddie	0 08½
Kippers, per box	1 75
Lake trout, per lb.	0 11
Bloaters, per box	1 50
Salt mackerel, 20-lb. kit	2 75
Smoked goldeyes, dozen	0 80

Poultry—	
Live—	
Fowl	0 11
Roosters	0 09
Chickens	0 16
Turkeys	0 14
Ducks	0 10
Ducklings	0 12
Geese	0 10

The employees of the Borden Condensed Milk Co., Tillsonburg, Ont., held their annual picnic last week at the factory, where a most enjoyable afternoon was spent. The weather was ideal for the sports which took place on the factory grounds. A supper was served in the new part of the factory.



# PRODUCE AND PROVISIONS



## Cheese Higher: Lard Lower

The Downward Trend of Cheese Suddenly Comes to a Stop—Higher Prices at Cheese Boards—Eggs Find Slacker Demand—Butter Levels Unchanged.

### MONTREAL

PROVISIONS.—Pure lard still remains firm, but is not quotably higher. Quotations are a little high on compound lard, and dealers have this week dropped their prices ½c. There is a good demand for bacon, hams and boneless backs. Bacon is inclined to be scarce. Demand for cooked meats is falling off with the approach of cooler weather.

Hams—		
Small, per lb.	0 20	
Medium, per lb.	0 19	
Large, per lb.	0 18	
Backs—		
Plain, bone in	0 24	
Boneless	0 25	
Peameal	0 26	
Bacon—		
Breakfast, per lb.	0 22	
Roll	0 17	
Shoulders, bone in	0 15	
Shoulders, boneless	0 16	
Cooked Meats—		
Hams, boiled, per lb.	0 28	
Hams, roast, per lb.	0 31	
Shoulders, boiled	0 25	
Shoulders, roasted	0 26	
Dry Salt Meats—		
Long clear bacon, 50-70 lbs.	0 15½	
Long clear bacon, 80-100 lbs.	0 14½	
Flanks, bone in, not smoked	0 15½	
Barrelled Pork—	Per bbl.	
Heavy short cut mess	26 00	
Heavy short cut clear	26 00	
Clear fat backs	27 00	
Clear pork	27 00	
Lard, Pure—		
Tierces, 350 lbs. net	0 12	
Tubs, 50 lbs. net	0 12½	
Boxes, 50 lbs. net	0 12½	
Pails, wood, 20 lbs. gross	0 12½	
Pails, tin, 20 lbs. gross	0 12½	
Cases, 10 lbs., tins, 60 in case	0 12½	
Cases, 3 and 5-lb. tins, 60 in case	0 14	
Bricks, 1 lb., each	0 14½	
Lard, Compound—		
Tierces, 375 lbs., net	0 09½	
Tubs, 50 lbs., net	0 10	
Boxes, 50 lbs., net	0 09½	
Pails, wood, 20 lbs., gross	0 10½	
Pails, tin, 20 lbs., gross	0 10½	
Cases, 10-lb. tins, 60 in case	0 11	
Cases, 3 and 5-lb. tins, 60 in case	0 11	
Bricks, 1 lb., each	0 12	
Hogs—		
Dressed, abattoir killed	13 50	14 00

BUTTER.—This market remains firm, but there is no change in dealers' prices. No exporting is going on, as it is impossible to secure space on boats; otherwise there would be considerable export trade. Receipts up to date are 25,000 boxes less than last year.

Butter—		
Finest creamery	0 30	
Dairy prints	0 26	
Dairy, solids	0 24	
Separator prints	0 23	
Bakers'	0 21	

CHEESE.—This market is strong, despite the fact that receipts to date are 330,000 boxes ahead of the same period last year. There are reports that the British and Canadian Governments have bought 150,000 boxes within the last

month. The market is particularly strong on colored cheese.

Cheese—		
Old make	0 14	0 18
New make	0 14	0 15
Stilton	0 17	0 18

EGGS.—Prices are a little firm this week, especially on new laids, which have been advanced from 27 to 28c. This is due to a falling off in supply. An advance has been expected for some time, and is customary at this period of the year.

Eggs, case lots—		
Stamped	0 28	
Selects	0 26	
No. 1's	0 23	
No. 2's	0 19	0 20

HONEY.—There is quite a lot of honey being offered here, but dealers are not inclined to buy, believing that the price is too high considering the amount of old crop still on the market. Honey is being offered in the country at 7c for buckwheat and 9c for clover; dealers think 6c and 8c would be nearer the value.

POULTRY.—On account of the Jewish holiday, the demand for live fowls has been heavy. Spring chickens have not moved so freely, as stock has been arriving in poor condition. The Jewish Atonement holidays begin on Sept. 18th, when there should be a big demand for spring chicken and roosters. It is difficult to say whether prices on these lines will be high or not—it depends on the way the stock comes in.

Poultry—		
Frozen stock—		
Large roast chicken	0 23	
Fowl, small	0 13	0 16
Turkeys, fancy	0 25	
Ducks	0 14	0 17
Geese	0 12	0 15
Pigeons, pair	0 30	0 35
Fresh stock—		
Fowl, dressed	0 18	0 19
Roasting chicken, 3-3½ lbs., each	0 23	
Spring broilers, dressed, pair	0 75	1 00
Squabs, Canadian, pair	0 40	
Squabs, Philadelphia, pair	0 70	
Live stock—		
Fowl, 5 lbs. and over	0 17	0 18
Fowl, small	0 15	0 16
Turkeys	0 16	0 17
Ducks, old	0 16	0 14
Geese	0 09	0 10
Ducklings, 3 lbs.	0 14	0 15
Broilers	0 17	0 18

### Receipts in Montreal.

Receipts of butter, cheese and eggs in Montreal are:			
	Boxes	Boxes	Cases
Week ending Sept. 4, 1915...	14,613	61,586	12,253
Week ending Sept. 5, 1914...	10,923	55,289	6,171

### TORONTO

PROVISIONS.—With the exception of a slight easiness in pure lard, this market is devoid of news this week. Business generally has slackened a trifle on account of the fair. Demand for cooked meats again improved when the heat made itself felt. The cooked meat is a surer barometer than some weather experts we know of. Bacon is firm, with a good demand.

Hams—		
Light, per lb.	0 18½	0 19½
Medium, per lb.	0 18½	0 19
Large, per lb.	0 14½	0 15
Backs—		
Plain, per lb.	0 23	0 24
Boneless, per lb.	0 25	0 26
Pea meal, per lb.	0 26	0 27
Bacon—		
Breakfast, per lb.	0 20	0 23
Roll, per lb.	0 14	0 15½
Shoulders, per lb.	0 14	0 15
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, light	0 13½	0 13½
Cooked Meats—		
Hams, boiled, per lb.	0 25	0 26
Hams, roast, per lb.	0 26	0 27
Shoulders, boiled, per lb.	0 24	0 25
Shoulders, roast, per lb.	0 24	0 25
Barrelled Pork—		
Heavy mess pork, per bbl.	25 00	26 00
Short cut, per bbl.	26 00	27 00
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 11½	0 11½
Tubs, 60 lbs.	0 11½	0 13½
Pails	0 12	0 13½
Tins, 3 and 5 lbs., per lb.	0 12	0 12½
Bricks, 1 lb., per lb.	0 12½	0 13½
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 09½	0 10
Tubs, 50 lbs., per lb.	0 10½	0 11
Pails, 20 lbs., per lb.	0 11	0 11½
Hogs—		
Dressed, per cwt.	11 75	
Live, per cwt. off cars	8 65	

BUTTER.—The situation is somewhat easier again this week owing to a sudden drop in export partly, and partly to a slackening domestic demand. The trade has bought on the heavy side all through the summer, and though there is a slackening of the tension now, it is only natural.

Butter—		
Creamery prints, fresh made	0 28	0 29
Separator prints	0 26	0 28
Dairy prints, choice, lb.	0 24	0 27
Dairy solids, lb.	0 21	0 23
Bakers'	0 21	0 22

CHEESE.—Prices are all somewhat higher this week, and we quote 14¾c to 15c for new large, and a proportionate increase in twins. The increase is simply the swinging of the pendulum the other way. Prices have been on the downward track so long that it would not be surprising if bottom had now been touched. Export is more or less dead just at present. Exchange rates are a factor.



## CANADIAN GROCER

Cheese—		
New, large, per lb.	0 14%	0 15
New, twins, per lb.	0 15	0 15%

**EGGS.**—There is no price change to record this week, and indeed nothing of extraordinary importance. Demand appears to have slackened, and in this connection it will be remembered that Canadian Grocer at the beginning of the season suggested that heavy storage buying—at high prices—would be consequential later on. It is said that with a slight demand, such as that which now characterizes the market, we shall see lower prices. Export has let up again. What there was seems to have been a fish in the pan.

Eggs—		
Specials (in cartons), doz.	0 24	0 26
No. 1s (straight new laid)	0 22	0 23
No. 2	0 16	0 17
Cracked	0 14	0 16

**POULTRY.**—Beyond a special demand for broilers, this market has no special feature this week. They are worth around 17 cents, though we hear of some that have gone cheaper than that. Ducklings still get some business.

Poultry—		
	Live.	Dressed.
Old fowl, pound	0 12-0 00	0 15-0 18
Spring broilers	0 16-0 17	0 00-0 00
Old turkeys	0 13-0 15	0 00-0 00
Ducklings	0 11-0 12	0 17-0 18
Turkeys	0 00-0 00	0 21-0 22

**HONEY.**—There is nothing to relate in connection with this market. Prices are unchanged.

### WINNIPEG

#### PRODUCE AND PROVISIONS.

Lard and cured meats are steady at last week's declines, but the hog market is firm, and an advance in lard and bacon is not improbable. Cheese is weak while butter and eggs are firm and expected to go higher.

Hams—		
Light, per lb.	0 18	0 17
Medium, per lb.	0 17	0 15
Large, per lb.	0 14	0 15
Backs, clear, per lb.	0 21	0 21

Bacon—		
Breakfast, per lb.	0 17	0 20
Shoulders, per lb.	0 12	0 13

Dry Salt Meats—		
Long clear bacon, light	0 12	

Cooked Meats—		
Hams, boiled, per lb.	0 26	0 27
Shoulders, boiled, per lb.	0 22	0 23

Barrelled Pork—		
Heavy pork, per bbl.	22 00	

Lard—		
Tierces	0 12%	
Pails	2 50	
Cases, 5s	7 80	
Cases	7 85	

#### BUTTER.—

Creamery	0 28	
Best dairy	0 16	0 22
Cooking	0 12	0 15

#### EGGS.—

Eggs—		
New laid	0 17	0 18

#### CHEESE.—

Cheese—		
New, large	0 14	
New, twins	0 14%	
Manitoba	0 13%	

### FRUIT AND VEGETABLES

(Continued from page 34.)

#### WINNIPEG

**FRUITS AND VEGETABLES.**—Preserving fruits are in good demand and are plentiful and cheap. Potatoes are a poor crop and not likely to be any cheap-

er. The long spell of dry hot weather has not been favorable to native grown vegetables.

Fresh Fruits—		
Valencia oranges, case	5 75	6 50
California lemons	5 00	5 50
Washington apples	2 00	2 25
Cocoanuts, dozen	1 00	1 00
Peaches, case	0 80	1 00
Plums, case	0 80	1 00
Bartlett pears	2 25	2 25
Tomatoes, 4 in case	0 50	0 50

#### VEGETABLES.—

Vegetables—		
Beets, per lb.	0 01½	
Mint, per dozen	0 20	
Radishes, per dozen	0 15	
Onions, per dozen	3 15	
Cabbage, per lb.	0 01½	
Parsley, dozen	0 15	
Peppers, per basket	1 00	
Mushrooms	0 85	
Carrots, per pound	0 01½	
Head lettuce, dozen	0 40	
Cucumbers, per dozen	0 30	
Rhubarb, per lb.	0 00%	
Australian onions, crate	4 00	
Cauliflower, per dozen	0 50	
Spinach, per lb.	0 03	
Asparagus, dozen	1 25	
Garlic, lb.	0 40	
New potatoes, bushel	0 50	
New beans, pound	0 03	
New peas, lb.	0 03	
New turnips, bushel	0 90	

### WORLD'S COFFEE PRODUCTION

The following table shows the world's production of coffee during the last

#### READERS' SERVICE DEPARTMENT.

*Canadian Grocer conducts a Service Department open to all our readers. Special investigations will be made for retailers and advertisers upon request and free of charge. If you are in search of the source of a new foodstuff, or you want to know the agents or manufacturers of any line—foodstuff or equipment—phone us or drop us a line. The "Readers' Service Department" is at YOUR service.*

twenty years, and the estimate for the current year, in bags of approximately 130 pounds each:

	Brazil	World
1895-6	6,005,000	18,395,000
96-7	9,315,000	18,915,000
97-8	11,210,000	16,050,000
98-9	9,320,000	13,725,000
99-1900	9,425,000	13,805,000
1900-01	11,285,000	15,070,000
01-02	16,145,000	19,790,000
02-03	12,945,000	16,665,000
03-04	11,101,000	15,962,000
04-05	10,523,000	14,446,000
05-06	10,884,000	14,792,000
06-07	20,190,000	23,792,000
07-08	11,001,000	14,862,000
08-09	12,419,000	16,918,000
09-10	14,944,000	19,125,000
1910-11	10,548,000	14,524,000
11-12	12,491,000	17,409,000
12-13	11,456,000	16,373,000
13-14	13,840,000	19,612,000
14-15	11,500,000	16,535,000
15-16*	15,000,000	20,000,000

\*Estimated.

The United States consumes more than one-third of the coffee produced in the world, her takings of coffee being more than double those of any other country.

Germany ranks next to the United States as an importer of coffee, taking about 400 million pounds per annum, Netherlands and France about 250 millions each, Austria-Hungary about 125 millions, and Belgium about 100 millions. The per capita consumption of Netherlands, Belgium and the Scandinavian countries is slightly larger than that of the United States.

## Letters to the Editor

### CARTAGE CHARGES

Editor Canadian Grocer:

Dear Sir,—I saw in your last issue of Sept. 3 that merchants in Sherbrooke are fighting cartage charges made by wholesalers to retailers on freight bills.

I should say I am right in line with this scheme as I do not understand why I, a retailer, should bear the expense of the city wholesaler to deliver his goods to the station. I do absolutely say that this charge should be paid by wholesaler, because I have always thought it no more than fair to deliver any goods I ship without charge for cartage to the man to whom I am shipping. It would seem to me the same as asking the city man to pay for the oats my horses are eating. I have always thought it unfair.

GEO. RAHN.

Moorefield, Ont., Sept. 4, '15.

## Grocers' Letter Box

Editor Canadian Grocer,—You had an article in one of your issues about four years ago respecting the gathering of wild rice by Indians. A customer of ours is prepared to supply this rice made by the most improved methods. Could you direct us to any market for this food in Canada? E. W.

Lac du Bonnet, Man.

Editorial Note.—J. A. Simmers, Ltd., Toronto, seed wholesale house, are purchasers of this wild rice.

### WELL WORTH THE MONEY.

Canadian Grocer:

Dear Sirs:—Yours to hand. Sorry I omitted to send the enclosed before, but as you say it was forgotten. However, I have pleasure in sending it now as I think your paper well worth it, being a great help in many ways.

FRANK A. K. WALKER,  
Sheffield Mills, N.S.,  
July 29th, 1915.



# FLOUR AND CEREALS



## Another Decline in Flour

Fifty Cents in Manitoba—Ontario Winter Wheat is Also Easier—Middlings Are Lower—Feed Flour Also Shows a Tumble in Toronto—Cereals Still Quiet.

### MONTREAL

FLOUR.—Another cut was made in Manitobas on Monday of 50c per bbl. This was expected by the trade in view of fact that wheat was declining in a manner that made a decline necessary. Ontario flour dealers made their first cut this week, amounting to 20c per bbl. They announce that a good deal of smutty flour is arriving, and quite a lot has been turned down. Bakers are not expected to drop their prices, unless further declines take place in Manitobas. The demand for bread is good. Small bakers might drop their prices later on. If this decline had not occurred, many of the small bakers would have been compelled to close down. It was their salvation. Ontario flour is coming through in just sufficient quantities to keep dealers going.

Manitoba Wheat Flour—	Per bbl. of 2 bags
First patents	5 35
Second patents	5 35
Strong bakers	5 15
Flour in cotton sacks, 10 cents per barrel more.	
Winter Wheat Flour—	Car Small lots.
Fancy patents	5 60 5 80
90 per cent., in wood	5 20 5 40
90 per cent., in bags	2 40 2 50

CEREALS.—The market for rolled oats remains dull and easy. Rye is coming in soft, due to rainy conditions, and it will be a month or so before it is in condition to bring up to usual quality. Supply, however, is good yet.

Cormeal—	Per 98-lb. sack
Gold dust	2 45 2 50
Unbolted	2 15
Rolled Oats—	90's in jute.
Small lots	3 15 3 25
25 bags or more	3 05
Packages, case	4 50
Rolled oats in cotton sacks, 5 cents more.	
Oatmeal—fine, standard and granulated, 10 per cent. over rolled oats in 90s, in jute.	
Rolled Wheat—	100-lb. bbls.
Small lots	3 80
Hominy, per 98-lb. sack	2 75
Corn flour, bag	2 60
Rye flour, bag	3 25
Barley, pot	3 00

FEEDS.—A decline has taken place almost all the way down the line. This was expected in view of lower grain prices. The drop came Tuesday and Wednesday.

Mill Feeds—	Per ton
Bran	25 00
Shorts	27 00
Middlings	30 00
Wheat moulee	31 00
Feed flour, bag	1 87½
Mixed chops, ton	35 00
Crushed oats, ton	36 00
Barley, pot, 98 lbs.	2 85
Oats, chop, ton	40 00
Barley chop, ton	34 00
Feed oats, cleaned, Manitoba, bush.	0 60
Feed wheat, bag	1 50

### TORONTO

FLOUR.—Just as we write, the market on Manitoba flour declined another 50c, and that makes first patents, in car lots, \$5.75, with other grades correspondingly lower. The decline, like those noted last week, is solely consequential to the wheat situation. Note that the decline took place after the holiday. As we write, we learn of no decrease in Ontario winter wheat flour, but are told that it is expected this will accompany the decline in Manitoba. Business, even at these reduced levels, will not necessarily pick up. Buyers seem impervious to reductions in prices, and seem to be holding off still longer for further reductions yet, it is assumed. We went into the wheat situation very fully last week, and showed how prices were tumbling. This has been prolonged, and there is no reason to suppose higher levels for some time yet. Therefore, flour prices are lower. Readers will notice that the decline this week confirms Canadian Grocer's prediction recently that we should see still further decreases.

Manitoba Wheat Flour—	Small lots.	Car lots.
First patents	5 85	5 75
Second patents	5 45	5 25
Strong bakers	5 25	5 05
Flour in cotton sacks, 10c per bbl. more.		
Winter Wheat Flour—	Small lots.	Car lots.
Fancy patents	5 20	4 70
90 per cent.	5 00	4 60
Straight roller	5 00	4 60
Blended flour	5 20	3 80

CEREALS.—There is nothing to report in this market except pronounced dullness and easiness. Rolled oats show no strength and other lines are slow at present.

Barley, pearl, 98 lbs.	5 00
Buckwheat grits, 98 lbs.	4 15 4 25
Corn flour, 98 lbs.	2 65 2 75
Cormeal, yellow, 98 lbs.	2 25 2 40
Graham flour, 98 lbs.	3 30 3 40
Hominy, granulated, 98 lbs.	3 00
Hominy, pearl, 98 lbs.	3 00
Oatmeal, standard, 98 lbs.	3 50
Oatmeal, granulated, 98 lbs.	3 50
Peas, Canadian, boiling, bush.	2 75 2 85
Peas, split, 98 lbs.	4 75
Rolled oats, 90-lb. bags	3 15 3 35
Rolled wheat, 100-lb. bbl.	3 85 4 00
Rye flour, 98 lbs.	3 10 3 25
Whole wheat flour, 98 lbs.	3 30 3 40
Wheatlets, 98 lbs.	3 65 3 75

FEEDS.—With the early part of the week came a decline in middlings, and we now quote them at around \$30 a ton. These have been the more or less weak

spot in a strong feed market, and the decline is not surprising. Feed flour is also slightly lower—sympathetic to flour declines—and our figure is now \$1.65. Practically all other lines declined on Tuesday and Wednesday.

Mill Feeds—	Mixed cars, per ton
Bran	25 00 26 00
Shorts	27 00 28 00
Middlings	30 00 31 00
Wheat moulee	31 00 32 00
Feed flour, per bag	1 60 1 65
Oats—	
No. 3, Ontario, outside points	0 55 0 61
No. 3, C.W., bay ports	0 67

### WINNIPEG

FLOUR.—Another sharp drop in flour has gone into effect at the beginning of the week, the decline being 50c per barrel all round. Millers report trade as dull, both domestic and export.

Flour and Cereals—	
No. 1 patents, per sack 98 lbs.	2 90
No. 2 patents, per sack 98 lbs.	2 85
First clears, per sack 98 lbs.	2 30
Seconds, per sack 98 lbs.	1 75
Rolled oats, 80 lbs.	2 60
Standard granulated, 98 lbs.	3 10

### PEPPER PRICES

In an article in last week's issue on spices it was mentioned that prices on pepper compared with those existing before the war were a shade easier in London, England. Retailers should not take this to mean that we shall have lower pepper prices here at present. It should be remembered that last spring an ad-valorem duty of 7½ per cent. was added on to practically all imported goods, pepper included. Also freight rates are up in view of the shortage of bottoms; warehouse charges are higher, and so is insurance. All these and other conditions tend to keep firm prices in this country.

Samuel Manning, of Manning & Co., Ltd., molasses exporters, Barbadoes, visited Montreal this week, accompanied by his wife.

### FOR SALE

ESTABLISHED CASH GROCERY, RESIDENTIAL DISTRICT, TORONTO; GOOD DWELLING; REASONABLE RENT. Turnover \$200 week. Good profits. Apply Box 114, Canadian Grocer.

STOCK  
THESE TRADE  
BUILDERS



QUALITY  
IN EACH  
PACKAGE



On Sale  
By All  
Reliable  
Jobbers



WE CARRY A FULL LINE OF  
FLOUR, CEREALS AND ALL  
PRODUCTS MANUFACTURED  
BY AN UP-TO-DATE MILLING  
PLANT.

We Solicit Export Business.

Canadian Cereal & Flour Mills  
Company, Limited

TORONTO

CANADA



# "Banner Brand" Jams and Jellies



"*BANNER*" BRAND JAMS are a food, Pure, Wholesome, Delicious and Nourishing, and can be served at a moment's notice.

"*BANNER*" BRAND is the Best line in Jams and Jellies for the Grocer to recommend and handle—Satisfaction for the Customer—Profit for the Dealer.

You're safe in pushing

## "BANNER" BRAND JAMS

LINDNERS LIMITED

306 Ross Ave., WINNIPEG

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REPRESENTATIVES:

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

**Century SALT**  
is pure, clean salt.

To build a business honestly you must sell purity in food products. Century Salt, from one year end to the other, is exactly the same, always pure white crystals, refined with the greatest care. Excellent for table, cooking or dairy—you can satisfy every customer with Century Salt.

**The DOMINION SALT CO., Limited**  
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**BUY AN ELGIN NATIONAL**  
because

It will STEEL-CUT Coffee faster than any other mill of corresponding size.

It can be adjusted while running to grind coffee to suit each individual's taste.

It is the strongest, the most simple, and the best looking mill made.

It costs less than any other mill to buy and nothing to operate—there is no overhead.

Ask your jobber for complete catalogue—there is an ELGIN made to meet your requirements.

Woodruff & Edwards Co., Elgin, Ill., U.S.A.

**IT IS IMPORTANT!**

If you have something to dispose of in goods or service that as many buyers as possible get to know you and your product. This can be accomplished through

**Canadian Grocer**  
143 University Avenue, Toronto

**QUOTATIONS FOR  
PROPRIETARY ARTICLES**

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

**BAKING POWDER.**

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

**ROYAL BAKING POWDER.**

Size	Bbl. lots	
	Less than or 10 cases	10 case lots and over
	Per doz.	Per doz.
Dime	\$ .95	\$ .90
4-oz.	1.40	1.35
6-oz.	1.95	1.90
8-oz.	2.55	2.50
12-oz.	3.85	3.75
16-oz.	4.90	4.50
2 1/4-lb.	11.00	11.35
3-lb.	13.60	13.35
5-lb.	22.35	21.00

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

**BAUE.**

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

**COUPON BOOKS — ALLISON'S.**

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

**UN-NUMBERED.**

100 books and over, each	0 08 1/2
500 books to 1,000 books	0 03

For numbering cover and each coupon, extra per book, 1/2 cent.

**CEREALS.**

WHITE SWAN		Per case
Biscuit Flour (Self-rising)		
2 doz. to case, weight 70 lbs. ....		\$3 00
Buckwheat Flour (Self-rising), 3 doz. to case, weight 70 lbs. ....		
		3 00
Pancake Flour (Self-rising), 3 doz. to case, weight 70 lbs. ....		
		3 00
Breakfast Food, 2 doz. to case, weight 85 lbs. ....		
		4 00
King's Food, 2 doz. to case, weight 95 lbs. ....		
		5 00
Wheat Kernels, 2 doz. to case, weight 65 lbs. ....		
		3 75
Barley Crisps, 3 doz. to case, weight 50 lbs. ....		
		3 00
Flaked Rice, 3 doz. to case, weight 50 lbs. ....		
		3 00
Flaked Peas, 3 doz. to case, weight 50 lbs. ....		
		3 00

**DOMINION CANNERS,  
LIMITED.**

Aylmer Pure Jams, 16 oz. Jars		Per doz.
Strawberry, 1914 pack .....		\$2 20
Raspberry, red, heavy syrup		2 10
Black currant .....		2 10
Red Currant .....		2 10
Peaches .....		2 10
Pear, Bart. ....		2 10

**Aylmer Pure Jellies.**

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

**Aylmer Marmalade**

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

**Aylmer Pure Preserves—Bulk**

	5 lbs.	7 lbs.
Strawberry .....	0 72	1 00
Black currant .....	0 65	0 85
Raspberry .....	0 65	0 85
Aylmer 14's and 30's per lb.		
Strawberry .....		0 14
Raspberry .....		0 14

**COCOA AND CHOCOLATE.  
THE COWAN CO., LTD.**

Cocoa—	
Perfection, 1-lb. tins, doz. ...	4 50
Perfection, 1/2-lb. tins, doz. ...	2 46
Perfection, 1/4-lb. tins, doz. ...	1 25
Perfection, 10c size, doz. ...	0 90
Perfection, 5-lb. tins, per lb. ...	0 27
Soluble bulk, No. 1, lb. ....	0 21
Soluble bulk, No. 2, lb. ....	0 19
London Pearl, per lb. ....	0 22

Special quotations for Cocos in barrels, kegs, etc.

**(Unsweetened Chocolate).**

Supreme chocolate, 1/4's, 12-lb. boxes, per lb. ....	0 55
Perfection chocolate, 20c size, 2 doz. in box, doz. ...	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz. ....	0 90
Sweet Chocolate— Per lb.	
Queen's Dessert, 1/4's and 1/2's, 12-lb. boxes .....	0 40
Queen's Dessert, 6's, 12-lb. boxes .....	0 40
Vanilla, 1/4-lb., 6 and 12-lb. boxes .....	0 35
Diamond, 8's, 6 and 12-lb. boxes .....	0 29
Diamond, 6's and 7's, 6 and 12-lb. boxes .....	0 26
Diamond, 1/4's, 6 and 12-lb. boxes .....	0 27

**Icings for Cake—**

Chocolate, white, pink, lemon, orange, maple, almond, coconut, cream, in 1/4-lb. packages, 2 and 4 doz. in box, per doz. ....	1 00
---	------

**Chocolate Confections Per lb.**

Maple buds, 5-lb. boxes .....	0 32
Milk medallions, 5-lb. boxes	0 32
Chocolate wafers, No. 1, 5-lb. boxes .....	0 32
Chocolate wafers, No. 2, 5-lb. boxes .....	0 27

People use Macaroni more often when they can get the delicious

**L'ETOILE**

(Star)

or

**Hirondelle**

(Swallow)

brands of Macaroni and Vermicelli. They bring folk a new idea of how delicious these wholesome foods can be.

Made from the choicest of selected Canadian hard wheat—the best in the world for the manufacture of alimentary pastes.

Produced in one of the most thoroughly equipped and sanitary plants in Canada by strictly Canadian labor.

Corral the heavy harvest trade scattered around at this time, by putting in a striking window display and linking up your store with our extensive advertising. Replenish your stock to-day.

**C. H. Catelli, Limited**

**MONTREAL**

**AGENTS**

Tees & Persse, Limited, Winnipeg  
C. C. Mann, Toronto



## There's a Difference

in extracts—a big difference in quality, in price and in repeating.

You want the brand that will give you the maximum advantage in all three requirements.

It is poor business to handle "cheap" extracts because you never get more than you pay for in this world, and "cheap" extracts mean "cheap" quality, uncertain profits, and unsatisfied customers.

It is easier to sell a "cheap" extract once—but remember, when you sell White Swan Extracts they stay sold, because the quality is unequalled and the goods are absolutely pure.

Quality counts—not price.

Every bottle of White Swan Extracts is sealed and guaranteed with a Government warranty that fully protects you and is a visible evidence of our faith in our own product—we take all the risks.

Should you be dissatisfied in any way with any White Swan Pure Food Products, we want you to return same and get your money back.

*We know our goods and want none but satisfied customers.*

**White Swan Spices and Cereals**  
 LIMITED  
**TORONTO ONTARIO**

Nonpareil wafers, No. 1, 5-lb. boxes	0 32
Nonpareil wafers, No. 2, 5-lb. boxes	0 27
Chocolate ginger, 5-lb. boxes	0 33
Milk chocolate wafers, 5-lb. boxes	0 38
Coffee drops, 5-lb. boxes	0 38
Lunch bars, 5-lb. boxes	0 38
Milk chocolate, 5c bundles, 3 doz. in box, per box	1 36
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 90
Nut milk chocolate, 1/2's, 6-lb. boxes, lb.	0 38
Nut milk chocolate, 1/4's, 6-lb. boxes, lb.	0 38
Nut milk chocolate, 5c bars, 24 bars, per box	0 90
Almond nut bars, 24 bars, per box	0 90

**JOHN P. MOTT & CO'S.**  
 Miss N. Estabrook, St. John, N. B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Perse, Calgary, Alta.; Russell, Johnson, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

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

**CONDENSED AND EVAPORATED MILK.**

<b>BORDEN MILK CO., LTD.</b>	
East of Fort William, Ont.	
Preserved Per case	
Eagle Brand, each, 4 doz.	\$6 25
Reindeer Brand, each, 4 doz.	6 25
Silver Cow Brand, each 4 doz.	5 75
Gold Seal Brand, each, 4 doz.	5 60
Mayflower Brand, each, 4 doz.	5 60
Purity Brand, each, 4 doz.	5 60
Challenge Brand, each, 4 doz.	4 85
Clover Brand, each, 4 doz.	4 85
Evaporated (Unsweetened)—	
St. Charles Brand, small each 4 doz.	2 00
Peerless Brand, small, each 4 doz.	2 00
St. Charles Brand, Family, each 4 doz.	3 00
Peerless Brand, Family, each 4 doz.	3 00
Jersey Brand, Family, each, 4 doz.	3 90
St. Charles Brand, tall, each 4 doz.	4 30
Peerless Brand, tall, each, 4 doz.	4 50
Jersey Brand, tall, each, 4 doz.	4 50
St. Charles Brand, Hotel, each, 2 doz.	4 25
Peerless Brand, Hotel, each, 2 doz.	4 25
Jersey Brand, Hotel, each, 2 doz.	4 25
St. Charles Brand, gallons, each, 1/2 doz.	4 75
"Reindeer" Coffee and Milk, "large" each, 2 doz.	4 80
"Reindeer" Coffee and Milk, "small," each, 4 doz.	5 50
"Regal" Coffee and Milk, each, 2 doz.	4 50
"Reindeer" Cocoa and Milk, each, 2 doz.	4 80

**COFFEE.**

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

<b>WHITE SWAN.</b>	
1 lb. tins, 4 doz. to case, weight 80 lbs.	0 36
1 lb. tins, 2 doz. to case, weight 35 lbs.	0 36
Add one-half cent per pound to the above.	
<b>ENGLISH BREAKFAST COFFEE.</b>	
1/2 lb. tins, 2 doz. to case, weight 22 lbs.	0 22

1 lb. tins, 2 doz. to case, weight 40 lbs.	0 20
--	------

**MOJA.**

1/2 lb tins, 2 doz. to case, weight 22 lbs.	0 32
1 lb tins, 2 doz. to case, weight 40 lbs.	0 36
2 lb. tins, 1 doz. to case, weight 40 lbs.	0 36

**PRESENTATION COFFEE.**

<b>A Handsome Tumbler in Each Tin.</b>	
1 lb. tins, 2 doz. to case, per lb.	0 27
Shipping weight, 50 lbs per case	

**MINTO BROS. MELAGAMA COFFEE.**

Ret. Whol.	
30c 1s, 1/2s, B. or G.	0 25
40c 1s, 1/2s, B. or G.	0 32
45c 1s, 1/2s, B. or G.	0 34
50c 1s, 1/2s, B. or G.	0 37
Tumbler coffee	0 25
Teas packed in 30, 60, 100 lb. caddies. Coffees packed in 30, 50 lb. caddies. Freight paid on tea 60 lbs. or over; freight paid on coffee 50 lbs. or over.	

**MINTO COFFEE (Bulk.)**

M. Bean or Gr.	0 38
I Bean or Gr.	0 35
N Bean or Gr.	0 32
T Bean or Gr.	0 30
O Bean or Gr.	0 28
Spec. Grd. Compound	0 25
Packed in 25 and 50-lb tins.	

**FLAVORING EXTRACTS.**

**WHITE SWAN FLAVORING EXTRACTS—ALL FLAVORS.**

1 oz. bottles, per doz.	
weight, 3 lbs.	\$ 1 25
2 oz. bottles, per doz.	
weight 4 lbs.	2 00
2 1/2 oz. bottles, per doz.	
weight 6 lbs.	2 30
4 oz. bottles, per doz.	
weight 7 lbs.	3 50
8 oz. bottles, per doz.	
weight 14 lbs.	6 50
16 oz. bottles, per doz.	
weight 23 lbs.	12 00
32 oz. bottles, per doz.	
weight 40 lbs.	22 00
Bulk, per gallon, weight 16 lbs.	
	10 00

**CRESCENT MFG. CO. CRESCENT MAPLEINE.**

Special Delivered Price for Canada.

Per doz.	
1/2-oz. (4 doz. case), weight 9 lbs., retail each 15c.	\$1 35
1 oz. (4 doz. case), weight 14 lbs., retail each 30c.	2 50
2 oz. (3 doz. case), weight 15 lbs., retail each 50c.	4 25
4 oz. (2 doz. case), weight 17 lbs., retail each 90c.	7 50
8 oz. (1 doz. case), weight 17 lbs., retail each \$1.60.	13 25
Pint (1 doz. case), weight 29 lbs., retail each \$3.	24 50
Quart (1 doz. case), weight 53 lbs., retail each \$5.50.	45 00
Half gallons, each, retail each \$10.	7 50
Gallons, each, retail each \$18.	14 50

**GELATINE.**

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

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

Compressed Corned Beef, 1/2s, \$1.50; 1s, \$2.75; 2s, \$5; 6s, \$15; 14s, \$37.	
Roast Beef, 1/2s, \$1.50; 1s, \$2.75; 2s, \$5; 6s, \$16.	
Bolled Beef, 1s, \$2.75; 2s, \$5; 6s, \$16.	
Jellied Veals, 1/2s, \$1.50; 1s, \$2.75; 2s, \$4.50; 6s, \$18.	
Corned Beef Hash, 1/2s, \$1.50; 1s, \$2.30; 2s, \$4.25.	
Beefsteak and Onions, 1/2s, \$1.50; 1s, \$2.75; 2s, \$5.	
Cambridge Sausage, 1s, \$2.40; 2s, \$4.	
Boneless Pigs' Feet, 1/2s, \$1.50; 1s, \$2.25; 2s, \$4.25.	
Lambs' Tongues, 1/2s, \$1.90.	
Sliced Smoked Beef, tins, 1/2s, \$1.65; 1s, \$2.65.	

# Our Tiger (50 cent line) Brooms

are superfine carpet BROOMS on polished handles. Offer them to your customers and secure business that stays. Splendid value in 35c, 40c, 50c, 60c lines. Try a sample shipment and be satisfied.

We make **Factory Brooms.**

**Walter Woods & Co.**  
HAMILTON

# Jersey Sweet Potatoes

**"Whitco" Brand**

Packed in Hampers have arrived. This brand of Sweets is the best coming to Toronto.

## Opening of Oyster Season

First Express arrivals.

**Oysters          Haddies          Kippers**

Just the thing for these days.

We are heavy operators in Canadian Crawford Peaches.

**White & Co., Limited**  
Wholesale Fruits          TORONTO  
BRANCH AT HAMILTON

## Coffee, Its History, Classification and Description

By Joseph M. Walsh

This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include,

**Cultivation and Preparation.**  
**Commercial Classification and Description.**  
**Adulteration and Detection.**  
**Art of Blending, Preparing, etc.**

This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you postpaid on receipt of

**\$2.00**

IT WILL PAY YOU TO SEND AT ONCE.

**MacLean Publishing Co.**

Technical Book Department

143-153 University Avenue, Toronto

Ever consider the possibilities of the trade in Fish?

We have daily arrivals of fine, fresh, frozen

## Lake Trout and Herring

also Pickled Herring. Just the thing for deliciously appetizing and economical meals.

Get in touch with us. There are no better or more choice fish sold in the Dominion.

The margin for the dealer is a good one.

**Lemon Bros.**  
OWEN SOUND, ONT.

Full Swell Pack  
Perfectly Graded  
Fruit under:—

**"Aurora"**  
**"Mars"**  
**"AI"**  
**"Sapho"**  
**"Jupiter"**

It will pay you to handle these brands of Oranges

**J. J. McCabe**  
Agent  
TORONTO

# PURE GOLD QUICK TAPIOCA

Makes delicious, nutritious and wholesome desserts. Draw to your customers' attention the fact that it does not require to be cooked over night, but being granulated softens quickly and will cook in 20 minutes.

A tempting dessert is always possible with

## Pure Gold Quick Tapioca

Retails at 10c. per package.

Packed 3 dozen to case. Your jobber sells it.

**PURE GOLD MFG.**  
COMPANY, LIMITED

Toronto

Sliced Smoked Beef, glass, ¼s, \$1.25; ½s, \$1.90; 1s, \$2.75.  
Tongue, Ham and Veal Pate, ¼s, \$1.20.  
Ham and Veal, ¼s, \$1.  
Potted and Devilled Meats, tins—Beef, Ham, Tongue, Veal, Game, ¼s, 50c; ½s, \$1.  
Potted Meats, Glass—Chicken, Ham, Tongue, ¼s, \$1.25.  
Ox Tongues, tins, ¼s, \$2.40; 1s, \$5.25; 1½s, \$8; 2s, \$10.  
Ox Tongues, Glass, 1¼s, \$9.75; 2s, \$12.  
Mincedmeat, Hermetically Sealed Tins, 1s, \$1.25; 2s, \$2.40; 3s, \$3.40; 4s, \$4.30; 5s, \$5.40.  
In Pails, 25 lbs., 8c lb.  
In Tubs, 45 lbs., 7¼c lb.  
In Glass, 1s, \$2.25.  
Plum Pudding, 1s, \$2.30; 2s, \$2.80.  
Clark's Peanut Butter—Glass Jars, ¼, 95c; ½, \$1.40; 1, \$1.85.  
Clark's Peanut Butter—Pails 24 lbs., 16c per lb.  
Clark's Tomato Ketchup, 8 oz., \$1.35; 12 oz., \$1.90; 16 oz., \$2.40.  
Pork & Beans, Plain Talls, 1 60c; 2, \$1; 3, \$1.40; 6, \$4.50; 12, \$7.25.  
Pork & Beans, Tomato Sc. Talls, 1, 60c; 2, \$1; 3, \$1.40; 6, \$4.50; 12, \$7.25.  
Pork & Beans, Chili Flat, 1, 60c; 2, \$1; 3, \$1.15.  
Pork & Beans, Tomato Flats, 1, 60c; 2, \$1; 3, \$1.15.  
Pork & Beans, Plain Flats, 1, 60c; 2, \$1; 3, \$1.15.  
Vegetarian Baked Beans, Tomato Sauce, Talls, \$1.15.  
Clark's Chateau Concentrated Soups, 95c.  
Clark's Chateau Concentrated Soups, No. 1 Assorted, 95c.

**LAPORTE, MARTIN, LIMITED**  
Montreal. Agencies.

**BASIN DE VICHY WATERS.**  
L'Admirable, 50 btles, litre, cs. .... 5 50  
Neptune ..... 7 00  
San Rival ..... 8 00

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

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

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

**BLACK TEAS.**  
Victoria Blend, 50 and 30-lb. tins, lb. .... 0 38  
Princess Blend, 50 and 30-lb. tins, lb. .... 0 35

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

**COFFEES.**  
Victoria, Java and Mocha Blend, 1-lb. tin, lb. .... 0 34½  
Victoria, Java and Mocha Blend, 5, 10, 25, 50-lb. tins, lb. .... 0 32  
Princess, Java and Mocha Blend, 1-lb. tin, lb. .... 0 22

**MALT EXTRACT.**  
Miller of Milwaukee, cs. 2 doz., cs. .... 4 25  
Miller of Milwaukee, brl. 8 doz., brl. .... 16 20

**BOAR'S HEAD LARD COMPOUND.**  
N. K. FAIRBANK CO., LTD.

Tierces ..... 0 10¼  
Tubs, 60 lbs. .... 0 16¼  
Pails, 20 lbs. .... 0 16¼  
Tins, 20 lbs. .... 0 16¼  
Cases, 5 lbs., 12 to case .. 0 11¼  
Cases, 3 lbs., 20 to case .. 0 11¼  
Cases, 10 lbs., 6 to case .. 0 11  
F.o.b. Montreal.

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

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

**SPICES.**  
**WHITE SWAN SPICES AND CEREALS, TORONTO.**  
Dredge Canister 4oz. Round Pkgs. \$0.90 \$0.90  
Allspice .....  
Arrowroot, 4 oz. tins, 55c. ....  
Cayenne ..... 0.90 0.90  
Celery Salt .....  
Celery Pepper .....  
Cinnamon ..... 0.90 0.90  
Cinnamon, 1 oz. Fagots, 45c. ....  
Cloves ..... 0.90 0.90  
Curry Powder .....  
Mace .....  
Nutmegs ..... 0.90  
" Whole, 5c. Pkgs., 45c. ....  
Paprika ..... 0.90  
Pepper, Black ..... 0.90 0.90  
Pepper, White ..... 1.10 1.10  
Pastry Spice ..... 0.90 0.90  
Pickling Spice (Window front) ..... 0.75  
Dozens to case ..... 4  
Shipping weight, per case ..... 10 lbs. 17 lbs.

**WHITE SWAN LYE.**  
Single cases, 4 doz. .... \$ 3 50  
5 case lots, 4 doz. .... 3 35  
Shipping weight 50 lbs. per case.

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

**Laundry Starches—**  
Boxes. Cents  
40 lbs., Canada Laundry ... .06¼  
40 lbs., boxes Canada white gloss, 1 lb. pkg. .... .06¼  
45 lbs. No. 1 white or blue, 4 lb. cartons ..... .07¼  
48 lbs. No. 1 white or blue, 3 lb. cartons ..... .07¼  
100 lbs., kegs, No. 1 white .06¼  
200 lbs., bbls., No. 1 white .06¼  
30 lbs., Edwardsburg silver gloss, 1 lb. chrome pkgs. .07¼  
45 lbs. silver gloss, in 6-lb. tin canisters ..... .08¼  
36 lbs., silver gloss, 6-lb. draw lid boxes ..... .08¼  
100 lbs., kegs, silver gloss, large crystals ..... .07¼  
25 lbs., Benson's Satin, 1-lb. cartons, chrome label ... .07¼  
40 lbs., Benson's Enamel (cold water), per case ... 3 00  
20 lbs., Benson's Enamel (cold water), per case ... 1 50  
Celluloid—boxes containing 45 cartons, per case ..... 3 60

**Culinary Starch.**  
40 lbs. W. T. Benson & Co.'s prepared corn ..... .07¼  
40 lbs. Canada pure corn starch ..... .06¼  
(120-lb. boxes ¼c higher.)  
Cusco Potato Flour, 20-lb. boxes, per lb. .... .10

**BRANTFORD STARCH.**  
Ontario and Quebec.  
**Laundry Starches—**  
Canada Laundry—  
Boxes about 40 lbs. .... .06  
Acme Gloss Starch—  
1-lb. cartons, boxes of 40 lbs. .... .06¼  
First Quality White Laundry—  
3-lb. canisters, cs. of 48 lbs. .07¼  
Barrels, 200 lbs. .... .06¼  
Kegs, 100 lbs. .... .06¼  
**Lily White Gloss—**  
1-lb. fancy carton cases 30 lbs. .... .07¼  
8 in case ..... .08



In buying  
**KETCHUP**

remember Upton's give 125 per cent. of ketchup value for your dollar.

**Try It and See**

It is packed in standard packages at popular prices. Get it from your jobber or write us if he cannot supply you.

**The T. Upton Co., Limited**  
ST. CATHARINES

We receive fresh arrivals every morning of all varieties of  
**Domestic Fruits and Vegetables**

The Crawford Peaches are now coming along in fine shape. If you leave us your orders, our quality and prices will please you.

Tomatoes, Plums, Pears, Apples, Pickling Onions, Pickling Cubes, Cauliflower, Corn, Cabbage, Egg Plant, Muskmelons, Red and Green Peppers.

Foreign Fruits and Vegetables  
Oranges, Lemons, Bananas, Sweet Potatoes, Tokay Grapes, Pears, Spanish Onions.

"THE HOUSE OF QUALITY"

**HUGH WALKER & SON**  
ESTABLISHED 1861  
GUELPH and NORTH BAY

**Carr & Co.'s Carlisle Biscuits**

have their own distinct following. People who know good biscuits, use good biscuits, demand good biscuits, are the people who buy Carr's Biscuits.



The mere "say so" that you handle Carr's Biscuits puts you into the front rank of a quality salesman.

For Prices, etc., Write To-day

**CARR & CO. CARLISLE ENGLAND**

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

"Made in Canada"



**The One Price Line is  
The Square Price Line**

Manufacturers, who try to deal direct with the retailers, don't always give special prices to one grocer only. You may be sure of that.

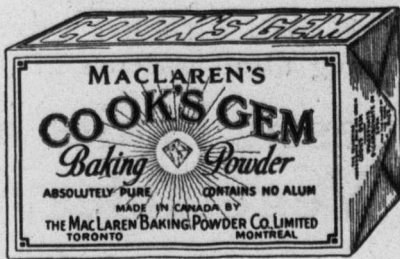
Rebates and discounts sound well—but a grocer who puts in a "cut price line" never knows whether his competitors are getting a little deeper cut.

**"WINDSOR" AND "REGAL" SALT**

are sold through jobbers only, at fixed prices. All Retail Grocers are given the same terms and treatment, and the same high quality in every bag and package.

"WINDSOR" AND "REGAL" are so well known that to sell any other salt you must first overcome the strong preference for "WINDSOR" AND "REGAL." Is it worth the trial, and the risk of offending so many of your good customers?

**The Canadian Salt Co., Limited**  
Windsor, Ont.



**WE** extend a hearty invitation to all who attend the Central Canada Exhibition at Ottawa to visit our booth in the Pure Food Show Section.

Our Mr. Hugman will be pleased to renew old acquaintanceships and to make new ones. It will be worth your while to look up this booth.

**The MacLaren Baking Powder Company, Limited**  
41-45 Lombard Street, - Toronto

**Make good profits  
by selling  
MENNEN'S TALCUMS**

**T**HE advertising now running for Mennen's Talcum Powder is creating a bigger demand than ever for these popular lines.

Why not take advantage of this advertising by showing Mennen's on your counter? The sight of the Mennen products in your store will recall the advertising in the mind of your customers and nine times out of ten effect a sale.

**You can make Mennen's  
a very profitable line  
without any trouble on  
your part.**

*Endorsed by doctors  
and nurses  
all over the world.*

*It's easy to sell  
Mennen's Talcum  
Powder.*

Made in Canada by Gerhard Mennen Chemical Co., Montreal  
Selling Agents

**Harold F. Ritchie & Co., Limited**  
TORONTO



*—the delicious,  
satisfying confection  
in the handsome  
10c. package*

**BORDO**

You know or have heard of the famous Bordo Chocolates with the "distinctly different" flavor—they're just the same unique confection yet, but they're put up now so that they're much handier to display, to sell, to carry—they're put up in 10c packages—neat, attractive, inviting.

You'll want to try them yourself when you see them.

Besides being a rapid seller, Bordo is a big profit maker for you.

Don't wait until Christmas to order a supply—send to-day, for Bordo is an all-year-round confection—the favorite with old and young.

*Mail your order to-day.*

**The Montreal Biscuit Co.**

"THE ORIGINATORS"

MONTREAL

CANADA



*Easily the Best Sales-Bringer on the Market*

**STUART'S Quality JAMS**

Judge it by the fact that in a very few weeks we were completely sold out of our No. 12 Strawberry.

Judge it by the large number of new dealers we are adding to our regular list of customers. Judge it by the frequency with which they reorder for more and bigger supplies.

Judge it by the enthusiasm of both dealer and customer.

Judge STUART'S PURE JAMS by every merchandising and consumer test that means anything to you and bigger sales — and you too will pronounce STUART'S the best sales-bringer on the market.

Wouldn't a trial order be the best and safest way of proving the popularity of STUART'S?

Send your order through now.

**STUART, LIMITED, Sarnia, Ont.**

**AGENTS:**

Dingle & Stewart, Winnipeg

Fearman Bros., Hamilton

R. S. McIndoe, Toronto

Howe, McIntyre & Co., Montreal

Langlois & Paradis, Quebec

Angevine & McLaughlin, Truro, N.S.

No. 14

*Chats with "Old Baba"*

(Canada's 105-year-old Pioneer)

**Fishing Eels at Blockhouse Bay**

"Right behind Stanley Barracks, Toronto, lies what was known in the old days as Blockhouse Bay. Many a night's sport I had fishing eels in that bit of water. One fellow would hold a light jack, which would attract the fish, while the others would spear, net or hook them."

"Great sport, I tell you, lad, especially if you like the meat of those snaky fish."

"Many a pitch dark night I've stood with a light jack and a chew of tobacco to help digest the smoke."

"It wasn't King George Navy, either, the tobaccos those days were nowhere near as good as what we chew now. King George Navy has 'em all beaten, I think."

**NOTE:** Every Grocer should carry a stock of King George's Navy and cultivate the trade of the tobacco user.



**Rock City Tobacco Co., Ltd.**

Quebec and Winnipeg

# Buyers' Guide

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

**CHIVER'S**  
**JAMS—JELLIES—MARMALADE**  
Are guaranteed absolutely pure and of the  
highest quality.  
Send us your orders.  
Agents:  
Frank L. Benedict & Co., Montreal

We are buyers of evaporated and  
farmers' dried apples. Prices and  
tags on application.

**O. E. Robinson & Co.**  
Ingersoll Ontario

## ST. MARC COFFEE

Gives all users entire  
satisfaction.

**AUGUSTIN COMTE & CO., LTD.**  
725 Notre Dame E. Montreal

## EGG FILLERS

Our capacity is three times the total  
Filler requirements of Canada.

**PROMPT DELIVERIES**  
by us are therefore certain.  
**THE TRENT MFG. CO., LTD.**  
TRENTON, ONTARIO, CANADA

## CLASSIFIED ADVERTISING

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

Where replies come to our care to be for-  
warded, 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 accom-  
pany all advertisements. In no case can this  
rule be overlooked. Advertisements received  
without remittance cannot be acknowledged.

### FOR SALE

**FOR SALE—HONEY, CHOICEST WHITE,**  
in handsome pails. Bradfield, Dunnville,  
Ontario.

**FOR SALE—ECONOMY TIERING MACHINE**  
for handling and piling of heavy cases. Box  
96, Canadian Grocer, Toronto.

**NATIONAL CASH REGISTER, 4-DRAWER,**  
fully modern; cost \$565.00; in good condition.  
Will deliver any place in Canada for \$300.00  
cash. Box 113, Ft. Frances, Ont.

**FOR SALE—GENERAL STORE BUSINESS—**  
one of the oldest established general store  
businesses in Eastern Ontario. Established  
fifty years. Best location in city for large  
city and farm trade. Turnover \$35,000 to  
\$40,000 a year, exclusively retail. Stock may  
be reduced to suit purchaser. Good reasons  
for selling. City Grocer, Canadian Grocer, To-  
ronto.

### WANTED

**WANTED — INFORMATION REGARDING**  
good grocery for sale. R. G. List, Minneapolis,  
Minn.

**EXPERIENCED TRAVELLER DESIRES**  
line of high-class food products for Western  
Canada. Box 107, Canadian Grocer, Toronto.

**WANTED—AGENCY FOR ONTARIO BEAN**  
growers and shippers for Montreal and district.  
Write Box 175, Canadian Grocer. (3, 10, 17)

**GOOD GROCERY CLERK WANTED—MUST**  
be honest, experienced and a good salesman,  
with window trimming tendencies. A steady  
position for the right man. Apply to Box  
708, Canadian Grocer.

**WANTED BY AN OLD-ESTABLISHED**  
packing house, a representative between To-  
ronto, Ottawa and Montreal, and west of  
Toronto, north of Stratford to Owen Sound,  
on commission basis. Write Box 174, Cana-  
dian Grocer, Toronto.

### ASSIGNEES AGENTS LIMITED

154 Simcoe Street TORONTO  
COLLECTIONS ASSIGNMENTS

Book-debts are monies in the other  
man's pocket. Use our special collec-  
tion service—charges moderate, no col-  
lection, no charge. Phone Adelaide 919.

## Write us for New Price List of WINDSOR SALT

**TORONTO SALT WORKS**  
TORONTO, ONT. GEO. J. CLIFF, Manager

**WANTED—A POSITION AS CLERK, GRO-**  
cery preferred, but could handle general stock  
if necessary. Good references. Write H. A.  
Coolidge, Box 663, Smith's Falls, Ont.

**WANTED BY AN OLD-ESTABLISHED**  
packing house, a representative between To-  
ronto, Ottawa and Montreal, and between  
Orillia and the Soo, on commission basis.  
Write Box 174, Canadian Grocer, Toronto.

**WANTED—HIGH-GRADE MEN TO CALL**  
on grocery trade in connection with Star Egg  
Carriers and Trays. Nationally advertised  
and used by more than 50% of the grocers  
of the country. Exceptional opportunity for  
high-grade men with real selling ability. See  
our ad. this issue. For particulars write  
Star Egg Carrier & Tray Mfg. Co., Rochester,  
N.Y.

### SITUATION WANTED

**GROCERY AND PROVISIONS. MAN EX-**  
perienced in family and cash trades seeks  
position early in October. Highest references.  
Box 112, Canadian Grocer office, Toronto.

### MISCELLANEOUS

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

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

**CASH FOR WASTE PAPER—YOU WILL**  
receive the highest price if you use a Climax  
Steel "Fireproof" Baler. Full particulars,  
Climax Baler Co., Hamilton, Ont.

The firms who adver-  
tise are the firms who  
invite your patronage,  
and are most deserv-  
ing of it. A product  
that is persistently  
advertised to the criti-  
cal dealer is a product  
that can be relied  
upon to give the satis-  
faction desired, for  
the maker behind that  
product must have  
confidence that it will  
earn your approval;  
otherwise, he would  
not dream of holding  
it up for your and  
your customer's criti-  
cism.

# McLEOD'S SPECIAL FLOUR

**McLEOD'S FLOUR IS ALWAYS RIGHT**

McLeod's "SPECIAL" is standard for purity, quality and uniformity--McLeod's "SPECIAL" is the best flour for pastry--and best for bread baking--as milling science has developed to-day it is the most perfect product--milled from the finest and most scientifically blended Ontario Winter Wheat and Manitoba Spring Wheat it requires less shortening for pastry and less water for bread baking--there is economy in using McLeod's "SPECIAL" it goes farther. McLeod's "SPECIAL" on the barrel is your warrant for satisfaction--because

**McLEOD'S FLOUR IS ALWAYS RIGHT.**

The McLeod Milling Company, Limited  
Stratford, Ontario.



## Here's Where You Come In—

The public have now long passed the point of mere interest in McLeod Special Flour.

The uppermost question now is, "Where can we get it?"

And that's where you come in.

Cash in on the interest created in your community yourself by getting up an attractive window display to-day.

Write your nearest wholesaler or direct.

**The McLeod Milling Company, Limited**  
Stratford, Ontario

## Every Housewife


likes a change. Suggest  
**MAPLEINE**  
for delicious flavor, where  
flavor is needed. Makes  
fine syrup.



Order from  
**Frederick E. Robson & Co.,**  
25 Front St. E., Toronto, Ont.  
**Mason & Hickey**  
287 Stanley St., Winnipeg, Man.  
**CRESCENT MFG. CO.**  
SEATTLE, WASH.

# OAKLEY'S KNIFE POLISH

20-102-7775



JOHN OAKLEY & SONS, LIMITED,  
LONDON, ENGLAND.

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

## Put Your Credit Accounts on the Right Side of the Ledger

Adopt the ONLY WAY to make credit business SAFE and at the same time eliminate charging, errors and disputes.

### ALLISON COUPON BOOKS

Are in Use All Over the World.

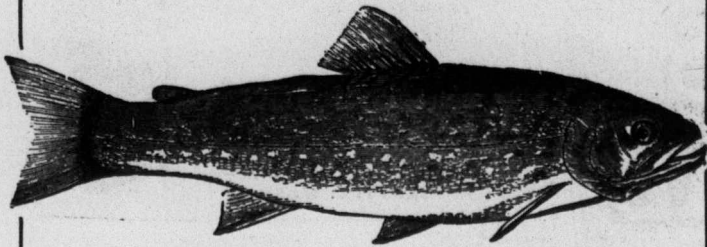
#### HERE'S HOW THEY WORK:

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



For sale everywhere by jobbers.  
**ALLISON COUPON COMPANY**  
Indianapolis, Indiana, U.S.A.

*Caught in Canadian Waters  
by Canadian Fishermen*



*Processed  
and Packed by  
Canadians.*

*Transported  
by Canadian  
Companies.*

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

## **Brunswick Brand Sea Foods**

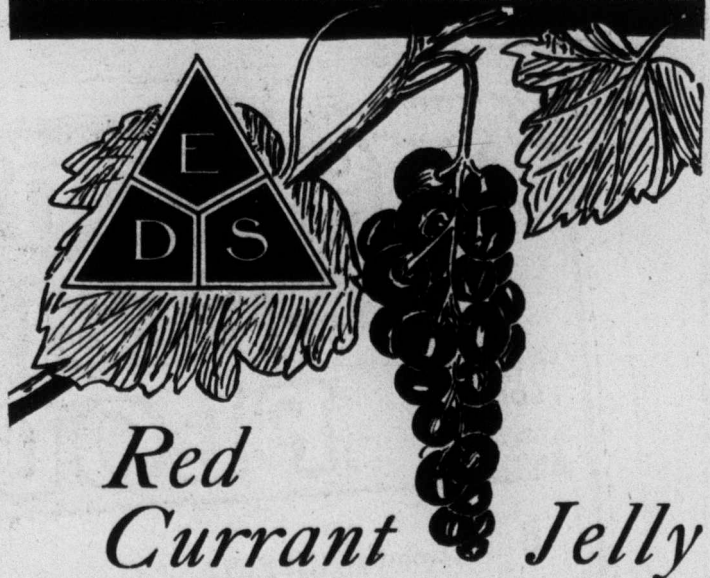
There's no better fish in the world than those obtained in the Canadian waters of the Atlantic; no better facilities for packing them than are at our disposal in our sanitary sea foods plant.

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

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

ORDER TO-DAY.

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



## *Red Currant Jelly*

has a delicate flavor that takes people off their guard and gets them good and fast.

The average person has a record stored away back in his or her memory deposit vault that may be more or less in favor of Red Currant Jelly as the folks used to make it at home.

The first taste of E. D. S. Red Currant Jelly just simply kicks those records all to pieces and establishes a standard for real delicate flavor that has never been equalled.

**It's all in the way it's made.**

The selection of fruit is the finest in the land—Winona Red Currants; the process is of the E.D.S. high standard, which is distinctly different to the old-time process, in the case of red currants.

This is the Red Currant Jelly you should introduce to your patrons right to-day. If you haven't it in stock, write for a trial shipment.

**E. D. Smith & Son, Limited**  
**WINONA, ONT.**

*Agents:*

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



# SATISFY THE BUYER



Fast practice in selling is poor policy. It does not pay to say colors match which conflict; to say that black is fast which runs; to send anyone out of your store with a purchase he will regret to-morrow.

Make the buyer go home with the idea that he has just what he wanted. There is no advertisement so lasting, so wide-reaching, so sure to grow in value, as the satisfied customer.

This has been our policy for forty-five years: And the customers of those days are our customers to-day for that reason.

We sell service as well as goods.



**LAPORTE, MARTIN, LIMITÉE**  
584 St. Paul St. West

Montreal



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**AND WATCH IT SELL**

**AGENCIES**

**NOVA SCOTIA**  
Arthur Fordham & Co.  
Halifax

**NEW BRUNSWICK**  
C. A. Munro  
St. John

**QUEBEC**  
R. E. Boyd & Co.  
Montreal

**BRITISH COLUMBIA**  
J. Leckie Co.  
Vancouver

**The "Nugget" Polish Company, Limited**

9, 11 and 13 Davenport Road

**TORONTO**

**ONTARIO**



CANADIAN GROCER

*Orinoco*



*Tobacco*

*From the  
old Mariner*

*To the  
young Sport*

**“Orinoco” is a big favorite  
with them all**

For a nice medium strength smoke that is satisfying, full-flavored and rich, there is none that compares with “Orinoco.”

Its fine fragrance is a token of its real tobacco goodness.

All Tuckett's tobaccos make a strong appeal to your men customers—very

few real tobacco users do not use and appreciate them.

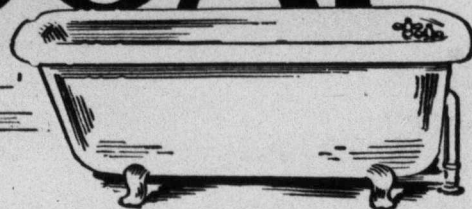
Why not stock a few lines and let your customers know you keep them? Suggest to your trade that the tobacco order be included in the weekly grocery list.

Order your stock from the wholesaler.

**TUCKETT LIMITED,**

**Hamilton, Ontario**

**FAIRY SOAP**



Harmless to the most tender skin—all the quality that can be put in a cake of soap at any price, is what you supply your customers in Fairy Soap at 5 cents a cake.

White, floating oval—pleasant and convenient to use. FAIRY SOAP is not only the best, but Fairbank advertising—persistent and persuasive—has made it the BEST KNOWN.

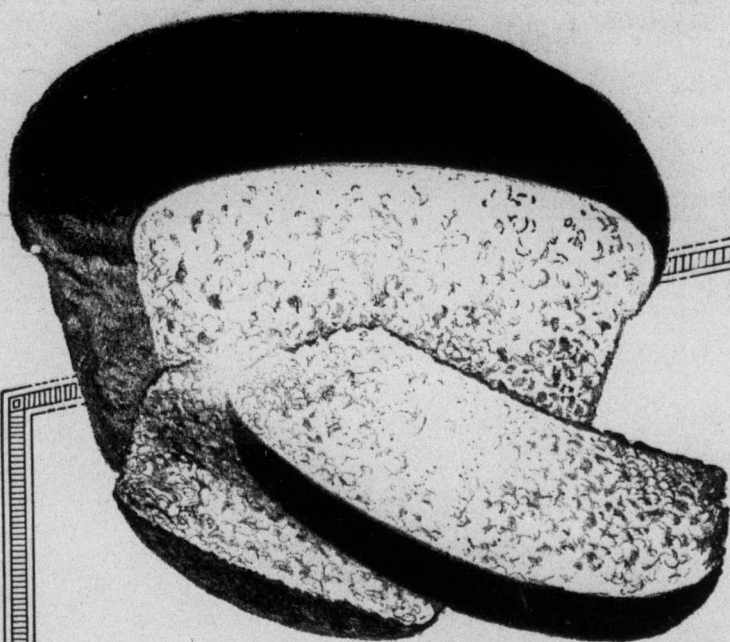
**THE N.K.**

**FAIRBANK**

**COMPANY**

**LIMITED**

**MONTREAL**



## Breadmaking Starts Again This Fall

It's the stuff it makes that sells your flour. Every meal on the consumer's table decides the repeat order.

Whether baked in a round pan or a square tin, the color of the crust and crumb, the general eating qualities, the nutrition, the economy in production of a FIVE ROSES made loaf have set very high the standard of comparison.

Sell the flour that scores the highest at every point—sell

# Five Roses<sup>★</sup>

FLOUR *for Breads-Cakes  
Puddings-Pastries*

The fires are being lighted again this autumn. Breadmaking more than ever offers you a profitable flour outlet. The contagious quality of FIVE ROSES is the strongest single force in building up a consistent flour trade.

Sell FIVE ROSES and draw a profit from every recipe in the cook book. Make sure of the trade of the breadmaker, the cake maker, the lover of puddings, and the pastry baker.

Ask your Jobbers or write nearest office

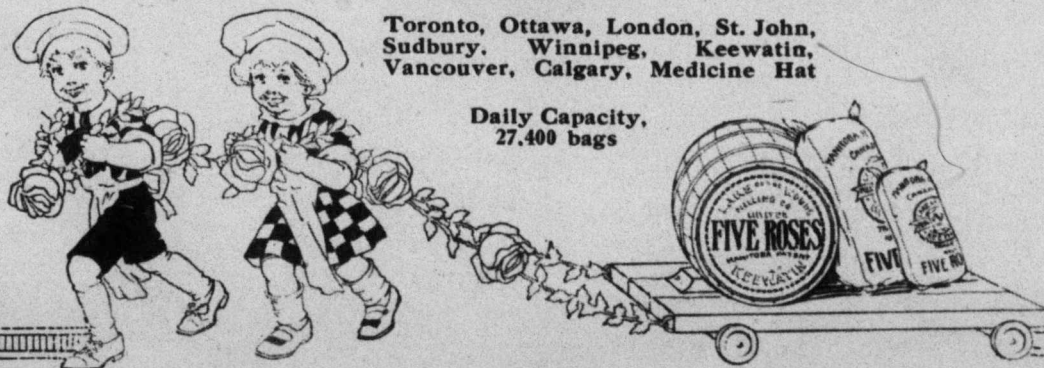
**LAKE OF THE WOODS MILLING CO., LIMITED**

*"The House of Character"*

**MONTREAL**

Toronto, Ottawa, London, St. John,  
Sudbury, Winnipeg, Keewatin,  
Vancouver, Calgary, Medicine Hat

Daily Capacity,  
27,400 bags



**L**OOK at the country loaf shown above—a reduced reproduction of an actual FIVE ROSES loaf of bread, baked not by an expert, but by a plain, every-day housewife. In the famous FIVE ROSES Cook Book, 28 full pages are devoted to the baking of breadstuffs alone, showing real photographs in color of the good things your own customers can make. And already we have mailed over 200,000 books to eager flour buyers. No other miller has given such thought and money in order to simplify the salesmanship of his retail partner.

\* Guaranteed NOT BLEACHED—NOT BLENDED